

ONTARIO COLLEGE
OF
PHARMACY

ALPHABETICALLY
ON WRITING
PHARMACY

THE
ONTARIO COLLEGE
OF
PHARMACY

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... THE ...

PHARMACEUTICAL ERA.

(WEEKLY.)



EDITED BY

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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

Is pharmacy a business or a profession?

The highly educated pharmacist who tries to conduct a store without a knowledge of business details will inevitably fail.

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There are good business men who make poor pharmacists, and good pharmacists who make poor business men.

If you belong to the latter class, we feel sorry for you, if to the former there is a remedy, The Era Course in Pharmacy.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y., for a prospectus.



THE NEW YORK BRAND OF ANTITOXIN TO DISAPPEAR FROM THE MARKET.

The authorities of New York City have at last been brought to see the injustice, and perhaps also the false economy, of public competition with private industry. This enterprising town has for some time been manufacturing and selling antitoxin in direct opposition to the interests and wishes of the drug trade. Health Commissioner Lederle now recommends that the sale of the serum to persons outside the city be discontinued. He explains that the remedy made by private manufacturers is now equal in quality to that prepared by the department. It has been generally supposed that the preparation of this remedy for diphtheria was begun and continued by the city authorities in the interests of public health and charity, but it now appears that Greater New York has been in the business for profit. The commissioner reports that by stopping the sale to outside buyers the city's revenue will be decreased by about \$12,000. The American metropolis has, therefore, been a direct competitor of the firms that have been perfecting processes and appliances for producing this indispensable remedy. Have our statesmen noticed this fact? It has usually been taught that the functions of a government properly include directing and fostering the people's industries, not discouraging them by unfair competition. What would Thomas Jefferson have thought of this anomaly in our system of government?

MUNICIPAL MANUFACTURE AND SOCIALISM.

There are still a great many people who believe that it would be a good thing if all important industries, such as railroads, telegraphs, coal mining, etc., were under the direct control and management of our government. This socialistic heresy will not down. The practical thinkers of the country have pointed out again and again that public monopoly of any industry under our system would inevitably lead to loss of efficiency and offer irresistible temptation to "grafters" big and little. The stock argument offered in answer to this objection has always been: "Look at the United States Postal Service! There is efficiency for you! And who dares mention corruption?" Unfortunately corruption has not merely been hinted at, but actually discovered

to the public, that the objection of the last-mentioned category, with all the dreadful possibilities of its being resorted to, remains unanswered. Municipal ownership of government production of the necessities of life and the public, as the beneficent employment of labor is a beautiful dream of the socialists, and here as there, driven by the floorists, it is utterly impracticable. Municipal manufacture of antitoxin has had a fair trial, and what has been the result? Leaving out of consideration the injury to private enterprise due to unfair competition, the lack of efficiency has been shameful, leading to the waste of public funds, not to speak of the loss of life. The death of fourteen innocent children as the result of criminal negligence in the preparation of serum by the St. Louis health authorities is fresh in the memory of all. The municipal laboratory of Boston has lately been shown to be in a shamefully unsanitary condition. And now it has been shown that the product of the New York laboratory, probably the best equipped and most carefully managed municipal laboratory in the country, costs the city three times as much as the same material would cost purchased in the market. Commissioner Lederle has taken a step in the right direction but he has not proceeded far enough. Boards of health have work and responsibility enough when acting in a corrective capacity. Let them protect the public from the dangers of ignorance and designing fraud, and leave industrial production to the people. Their proper function is to test, investigate and advise, not to produce staple articles of trade.

WHAT DO YOU KNOW ABOUT DRUG ABUSE?

We are indebted to Prof. E. G. Eberle, chairman of the A. Ph. A. committee which is investigating the drug habit, for a circular explaining the methods employed in the inquiry. The first step in correcting any evil must always be an inquiry into the extent and the exact nature of the abuse to be corrected. That the drug evil exists, no one doubts, but there has been much wild talking about the startling number of "fends" and their utter demoralization, but well-authenticated facts and observations have been few. The Committee on the question of the Acquirement of the Drug Habit last year presented to the A. Ph. A. some valuable figures and recommendations. The work of the committee has been continued this year, and the committee is seeking the co-operation of every one having personal knowledge of the subject. A number of letters and blanks for reports on the prevalence of drug habit have been sent out, but it is of course utterly impossible to reach in this way some of those who could furnish the most valuable data, and the committee therefore requests everyone having such information to write to the chairman. The points of value to be considered may be summarized as follows: The name of the individual, the number of habitues, age, color, sex, whether increasing or decreasing, and how many are thereby caused to call upon the public or state institutions for aid or support. These are all matters of the greatest importance to the druggist. If the pharmacist wishes to preserve the good name of his calling, he must blast out the evil which threatens to cover up the drug store as a haunt even more disgusting than that of the drunk shop. If you have information, whether oral or in writing, do not merely write

to the chairman, E. G. Eberle, Dallas, Texas. We have a few blanks on hand which we shall be pleased to furnish upon request to this office.

THE "OLD BOYS" OF CHICAGO.

The younger members of the trade should be able to draw a goodly amount of inspiration from the proceedings of the Chicago Veteran Druggists' Association. Here is a group of prominent citizens who have grown gray in the practice of pharmacy, who enjoy life as only those who have passed the period of stress and uncertainty and are conscious of an honorable record can enjoy themselves. They take their enjoyment as pharmacists and are proud of their calling. They do not retire and strive to forget the toil and occupation of earlier days, as so many are tempted to do. As veteran druggists they now find keen pleasure in discussing old times, because during the period of struggle they also found room for enjoyment and pride in their work. It is their pride of calling that renders their meetings so intensely interesting now. In this there is a lesson for the rising generation. How few clerks take a real pride in their work, or possess any of that esprit which forms at the same time the self-respect and connecting bond of a body of men! The Chicago veterans remind us that pharmacy as a calling is decidedly worth while. It offers substantial rewards, both material and intellectual.

A LORD, OWEN & CO. SURPRISE.

The sale at auction of the drug stock of Lord, Owen & Co., the great Chicago drug firm which recently failed, resulted in more than one surprise. The highest offer received for the stock in its entirety was \$80,000. This offer was refused by Judge Kohlsaat on the advice of the auctioneer who guaranteed at least \$85,000 as the proceeds of a sale in detail. The events justified the decision, for \$125,000 have been delivered to the receiver as the result of the sale just completed. The judgment of the auctioneer, therefore, proved more accurate than that of the entire drug trade. The firm will probably be able to return 50 cents per dollar of indebtedness, which is also a surprise for few believed that the assets could yield more than ten cents per dollar.

TRAPS FOR LOOSE PENNIES.

Every body admits the wisdom of the advice contained in the old adage, "Look after the pennies and the dollars will take care of themselves"; but as a matter of fact few of us treat the subject at all seriously. People do not value small coins in proportion to the larger sum which they help to make up. Even exceedingly close and inseparable friends of the dollar think no more of a handful of pennies than so much chaff. The reason is not far to seek. Pennies are absolutely useless in making any considerable purchase; no one thinks of handing out a collection of coppers in exchange for a cigar or even for a "shine" at the hands of the most humble foreign polisher. Unwritten law seems to demand that no one with any claim to respectability shall ever appear to possess any coin smaller than a nickel—the paper snatched in passing is only the exception that proves the rule. Hence the contempt of the humble penny, and the wonderful success of the various traps prepared to capture it. The vending machine does not sneer

or run its eye over your clothes when you proffer the familiar disk of metal. It is always ready, always courteous, and never obtrusive. It makes sales without a serious thought on the part of the purchaser. It is merely suggestive at the right place and in the opportune time as to what shall become of the loose pennies which no one values. The public is careless of the few, the machine careful of the many.

SIGNS OF PROSPERITY.

To offset the discouraging tales about cutting, adulteration and small profits, we have an abundance of evidence to show that there is still some prosperity in the drug business. The state meetings were unusually well attended this year and in matters of entertainment, expense seemed to be only a minor consideration. When a goodly proportion of the pharmacists can afford to journey some distance, and accompanied by wives and fine feathers, scatter money in expensive hotels for several days, the calling is not in such desperate straits as many would have us believe. Pharmacy is still worth while, and many of its followers continue to lay by something in the bank and have time to spare for the quest of fun. Whether these druggists owe their happiness to themselves, the calling or the N. A. R. D. we are not prepared to say. Perhaps all three factors contribute their share and each should have credit. Is the whine about evil conditions in pharmacy, after all, only the plaint of the unsuccessful? We don't know. Certainly things are not in a hopeless way, when the streets about a druggists' meeting are crowded with automobiles, as was the case in Connecticut last week. Motor cars are becoming common enough, but they are still signs of conspicuous prosperity. Druggists have quite as much right as anyone to own automobiles and we are pleased to see them so provided, but the right to own presupposes the ability to buy, and machines resplendent with enamel and brass are not obtained on starvation profits. Perhaps the poverty howl has been too loud and has told only one side of the story.

PRICE-CUTTING IN A NEW DISGUISE.

Trading stamps are an abomination, a work of the evil one, a nuisance and a peculiarly detestable form of price-cutting, as everyone should know. No doubt in time they will be so recognized and relegated to the limbo of punctured frauds. In the mean time the little green, blue or yellow square of paper is playing hob with many carefully laid plans and schedules. Let us hope that it is only a passing fad, and that its departure will mark the end of the present amazing popularity of patent trade-getting schemes. The despised little stamp is only one of many such devices now being thrust upon an unwilling trade. A Boston cutter—the race does not seem to be quite extinct—has adopted a new variety which seems to possess no little originality. He has secured a supply of 10,000 carnation pinks which are to be given away to customers. The plan promises to be very effective, for as all the world knows, the value of a posey does not depend upon its price. Price-cutting, like Satan, is capable of assuming various forms, many attractive and apparently innocent, but always destructive of peace and harmony.



GEORGE S. CAMPBELL, Milburn, N. J.
President New Jersey Ph. A.

A LIGHTHOUSE ON A HILL, OR A DARK LANTERN!

"For instance!" said we. "Here is a health food advertisement in a sporting magazine. Can that bring in enough orders to pay for the space?" "You do not seem to know much about the game," said the Intrepid Advertiser. "Did you think that people who wish to attract attention to their goods, could make their appeals only to those they think likely to buy? You are thinking of the salaried salesman and the personal letter. Publicity is something that must be scattered widely like the rain and the sunshine. A great deal of rain falls into the sea, and much sunshine is wasted in the desert. If nature were to dole out its nourishment in the few spots where in our judgments it might do some good, there would be very scanty vegetation on this planet. A general advertiser does not aim his remarks at an object in plain view. He knows very well that the game he wishes to reach is scattered and often hidden in unheard-of places. He, therefore, uses scattering ammunition so as to cover the entire field." "You mean," said we, "that the health food man does not expect to reach many buyers directly through that sporting journal. He is only scattering his shot broadcast."

"Precisely! In the same way, do I advertise in journals which go only to the retailer, although the real demand for my goods comes from the consumer. I don't know that any of these journals bring me any orders directly, but they are in the field and they add to the general illumination." "Oh! publicity is a sort of general illumination, is it?" "Yes, and the firm that is so saving of oil, that it uses only dark-lanterns aimed at the promising spots only, is not going to have much of a celebration. A lighthouse on a hill, that spreads its light generously over the whole landscape, is the thing."

THE AVERAGE DRUGGIST'S EDUCATIONAL IDEA.

"Well, how is soap?" "S—sh, not a word, my boy!" replied Average Druggist, with a wink, as he passed out a handful of 10-cent straights, "I'm afraid I've overdone the thing—I've sold so much soap this last three days that my neighborhood won't need any more for a year or two." "Oh, I guess I'll sell some more," he said, cutting off some consoling remarks, "the only point that is worrying me is the lot of money I have lost in not doing long ago and every day, plain-as-daylight way of advertising myself and my goods as this—Why, the thought is awful! The scheme worked all right! Surprising how people can be interested in soap. One old lady bought two dozen cakes to take to her son who lives in the country somewhere, where she goes every Summer. I can't begin to tell you how many people have thanked me for telling them what good soap should be and what cheap soap is and is not. I believe I can detect a new shade of deference in my customers, as if they recognized that they were getting their soap from an expert. Oh, you needn't grin.

"I may be a bit enthusiastic, but all the same, I am satisfied that I am on the right track. From now on I'm going to quit worrying about cut-prices, patent medicines and such like and put in my time studying up how to tell people that I've got the best stuff they can buy for their money. It's the whole science of pharmacy made into a dollar-making proposition, all the old things I learned at college—and promptly forgot—about where things come from, how they are made and what they are, will be worth money to me if I can work this thing out right. And there's no price-cutting or throat cutting competition, it's professional, strictly professional my boy, to know the whys and wherefores of your stock, and mighty good business to make people know you know it by simply letting them see for themselves.

"I've elaborated on my idea, my scheme really involves educating customers up to knowing what is good and why it is good and why it is cheaper all around to pay a fair price for good quality and the harm that comes from 'cheap' drugs and such like. The fact that my first venture has been a success—I've sold more soap in a day than I ever sold in a week before—doesn't fool me into the belief that I'm going to do a land-office business in everything I take up, no sirree, I am looking to the future for my real reward, I'll be satisfied if my extra sales during my early period pay for the work and advertising. I have studied the thing out and my conclusion is that with a drug store at every other corner and all down to rock-bottom prices there's no show for a man making more than a living unless he gets a trade that will buy good stuff at good prices and plenty of it. I believe that there are lots of people who have the money to pay for first-class articles and who would buy nothing else if they only knew what was first class and the danger and wastefulness of cheap trashy stuff, and I believe that I can get a good big share of this kind of trade by convincing them of the facts underlying my scheme. I know I can't lose money by it. I have time and material for working out my ambition—to be the druggist in this neighborhood. Maybe I'll do better than just local fame, but this is a big city—wish I had a store in a small town—that is the real place to work out my scheme properly. There wouldn't be any 'mail order nightmares' for me."

"What about being called an expensive store? Say, that doesn't worry me a bit. My idea is to tell people all about my goods and convince them that I am a druggist who knows his business thoroughly, knows what is best and gets the best for his trade because he knows how to do it and gives his customers the benefit and protection of his knowledge—then let prices take care of themselves.

"Well, I suppose you think I've got connected with my gas generator, but, old man, I'm enthusiastic. Now here is what I am going to do next week. My soap is doing so well I'll let it run until Saturday, and take up toothbrushes as a logical sequence. Then after that, I'll get on to the topic of dental washes,

powders, etc., in fact, I've a whole six month's campaign worked out. You see I will have to read up pretty thoroughly on my subjects so I can tell my public about them intelligently, and that means mapping out definite plans ahead. Now here is what I am going to say about toothbrushes—. Got to go, eh? Well, drop in next week."

DON'T TAKE MUD; DON'T YAWN.

The old druggist was coaching his son who was just going to the city to work in a big pharmacy:

There are two things a fellow's got to do to that are more important than any other. One is to take an interest in things and the other is to be independent. If a fellow does both he'll win.

I say, hang a man who doesn't take an interest in things. He can't succeed. I know in five days whether a boy stays more than seven or not. Just watch how he looks and takes hold of things. He may be as clumsy as all get out. That don't roil me. The worth of any man excepting the automatic sort which are sometimes necessary is how he looks at things, not how his hands act.

The boy who takes an interest in things never yawns. He is not sleepy. He inspires. He likes to work. He never lags; for the clock to go faster and, indeed, sometimes finds a day all too short. He's the chap who puts new wrinkles into your business and more dollars into your tills. He makes you feel at home in your own store and when you're in your home you feel secure, for you know there are other eyes and another brain than your's looking out for your business. Men who have employes like that have even been known to take a vacation.

And such a man is going to climb by his own effort, the part of the employer being simply to recognize his worth.

Supposing I didn't recognize his worth? Suppose I was a crank and refused to promote or even appreciate him?

Then he has just one thing to do—be independent—get out—go somewhere else.

I have no use for those fellows who continually cry out against hard taskmasters. It's their own fault; either they take so little interest in their work that their employer is kept dinging away all of the time at them or else he's a fool and they're soft hearts or nerveless—fellows with no independence.

There is no such thing to a man who is alive, who holds his head up, who saves he will get along as not getting along. There is no such thing as keeping down a fairly healthy man who has it in him to keep up. Get discharged? All right—plenty of other jobs. Hurts your reputation? Oh no, it doesn't; not if your part is dignified and honest.

If he tells you how to do a thing—listen. Then do it. If you see him doing something, watch and learn how. If you must ask a question to clear your mind on some point in his operation, ask it. If your question was in good taste and he reprimands you or refuses to answer—quit right there. You can't afford to work for such a man; he'll kill both your independence and your interest in things if you do.

Don't take mud from anyone. Don't yawn. The Lord loves a man who opens his eyes and grits his teeth.



"The Glorious Fourth."



WILHELM BODEMANN.

The engraved document held up to view with such evident pride and satisfaction, is the new certificate of membership in the Chicago Veteran Druggists' Association.

THE AUTOBIOGRAPHY OF A PHARMACIST.

A Portion of the Archives of the Chicago Veteran Druggists' Association Presented at the Annual

Reunion, June 22, 1903, Being Some

Personal Recollections of
WILHELM BODEMANN.

FOR the benefit of the C. V. D. A. in general and for historian Ebert in particular I submit the following cornerer's inquest on my record, conducted by myself.

A Promising Start.

On June 6, 1840, the family midwife knocked at my father's study: "Mr. Pastor! It's a boy—and he yearns to be a trooper." And the kid has kept on yelling so loud that one of my bosses said to me once: "If you ever buy, we shall have to kill that mouth of yours separate from us again." Of course he was speaking figuratively, so am I, but as a matter of fact I was born June 6, 1840. If any of you veterans ever tackle me, I'll be 60-60. If you lose, saw wood; if you win I'll be 100-50 as to the treasury of our beloved Association.

The name of the place of my birth is Schnaackenburg, Hanover. Schnaack is a platt Deutsch for talking, and means conversation. My father was the regular doctor in the town, a stout, stout 7 inches high, of indomitable energy, who went out down in the fields and gardens, according to the time, and sitting up till 2 A. M. writing books, pamphlets, and letters. I must have inherited his room for writing, and have not been able to shake it off to this day. If I have something on my mind, or wish I have, I itch all over to get it poured out. I'll talk. This will explain to some of you why I have a pen in my hand, or a quill secure in my pocket.

My good mother was an extremely small woman, but she was the real rock up to her last day on earth at the age of 87 years. A good Christian and friend of

mine visited Hamburg the very year my mother died. Mother had heard of her arrival, could not wait till she came to see her, so mother went in spite of her eighty years to Hamburg. My lady friend wrote me and described her visit thus: "It was twilight when your mother entered the room but her eyes sparkled so brightly and full of vitality that the room seemed to light up." Whenever I think of those sparkling eyes of my good mother, my own grow dim.

From my mother I inherited fondness for life and action; I must have my fun at somebody's expense every day of my life. I enjoy cheerful faces and action.

The Foundations of a Vigorous Vocabulary.

When twelve years old my father was removed to a parish near Hamburg and I was sent to a pensionat or college in Holstein, near Altona. Half of the forty boarders were English boys and I laid low for the new arrivals. Whenever a fresh John Bull turned up I froze on to him. He had to have a mentor, and I wanted to pick up the English language and succeeded enough that later on when I was apprentice in a place where English was of use to the preceptor I received, contrary to custom, \$500 for four years service instead of paying \$50 for the privilege of apprenticeship. Schooling finished, the great question—and oh, what a question, how often burlingly solved—what are you going to be in life? arose. My father asked me what career I had selected and I told him I would like to be something of a Schiller, Goethe or Shakespeare. It grieved my father greatly. He did not have the means to send me to the university. It was the old story, champagne taste and beer price. Detecting some musical talent in me, as he thought, he decreed that I should become a piano maker, and whether my heart were bleeding or not, I had to obey, and obey I did. For two years I was apprentice in a carpenter shop in the city of Hannover, drying the clothes of the master's family at the city bleach and blacking boots for the entire family every Sunday morning and at night carrying out bags of wood-shavings. While in Hannover my cousin, now Dr. Barth, was apprentice in Dr. Prolin's Raths Apotheke and when it was his turn to answer night calls he had the privilege to go to his room at 8 P. M. He was the son of the Apotheker Barth in Bremerhaven, and as Bremerhaven was a port where a good deal of English was necessary in business, he embraced the opportunity to perfect his school English on me, and many an evening did I spend in that Raths Apotheke clerk's room translating Shakespeare with cousin Barth.

Pharmacy Gains a Recruit.

These evening visits brought about my determination to quit the carpenter shop, and, I ducked, ran away, and in the spring of 1853 I found myself installed as apprentice in Dr. Barth's Engel Apotheke at Bremerhaven, at a salary of 50 thalers for four years, board, room and washing thrown in, and for Christmas I received Hager's Kommentar, a book I hold priceless in memory of my beloved preceptor, a man of unusual intellect and a good practical business man.

In his laboratory and under his guidance I made extractum ferri pomati from hydrated oxide of iron in as many hours as the old way of making it from rusty nails took weeks, and got a far superior product; and when finished my preceptor induced me to write the new method up for Hager's Centralhalle, and thus I broke loose for the first time in a pharmaceutical journal. Think what that good man has to account for seducing me to journal writing.

My fellow apprentice at Barth's was F. Wiedel, now at Paulina and Chicago Avenue. We took turns, one month one of us was at the prescription desk, the other in the laboratory and ship medical chests. When I was done with my work I used to stroll over to the harbor and drum up trade with the captains of vessels in port. In summer time our preceptor sent us out regularly botanizing, always considering our progress in education and anxious to combine it with outdoor exercise. For the balance of my years I shall always cherish that good man's memory.

Other Scenes, Other Faces.

When I was 20 years old I had the choice of playing soldier for the King of Hannover for three years, then go back clerking for two years, then to the university, and then—what without money? So I heaved anchor for New York in 1867. Arrived in Milwaukee in March—through my uncle Helmholz got a job at O. Schorse's, of gauze and bandage fame—and in July I was out of debt. Meantime my uncle's daughter had married a Chicago gentleman and through her kindness I got a job with Moench & Reinhold October, 1867, then at Clark and Indiana streets. Mr. Moench's name was Charles, and that was the reason they called him Henry. When he worked for Louis Wahrlich he found a Charley at work there. Two Charleys in one store would not do, and so Henry was his name up to his last day. Lots of the first families of the North side called him Henry, never having known his family name. Rheinhold, who was a pharmacist, a good chemist and a physician, built up quite a mineral water trade, but the fire wiped out the firm's money, trade and ambitions. Both of the partners died poor.

Other Travelers on the Highway.

While at M. & R. I met a queer job lot of druggists and doctors. My predecessors in the store were A. Stammer and H. Bueckner. Our next neighbors were Schlosser, Bromold and Dietzsch, Blocki & Co., later H. Biroth, and at the latter firm I first met my friend Thomas Braun, who was boarding with me at the famous hash factory of Schwennicks. Of the doctors patronizing M. & R. I remember Paoli, Helmuth, Storck, Heinecke, Henrotin, Wagner, Blainey, J. A. Allen, E. Schmidt, Merkle, and others. At Schwennicks' boarding house I met the Baron von Glahn, whose brother I knew at Bremerhaven. This queer genus had a famous divorce suit attracting world-wide attention, and costing a small fortune. While the world called the unfortunate man a miser, and his enemies so stated in his obituary, I came out in the daily papers the next day with a card, denouncing his assailants publicly, announcing that he had given me \$200 to start me in business, not exactly the act of a professional miser. I also met our friend J. Blocki while at M. & R.'s, but the circumstances are too delicate to go on record.

The Launching of the Ship.

While my friend, the Baron, was at his lawyer's office one day in April, 1869, the office boy asked him if he did not want to buy a drug store, Dr. Lane's, closed up by the law firm, Charley Reed and Harry Richardson. He at once hunted me up, brought W. Hasselbach along, and as the combined savings of the new firm were \$200 short of the price, the Baron loaned the amount, no note, no interest, the only condition was to pay off as soon as earned, and in July, '69, Bodemann & Hasselbach were out of debt, running a store corner of Harrison and State. Here we were at the time of the big fire. Our store was the northern limit of the city after the fire. The fire stopped right there, everything north of us was swept off the earth. This terrible calamity that swept away so many lives and fortunes helped us wonderfully; we coined money. The U. S. Courts were right across the street from us, over Pottgiesser's saloon. Here I got acquainted with my noble friend Grassy. Tom Braun was on the corner of Harrison and Clark, Ernst George Miller on the corner of Polk. Soon after the fire Mr. Ebert and G. Buck called on me and sand-bagged me out of \$25 for the Chicago College. In the summer of 1872, we established a branch on State near Thirty-fifth street. Hasselbach is now in Munich—when he found out he had the stuff for a great painter in him, I bought him out and sold the branch to Braun's clerk, Paul Muehlmann.

In the spring of 1873 I moved to the Orient Hotel (St. James) northeast corner of Van Buren street, and here my store was the last building to be swept away by the second big fire in July, 1874. Four weeks after this fire I opened up on the corner of Jackson and State where I remained until high rents drove me out.

I started in with \$120 rent and wound up with \$575 for one-half the room. I had figured that the southward move of the Post Office was a sign of the times. The new post office was not rebuilt at Monroe but at Jackson. My diagnosis proved to be correct. I was long on foresight but short on hind quarters. A five years' delay in the completion of the post office held back the development of that corner, and I sank all I had made in the big fire and saved in the second fire. By '78 I was at the end of my rope and took a clerk by the name of O. Zinn as a partner, and luckily for me he had domestic troubles—skipped the town in 1880—his family sold his interest back to me, and I was out of the woods.

Safely Anchored.

Another event of utmost importance took place in 1878, July 7, almost 25 years ago. I married, and from that day on I was a different man. I cut out monkeying around, tended to business and made headway. If my experience in matrimony were a universal criterion, bachelors would be a mighty scarce article. The discovery of my good wife is, in my opinion, the event of my life. We set up housekeeping on Harrison street, but the noise of Pottgiesser's Concert Saloon drove us out to Hyde Park, another lucky find, for through this I sized up the lay of the land in that section, and in 1886 established a branch at Fiftieth street and Lake avenue, and one at Forty-third street and Lake avenue. For this branching out I took in John Couran as a partner. In 1892 we split up, he remaining down town. I took the Hyde Park stores. This finishes the chronological part, now a word about the inner man.

A Wider Horizon.

Up to about 1883 I had paid no attention to other druggists, or college, or associations. In '83 Hallberg got me to join the Chicago College of Pharmacy. Here Ebert picked me up and railroaded me into the chairmanship of the business committee, by his resigning that office. Here I met some men with whom in after life I formed lasting and warm friendships. Among others my friends Patterson, Sargent, Maynard, Dyche with whom I started the Illinois College of Pharmacy. We had made a contract with the faculty. Ebert wanted the professors fired. I would not stand for repudiation and stepped down and out as acting president, with the real president, Henry Fuller, out of the country for good. Ebert never forgave me this, and for years we did not speak as we met, until consolidation of the two schools loomed up, and the great peace maker, Biroth, took Ebert into my office one day and we made up. But consolidation did not come. Hallberg and others "busted it higher than a kite" and as a result Hallberg and I did not speak as we met for years. Time and age has softened down the pugilistic qualities of both parties to the fray and all is serene again. What a grand thing it is for people to find out before it is too late what d—d fool they can make of themselves if they only try hard enough.

It was early in the 80s that Engelhard and I concluded to wage war against the city liquor license of \$25. I issued a call for a mass meeting and forged Jamieson's name as a good drawing card to it. This I believe brought Jamieson and me closer together and if this forgery had brought me a five years' residence in Joliet I would call it a God-send. This started the C. R. D. A. Jamieson acted as my trainer and landed me as chairman of the executive committee of the I. P. A. while Patterson was president, and Jamieson, secretary. Once having had my appetite whetted—smelled blood as it were—I pitched in good and proper, and joined everything that came along the pike, the Telephone Subscription Company, the Interstate Druggists' Association, with a one plank platform, the Retail Druggists' Association and the Apothecaries' Association.

Battles, Defeats, Victories.

My inquest would not be complete if I omitted to state that I took an almost morbid delight in journal-

stick my pen into the telephone rates of the day, and one by one reducing the same. The abolition of the apprentice, the compulsory education, the patent law ironstrosities, the new telephone rates, what not. If I missed a fight I would have been a little one for a cent." While our efforts in the direction of reducing the telephone rates were being consummated as a brilliant failure we cut short the general session of the men that had caused our Waterbury. Although badly knocked out I did not give up. In 1895, I proposed to the C. R. D. A. to ask the telephone company to arrange for automatic telephone. I was determined to freeze out the free phone and beat system and I am delighted to say I succeeded.

Enter, the N. A. R. D.

In 1898 T. V. Wooten issued a call for a national meeting of delegates from all associations throughout the country. He called the apothecaries' society together at a dinner in the basement of the Masonic Temple during the summer of '98 to report results. Mr. Wooten was so disgusted and so disheartened at the lack of support in Chicago that he announced to that dinner party his determination to give up the delegate convention as a bad job. He threw up the sponge. I hardly realized the bearing of his announcement until Linghard and Tillotson got me into a corner. Said Linghard: "By the eternal, you must make a bid—on a bluff, or Wooten will give up the ship." I ordered an extra beer and made a "bid—on a bluff." I asked Wooten how many delegates from Chicago he would consider for him to change his gloomy determination. He named the number and I thundered my clenched fist on the table, knocked over a couple of water tumblers—had no use for the stuff—and pledged him double that number. I delivered the goods and thus saved Chicago's honor, for to Chicago belongs the honor of having given birth to this most important of all associations that were ever connected by the retail trade. Talk about your raising the standard—"to bid—on a bluff, or you cannot raise a living," and "there is an agency that makes it at all possible for the druggists of America to make a living, an honest, decent one, gentlemen, that one agency is the N. A. R. D. saved from shipwreck before it was launched at that historic dinner in the Masonic Temple basement. It would not give you the birth certificate of another association in 1898, the C. V. D. A. Of this association Johnson is the father, Fbert the mother.

The Closing of the Score.

I fear my friends I have taxed your patience but you have ordered my record, and I obeyed your mandate. The other day I counted up my assets and liabilities, and I found I did not quite come up to "book-keepers" last tax statement, but thank Heaven I was a winner. He has not. I have lots of friends, he has a few advisers that harp on his generosity for being so forthcoming, but the real stuff called friends. Without being a party of one I assert that I have not been asleep since the 6th of June, 1846, and should be the one when you lay me down to sleep. "I am a doctor, am I not?" Oh I hope that all of you may be as good as dead at rest should that day come and you will be in grave and feel that you miss me. I am your friend and be assured that I did not leave you.

BROMOQUINAL

According to Nouveau remede, bromoquinal is a colorless crystalline substance. It is a yellowish crystalline body, the crystals melting between 107 and 108 degrees C. and it reacts with difficulty in water, also with ether. Two doses of 0.1 to 0.25 gram per day are said to produce the same effect upon fevers as doses of 15 grains of quinine hydrochloride and bromoquinal is easily tolerated by the patient. The presence of bromine generated at the same time some valuable polymeric.

THEORY AND PRACTICE

SANDALWOOD IN DANGER OF EXTINCTION.

Frederick S. Mason (Pharm. Jour.) states that the sandalwood tree, *Santalum album*, is threatened with total extinction in southern India. The plant, which is a parasite drawing its supply of moisture and mineral salts from other plants belonging to several different orders, seems to be suffering from a mysterious disease called "spike," which attacks the underground portion of the tree changing its entire appearance and causes death often in the course of a few months. The malady is infectious and does not seem to be due to any parasite, vegetable or animal. As the suckers attacked are from 100 to 150 feet long the disease is very difficult to deal with. The author suggests that the trouble may be caused by toxins developed in plants which have been introduced to serve as hosts for the sandalwood and that the removal of these plants, which have spread over large territories, might save the existing plantations. The situation is very serious for the sandal has already become extinct in some countries, notably the Sandwich Islands and Fiji, and if it should become necessary to begin other plantations it would be necessary to set aside large reserve forest and to wait a half century, at least, before wood could be available as a source of the essential oil. In the meantime sandalwood oil as a drug and for use in perfumery would probably have lost its usefulness.

ALCOHOL IN CHLOROFORM DECOMPOSITION.

M. Adrian (Nouveaux remede) reports the results of his study of the spontaneous decomposition of chloroform and the supposed power of alcohol to retard or prevent this decomposition. The influence of the method of manufacture upon the resistance of the liquid was also taken into account. Thirty samples of chloroform prepared by the well known methods, some purified by special processes and some the ordinary commercial product, were subjected to the action of light for a number of months after the addition of varying quantities of ethyl alcohol. The results are important for they throw light upon the curious beneficial action of even infinitesimal proportions of alcohol. They show that alcohol does not hinder the decomposition of chloroform, but merely changes its nature; it fixes the chlorine formed giving instead of hydrochloric acid and phosgene, chlorine derivatives which have no injurious effect upon the organism. One c. c. of alcohol per liter is in most cases sufficient to fix the chlorine formed in a year's exposure. If the proportion of alcohol present is insufficient to change all the chlorine disengaged injurious compounds appear in the chloroform. Sulphur and oil of sweet almonds like alcohol also cause the formation of harmless compounds of the decomposition products of chloroform.

LECITHIN.

Owing to the difficulty of preparing substances of the lecithin group and their comparatively high price many commercial samples are more or less impure. Lecithin should be soluble in its own weight of absolute alcohol or chloroform, a property which may be utilized for the detection of proteids, phosphates and glycerophosphates, these being insoluble in the two fluids mentioned. The most important test, is, however, the determination of the relative proportions of phosphorus and nitrogen. The former occurs to the extent of 3.80 to 3.00 per cent, according to the source of the lecithin, and the latter about 1.72 per cent. Pure lecithin contains the two elements mentioned in quantities proportioned to their atomic weights, i. e. as 31. 14. Any departure from this proportion indicates

impurity. The phosphorus may be determined in the ash as pyrophosphate of magnesium and the nitrogen by Kjeldahl's method on the original substance.—*Journ. de Pharm. et de Chim.*, through *Pharm. Journ.*

FILMARON.

F. Kraft (*Pharm. Zeit.*) has isolated the anthelmintic constituent of the male fern rhizome. The new body has been named filmaron. It is a bright, yellowish-brown powder, insoluble in water, slightly soluble in water, slightly soluble in cold methyl and ethyl alcohol and petroleum spirit, but very soluble in other general solvents. The rhizome contains about 5 per cent. of the substance. When dissolved in acetone filmaron is slowly decomposed into filicic acid and felix-nigrin. It probably contains four butanones, one of which is identical with aspidinol, while the other three together are identical with filicic acid; two of these products are identical with albaspidin or flavaspidic acid. A pharmacological examination of these constituents showed that filmaron only contained any considerable anthelmintic action. In doses of .5 to .7 gram it was successful in thirty cases without exception.

SURFACE STAINS ON NEGATIVES.

H. W. Bennet (*Photography*) divides the stains which appear on the surface of photographic negatives into two classes, those which appear immediately after developing, probably caused by dampness, and those which develop slowly after a time. Stains of the first class are frequently iridescent, and may often be removed with a very weak hypo and ferricyanide fixing bath. If very weak, the stains, unless exceptionally bad, will disappear in a few seconds, and in this time a weak solution will have no effect upon the image. Stains that are only developed after a time are more difficult to remove, but unless very severe they may usually be removed by rubbing the dry negative with a soft rag thoroughly saturated with alcohol.

THE PHYSICS OF FILTRATION.

G. F. Horsby (*Chem. News, Pharm. Journ.*) finds that when the sides of the funnel are ribbed so that the glass offers no obstruction to the flow of liquid through the paper, the theoretical law governing the velocity of flow of fluids in thin tubes holds good. In order to use a minimum amount of wash liquid, the quantity on the filter paper must be kept small, and the time required cannot be greatly varied by changing the manner of adding the wash liquid provided that the upper edges of the filter are properly treated. To thoroughly wash a filter with the minimum of work and loss of time each addition of liquid should be as large as possible and the precipitate should be allowed to drain.

INCOMPATIBILITY OF CERTAIN TINCTURES.

Dr. Badel (*Bull. d Pharm. du Sud-Ouest.*) recommends the use of citric acid instead of hydrochloric acid in overcoming the incompatibility between tincture of hydrastis and tincture of hamamelis. A solution of citric acid in equal parts of alcohol is suggested. The addition of this acid also gives a transparent product when the tincture of viburnum is added to the tincture of hydrastis or hamamelis. Citric acid may also be used with advantage in combinations of tincture of rhuibarb with cinchona, rhuibarb with colombo, gentian, nux vomica and cinchona, grindelia drosine and ipecac, aniseed, ipecac and boldo, etc.

CLEANING OIL BOTTLES.

The Journal de Pharmacie of Alsace-Lorraine states that bottles containing oil may usually be quickly and easily cleaned by the addition of from 5 to 20 grams of quillaya bark. The bark in quantities varying according to the size of the vessel, is placed in the bottle and enough cold or lukewarm water added to permit of easy shaking. In most cases simply shaking and rinsing is all that is necessary.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Depilatory Paste.

(S. R.) All depilatories or preparations for the removal of hair from the face are more or less injurious to the skin, and the more efficient a preparation of this sort is, the more likely it is to prove injurious. No depilatory removes the hair permanently, and all such preparations afford merely temporary relief from superfluous hair. The only method of permanent removal is through the destruction of the hair bulb by means of the electric needle; an operation which should be attempted only by a dermatologist or physician skilled in the process. We present the following formulas from the Era Formulary.

(1)

Powdered quicklime, 10 grams; sulphide of barium, 10 grams; starch, 10 grams. The powder is first moistened with little water and then applied. It acts in a few minutes.

(2)

Quick lime, 16 ounces; pearlsh, 2 ounces; liver of sulphur, 2 ounces. Powder very finely and keep in a stoppered bottle. Directions:—When required for use, mix a small quantity with water to form a soft paste; apply to the spot and in three minutes remove with a paper knife. If the skin smarts much apply a little cold cream.

(3)

Sodium sulphide, 6 drams; powdered lime, 3 ounces; starch, 2 ounces; powdered orris, 1 ounce. Mix. The sulphide of barium should be fresh. It can be prepared by making barium sulphate and its own weight of charcoal into a paste with linseed oil, rolling the paste into the shape of a sausage and placing it on a bright fire to incinerate. When it has ceased to burn and is a white hot mass, remove from the fire, cool and powder. Any of the foregoing may be made into paste with soft soap or glycerin. Another way is to take fresh-burned quicklime, 30 parts, slake with about 15 parts of water, and, when cold, sift. Place the powder in a wide mouthed bottle and add water to make a paste. Pass sulphuretted hydrogen to the bottom of the paste for an hour or two, then add glucose, 70 parts, and oil of lemon, 3 parts. This paste does not keep well.

Naval Pharmacists.

(F. E. S.) Present naval regulations restrict the number of "pharmacists" (warrant officers) to twenty-five, the appointments for this grade being made from the hospital stewards now in the service. The pay is from \$900 to \$1,800 per year. In addition to naval pharmacists the hospital corps of the navy consists of the following grades: Hospital steward, with the rank of chief petty officer, pay \$60 per month, one ration (30 cents a day); hospital apprentice, first-class, rate of petty officer, third-class, pay \$30 per month, one ration; hospital apprentice, rate of ordinary seaman, pay \$20 per month. On original enlistments the



FRANK C. STUTZLEN, Elizabeth, N. J.
Secretary, New Jersey Ph. A.

ages of the applicants must be as follows: Hospital stewards, 21 to 30 years; hospital apprentices, first class, 21 to 28 years; hospital apprentices, 18 to 25 years. Application for enlistment must be made to the Surgeon-General of the United States Navy and must be accompanied by suitable testimonials as to character, habits and experience of the applicant, citizenship, etc. All applicants after passing a physical examination before a medical officer are required to pass examinations as to their general educational qualifications and professional knowledge. The regulations do not require that the applicant shall be a graduate of a college of pharmacy or a registered pharmacist. For full information concerning the steps of these examinations and other hints concerning entry into the hospital corps of the United States Service see this journal August 24, 1899, page 293.

Fruit Preservative.

(R. M. R.) "Please give me a formula for preserving fruit in its natural state. I want a transparent solution to show fruit in."

A compound for the preservation of fruits, vegetables, etc., in the raw state, has the following composition:

- Boric acid..... 1 part
- Sulphuric acid..... 1 part
- Sodium sulphate..... 1 part
- Water..... 100 parts
- Water..... 100 parts

Mix and distill. Of this syrup add 1 part to 6 parts of water to make preserving liquid. A variation for fruit and vegetables better preservative, is as follows:

- Sodium sulphate..... 1 part
- Sulphuric acid..... 1 part
- Water..... 1 part
- Sugar..... 1 part

Combine in a glass bottle, shake to make a stock solution. Add 1 part of this solution to 8 parts of water to make the preserving liquid.

Another formula may be used for exhibition purposes as follows:

- Sulphuric acid..... 1 ounce
- Glycerin..... 2 parts
- Sodium sulphate..... 1 part
- Water..... 8 parts
- Water..... 2 parts

Dissolve the salicylic acid and saccharin in the glycerin with gentle heat, dissolve the sugar in the water, mix with the solution of acid and saccharin and strain.

Take fresh sound clean fruit, pack tightly in jars and fill the jars to the top with the solution; keep the fruit in a cool place.

Keeping Flies Off Horses and Cattle.

(W. H. R.) Intusions of bitter substances like quassia, gentian, smartweed, etc., have been used, it is claimed, with satisfactory results. They are applied by means of a sponge or brush. Preparations like the following have also been recommended:

- (1) Carbolic acid..... 1 ounce
- Oil of pennyroyal..... 2 ounces
- Spirits camphor..... 2 ounces
- Oil tar..... 4 ounces
- Glycerin..... 2 ounces
- Lard oil..... 1 ounce
- (2) Pine tar..... 1 part
- Fish oil..... 2 parts

The oil is used to keep the tar from sticking; if fish oil cannot be obtained, lard oil may be used. An addition of 2 ounces of crude carbolic acid to the gallon of paste will improve it. Paint the mixture on when necessary.

(3) Melt 50 parts of tallow or other cheaper fat with 25 parts of resin; add 50 parts of crude soda and 25 parts borax, boil with water; add 75 parts carbolic acid and 30 parts calcium sulphide solution, and finally 80 parts extract of tobacco.

Marshall's "Royal Shoo-Fly" is manufactured by the Marshall Medicine Co., Kansas City, Mo. Briggs' Shoo-Fly paper is made by F. W. Briggs & Co., 548 Washington street, Buffalo, N. Y.

Rhodinol.

(S. & C. Curacao.) Rhodinol is listed in the Price List edition of the Era at \$4 per oz. and it is claimed to "replace the natural oil of rose to advantage." Rhodinol or synthetic rose occurs in two forms—(I) a colorless liquid, for soaps, "extracts," and oils; (II) more concentrated and more refined than rhodinol I. This refers to one brand of the commercial article. Chemically, rhodinol is an alcohol (C₁₀H₁₈O) and is obtained from rose geranium and other oils. It is also called citronellol and renniol. Commercial rhodinol is said to be a mixture of about 3 parts of geraniol and 1 part of true rhodinol. Commercial renniol is a similar mixture in different proportions.

Osier.

(H. G. W.) "Osier" is a popular name of a species of willow used chiefly for basket making and other wicker ware. The common osier is the *Salix viminalis*, a description of which you will find in any work on botany. Medicinal willow bark is obtained from *Salix alba*, *S. fragilis*, and *S. purpurea*, the first named being official.

The red osier or swamp dogwood (*Cornus sericea*) is a shrub found in moist woods, on the banks of streams, in all of the states east of the Mississippi river, and is described in all of the dispensatories. The bark is employed to some extent in medicine, being used as a substitute for *Cornus florida*.

Formulas for Proprietary Medicines.

(I. A. S. & F. C. J.) Formulas for proprietary remedies are trade secrets which their owners do not disclose and we cannot therefore publish the formulas for the remedies you name.

New York Excise Regulations.

(W. J. H.) An explanation of the new excise regulations now in force in this State was printed in the Era of May 28, 1903, page 556.

Chewing Gum.

(J. H. M.) We know of no treatise on the manufacture of chewing gum. Some formulas were published in the Era of December 18, last year, page 627.

NEWS DEPARTMENT.

State Associations Meet.

SILVER JUBILEE.

Ohio's Twenty-fifth Annual was Like "Finnegan's Wake," Says Professor J. H. Beal, and He Tells

Us All About It, as Follows:

Toledo, June 30.—The silver jubilee meeting of the Ohio Ph. A., held at Toledo, June 23 to 26, like Finnegan's wake.

"Will ne'er be forgot,

By them as was there and them as was not."

It was a strenuous meeting, every portion of the three days being filled by some important item, but with so much variety that the last was received with as much pleasure as the first. Speeches from witty orators, sage addresses from Nestors of the craft upon problems which beset the druggist in daily life, trolley rides through the beautiful cities of Toledo and Detroit, vaudeville show and band concerts, steamship rides across Lake Erie, banquets and receptions, etc., until the last hour. So well had the Toledo druggists planned and so assiduously did they work that the entire program went through without a skip, began on time and ended on time, except the banquet and ball which manifested a tendency to include the day after.

Cincinnati Fellows' First Elevator Ride.

Toledo, the coming metropolis of the unsated seas, was usurping in her hospitality, and the visitors wandered through her well kept streets and gazed upward in amazement at the tall buildings. The Cincinnati visitors were at first a little shy of the elevators, but after becoming accustomed to the sensation, were loud in their praise of the convenience.

All in all the writer, as an old attendant at state meetings, believes the Toledo meeting to have been the best planned and the best managed of all the meetings in the twenty-five years of the association.

The association was called to order at 3:45 p. m. Tuesday, in Zenobia Hall where the sessions were all held. President Garrett introduced Mayor Sam Jones, who welcomed the guests on behalf of the city authorities, and Druggist J. M. McCann, who presented the welcome of the local association, W. R. Ogier of Columbus, responding on behalf of the visitors. After the naming of some committees and the formal business the meeting adjourned for a trolley ride to the vineyards and cellars of the Lenk Wine Co., where they were entertained at luncheon, and escorted to the nearby Farm Theatre for a band concert and vaudeville entertainment, which concluded the day.

On Wednesday the association was entertained all day by Parke, Davis & Co. The visitors met on board the new Greyhound, swift and beautiful excursion steamer of the Lakes. Arriving at Detroit they debarked at the P. D. & Co. wharf. After a trip through the big establishment they lunched on the grounds, and re-embarked for the return ride.

Session in Steamboat's Smoking Room.

After nightfall the serious minded members assembled in the smoking room and listened to President Garrett's address and several papers. The address was an able presentation of the problems surrounding the retail drug business and contained an eloquent appeal to

the druggists of the State for the support of their oldest and ablest champion. The discussions were animated, and it was not until the lights of Toledo were seen shining in the distance, that the meeting broke up.

After so much play the association settled down to work with a vim early Thursday morning and devoted the entire day and until nearly 9 o'clock to business.

An unusual number of interesting papers and reports were presented. The list of papers follows:

"Timely Topics," Joseph Feil, Cleveland; "Is the Sale of Poisons on the Increase" and "How do Commercial Flavoring Extracts Compare with U. S. P. Spices?" both by J. F. Kutzbach; "Home-Made Pharmaceutical Apparatus," H. V. Army; "The Teaching of Materia Medica," R. A. Hatcher; "Physiology in Pharmacy," G. H. Matson.

The officers elected for the ensuing year are: President, L. C. Hopp, Cleveland; first vice-president, J. L. McCann, Toledo; second vice-president, O. M. Harter; general secretary, Theodore Wetterstroem, Cincinnati; treasurer, J. H. Von Stein, Upper Sandusky; executive committee—G. H. Matson, Columbia; Frank Amou, Portsmouth; Z. T. Baltzly, Massillon.

Something Good to Eat, and Then a Dance.

The banquet, which closed the day, was an elaborate affair. The toasts responded to were as follows:

"The Silver Jubilee," L. C. Hopp; "The Ladies," B. S. Young; "The Ohio State Ph. A.," H. V. Army; "Getting Together," G. B. Kaufman; "Ohio," J. H. Beal; "The Medical Profession," J. C. Lloyd.

In addition to the toasts of the evening, Mr. Dietrich, now of Missouri, one of the early presidents of the association, favored the company with an interesting reminiscence talk.

The banquet was also made the occasion of presenting to L. C. Hopp a solid silver table service, in appreciation of his faithful services of twenty-five years as general secretary. A ball followed, lasting how late nobody knows except the participants, and they are reticent on the subject.

GRANITE STATE.

Ph. A. Meets at the Weirs.—They Spend Much Time Socially.—Good Attendance and the Weirs Will be Place of the Next Meeting.

The Weirs, June 20.—Each year the last week in June brings the annual convention of the New Hampshire Ph. A. As in the past, the meeting this year, the thirtieth annual, was held at The Weirs, on Lake Winnepesaukee, and the attendance was fair. Some of the druggists were accompanied by their wives.

On the first day there were arrivals at all hours before the convention finally got under way with an afternoon meeting. Several matters of business came up for consideration, but none of special importance. The annual election of officers resulted as follows:

President William D. Grace, Portsmouth; vice-presidents, A. J. Weeks, Exeter; Lewis G. Gilman, Manchester; treasurer, N. S. Whitman, Nashua; secretary, John H. Marshall, Manchester; auditor, A. G. Rice, Nashua; executive committee, G. W. Nutter, Somersworth; Edwin C. Bean, Belmont; John H. Marshall,

IN KENTUCKY.

Twenty-sixth Annual State Meeting.—Many Interesting Papers Read and a General Good Time for All.

Estell Springs, Ky., June 30.—The twenty-sixth annual meeting of the Kentucky Ph. A. was held at Estell Springs, a beautiful summer resort in Estell county on the Kentucky river. The attendance was fair. The business sessions were held in the ball room of the hotel and were characterized by good feeling and interest. If the druggists of the State generally could be made to understand how profitable and agreeable the annual meetings of their association are the attendance would undoubtedly be increased.

The meetings were presided over by President H. K. McAdams of Lexington, and secretary J. W. Gayle of Frankfort was present. Many interesting papers were read. The Miles plan and the N. A. R. D. were endorsed.

Particular praise is due the entertainment committee, of which James E. Cooper of Lexington, was chairman, for the handsome manner in which they kept every one amused and comfortable. The committee on nominations reported the following names which were unanimously concurred in: President, C. W. Peters, Sharpshurg; first vice-president, R. C. Stockton, Richmond; second vice-president, Dr. C. A. Leathers, Lawrenceburg; third vice-president, George L. Penny, Stanford; secretary, J. W. Gayle, Frankfort; corresponding secretary, George W. Dye, Sardis; treasurer, Vernon Driskell, Ghent. The next meeting will be either at Glenn Springs or Mammoth Cave.

A prize was awarded to G. S. Hazard of Cincinnati for his paper on "How Shall the Drummer Approach the Buyer?" For answer to query "How Shall the Buyer Meet the Salesman?" J. W. Gayle of Frankfort, won the prize. And the prize for the best paper on "The Old-Time Pharmacy" was awarded to T. B. Wood of Lexington.

Other papers were: "How a Druggist's Wife Can Best Promote Her Husband's Interests," Miss Diehl and Mrs. B. M. Overton; "The National Significance of the Little Green Stamp Over a Bottle of Whiskey," G. W. Gayle and B. M. Overton.

A handsome and the only display of sponges and chamois was made by the Fuchs-Bulde Co. of Cincinnati, and won much attention.

Addison Dimmitt, chairman of the new entertainment committee, has something novel in store for the next meeting.

IOWA DRUGGISTS TO MEET AT COUNCIL BLUFFS.

Council Bluffs, Iowa, June 25.—The committee on arrangements are making elaborate preparations for the State pharmaceutical meeting here July 14, 15 and 16. Local druggists are doing all in their power to advertise the event. Headquarters will be at the Grand Hotel and the athletic events will take place at Lake Manawa. A one and one-third rate has been secured on all railroads. There will be fine list of events with suitable prizes. On the first day of the meeting there will be a session of the State pharmacy board to hold examination for registration.

MAINE COMMENCEMENT.

Orono, Me., June 25.—Commencement exercises passed off very pleasantly. The graduates of the school of pharmacy were as follows: Ph. C.—E. L. Cowan, West Hampden; H. D. Cowles, Athol, Mass.; A. L. Hoyt, Dover, and J. L. Rose, Green Lake; B. S. in pharmacy—S. J. Foster, Bingham, and S. G. Small, Lulac.

PROGRAM OF A. PH. A. MEETING.

The fifty-first annual meeting of the A. Ph. A. will convene at Mackinac Island, Mich., August 3 to 8, 1903. The daily program follows:

Monday, August 3—9:30 a. m., council meeting; 3:00 p. m., first general session; 8:00 p. m., social gathering at Grand Hotel.

Tuesday—10:00 a. m., second general session; 3:00 p. m., carriage drive around island; 8:00 p. m., session of section on scientific papers.

Thursday—10:00 a. m., session of section on practical pharmacy and dispensing; 3:00 p. m., session of section on practical pharmacy and dispensing; 8:00 p. m., stereopticon lecture by Dr. H. M. Whelpley.

Friday—10:00 a. m., session of section on pharmaceutical education and legislation; 3:00 p. m., steamboat ride; 8:00 p. m., session of section on pharmaceutical education and legislation.

Saturday—10:00 a. m., last general session.

The members of the transportation committee, the nearest one of whom should be written by those desiring information, are: Charles Caspari, Jr., chairman, Baltimore; Caswell A. Mayo, New York; Chas. M. Ford, Denver; Chas. G. Merrell, Cincinnati; S. A. D. Sheppard, Boston; S. P. Watson, Atlanta; W. M. Searby, San Francisco; W. A. Frost, St. Paul; Max Samson, New Orleans; Dr. H. M. Whelpley, St. Louis.

Local Secretary F. W. R. Perry of Detroit, who is also chairman of the committee on arrangements, informs us that the transportation associations have granted one-third fares for the round trip to Mackinac Island, provided the purchaser of tickets secures at starting point his credentials from the ticket agent, the same to be used by the local secretary at Mackinac. All who take the water route to the Island should secure early reservation of berths, as during August the boats carry to their full capacity.

VANDERBILT UNIVERSITY.

Nashville, June 25.—The twenty-fourth annual commencement exercises of the Department of Pharmacy, Vanderbilt University were held in the University chapel. Fourteen graduates received diplomas. They are Isaac Chanslor, Ky.; E. E. Clark, Tex.; M. H. Darby, Ala.; T. Harrison, Ala.; L. H. Holt, Tenn.; H. H. Hopkins, Tenn.; C. L. Jackson, Miss.; E. I. Joseph, Miss.; L. M. King, Tenn.; R. D. Laupheimer, Tenn.; Miss Daisy I. Nickel, Tenn.; U. L. Norton, Ala.; G. W. Rutherford, Tex., and T. N. Uffelman, Tenn.

T. Harrison received the founders medal and J. F. Smith of Arkansas received the junior class Taylor medal. The alumni exercises and banquet were held on the preceding Monday night and on Tuesday night the graduating class was addressed by Gov. Aycock of North Carolina.

—The Tennessee Board of Pharmacy meets at Monticello, July 14. R. L. Eves, secretary of the board announces that all persons attending this meeting will be accorded the same railroad and hotel rates as those attending the annual meeting of the State Ph. A., which convenes at the same place on the following day, July 15. The secretary also states that he is ready to issue renewals of certificates for the coming year.



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NEW YORK AND VICINITY.

BROOKLYN BUYING CLUB.

Now Being Organized—Success Assured—Probably Will Have Schedule of Selling Prices Also—The Story of This Infant and of Other Adult Clubs.

Many pharmacists are organizing a retail buying club. It will be operated along about the same lines as the New York Consolidated Drug Co. The tentative stages are past and, probably, by the end of this week permanent organization will be effected, all details worked out and a constitution in force.

John G. Wischerth of 1076 Bedford avenue, is the leading spirit in the formation of the new company, and, at the preliminary meeting at the Lafayette Hotel, early in the last month, when it was decided to form and incorporate, he was elected temporary chairman. C. Dyma of 333 Quinny street, is secretary pro tem. A membership committee, Mr. Wischerth chairman, and a committee to draw up a constitution and by-laws was appointed.

The purpose is, of course, to buy at lowest possible cash prices, which means buying from the manufacturers direct. A warehouse has been secured in Bedford avenue and one of the members will have charge, probably Mr. Dyma. This is a letter sent out on June 25:

"That we may have a sufficient number of members to guarantee the success, and also to more fully acquaint you with the objects, we wish to call your attention to the following:

The intention is to organize with a capital of \$5,000; this to be increased if needed.

Before we start we wish to have 50 members or more who will each subscribe \$100 worth of stock, to be paid in desired in 30, 60 and 90 days.

With this money as a working capital we purpose to buy all such articles upon which it is saving for spot cash can be had, and also to take advantage of such bargains as from time to time may offer.

This organization, it must be understood, is for the good of the retail druggists only, and will be managed by men who are themselves actively engaged in the retail business and elected by the members.

Should this proposition meet with your approval, a line to either of the addresses below will be appreciated, and, as soon as a sufficient number have signified their willingness to join us, a call for another meeting will be sent out, at which a regular and permanent organization will be established.

Hoping this will have your support, and knowing that your business men will show you the benefits to be derived from such a combination, we are,

Fraternally yours,

J. G. WISCHERTH, Chairman.
C. DYMA, Secretary pro tem.

Though the above letter limits the capitalization to \$5,000, the actual capitalization will likely be \$10,000. More than 50 members have already signed and it is believed that there will be 100 signatures when the company is incorporated. "In less than a year," said one of the organizers, "we will have 200 members."

The mover in the plan are former members of the Bedford Pharmaceutical Association, organized for affiliation with the N. A. R. D. It is peculiarly significant that these men are now interested in a project heretofore discountenanced by the N. A. R. D. A few of these most active in addition to Messrs. Wischerth and Dyma are J. H. Rabfuss, Osmar Klöpsch, A. P. Lohmeyer and Thomas D. McElheney. The old Bedford association had 85 members.

But this organization, it is asserted, will not stop content with buying cheaply. A feature new to buying clubs will be introduced later—a schedule of selling prices will be adopted. Those will both ends be looked out for. Said one of the organizers a man whose head is particularly clear on all matters both of speculation and of business:

"This kind of organization is the one that pays a retailer. It isn't tripartite, but it is business and the tripartite plan was not founded on business lines. If some one offers me Peruna away down am I to throw him out, as though he stole it? I used to be one of the fellows who did that sort of thing, but it is not business."

"There are only three or four things we will have trouble in getting. Of course, Miles goods will be protected at full price because they are protecting us. But the whole subject of patents in this connection is a really small one.

"We are being robbed right and left by the jobbers. They could have straightened out the patent difficulties—it was all in their hands—but they did not. But, as I said, patents are the small part. It is on stationery, toilet articles, brushes, and all that sort of thing that we are being horribly robbed."

As an instance, he said he had received only last week two consignments of rubber bands, one from the stationer and one from his jobber. The latter only cost him 40 per cent. more! "This case is paralleled in hundreds of ways," he said.

Brooklyn, being largely residential and the conditions being uniform outside of the limited Fulton street business section, offers a good opportunity for a price schedule. This phase will be watched with more interest than any other, though it is assured of success from its inception, because participated in by those who are financially interested.

In the meantime buying clubs are being conducted with success in other cities. The New York Consolidated Co., with 200 ultra-members, incorporated at \$40,000, is the most notable. It yields, it is claimed, a yearly profit to its members of 300 per cent. on their investment! It was begun by Sidney Faber with eleven \$50 shareholders. Profits on each order now are from 12 to 15 per cent. net and there are few articles that are not within its scope.

The Shockoe Drug Co., Richmond, has been changed to the Vaughan-Robertson Drug Co., and from a mutual purchasing agency became, last month, a full-fledged stock company for the sale of drugs at wholesale. The company was started by a few retailers without organization.

The Calvert Drug Co., of Baltimore, was organized by half a dozen men six years ago. Later 20 houses joined in establishing their own storehouse. There are 56 members and the number continually increases.

Philadelphia has the Philadelphia Wholesale Drug Co., so big that it is popularly listed with the wholesale establishments.

AN OUTING THAT WAS AN OUTING.

Bigger than many a State meeting was the annual outing on last Thursday of the German Apothecaries' Society. 150 were expected at the banquet and 212 were there, including hurried improvising of overflow tables by the bonifaire.

The good time was at Bachmann's Park, Clifton, S. I. Prof. Loderhaus kept the music going from one o'clock, when the merry-makers left South Ferry, until sometime after two the next morning, when they again reached Manhattan.

S. V. B. Swann was proctor of the bowling alleys, and at the banquet got three cheers for general strenuousness and efficiency. Wm. Carr, of Parke, Davis & Co.; President Henry Hulth, Ch. H. Schmidt, Frederick Trent, George E. Huetner and August Diehl won bowling prizes in the order named. Mrs. F. Gerber, Mrs. H. P. Albert, Miss H. Lehman and Miss Volken-

berg were the winners of the ladies' bowling trophies. August Diehl and Hugo Kantowitz occupied the precarious position of judges at the ladies' and childrens' games. Altogether there were twenty-one handsome presents.

The egg race, showing skill in racing with an egg held in a wooden spoon, was won by Mrs. Paul F. Gebicke, Miss A. Rogers was second, Miss Wegmann third, and Miss Seifert, fourth. Elma Schmidt, Clara Zitz and Albert Zahn were one, two, three, in the potato race for children, and the "vogelstechen" best prize went to Mrs. A. J. Stephens, Mrs. George E. Huether, Mrs. H. C. Wurm and Mrs. Fred Gauss finishing in prize places.

Messrs. Fleischer, Wortmann and Franze tried the good old German game of "Skat" in a corner of the pavilion.

President Imhof and Frau Imhof led the march to the banquet tables. Paul Arndt toasted the president and Wm. P. L. Gregorius, prince of entertainment committee chairmen. The president spoke and ex-president Schlessner conveyed the greetings of Carl Kessler, who sailed that morning for the Fatherland.

CROSHER AND GERRISH IN QUEST OF VICTIMS.

When the world comes to an end it is not improbable that those Bachelors of Swindling, Henry P. Crosher and F. L. Gerrish, will complacently transfer their base of villiany to their new clime and good wholesalers in some other clime will get some such letters as this: "Please mail price list and best trade discount on your Easymark Oil."

Are Gerrish and Crosher working together again? It seems strange that one house in this city should get, within three days of each other, requests from both, on paper bearing the same water mark, type-written with like ink and type.

Perhaps the solution is, however, that one of their "fences" in the retail trade, who is out of the article, called on both of his sneaks for a supply.

Then there remains the ink, and paper, and type. But here again is a plausible explanation. Probably all were laid in at the expense of some poor fool victim before the precious pair fell out.

The Era received three letters on last Friday, one written by Gerrish (Oxford Novelty Co., 14 Maiden Lane) and two by Crosher (106-108 Greenwich street) to city firms, asking quotations. Most of the wise credit men forward such letters to the Era, with compliments.

WITH A COPPER AS AN ALLY.

A worthy copper brought by Dr. Albert H. Brundage, president of the State board of pharmacy, along with a notary public, presumably to maintain law and order at Monday's election of a member to the Eastern branch, was somewhat nonplussed at a turn of events. So was Dr. Brundage.

The latter assumed charge of the balloting, as he had promised. A moment later the long form of Dr. George C. Dickman darkened the door. There were twinkles in various eyes when he pulled out an order signed by three members of the branch—Messrs. Bigelow, Muir and himself—empowering him to preside. It was a development that surprised even the copper, who, nevertheless, decided to keep allegiance with the chair, no matter who occupied it.

The notary public was not called upon to hear deponents. No one was challenged. Dr. Brundage's previous announcement that members of other organizations than the Kings County Ph. Soc. could vote, provided they lived in the prescribed counties, brought out none of them, fortunately, as their votes would have

been challenged. And the opposition that has been variously shown Dr. William Muir met its usual ignominious rout in the election, 92 to 18, over his opponent, D. Master, Jr.

DEDICATION OF THE CHARLES RICE MONUMENT.

All friends and admirers of the late Dr. Chas. Rice are invited to attend the dedication of the monument at Woodlawn Cemetery on July 7. Train leaves Grand Central station at 4.06 P. M., by New Haven railroad. The exercises will be over in time to leave by 5.21 train returning.

VIRGIL COBLENTZ,

Chairman of Monument Committee.

It is expected that the trustees of the Pharmacopoeial Revision Committee will be present and that short addresses will be made by Charles E. Dohme, Baltimore, Prof. Jos. P. Remington, Philadelphia, and Ewen McIntyre of this city.

NO MORE ANTITOXIN SOLD BY CITY.

Health Commissioner Lederle, in a letter sent to Mayor Low, recommends stopping the sale of antitoxin to persons outside the city. He explained that the anti-toxin made by private manufacturers is now of as high grade as that produced by the department.

Dr. Lederle told the mayor that stopping the sale outside the city will decrease the receipts of the department about \$12,000. Many other smaller cities and some of considerable magnitude have been buying antitoxin of the local health department for some time. The change will be a boon to manufacturers.

MISSIONARY WORK AT A DOCTORS' GATHERING.

A notable feature of the recent meeting of the Kings' County Medical Society was the reading by Dr. W. N. Belcher of a valuable paper on National Formulary preparations.

Pharmacists John G. Wischerth and Albert E. Marsland also read excellent papers. Mr. Wischerth said that the effect has been very marked. Great interest was shown at the meeting and this has substantially extended to many inquiries and to an increase in prescriptions of formulary articles.

NEW YORK NOTES.

—Farsightedness all around: William Sautter, the big Albany druggist now has his manager for brother-in-law. Miss Anna Sautter is now Mrs. Charles Krum. Mrs. Krum gets a good husband and a very successful business man. Mr. Sautter is more sure of holding on to his manager, and Mr. Krum of staying, while the latter gets a charming young wife and both men creditable brothers-in-law. Bride and husband came this way for their honeymoon.

—Daily papers say that a servant girl died after taking "Roachsalt," a patent insect powder, by mistake instead of Rochelle salts. She said a Fourth avenue drug clerk sold her the wrong stuff, though she could not tell the address of the store. A man in New Jersey expected to take Rochelle salts also. He got concentrated ammonia water instead. It was his own mistake. He recovered.

SOMNOS is a definite synthetic product, known chemically as Chloroethnal Alcoholate. It is the only hypnotic known that is without effect on the heart and general circulation, and it can be safely administered even to patients suffering from chronic heart disease. We have special inducements to offer to those druggists who desire to aid us in introducing it to physicians. Write for particulars, sending us a correct mailing list of your physicians.

H. K. MULLFORD COMPANY, - Philadelphia.

—LEO CARNO, 601 N. York C. P., has gone to C. M. Moore & Co.'s Newport store from their store at 171 Broadway street and Broadway. Leo Carno has transferred to the old J. N. Hegeman & Co., 1218 Broadway, the term of clerking in Fall River, Mass. ERIC L. HAYSZ is left the Hegeman employ at 1218 Broadway, One Hundred and Twenty-fifth street S. S.

—LEAD PAPERS attaches to the formation of the new Mason University School of Pharmacy, Macon, Ga., because of the fact that Malloy H. Taylor, lecturer on pharmaceutical chemistry, is an old New York C. P. LAY T. A. CHAMMAN, lecturer on pharmacy, and MAX MERRILL, lecturer in materia medica, were Philadelphia C. P. graduates. All these are successful Georgia druggists.

—A suit brought by a receiver appointed on the petition of the Lead Chemical Co., has resulted in the setting aside of the judgment obtained some time ago by the National Lead Co., against Charles H. Pleasant's former pharmacy at Houston and Worcester streets, and the ordering of a settlement with the Lead Chemical Co.

—T. A. CHAMMAN, Jr., '03, New York C. P., has left his preceptors, Caswell, Massey & Co., Twenty-seventh street and Broadway, to go to Macon, Ga., to take charge of the prescription department of the Lamar & O'Quinn Drug Co., the junior member of which is his father.

—JOSEPH LASCOFF of Eighty-third street and Lexington avenue, has been spending honeymoon days at Atlantic City. The bride was Miss Sadie Kastenbaum, and the wedding was in Logelung's cafe, Fifty-seventh street, by the Rev. Dr. Braehman.

—There was a short scene of excitement in Edward Pfeiffer's store at One Hundred and Twenty-fourth street and Lenox avenue one day last week when a woman took a phenacetine headache powder and promptly fainted. Not fatal.

—MEYER BLUM an Albany boy now at J. N. Hegeman & Co.'s 1218 Broadway, was somewhat hoaxed because of a recent rumor that he was married. Premature. Miss Jennie Siskel, Trenton, N. J., will be Mrs. Blum some day.

—The Normandy pharmacy, One Hundred and Nineteenth street and Lenox avenue, was sold at auction on last Friday. J. C. Carpenter was the owner and opened the store, stock and fixtures being new, in last January.

—Dr. M. Hall, proprietor of Broadway's Apothecary Hall, opens a new store under the West End Hotel, Ashby Park, this week. Morris Feinberg, a New York college boy, and George Hughes will go with him.

—"To the woods for me and Mrs. B.," said H. S. Bussard, the Ansonian pharmacy man, and away they went for two weeks in Maine.

—GEO. R. G. HENDERSON, of J. N. Hegeman & Co., has returned from a forty day hunting trip in the mountains and Miss V. Jenkins, the pretty cashier, from New London, with sports.

—The Drug pharmacy, the owner of which recently announced was purchased by E. Dreyfuss & Co., auctioneer, for \$1,100, to be sold at auction.

—MRS. J. GARDNER, of M. J. Breitenbach & Co., had to accompany T. O. Eberle, and for Europe on the Kaiser Wilhelm.

—The Drug Store, 1218 Broadway pharmacy is soon to have a new owner.

AROUND SYRACUSE.

—Several druggists at the recent meeting of the New York State Druggists Association adopted amended articles of the constitution and articles prohibiting any member practicing or assisting in the practice any Japanese patent and providing that any member who is proved by the association to be selling growing

any Japanese ginseng roots of his own or under his control after January 1, shall be expelled.

—P. H. Ruffert of Reifert & Kimmey, won the second prize on pike at the annual contest of the Anglers' Association on Oneida Lake. His catch was 22½ inches long. Henry M. Quigley on June 18 came home from Oneida Lake with a big catch of pike pickered and bass. Thomas Quigley is at his cottage on Cayuga Lake spending a few days fishing. Barius Smith expects to spend a time in the woods fishing and hunting.

—The Syracuse D. A. at its last meeting took up the matter of giving trading stamps. There are several concerns in the city that are promoting the trading stamp nuisance. The opinion was unanimous that no druggist should give stamps. The association also voted to hold a picnic on Skaneateles Lake later in the season.

—Earl Van Wormer, with Van Buskirk in South Salina street, is mentioned as a candidate for a Republican nomination for alderman. W. J. Sutton, who for a long time has represented Burrows Bros. in the State, has made his farewell visit to Syracuse.

—Mrs. Marietta Harmon will sail in a few days on the Furuscia, Anchor Line, for an extended trip through England, Ireland and Scotland.

—George E. Thorpe, president of the Syracuse D. A., will spend his vacation in Michigan, accompanied by his wife and daughter.

'ROUND ABOUT BUFFALO.

—W. S. O'Brien, for many years located at Eagle and Niagara streets, is now entirely settled in his new and handsome quarters at Eagle and Franklin streets, a short block away from the old stand. Mr. O'Brien has two large and elegant corner show windows in his new store, into each of which is set an attractive illuminated sign of leaded glass, bearing the words "Soda water always."

—L. R. Blackney has assumed charge of E. K. Davidsons store, 71 Grant street. H. G. Stillwell is now associated with the Elite pharmacy, 60 Niagara street, owned by R. R. Zolotitzsky.

—J. H. Brown, formerly at Swan and Jefferson streets, is now employed by Faxon, Williams & Faxon in their drug department.

Famous Brushes.

For over one hundred years, particular customers have been buying Kent's Brushes. All these years they have been the standard of excellence, and their name is known all over the world, whose brushes are known at all, and any druggist who wants the trade, cannot afford to be without them. They are made by G. B. Kent & Sons, Ltd., London, Eng., and may be obtained of McKesson & Robbins, 31-37 Fulton St., N. Y., who are selling agents for the United States, and will import them in quantity, with customers' name and address stamped on handles, when desired, without extra charge.



"Fatty" Dog illustration

NEW ENGLAND.

A BOARD WITH SMALL POWER.

Providence, June 30.—By some sort of analogy peculiar to the genius of Rhode Island political institutions the powers of the State board of pharmacy are only incidental to those of the town or city authorities.

In a large town near Providence the attention of the board was called to the fact that three drug stores were doing business in flagrant violation of the law which requires that a registered pharmacist shall be employed in every drug store. The town council was notified and the names of the druggists published in the newspapers.

That was months ago and the places are doing business yet. The council complained of one of the druggists for selling liquor and warned him to stop the practice. Other than that no notice was taken of the trio.

The council has been legally advised that the board of pharmacy should follow up its complaint with evidence sufficient to convict the lawbreakers. The board takes the position that the fact that the places are open and doing business contrary to the statute is sufficient to warrant the town authorities in ordering them closed.

Thanks to the impotence of the board, however, and the indifference of the town authorities, the drug stores run by men whose qualifications are confined to a keenness of vision which enables them to catch the difference between the meaningless and the meaning wink, continue to do a brisk trade, much to the annoyance and injury of legitimate pharmacists.

SOME BUSINESS CHANGES IN THE BAY STATE.

Boston, June 30.—Business changes either effected or contemplated! Captain Edison M. Roche, druggist of South Deerfield, who recently suffered a large loss by fire, intends to erect a new building for temporary use. Eventually he is to build on the site of the former building a fine, modern block with stores on the street floor and tenements above.

Improvements are under way in the drug store of M. Michelman & Sons, Ware, to give them largely increased floor space.

Alterations have been finished in Austin E. Martin's store, East Gloucester, now reopened. A new head clerk from Boston is to be engaged.

Dr. C. W. F. Hamilton, druggist at Brockton, has joined John Nason in opening a drug business in Rockland under the firm name of John Nason & Co., in Brockton. Dr. Hamilton has been connected with the Battles street pharmacy.

Dr. D. J. Driscoll for the last two years in partnership with William T. Cote, Chicopee, has sold his interests to George Grabowski, a member of the executive board of the United Textile Workers' Union of America.

DR. GARST WANTS HIS PRICES UPHELD.

Boston, June 30.—Dr. Julius A. Garst of Worcester, is plaintiff and Dr. C. A. Charles, druggist in Malden, the defendant in a bill in equity filed in the Superior Court in Worcester. The plaintiff states that he is the manufacturer of phenyo caffeine, made and sold by him and his agents under special contract regarding retail prices. He seeks to have the defendant enjoined from sending his preparation otherwise than direct from him under the terms contained in the contract.

Dr. Garst asserts that Dr. Charles has secured phenyo caffeine through other sources and has advertised and retailed 25-cent size packages for 18 cents. A subpoena has been issued returnable in July.

JUNE AND ITS WEDDINGS.

Boston, June 30.—Herbert S. Goodwin, son of William Goodwin, druggist in Marblehead, married Miss Eleanor L. Hawkesworth, a schoolteacher of that town.

At the Melrose home of Benjamin F. Bradbury, the veteran Boston druggist, his daughter Miss Edith Bradbury, was married on the night of June 18 to Albert B. Franklin, Jr., of Melrose. The ceremony was performed by Mr. Bradbury's son, Rev. Woolman Bradbury of the Old Cambridge Baptist church.

James E. Curley, a Springfield drug clerk, has fallen into line by marrying Miss Lillian M. Hogan of that city. The nuptial mass was celebrated at the Church of the Rosary, in Springfield and a reception and wedding breakfast at the bride's home followed.

WHOLESALE THIEF WAS NABBED.

Boston, June 30.—Several mysterious cases of robbing of drug stores in Malden and Everett in the last few weeks are now solved in the arrest of Joseph Murphy, nineteen years old, of Franklin, N. H. He was caught just after a policeman saw him and four other men coming out of the store of Horace P. Childs, Malden, at 4 o'clock a. m. Murphy had his plunder in a bag and pleaded guilty. He was charged with complicity in the recent burglary of the store of Andrew J. Moffitt, Malden, but denied it. The police have since discovered an unoccupied house in Malden, where they found a quantity of just such things as those stolen from other drug stores in Malden and Everett.

CANDY MEN JEALOUS OF DRUGGISTS.

New London, Conn., June 29.—The small candy dealers and confectioners of this city have started a movement to prevent drug stores from opening on Sunday afternoon before sundown. The drug stores have been in the habit of opening at five o'clock but the candy men claim that no especial privileges should be extended which they cannot enjoy. William L. Hawkins, who runs a news room and an ice cream parlor, has appealed to the mayor to take a hand in the matter. He said: "I do not begrudge the drug stores the amount of business they do on Sunday but I want my privileges as a citizen." The candy dealers are united.

Little Things Count.

A metropolitan druggist asserts that a penny vending machine, stationed near his door, pays his rent every month—no small item, either, as he is located in a district where rents are high.

The Curtiss-Williams Co., of Chicago, has perfected a novel machine which is shown on page 16. It sells gum, chocolate and salted peanuts, all put up in attractive penny packages and of excellent quality. The peanuts, for example, are of the best Virginia hand-picked variety, costing nearly twice as much as the lower grades often sold, consequently purchasers of one package come back for more. The machines themselves are artistic and the goods show to the best advantage. A customer who is unwilling to invest so small an amount as a penny in a store will often hunt through his pockets for an old cent or two to drop into the vending machine. The machine works 24 hours a day and 365 days per year, without salary. It has a good reputation and constantly growing sale.

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

PENNSYLVANIA.

DRUG CLERKS' UNION.

Philadelphia, June 30.—For the last few weeks a most strenuous effort has been made to form a drug clerks' union. Two meetings have been held and a third is set out for a third, the two first having been unsuccessful.

The question is to start in by asking for a 65-hour basis for overtime and no member to be compelled to put in any extra hours, either with or without pay unless he desires. It is to be called a union, but whether it will affiliate with labor is doubtful, the better class opposing it on the ground that a good clerk always draws good wages.

CLIFFE GETS THERE.

Philadelphia, June 30.—Wm. L. Cliffe, of this city, has received the notice of his appointment to the vacant place on the pharmacy board. Telegrams were sent to the Governor congratulating him on his wise choice and thanking him for his courtesy in accepting the united recommendation of the State societies.

OTHER HAPPENINGS.

—A. S. Besore of Fourth and Huntingdon streets, Philadelphia, and J. H. Vogelbach, formerly at Fifth and Cumberland streets, were called as witnesses in the Hossey murder trial, testifying that their records showed that Mrs. Hausz who is accused of poisoning her husband, had frequently purchased tartar emetic from them on the plea that her husband was a drunkard and that she wanted to "cure" him.

—P. K. Boltz, proprietor of a pharmacy at 5900 Haverford street, Philadelphia, was awakened by a peculiar popping sound. He investigated and found that the store was on fire, and that the noise was made by the explosion of medicinal powders. The flames damaged the store and dwelling to the amount of \$450.

—H. F. Rull of Manheim, has just received from "Profitable Advertising" a check for \$250—the capital prize offered for the best retail advertisement submitted to them. The ad, that won this comfortable check was on the subject of tooth brushes.

—No other Philadelphia department stores have followed Shellenburg's lead. After the glaring advertising columns of two weeks ago, the "come-down" last Sunday is rather pitiful. Two items only below usual rates.

—William E. Krewson, Jr., and Miss Etta May Shoemaker were married at Lewisburg. After a short trip they will be at home at Jasper and Huntingdon streets.

—H. L. Wertley of Eighth and Parrish streets, Philadelphia, has bought out the interest of his partner, C. E. Elston, and will hereafter conduct the store alone.

—Diedrich Kirkel, takes charge of the Barber pharmacy, Philadelphia. A. A. Unger goes with Wilson, Albert Boyd and Thomas Jarvis leave for Pittsburg.

—A. Elfreth has moved his store at Preston and Brown streets, Philadelphia, to Twenty-ninth and Duquesne streets. It has been rented and much improved.

—Lucien Scott Kemp's wedding to Miss Leone Bamford, was conducted recently. They will be at home at 1515 Lehigh avenue, Philadelphia.

—Columbia Pharmacy Co. takes title to the handsome new Eckels store at Twenty-third and Columbia avenue, Philadelphia.

—Oliver R. Server of Third and Penn streets, Chester, completed his forty-sixth year in business on Friday, June 19.

—A. A. Grady of 180 Lancaster avenue, Philadelphia, opens at Fifty-second street and Haverford avenue,

THE SOUTH.

PLANS OF MARYLAND MEETING.

Baltimore, June 30.—The program for the annual meeting of the Maryland Ph. A. at Ocean City on July 14 to 17 has been issued. The delegates will be welcomed on the afternoon of Tuesday, July 14. At night there will be a banquet.

More reports and routine will be on the third day. For 8 o'clock p. m. a social session is scheduled.

On Thursday morning there will be a business session and in the afternoon, surf bathing, golf and general recreative sports. In the evening bowling and pool contests for prizes by ladies and gentlemen will occupy the time.

The last business session is fixed for Friday morning. Many papers on subjects of interest to pharmacists are expected. Prizes have been donated by many wholesale firms. Special railroad and steamboat rates have been secured for the meeting. Headquarters will be made at the Hotel Plimhinmon. The entertainment committee includes J. Edwin Hougst, chairman, Charles H. Morgan, J. Emory Bond and George A. Sohl.

WOOD ALCOHOL CASES SETTLED.

Baltimore, June 30.—The celebrated wood alcohol cases against the wholesale and manufacturing drug firm of Gilbert Bros. & Co., North Howard street, this city, have been settled out of court. It will be recalled that five suits were entered on behalf of persons, who, it was claimed, had been either blinded or lost their lives as a result of drinking Jammaica ginger prepared with wood alcohol. One of these suits, brought by Dr. George A. Brehm, of the former class, resulted in a disagreement of the jury.

A mass of contradictory testimony was taken at the trial as to the effects of wood alcohol on the human system, and soon after negotiations were begun to settle the cases out of court. The amounts which the firm agreed to pay have not been given out. It is said, however, that the aggregate does not exceed \$3,000. The costs of the case were very heavy.

TENNESSEE DRUGGISTS ANNUAL MEET.

Bell Buckle, June 29.—E. F. Trolinger, secretary, is busily engaged sending out programmes for the coming meeting of the Tennessee Druggists' Association to be held at Monticello, July 15 to 17. Monticello is on the summit of the Cumberland mountains, nearly midway between Nashville and Chattanooga on the N. C. & St. L. R. R. Reduced railroad and hotel rates have been secured.

The programme includes a number of subjects for papers on which leading manufacturing houses offer prizes. The various business sessions will be interspersed with athletic contests, an informal dance on Thursday evening, and a trip on Friday afternoon to Monticello cave, said to be one of the greatest natural wonders in the United States.

THE CAPITAL CITY.

—The cases against a number of Washington druggists charged with having sold adulterated phenacetin, have been dropped by mutual agreement. While a few of the accused parties owned up to having sold a mixture of acetanilid and phenacetin for headache, the majority were in a position to prove that they were using phenacetin only as supplied in original packages. The incident has aroused considerable feeling among Washington druggists and a number are contemplating taking steps to acquaint local physicians of the character of the monopoly.

—Dr. Edward A. Duckett, the well-known druggist of Twenty-second street and Pennsylvania avenue, is lying at the point of death from a stroke of apoplexy. While his present condition is very serious, hopes of his recovery are entertained because of his vigorous constitution. Dr. Duckett has for many years been the local representative in Washington of the A. Ph. A., and is now president of the National C. P. He is also apothecary of the naval battalion of the District militia forces.

—The Modern drug store, Eleventh and F streets, N. W., conducted by Frank J. Biondome, has been sold to Paul Muller, president of the Maryland Drug Co. of Baltimore, is reported. The Modern Drug Store will be conducted by Mr. Muller in connection with another pharmacy in the neighborhood. It has been known as a cut-rate establishment and does a large trade business.

LOUISIANA.

—The meeting and election of officers of the New Orleans association was postponed a week. It is understood that Secretary Villere, one of the most competent men who has ever filled the position, will resign. Delegates to the N. A. R. D. will be elected.

—Geo. W. McDuff, who has been special examiner of drugs for the Government at this port will, it is understood, be reappointed to his position for another four years. Mr. McDuff is a political leader and is secretary of the State association.

—Ed. Danneman has bought the business of Dr. James O. Adams, on Second street, New Orleans. J. E. Vergne, the Bienville street, New Orleans, pharmacist, has sold his store. E. J. Levie has bought on Bayou Road, New Orleans.

BALTIMORE NOTES.

—P. M. Briggs, a negro from Richmond, Va., will open a drug store at 10 North Fremont avenue. He will be the third colored man in the business here.

—The base ball nine of Sharp & Dohme went to Sparrows Point last Saturday to try conclusions with a team there.

OHIO RIVER VALLEY.

CAN DESTROY TRADE MARKS SAYS JUDGE.

Cincinnati, June 30.—Judge Hollister of the Hamilton county Court of Common Pleas, decided against the plaintiff in the case of the Freeman Perfume Co. vs. M. Cora Dow, the cutter of Cincinnati, in which the plaintiff sought an injunction for mutilation of his packages of face powder.

The case is of great importance. It involves a principle which if sustained will greatly aid in the enforcement of the contract and serial numbering plan.

The Freeman Perfume Co., which for several years has been making efforts to protect the retail price of its powder by adopting a system of serial numbering has, it is alleged, been greatly hindered by cutters who obtained the powder through indirect channels and removed the numbers to avoid detection. To bring the question to an issue the company brought the present suit.

The defendant claimed that in the absence of contractual relationship between the parties, they might do whatever they pleased with the powder, having bought and paid for it. The court found for the defendant, holding no cause of action. The court said that a purchaser of a chattel having no contractual relationship with the manufacturer might do what he pleased with it, notwithstanding that it was protected by trade mark. That

the purchaser could tear off trade mark from every package in his possession and otherwise mutilate as much as he desired and yet sell the powder as Freeman's Face Powder. The Freeman Perfume Co. has taken an appeal.

OHIO HAPPENINGS.

—The annual outing of the Ohio Valley D. A., will take place at Hartman's Grove on July 21. The committee of arrangements have provided innumerable entertainments and a large attendance is expected. The wholesalers have agreed to close their places of business on that day and attend.

—Alfred De Lang, who recently sold his two Cincinnati drug stores, will again embark in retail business. He is fitting up the store formerly occupied by Henry Strauss in East Fifth street.

—William Simonson, druggist at Ninth and Race streets, Cincinnati, has been appointed chemist for the State dairy and food commission.

—John M. Fallon has purchased the store formerly owned by the late R. C. Ferguson at May and McMullan streets, Walnut Hills.

—Rupert J. Stier has sold his store on East Walnut Hills to William Lakamp, formerly at Seventh and Custer streets, Cincinnati.

AROUND THE GREAT LAKES.

CHICAGO VETERAN DRUGGISTS' ASSOCIATION'S ANNUAL.

Trip to Fox Lake—Begins in Rain but Plenty of Sunshine—Presentation to T. N. Jamieson—Officers Elected.

Chicago, June 23.—Rain threatened to dampen spirits at the annual reunion of the Chicago Veteran Druggists' Association, held on Tuesday, June 22, but the members are well seasoned, and it was only the physical exterior that suffered a slight discomfort.

The occasion was a combination reunion and outing trip to Fox Lake. Safely arrived there, the party embarked in a steamer and surveyed the lake and its attractions. At two o'clock a banquet was served and the real business of the meeting began.

President Jauncey delivered a brief address, secretary Bodemann submitted his report and then proceeded to the event of the day, the presentation of a full set of photographs of all the veterans to T. N. Jamieson, the host of the day. Said Mr. Bodemann: "In the days of Abraham, Jacob and Moses, love, respect and thankfulness were shown by means of sacrifices upon the altar. This box is our altar; our sacrifices are in this altar—not on it. It is fitting that the decorations should be burnt into the material of the box, symbolizing the affection and love that you have burnt into our hearts. My daughter, the artist, begs you to accept the box as her appreciation of your large-hearted generosity to the Veterans, and as a feeble record of her fathers' and her own love for you. The photographs are the result of an assessment levied by the two secretaries Promios without warrant or authority, but I ask the authority of the C. V. D. A. to have your photo-

PHENALGIN

Put up in One Ounce Bottles Only.

Powdered	.....Per	ounce	\$1.00
Pink Top Capsules	.....Per	ounce	1.00
Tablets, 2½ grain only	.....Per	ounce	1.00

ETNA CHEMICAL CO., New York, U. S. A.



J. W. LAUER, Winona, Minn.

President of the Minnesota Ph. A.

The successor to Mr. Eckstein is a wholesale and retail druggist of Winona. Mr. Lauer was born in Milwaukee, Wis., in 1853. He was educated at Winona and Milwaukee and entered the drug business in 1880 as clerk for Ed. Pelzer of Winona. He may be depended upon to furnish a wise, vigorous administration as head of the Minnesota pharmacists the coming year.

ograph taken for every member, at the expense of the association."

Officers elected were: President, W. F. Blocki; vice-president, H. Biroth; treasurer, T. N. Jamieson; historian, A. E. Ebert; corresponding secretary, J. Blocki; recording secretary, W. Bohmann.

Papers of personal reminiscences were presented by Messrs. Blocki and Bohmann, that of the latter gentleman appears in full in another part of the present issue.

The time of departure found the meeting still far from adjournment, and the session was, therefore, continued on the special car on the homeward trip. After sessions by Messrs. Jamieson, Englehard and Forsyth, it was ordered that every member of the C. V. D. A. proceed at once to write down his reminiscences of the trip, and that lists be drawn to determine which reminiscences shall be read at each quarterly meeting. The reminiscences are to be prepared at once, "for" and one of the members, "history written by contemporaries is simply irremediably when lost or not attended to as soon as the historian is still on earth. What the best of us has done amount to nothing."

The City Engineer, Commissioner of Public Works has called the Association and asked it to form a party on his flag to inspect the pipes in the city water system in July. Druggist Ed. Harwood of the Carter Harrison job.

TOP NOTCHERS OF MANY CONTESTS.

Pharmacists, Ph. A. Minn. at. How, the some of the association held at the residence of J. A.

Double Grandee, First prize, Mr. W. W.
 Second prize, Mr.
 Third prize, Mr.
 Fourth prize, Mr.
 Fifth prize, Mr.

Duck on steam—First, Mrs. Ripley, five pounds Allegretti chocolates, second, Miss Titus, two pounds Lowmyer's; third, Mrs. Garver, box of gum; fourth, Mrs. Harbinson, chamois toilet set.

Potato race—First, Ben Smith, three quarts liquor; second, W. A. Parker, 50 cigars; third, Mr. Fisk, toilet case; fourth, Frank Herr, nine bottles liquor.

Egg race—First, T. Moratz, six quarts rye; second, Mr. Webber, ten gross corks; third, L. F. Smith, two dozen Bromo Seltzer; fourth, J. Kneer, two dozen Boney of Tar; fifth, Mr. Boehm, one dozen Malt Cream tablets.

Jockey contest—First, Miss Shrieve, manure set; second, Mrs. Harbinson, toilet set; third, Mrs. F. Bohmer, chamois toilet.

Shoe scramble—First, Mr. Schwabbe, box cigars; second, F. L. E. Gauss, military brushes; third, Dr. Searle, ebony clothes brush.

Three-legged race—First, Smith and Johnson, dozen bitters; Garver and Van Ness, five pounds malt powder; third, Martin and Strub, dozen silver soda glass holders; fourth, Moratz and Fishlock, ten gross corks.

Hat scramble—First, Mr. Ripley, case Rexo; second, Mr. Boehm, bottle malted milk; third, Mr. Moratz, five gross corks; fourth, Mr. Johnson, nickel plated powder folder.

Driving nail, ladies—First, Mrs. Piegard, cut glass bottle perfume; second, Mrs. Mahon, two pounds Lowmyer's; third, Mrs. Kessler, two boxes gum; fourth, Mrs. J. H. Tettham, chamois toilet.

Hoop throwing—W. T. Shortnose, first, six dozen phenols-dip; second, F. S. Kellet, bottle malted milk; third, J. H. Schriver, two dozen skin soap; fourth, M. C. Metzger, two dozen skin soap.

Putting shot—W. A. Parker, first, half case liquor; second, Julius Klein, Frost King jacket; third, Mr. Dudley, dog smoking set; fourth, Mr. Stout, pocket cigar case; fifth, Dr. C. H. Searle, pocket cigar case.

Artful dodger—First, Jennie Duncan, pocket card case; second, Mrs. E. J. Frost, seal wrist bag.

Sack race—First, John Kneer, Jr., six dozen tooth powder; second, Mr. Mercer, box belladonna plasters; third, Mr. Strickland, four dozen tooth powder; fourth, J. H. Schriver, one dozen roach exterminator.

Wheelbarrow race—First, Mr. Kellet, one case condensed cream; second, Mr. Mercer, case rex ovals; third, Mr. Reischlein, two dozen Bromo Seltzer; fourth, Mr. Frost, half dozen Malt Extract.

Fat Men's race—First, Mr. Green, 100 weather charts; second, W. T. Shortnose, half gross Cascara; third, T. W. Dudley; fourth, C. S. Harvey, one pound Kitro; fifth, W. C. Burleigh, one pound Kitro.

SUCH A GOOD TIME!

Detroit, June 30—With blowing bands and flying banners three steamers laden to the waterline with people and outfit stuff steamed to Bois Blanc Park from Detroit. The people were Parke, Davis & Co.'s employes and their guests, 5,000 strong.

It was the thirteenth annual outing given by this liberal firm to its employes. Laboratories were shut tight. Leon C. Fink, secretary of the board of control, perched high on deck—he is always on deck—mangled things as though at the head of his fire department. J. M. McDonald won fame that should be international as referee of sports.

A handsome silk banner had been offered to the department of the laboratories having the largest proportion of employes present. It was won by the tablet department, every member of which was in line with the pill department in second place. In addition each member of the two winning departments received a souven-our flag pin.

The athletic sports, always a feature, had a large list of entries and participants full of enthusiasm. The events were under the direction of J. W. Tonge and R. L. Thompson. The judges were J. W. Tonge, C. H. Wright, Daniel Dow and C. J. Kaullack, J. H. Webster was timekeeper and R. L. Thompson starter.

*After many races an exhibition game of base ball between the P. D. team and the Twenty-first Essex fustliers, company No. 1, resulted in a victory for the former team by a score of 21 to 23. Another game between the Parke, Davis & Co. nine and the River Rouge Maecabee tent team resulted in another P. D. victory.

A fish supper was served in the cafe for those that were not provided with basket lunches. The party reached the city about 9 o'clock, happy and tired and all vowing they never had a better time.

GRADUATES OF U. OF M. SCHOOL OF PHARMACY.

Ann Arbor, June 29.—Following is a list of the graduates as pharmaceutical chemists at the University of Michigan this year:

Anthony E. Block, Mary L. Boynton, Alfred X. Carpenter, Lester H. Carrigan, Robert J. Colgrove, Ph. G., Detroit College of Medicine; Thomas H. Dexter, Elgar O. Eaton, Fred J. Fruch, Kent K. Gimmy, Sidney Hauenstein, Benjamin H. Hauz, John Helfman, Perley W. Hickman, James R. Huber, Frederick J. C. Klocke, Earl W. Salisbury, Charles A. Schurrer, Louis E. Schurrer, M. D., Western Reserve University; Harry M. Vandeburg, Lewis E. Warren.

Robert J. Colgrove and John Helfman also received bachelors' degrees in science.

REMARKABLE RESULT OF LORD, OWEN SALE.

Chicago, June 30.—The sale of the Lord, Owen & Co. drug stock was completed last Saturday afternoon. In results it was remarkable. It will be remembered that Judge Kohlsaat refused the offer of \$80,000 for the stock in bulk, and accepted the offer of Auctioneer Samuel Winternitz, who guaranteed to realize for the estate at least \$85,000, and thought he would be able to turn over more than that. The results of the sale have more than justified his judgment. He has turned over almost \$125,000 to the receiver.

With the amount realized from this sale and with the other assets of the company, it is said that the receiver will be able to pay fifty cents on the dollar to all creditors.

AT CHAIN O'LAKES, SOLDIERS' HOME.

Waupaca, Wis., June 29.—The annual meeting of the Wisconsin Ph. A. will be held this year at the famous "Chain of Lakes," near this city, 130 miles north of Milwaukee. The dates set for the convention are Sept. 1, 2, and 3. Charles A. Spencer, local secretary of the Waupaca association is in charge of the arrangements and firms who intend to make exhibitions at the convention will do well to correspond with him.

MARRIAGES IN THE BADGER STATE.

Milwaukee, June 20.—H. J. Stoltz of Milwaukee, was married last week to Miss Clara Roth of the Parler Pharmacy. The marriage of F. E. Yahr to Miss May Blatzek, both of this city, was solemnized at the St. Charles Hotel on last Thursday. Mr. Yahr is connected with the Yahr & Lange Drug Co. Frank E. Stemple of Johnsons Creek was united in marriage to Miss E. McIntyre on June 11.

CHICAGO COLLEGE OF PHARMACY ALUMNI NOTES.

—Oscar F. Fritz, president of the class of '03, and C. H. Schafer, an honor man of that class, were among the successful candidates for registration at the last meeting of the Ohio board. Mr. Fritz has purchased a drug store in Cincinnati, while Mr. Schafer has returned to the employ of J. W. Dysle at Marietta, O.

—Lewis L. Albire, '03, recently passed the Colorado examination and has taken a position with A. W. Scott of Fort Collins, Colo., secretary of the board of pharmacy of that State.

—Walter Holderread and Miss Nannie Southard were married at St. Louis, Mo. The groom is a graduate of the class of 1900, and has a prosperous drug business at Divernon, Ill.

—Miss Carolyn F. Beardsley, the only woman graduate in the class of '03, is studying medicine at the College of Physicians and Surgeons, Chicago.

NOTES FROM ILLINOIS.

Kremls Sued for \$20,000 for Alleged Mistake—Waiters'

Strike Embarrasses Diners at Drug Trade Club—

Foucek Broke His Finger and Will Travel.

—On account of an alleged mistake in selling subacetate of lead for lime water suit has been filed for \$20,000 damages against Otto A. Kreml, Dr. Charles E. Kreml and Frank J. Kreml, Sr., druggists at 900 West Twelfth Street, Chicago. The plaintiff is Cecilia M. Miles, a child, who sues through her father. After having taken the subacetate of lead the child, it is said, suffered intense pain and has become partially paralyzed.

—Alferman Charles G. Foucek, the well-known druggist of Chicago, in an encounter with a sneak thief, broke the third finger of his right hand. He now shakes hands carefully. Mr. Foucek will leave about July 1 for Europe on a business trip. His immediate destination will be Prague, Bohemia. Returning he will visit other points of interest in Europe.

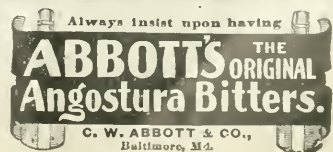
—It is reported that William A. Dyche, member of the board of pharmacy and formerly connected with D. R. Dyche & Co., Chicago, is slated to succeed Dr. Robert D. Sheppard as business agent of the Northwestern University. Dr. Sheppard has announced his intention to resign.

—Reported that T. O. Musser has bought Charles Wittig's drug stock at Freeport, and that Miss Susie Terry will have charge of the store. Rising & Clineheard's new drug store in Champaign, was formally opened on June 13.

—A meeting of the Chicago section of the American Chemical Society was held at the Drug Trade Club last evening. Prof. A. W. Palmer of the University of Illinois read a paper on "Water Analysis."

—James Henderson of Henderson Bros. Drug Co. and Mr. Todd, of Wanger & Todd, Waterloo, Ia.; and H. H. Coit of Mason City, Ill., were among the druggists who visited Chicago last week.

—The waiters' strike which has prevailed in Chicago for some days has tied up the dining room of the Chicago Drug Trade Club. It is said that service will be resumed, however, in a day or so.



—Mr. and Mrs. H. A. Henson have bought the drug store building on the corner of the late George Carter, and have moved to a new building on the west side of the street in Chicago. Mr. Henson was associated with Mr. Carter for some time.

—C. H. Kneass, for several years drug buyer for Knappton, Pittman & Co., has resigned. He has several prescriptions to read but is not yet sure what he will take.

—H. J. Hart has bought the Patton drug store in Washington at Chicago, Ills. The new owner has been purchasing of Clary's for a number of years.

—Professor C. S. N. Hillberg of the Chicago U. P., was given the honorary degree of M. D. by the Harvey Medical College on June 26.

—Oliver Davidson will erect a new drug store in Birmingham. The contract for the building has been let.

—C. P. Gilten succeeds A. E. Oldander, 5,500 Wentworth avenue, Chicago.

—Dr. Davis has bought the store of the Githens' Drug Co. at Naples.

—Board of pharmacy will meet in Chicago on August 11.

WISCONSIN.

The members of the Milwaukee Ph. A. have entered an agreement with the four wholesale drug firms of the city whereby no orders are to be sent to the wholesalers later than 4 p. m. on week days, Saturdays excepted, when orders are to be received before 11 a. m. In return for this courtesy the wholesalers agree to fill all telephone orders the day received.

—Fred G. Welchman, who graduated from the Milwaukee Medical College is now with King & Kloutz, 1110 N. Frank Robinson is now at Barr's Omaha street, Mil. Milwaukee—Karl Seifert of Madison, is with Theobald's pharmacy, Sobejano, T. D. Rowe, Dodgeville is clerking at Igby Bros. store at Fort Atkinson.

—Milwaukee alumni of the University of Wisconsin College of Pharmacy have started a movement for the establishment of a pharmacy fellowship and are sending out notices to fellow graduates with the object of raising a fund of \$400 for the first year.

The McDonald Drug Store of Marinette, Wis., will be moved into the new Menominee River Brewing Co. building about June 29. Mr. McDonald has fitted up a new store room and will have one of the finest stores in the city.

—McDonnell's drug store at Rio, has been bought by W. F. Taylor. The Ellis Drug Co. succeeds Lewis 1201 N. Kenosha. W. E. Barringer of Baraboo, is now manager of the Wisconsin pharmacy, Madison.

—E. Stawiller, formerly with Dadd & Sons, Milwaukee, has purchased the Wells street drug store of H. Emerson. D. B. Graf has purchased the Silver City drug store from Dr. E. W. Reed.

—C. J. S. Johnson, formerly clerk in Broomlee's Pharmacy at Hingham, Wis., has purchased a drug store at Amanda, North Dakota.

—W. H. MacDonnell, Chicago, has succeeded John Sweeney at Jerome. Peterson & Kuhntz's, Milwaukee.

—The firm of Lawson and Natwick has dissolved. Mr. Natwick continues the business.

—M. E. Benson is now ready for moving 118 drug store, Olive Street, Wis., to 194 W.

MICHIGAN NOTES.

—Frank Paine, a recent graduate of Benton Harbor U. P., has used 42 years. Mr. Paine lived in Decatur up to the year 1861 and was a former graduate of the College. He is now residing in Benton Harbor.

—P. W. Green, for the past year, has been superintendent and of the Lewis & Jackson establishments, Jackson,

has resigned to accept a position with the Central City Oil Company.

—Berand Schroeder of Grand Rapids will install fine mahogany fixtures, also a new soda fountain, at the Central drug store.

—Frank Cookman of Kniff's drug store, Port Huron, has resigned. His successor will be Wellington Travis.

—The Star Drug Co. of Benton Harbor, capital stock \$5,000, has filed articles of association at Lansing.

—Fred Eastbough of Belding succeeds C. B. Bower at Haver's drug store, Mendon.

—CHARFNE E. THAYER, druggist at Cochinuate, Mass., is dead at the age of forty-one years, and after an illness of only a few days. He was born in Randolph, Mass. As a boy he worked as an assistant in Fitchew's drug store. Mr. Thayer was a member of the Loyal Arentum and the Masons. A wife and daughter survive. The funeral was strictly private and the body was cremated.

WEST OF THE MISSISSIPPI.

NEBRASKA.

—N. A. Kuhn and Charles S. Sherman, Omaha druggists will take a unique vacation in July. They will go by rail to Denver where they will engage horses and make a trip on horseback across the mountains to Salt Lake City. Last summer Mr. Kuhn made a horseback trip to Tanager Mountain, a journey of over 400 miles. Over the mountains of Colorado and Utah these two gentlemen will find great chance to test their endurance.

—Dr. F. Simons of Oakland was a visitor in the Omaha jobbing district. So were Creed McDaniels, manager of the Wyoming Drug Co., Rawlins, Wyo. P. S. Tazgart, Greta; W. P. Sampson, Blair; Frank Patrick, Exeter; Dr. Simon, Oakland; Dr. Muirhead, Central City; W. F. Cook, Underwood, Ia.; G. P. Shinkle, Geneva.

—R. E. Crandall has just opened a new store in Chapman. C. W. Root of Wallace, has sold to Norton Bros. The Patrick pharmacy has succeeded C. E. Nash, Exeter. Mrs. Harry Westveer, Schuyler, is recovering from a severe illness. Wilber W. Amess of Dunbar, is recovering from a siege of mumps and typhoid fever.

—C. E. Pollock is building a very fine residence in Columbus. Mr. and Mrs. L. A. Farnsworth of Grand Island, are making an extended trip through the east. H. E. Dietrich, head prescription clerk for W. G. Boyer, York, married Miss Mary Newman of that place.

—C. A. Seifert of the prescription department of the Sherman-McConnell Co., Omaha, is making a strong effort to secure the nomination for appointment on the State board of pharmacy. Mr. Seifert was a member of the California board from 1897 to 1901.

—The Goodrich Drug Co. of Ord, will dissolve. F. Retzmann of Alma, has admitted M. H. Bates and the store is now F. Retzmann & Co. Hickey & Gibney have started at Hlona. J. E. Anderson of Scott's Bluff, has sustained a fire loss.

—A. W. Atwood, of Plattsburgh, has given a bill of sale upon his stock for \$2,121 to G. W. Gilman, formerly of Tallmire. The Ganoing Pharmacy Co. of Lincoln, has sold to A. Gaiser.

—C. C. Moore and family, St. Anthony, Ida., were in Omaha a few days ago on their way to visit relatives in Missouri. Mr. Moore is a member of Watson & Moore.

—Mrs. P. G. Frandsen of Ellor, is passing the summer at Hot Springs, S. D. Homer Bowen has succeeded J. C. Fraught at Phillips.

HEARD IN IOWA.

—Will W. Haygarth & Co. of Mason City, succeed C. F. Bell at Oelwein. The H. C. Ady Drug Co. of Grandy Center, has sold. F. L. Colgan has bought out Kenefick & Gorman at Titonka. W. E. McAlpine of Whittemore, has given a bill of sale. The Grand Avenue Pharmacy Co., Des Moines, has given a bill of sale. O'Malley & Thornburg, succeeds John E. O'Malley at Perry.

—Drug stock and fixtures of D. B. Sigworth at Anamosa, have been sold to M. P. Sigworth, Jr., and H. Dorgeloh, D. B. Sigworth, former proprietor, retiring. New firm will be known as Sigworth, Dorgeloh & Co.

—E. Brugman & Co. have bought the Bender Palace Pharmacy at Dickens and have likewise acquired George B. Bender's business at Everly. Johnson & Zimmerman succeed C. F. Zimmerman at Gowrie.

—J. L. Simecke has succeeded Lon Smith at Lennox. The firm of Algyer & Armstrong, Sanborn, is now Algyer & Rentz. Scott & Godels succeed G. H. Casavaw & Co. at Sac City.

—W. T. McKnight of Dunlap, is figuring upon the purchase of the Demisson Drug Co.'s store. G. F. Elliot, of Boone, has been succeeded by Elliot & Thorson.

—Eckhoff & Co. of Lime Springs, have traded their business. Ralph H. Harris has sold at Muscatine.

PENNSYLVANIA BOARD GRANTS LICENSES.

Harrisburg, June 29.—Secretary Charles T. George announces the results of the meetings of the State Pharmaceutical Examining Board, held at Harrisburg and Pittsburg, April 18, 1903. The Harrisburg meeting was conducted by Paul W. Houck, George W. Davis and Charles T. George. One hundred and eighty-six persons appeared at this meeting for examination, 108 for registered pharmacist's certificates and 78 for that of registered qualified assistant pharmacist's certificates. Thirty of the first named and 45 of the last named succeeded in passing a favorable examination.

The Pittsburg examination was conducted by Louis Emanuel and Henry C. Porter. At this meeting 175 persons presented themselves for examination, 94 for registered pharmacist and 81 for registered qualified assistant pharmacist. Thirty-seven of the first named and 55 of the latter succeeded in passing a favorable examination.

The successful registered pharmacists are: Wayne M. Keet, Harrisburg; M. Luther Keller, Steelton; James Blaine Keener, Middletown; John M. Lefever, York; Edward R. Bradley, Gallitzin; Samuel S. Wendle, Newberry; Frank W. Jordan, Bedford; Maurice S. Brubaker, Clyde H. Cooper, William Groff, all of Lancaster; Stephen Stevens, Kingston; M. J. Spotanski, Nanticoke; Richard F. Foote, Archibald; Freeman G. Lithgow, DuBois; John A. Wood, Old Forge; William H. McLanahan, Tyronne; Charles F. Goldsmith, Mt. Pleasant; William L. Hagen, Port Allegheny.

Leon S. Marshall, Millville, N. J.; William E. Reamer, Charles Wagner; John T. Harbold, A. G. Spriessler, Andrew N. Hecker, William H. Ort, Leonard G. B. Batfield, Clarence Gaertner, John H. B. Leaman, James G. Reed, Boyd V. Claybaugh, all of Philadelphia; Henry Marsden, Towanda; Charles F. Mascher, East Palestine, Ohio; Jesse C. Stillee, Hope Church; Samuel L. Donaldson, Kittanning; W. Kyle George, Lisbon; Elizabeth Brown, Kittanning; Harry R. DeWolf, Chicora; Paul H. Earl, Ridgeway; H. W. Scott, Johnstown.

Daniel H. Beck, Sharon; B. H. McQuiston, Butler; Joseph M. Spatz, Robert W. Nevin, Braddock; James L. McAnlis, New Castle; Robert G. Kerr, Slippery Rock; H. C. Henderson, Titusville; Norbert H. Johnston, Bradford; Anna J. McGill, Oakdale; Mary E. Atkinson, Conway; George M. Nonnan, Meadville; Robert W. McMun-

trie, Donora; Harold L. Guthrie, Frederick W. Hersche, both of Allegheny; Asbury Swinley, Leopoldus A. Starcyaski, W. Russel McCutcheon, S. Day Myers, George S. Sunderland, Charles F. Oyer, John Albert Duffort, Edward H. McCool, George R. Benjamin, H. S. Kossler, Ralmond E. Heiber, J. L. Patterson, all of Pittsburg.

The successful registered qualified assistant pharmacists are: Stanley G. Smith, J. Raymond Snyder and William David Burgoon, of Harrisburg; Andrew E. Spalding, Troy; Charles E. Schomo, Hamburg; Francis T. Elliott, Camden, N. J.; Horace F. Brubaker, Raymond B. Wissler, Harry Mundorf, Fred W. Steigerwalt, all of Lancaster; Paul P. Allen, Chambersburg; Melville D. Nesbit, Lewisburg; Patrick A. Loan, Bak; Joseph A. Shrom, Carlisle; Robert W. Scheuing, Glenside; Charles H. Ewing, Wilmington, Del.; James T. Kenney, Scranton; William E. Thomas, Olyphant; William Chester Pungate, DuBois; John I. Harvey, Tremont; Luther A. Craver, York; Howard George Sylvester, Wind Gap.

Nelson L. Yeakel, Perkasio; Howard E. Walker, Milton; Charles J. Gallagher, Wilkes Barre; Henry Shapira, William E. Gaspell, John Tensola, Charles M. Diller, Frederick M. Snyder, William H. Baessler, Wilbur C. Strawinski, Herman C. Grim, John A. Betts, Franklin W. Earl, George A. Gaskill, William E. Lucas, Lewis H. Hausmann, Jr.; William Kennedy, John H. Gross, Nachmin Koppel, Mary J. Sauter, Thomas E. Hughes, Jacob S. Keyser, William A. Keller, all of Philadelphia; Henry E. Mathias, B. Leonard Lamb, William T. Moore, of Washington; John J. Florey, Jeanette.

Charles H. Smith, Homestead; Fred C. Johnston, Ellwood City; J. M. Gilmore, New Castle; Earnest F. Woodward, Johnstown; Joseph R. Coltorrez, Jefferson; William R. Chapman, Tarentum; Charles D. Blair, Conneaut Lake; David A. Tennant, Sharon; John C. Carnakan, East Liverpool; Harry R. Hogsett, Dearth; Walter L. Ludwick, Piteairn; Frank W. Goldsmith, Tarentum; Agnes J. Rynd, New Kensington; Samuel J. Blackmore, William J. Forcht, Robert A. Garrard, of Butler; Guy R. Eddy, Glassport; Frank M. Carothers, Uniontown; Harry D. Diefenderfer, Stephen A. Stright, Jr., of Braddock; William T. Hoffman, Vandergrift; Charles M. Patterson, Rochester; William A. Gray, Leechburg.

Charles E. Willets, New Kensington; Clarence C. Miller, Charleroi; J. Arthur Young, Sharpsburg; Richard J. Gasford, Chicora; Walter A. Katzenmeyer, Frank N. Hayson, Lewis C. Gerould, Robert B. Winkett, George C. Habel, Joseph H. McGarr, all of Allegheny; John L. Blessinger; A. Lloyd Brawdy, Charles G. Wiegell, Meyer P. Seezman, Thomas E. Wall, Joseph B. Harver, Edward Kinch, Abraham Canter, Harry I. Buchner, Floyd Taylor, Jacob E. Holsooper, Samuel L. Pauly, L. Edward Greenawald, Frank Kaminski, Albert E. Kearny, Charles J. Beebe, all of Pittsburg.

The next meeting for the examination of applicants will be held at Williamsport on Tuesday, July 21.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

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Unsurpassed New Equipment.

Seven Laboratories.

Twelve Teachers.

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Address inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

HONOR TO THIS WOMAN.

Tracy Weeks (1839) of Salem, Ore., was appointed by the Governor of the Oregon State

board of pharmacy for a term of five years succeeding L. W. Moody of Portland. Miss Harbord is a native Oregonian, born in 1875. At the age of seventeen she began the study of pharmacy, later she took a three years' course at the Philadelphia C. P. where she graduated in 1901. Miss Harbord is a self-made woman whose collegiate education was attained by her earnings as clerk. She is the first woman in Oregon to be honored with an appointment of this kind. Governor Chamberlain is to be congratulated.



DRUG BUYERS SAVE MONEY.

As always when I read the expression, "He is making money in real estate of his business," which is taken to mean that the advertiser referred to is a good buyer, as well as a good salesman. The statement can also refer to the large man who watches the advertising pages of the Era.

Here are some of the good things mentioned in last week's issue.

HART'S ALIMENTARY ELIXIR contains the stomachic juices and salts of hart, with no fat. This preparation is made by F. J. Hart & Co., Ltd., New Orleans, La., and the price is \$7.50 per dozen. They also make a similar combination of Medicated Bismuth Salts which is indicated wherever the Salts of Bismuth are indicated, and is called Laro-Bismo, put up in two sizes, 4 oz., \$3.50 per dozen, 16 oz., \$12.00 per dozen.

HAMPREAVS MEDICINE CO. want you to have one of their cabinets for their "sell their goods" to you in your advantage. There is always a demand for Hampreav's goods the year round; put yourself in touch with the demand by writing to 111 William St., N. Y., for free cabinet offer.

MELLEN'S FOOD—This food is used only in glass bottles and keeps perfectly any length of time, in any climate. The perfect condition of every bottle is guaranteed. Write to the Mellen's Food Co., Boston, Mass., for a free sample.

TACELIS—H. K. Potter, 18 Spruce St., N. Y., a dealer in specialties, has a class Private and Special Prescriptions made, and his tablets have an excellent reputation for their accuracy, solubility, and uniformity.

QUININE CHIVEL, made by Besenraun & Sons, Inc., Vienna, Pa. This firm are experts in the combination of quinine with such salts as Magnesium Sulfate, Potassium Sulfate, and Potassium Iodide. It will give you a free sample.

BOTTLE STOPPERS, COMPLETE RUBBER MOLDERS, MOUTH SYRINGES, and other good things. Bottles made by the best of A. H. V. Co., 19 and 21 South 4th St., Phila.

DRUG MILLS—The Brooklyn Dispensing Co., 400 Broadway, N. Y., has a line of A. G. V. Tablets, prepared from the best of quality and in the best of the latest style. Each one 1000, 500, and 250, and you can get them in any quantity.

PIAL DOUBTS—The Brooklyn Dispensing Co., 400 Broadway, N. Y., has a line of A. G. V. Tablets, prepared from the best of quality and in the best of the latest style. Each one 1000, 500, and 250, and you can get them in any quantity.

DERMAL MEDICATION.—Schering & Glatz of New York, are sole agents for Steifel's Medicated Soaps. They should be a part of every drug stock, and are for sale by all jobbers. Literature furnished on request.

QUALITY & PURITY.—The New York Quinine & Chemical Works use these two words "QUALITY and PURITY" as emblems to represent the character of the products they sell.

TULLAR'S VAGINAL SPRAY—Progressive drug stores are making handsome window displays and sales of Dr. Tullar's Vaginal Spray. Write to the Tullar Co., 23 Union Sq., N. Y., and they will send you a sample prepaid for \$1.00, which retails for \$2.00. They have some cuts of window displays of their goods made by prominent New York City druggists which you should see.

OBITUARY.

ANDREW G. WEEKS, formerly senior member of the well-known Boston wholesale firm of Weeks & Potter, which later was the Weeks & Potter Co., died on June 25 at his summer residence, Guilford, Vt., at the age of 63 years. Death was due to heart difficulty and was not unexpected. Mr. Weeks was born in North Yarmouth, Me. At the age of sixteen he secured a place in the drug store of Frederick Brown. In 1841 he entered the store of South & Bowle, and ten years later went into partnership with Warren Potter, in the wholesale firm of Weeks & Potter. Mr. Potter died in 1899. Not long ago the firm was wound up. Mr. Weeks is believed to have left a very large fortune. His wife, two sons and a daughter survive him.

EDWARD M. PHELPS, who is druggist at Foxboro, Mass., was one of the prominent citizens and officials of the town, died from a complication of diseases. He was born in Foxboro in 1858 and clerked in his father's pharmacy, of which he later became the proprietor. In 1890 Mr. Phelps was elected to the office of town treasurer and had served as such ever since. He also held many other important offices of trust. He was a loud leader in Democratic politics. He left a wife and three children.

RICHARD CASSEBERR, who formerly owned drug stores in this city and Mount Vernon, and was a member of the well-known family of Casseberr in this city, died on June 22 at the Petrie Hospital, from the effects of an operation for cancer. He was forty-seven years of age and a 74 graduate of the New York C. P. His brother, Herman Casseberr, has a pharmacy at Forty-second street and Ninth avenue.

OSCAR DAHLGREN, 59 years old, employed at Lumber Plain, Boston, as a druggist, committed suicide by cutting his throat with a razor.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT	\$3.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPDERMI SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Herculine)	8.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
OCULINE BALM	2.00

Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,
Dr. Kennedy Row, RONDOUT, N. Y.



FEW PRICE CHANGES AND THEY FAVOR BUYERS.

New York, June 30.—Although inquiries have been confined for small parcels, the aggregate volume of business has continued of last average proportions and dealers have shown no inclination to complain. A majority of the fluctuations in values have favored buyers but the changes are more in the way of revision than actual declines.

OPPIUM—A continued tame and uninteresting market is reported without further change in values and jobbers are quoting \$3.25@3.40 for 9 per cent. and \$3.25@3.50 for 11 per cent. Powdered is moving slowly in small lots at \$1.25@1.50 for 13 per cent., \$1.75@5.00 for 16 per cent. and \$1.80@5.00 for granulated.

MORPHINE—A continued active jobbing business is in progress with quotations steadily maintained at \$2.50@2.60 for eighths in ounce-boxes, \$2.45@2.55 in 2½-oz. boxes, \$2.25@2.35 in ounce-vials and \$2.20@2.30 in 5-oz. cans, as to brand and quantity, less the usual rebate on purchases of round lots.

QUININE—There have been no further developments since the decline noted last week and the market has ruled quiet with jobbing quotations nominally unchanged at 23@23½c. for bulk in 100-oz. tins, 23½@24c. in 50-oz. tins, 24@24½c. in 25-oz. tins, 25@25½c. in 15 or 10-oz. tins and 30@30½c. in ounce vials, according to brand and quantity.

MEXICAN BLS.—Competition among importers has had a depressing effect on the market and jobbers have reduced quotations to \$8.00@8.50 per lb. and 60@65c per ounce.

SENEGA ROOT.—Values continue to show a declining tendency and jobbing quotations have been further reduced to \$1.10@1.20 for whole and \$1.20@1.30 for powdered.

ARICA NUTS.—Supplies are more abundant and jobbers have marked quotations down to 20@25c. for whole and 25@30c. for powdered.

HEPAC.—Rio is easier and jobbers are willing to sell at \$1.70@1.85 for whole and \$1.80@2.05 for powdered, according to quality.

UNION SALAD OIL.—Manufacturers prices are 2c. higher and jobbing quotations show an advance to 55@58c. by the barrel and 47@47½c. for less.

OIL SPEARMINT.—Jobbing prices have been reduced to \$1.00@1.25, according to size of order.

OIL WORKWOOD.—Trading has been light and import and revised jobbing quotations show a reduction to 8@25@7.00 for best and 85.75@6.25 for good.

BALSAM TOLU.—Lack of demand and a consequent easier market have caused a decline in jobbing prices to 30@32c. for 50-lb. cans, 31@34c. for 10-lb. cans and 37@42c. for less.

THYMOL.—Foreign markets are lower and spot and jobbing quotations have been reduced to \$2.50@2.75 as follows:

MOSES.—This Cape are exceedingly scarce, the stock of being almost exhausted, and jobbers have advanced prices to 22@27c. for whole and 27@32c. for powdered.

BICHE LEAVES.—Short are slightly easier with prices of 11@12c. showing a decline to 30@36c. for 10-lb. and 11@15c. for powdered.

JAPAN WAX.—Foreign markets are called lower and quotations on this commodity have been reduced to 20@21c.

BLEU VITRIOL.—Standard are offered more freely and prices are advanced to 2½@3c. for 50-lb. cans, \$7.10 for smaller quantities.

SPIRIT CELL.—Revised quotations show a decline to 70½c. for 1-lb. and 21½c. for cakes.

PERKLY ASI PERRIS.—The market is better and revised quotations stand at 30@35c.

PEPPELY H BARK.—P for a molar 1½lb. and 1½lb. 1.50@1.60 for whole.

HIM BARK.—Standard are offered more freely and revised quotations are 20@22c. for 10-lb. and 30@32c. for 5-lb. cans.

PUMP SEED OIL.—Standard are offered more freely and revised quotations are 10@12c. for the best and 10@12c. for the second best.

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The Nevada Board of Pharmacy held a meeting at the Riverside Hotel, Reno, but little business of an important nature was transacted. One candidate for examination appeared, but he was not successful. Permanent certificates were granted John M. Townley, Lovelock, John A. Eldand, Tonopah; E. B. Loring, Lovelock; Clay H. Powell, Tonopah, and Christian H. Young, Winnemucca. The permanent certificates were granted to applicants who filed diplomas and certificates of esleges and boards of pharmacy of other states.

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SENNA, HERBS AND SPICES.
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 Manufacturers—Chemists, Importers and Grinders, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

Is pharmacy a business or a profession?

The highly educated pharmacist who tries to conduct a store without a knowledge of business details will inevitably fail.

In the same way will a business man who tries to run a pharmacy without some knowledge of the profession inevitably come to grief.

Speculation as to the relative values of the two classes of knowledge is useless—both are necessary.

There are good business men who make poor pharmacists, and good pharmacists who make poor business men.

If you belong to the latter class, we feel sorry for you, if to the former there is a remedy, The Era Course in Pharmacy.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y., for a prospectus.



HARD CASH AND NO NONSENSE.

There has been a tendency of late years to exalt the bread and butter element of pharmacy at the expense of every other feature of the calling. Every movement and proposal has been subjected to the test, "will it pay," and there has been a very common inclination to sneer at everything in which a direct profit is not apparent. It is quite proper that the commercial side of pharmacy should receive a large share of attention, for upon that depends the welfare of the individual members of the calling, but it is well to keep in view the American propensity of carrying things too far. Men must have bread and butter, but in keeping our eyes too closely fixed upon the material we run the risk of missing immaterial rewards of far greater value. In its glorification of the commercial, pharmacy merely shows the influence of the times. Commercialism has invaded all walks of life, and colors our every thought and motive. In itself, and kept within bounds, this spirit is not unwholesome. It tends to remove the shams and false sentiment which are apt to conceal the things in life that are really worth while. But we can not afford to permit it to destroy the ideals that men in all ages have valued above mere gold. The care of the suffering and the cure of disease are services to humanity which should call out the most noble and unselfish qualities in men. Let us see what the reduction of the healing art to a hard cash basis has done. To give as little as possible and to get in return as much as possible, is the basic commercial principle. The logical result is a market flooded with quack nostrums, the disgrace of the pharmacist and the despair of the physician. What we need is not less of the vague something that the commercial world is pleased to call "nonsense," but more sentiment of humanity and unselfish devotion to the higher aims.

THE HISTORICAL ELEMENT.

Sentimental and unremunerative devotion to calling are not dead in pharmacy, although the spirit manifested at some recent gatherings would lead one to think so. There are even flourishing associations which could not be made to yield one cent of profit. The society of veterans in Chicago is entirely without any bread and butter features, and yet it inspires

more influential than any commercial association in the country. One of its enterprises promises much for the improvement of the professional pride and efficiency that American pharmacy so sadly lacks. It is the collection of historical material and the preparation of papers by men who have helped to make history. Mr. Ebert is doing a work which is of the greatest importance to the generations of pharmacists who are to follow him. As a lasting achievement the historical work of this association is likely to rank far higher than the saving of a few pennies on a secret remedy. And the work is not by any means all self-sacrifice. Mr. Ebert finds reward enough, for we are told that he occasionally neglects his business to dig historical facts out of books and old papers. The historical committee of the American Pharmaceutical Association is doing similar work, but on a larger scale. Instead of one city, its field of inquiry includes the entire country. The committee has begun the collection of historical monographs for the use of future historians, and is ambitious to establish a national pharmaceutical museum at Washington. The fulfillment of this ambition may be several years off, but the most certain way to secure the desired result is to begin collecting now. Sections of the committee are collecting files of pharmaceutical journals and preparing life histories of the periodicals; compiling accounts of the work of the various U. S. P. revision committees; gathering data relative to pharmaceutical education, preparing histories of local associations, etc. This work is entirely free from the taint of commercialism. It can never pay, and must be followed purely for the love of it. Still we are convinced that the historical section of the A. Ph. A. will always receive as much attention as sections promising dividends, for we know that in spite of its apparently stolid spirit, the calling is not wholly given up to dollar pursuing.

DRUGGISTS ARE ALWAYS TRUTHFUL.

When the philosophers have figured out in their comfortable armchairs that the world is fast going to the bow wows, something will invariably turn up to show that things are not beyond repair by any means. The intense commercialism of the present time has caused many apprehensions. It has often seemed to students of the times that honor were at a discount. Now, all unexpected, comes a decision of a justice of the Supreme Court that a salesman must tell the exact truth about his wares. He ordered a firm to pay the complainant a large sum of money because "the statements made by the defendant were grossly untrue in fact and not mere expressions of opinion. They were untrue, deliberately made with the knowledge of their falsity, and with the intention to defraud and deceive the plaintiff." In other words the merchant in the business lie, and the judge trying to consider it a while ago. Deceiving customers were deemed desirable, to be contrary to law. It is possible that this decision will do more for the confidence of the country than has been called the best policy of any country and government, but there are a number of something else to which it is a sad and dead weight. The merchant has been the custom to excuse the customer's expense in payments, by saying that

everybody is liable to make a slip in the heat of barter. If it is true that this ancient principle is to be given up, it must be that the world is growing better. We do not, however, expect the millennium to come at once. Adulteration, substitution and the watering of stock are still very popular and profitable. Much water will flow through the mill before all salesmen will have lost the art of "saying the thing which is not," and all advertisements will be statements of carefully authenticated fact.

PATENT MEDICINE TAKING, A SYMPTOM OF INSANITY.

A Boston millionaire has died and, as usual, the heirs are trying to break the will. The reason given for setting aside the will is also the usual one, insanity, but the proofs are sufficiently unusual to attract the attention. It seems that the poor man had odd, though not extraordinary, notions about therapeutics. For instance, he considered sand a sure cure for dyspepsia, and occasionally refreshed his friends with doses of this valuable drug. But the main proof of the heirs, is the testator's fondness for patent medicines. He kept hundreds of bottles in his room and was fond of preparing evil-tasting mixtures. The case is still pending and the judge is probably having an interesting time preparing his decision. Whatever, that may be, we have our own opinion about the man's sanity.

WITHOUT ANY HABITS WHATSOEVER.

One philosopher says that, man is a bundle of habits, another that habits form character. A Trenton druggist seems to have discovered that in a drug clerk all habits are entirely useless and reprehensible. The Philadelphia Press recently contained an advertisement for "a registered pharmacist in New Jersey without any habits whatever."

THE STOMACH PUMP STILL USEFUL.

We do not know whether superstition has anything to do with it or not, but people still seem to have the primitive notion that every medicine is a sort of benevolent spirit that exercises a curious sovereignty over all ills, and will do no harm if it does no good. It is only in this way that it is possible to explain certain forms of carelessness in the use of drugs. A Boston woman recently suffered a severe headache and took the first remedy that offered without so much as looking at the label. It happened to be a solution for removing corns and required the vigorous attention of physicians and a stomach pump.

WHEN IN DOUBT, BLAME THE DRUGGIST.

A Washington correspondent sends us the following story, and inquires facetiously whether, in addition to the many indignities already heaped upon him, the long-suffering druggist is now also to be called to account for every iniquity that occurs outside his store as well as inside. A man standing in front of a drug store was knocked down by some one who escaped unseen, and the druggist being the only person in sight when the victim regained his feet was accused, as a matter of course. At the trial the pharmacist put in the best possible plea, namely that "he didn't do it," and was acquitted, triumphantly, be it said in justice to all concerned. It came out that the man deserved the chastisement which the real assailant cheerfully confessed to having administered.

POPULAR SCIENCE.

We have frequently heard it remarked that the writings of scientific men are not popular because they are written in a dull, uninteresting style. There is no doubt some truth in this statement, for men of science are by reason of their training and habit of thought, prone to devote much attention to accuracy and very little to grace of diction. The popular mind demands that its tastes and habits be very carefully considered—if it is not amused it wanders—and this is precisely what the man of science can not and will not do. He considers only the observed phenomena, and the accurate recording of his observations. But the fault does not all belong to the man of science. We have recently had a number of exploitations of the sort of science that the popular taste will endure, and it is pretty poor science. The trouble seems to be that the popular mind is essentially unscientific, and can be brought to accept anything of a scientific nature only by means of startling facts and adventurous speculations. The people care nothing about the fundamental laws and truths which are the important portion of science. What is wanted is something sensational, something unheard-of in common experience, and yet stimulating to the imagination. There have lately been many popular discussions of the more spectacular of recent discoveries—some studies in biology and the strange behavior of radium. Are the real wonders of the phenomena held up to an admiring public? Not at all. The successful popular science writer "plays up" some unimportant feature or wanders off in some unwarranted speculation—in other words, follows the exact tactics of the sensational journalist. The resemblance between the so-called science printed even in our most conservative magazines and the daily outpourings of the yellow press is startling—the same hysterics, the same inaccuracy, and the same omission of essential details!

ERA COURSE IN PHARMACY.

Graduates for June, 1903.

Matriculation No.	Name	Grade	Per cent.
2949	Archie W. Armstrong, Dwight, Ill.	.....	96
3509	A. M. Parker, 222 Ohio St., Chicago, Ill.	.....	96
348r	Sister Agatha Barrett, Maryland General Hospital, Baltimore, Maryland.	.....	98

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2.00. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.

The Grindstone Goes on Turning.

"I can't abide to see men throw away their tools i' that way the minute the clock begins to strike, as if they took no pleasure i' their work, and was afraid of doing a stroke too much. I hate to see a man's arm drop down as if he was shot, before the clock's fairly struck, just as if he'd never a bit o' pride and delight in 's work. The very grindstone'll go on turning a bit after you loose it."—George Eliot.

Minding One's Business.

Minding one's own business is all very well, but the clerk of today, who loses no opportunity of learning something about the other fellow's work, may be the manager of tomorrow.—Spatters.



DOES NOT AGREE WITH THE ERA ABOUT NATIONAL BUREAU OF FOODS AND MEDICINES.

Forest Hill, N. J., July 1, 1903.

To the Editor:—I request the privilege of briefly discussing your comments upon the proposed National Bureau of Medicines and Foods, on the first page of your issue of June 18. I am sure that you will not consider it disrespectful for one who has assisted in working out the "mass of necessary details" to which you refer, to say that had you possessed sufficient time to have understood these details you would have recognized the inconsistencies of some of the ideas expressed in your editorial.

1. The practicability of successfully operating such a Bureau can not seem more doubtful to you than it did to us when we first considered it. We have reached a different conclusion because we believe that we have found a practical solution of every difficult problem which has presented itself to us, as it does to you. We think it highly improbable that you or others will think of any important difficulty which has not been considered in the three years of study which the plan has received, because we have enjoyed the criticisms of practical people throughout. This consideration should suggest the probability that our conclusions may be correct and should entitle the enterprise to a full discussion.

If I interpret your views correctly, you recognize in general the legitimacy of the field of operation of the Bureau, in view of existing conditions. I have met scarcely anyone who does not, and I think it is also true that the desirability of accomplishing, in some way, the purposes contemplated by the Bureau, is very generally conceded and need not be discussed. The practicability of the plan is the subject of discussion.

2. You say: "This board is to fix standards of identity, purity, quality and strength not in conflict with the U. S. Pharmacopoeia, etc." The Pharmacopoeia has already established these standards for the great majority of the preparations, so far as drugs and medicines are concerned, with which it would be the intention of this Bureau to interest itself. In the case of any article for which these specifications are not given in detail by the Pharmacopoeia, it would be the purpose of the Bureau to adhere as closely as possible to its principles and spirit.

3. Your comments on the failure to accomplish the desired results by Government act are very mild. Let me add that the most recent attempt failed through the operations of what has been declared to be the most wealthy and powerful lobby maintained at Washington in twenty years. The Government has been authorized to rigidly restrict foreign adulteration of goods to be sent here, but it was forbidden to interfere with domestic adulteration of the imported articles after they get here. Is the fact that our manufacturers, thus represented, have virtually demanded and secured a monopoly in the degradation of goods, entirely without significance? I may view this case wrongly, but I certainly state my view correctly. If it is wrong, it is in order for you or those who see the error to point it out conclusively.

4. You say: "Under existing conditions it can not pay even a majority of the manufacturers of the country to abandon every trick of production, legitimate and otherwise, and to adopt absolute sincerity in advertising methods while their rivals employ all the



Members of the Connecticut Pharmaceutical Association, Beachside Inn, 1903, Annual Meeting.

omogenous devices which years of keen competition have developed. Non-interference has been the slogan of the opponents of pure food legislation, and the same principle will determine most manufacturers to leave the National Bureau of Medicines and Foods severely alone."

The error in this argument seems to me to lie in the supposition that the other houses will continue in their perverse course, as you assume. Those who have studied the situation, while in doubt on many points, are no longer so regarding certain others. One of the latter is the attitude of physicians and, to almost as great an extent, that of pharmacists. Just as soon as pharmacists become informed of the possibility of securing an article the official quality of which is guaranteed by so responsible an authority, it would be to their interest to educate their medical friends to this fact, so that the latter, influenced by the testimony of manufacturers' representatives, would not longer compel them to keep several different brands of the same article one brand bearing the Bureau's certificate would be as good as another. And just as soon as the physician secured the same information he would demand goods bearing the Bureau's certificate to the rejection of all others, from whatever source. The views of medical men have been sufficiently conveyed to make us sure of these facts.

Perhaps my view of the matter can be most clearly stated as follows: At the present time the competition of a very few and relatively insignificant houses enables a large number of manufacturers, at various points in process of an quality or in both, because there is no reliance upon which they can fall back in presenting their adherence to the principle of good quality to the public, from coming to the heads of the law who are bent on supplying poor goods to the public. If it is a simple matter of daily necessities, such as toilet articles, they must either yield or lose the business. And the same applies to the influence which will be exerted by the Bureau, if it could. A very few countries, such as Germany, with the Bureau's certificate, would make their usual toxic methods become good samples, even though the latter were present.

As you say, "The same can be said of that a manufacturer's adherence to the standard is far from the truth, and that the Bureau, from and that the only way to secure a better standard is to have a law of its own."

a valuable acquisition." There is no such inference! Let us assume that every word stated by every manufacturer is true (and it would not be the Bureau's intention to say otherwise), and the situation is still just the same as it would be if all they said were untrue. It is through the manufacturers' own action that they are distrusted. Each manufacturer maintains a force of travellers whose business it is to make physicians and pharmacists of the United States believe that all other manufacturers are saying what is not true. Is it not to be expected that each of these will meet with a certain degree of success? We do not believe that any considerable number will distrust the statements of the representatives of the two national associations, when once the organization is understood. You may imagine for yourself the effect of such a situation as the following: The Bureau refuses its certificates for a certain lot of an article. Only the manufacturer concerned is advised of this fact. He objects to the Bureau's findings and states that his own chemist has reached a different result. He is thereupon respectfully referred to a certain sample analyzed by his own chemist at the Bureau's request, on a certain day and under a specified number, and is informed that this sample represented his own goods and that the Bureau's findings were those of his own chemist. Or, one manufacturer may express doubts about the certificate given to another's goods and then find in like manner that the result advertised by the Bureau is that reached by himself and others who have reported under number only, on the goods in question.

Concerning your closing paragraph, we can only repeat in earnest and with absolute knowledge of the facts, what you say in sarcasm regarding physician's distrust of manufacturers' advertising literature. Possibly you are thinking of journal advertising, whereas we are thinking of the persuasive circulars, the throwing of which into the waste-basket consumes a large and disagreeable portion of the physician's leisure time.

I really think Mr. Editor, that you know this as well as I do, and that you would not be willing to make a serious and explicit denial. I am cautionsure that the Bureau's statements, when the manner of their origin is understood, would not meet with a similar fate.

H. H. RUSBY, Chairman.

SHOP TALK

THE C. P. HAS A LETTER WHICH THE DRUGGIST AND THE CLERK PROCEED TO ANSWER.

"I have a letter here," began the C. P., "that you will, please, think about a moment."

"Some more standard nonsense?"

"Hardly! The soda fountain!"

"That sounds promising."

The sage carefully adjusted his spectacles, spread a letter post-marked "Chicago" on the show case, and read:

"Has the C. P. ever meditated on the fact that many people mix up cause and effect, profit and loss, gross revenue and net revenue, apparent profit and real profit?"

"The journals are full of articles on 'How to make the Fountain pay.' Here is a very, very, very plain question, and yet I think very few fountain druggists have ever asked themselves that question, 'Do the fountain men figure on interest and the wear and tear?'"

"I have seen it stated and figured out that the usual interest and the usual wear and tear just about wipe out a plant (apparatus) in seven years. That is, if you pay \$3,000 for a creation of an apparatus, inside of seven years you do well to get an expressman to haul it away for what he can get out of the mess—and you are out your interest.

"Has the C. P. ever run a fountain? Does he know what the ice, the ice-cream, the napkins, the soda crackers for free lunch, the flowers, the fans, the electric current for fans, the light, the extra light for extra hours, the extra wages, white jackets, etc., cost? And then sell a glass of 10-cent ice cream for 5 cents, and have people monkeying around the soda bar for ten minutes?"

"Yes, I said bar, Mr. C. P. Law and order leagues thunder against knockout drops at the regular bars. What about the pharmacy soda bar, where, according to official reports, the white winged harkeeper interprets the wink of a young gentleman and slings a dose of gin fizz dope into his young lady friend's glass?"

"Does it pay financially? Does it pay morally to run a bar in the pharmacy? Let the C. P. who solves many questions that are hanging fire between heaven and hell settle this, or try to settle this problem!"

"The question of shorter hours is a pressing one. Most people are glad to quit at 10 p. m., but the fountain makes it necessary to keep open shop on warm nights, just when rest in the open air is most desirable.

"What is there fascinating about the dashed thing? Why do so many fools believe that every cent coming in over the fountain counter is clear net profit? Ask them, man to man, and few will have the cheek to even claim one cent profit. All admit the eternal bother, nuisance, cost of material, repair, long hours, etc., and yet they hang on to it—so does a moth hang around a flame until it hugs the deadly fire in a last fatal embrace."

The old man looked at the druggist over his spectacles. "Well, why don't you say something?"

"It's up to you to settle it."

"Pretty strong language! What do you think?"

"If your friend feels that way about it, he is right, of course."

"You mean, if he finds it all bother and no profit, he had best leave it alone?"

The druggist nodded. "You see, the fountain is like everything else—it depends. If the conditions of locality, neighborhood, etc., are right, and the druggist cares to go in for that sort of thing, it can be made profitable. But if the pharmacist is a conservative gentleman with a professional reputation on a

quiet street, a soda fountain would not add greatly to his peace of mind."

"The fountain is not exactly an ornament to the profession."

"Perhaps not; but it is an ornament to a drug store and a good advertisement, too."

"What do you think of my friend's remarks about 'knock out drops at the fountain bar?'"

"That is a serious matter as far as the calling is concerned, but it should not keep an honest druggist from having a fountain. It is the black sheep that do these things, and it isn't fair to lay it all to the fountain."

"It does not necessarily lead a man to break every moral and civil law."

"Of course not! Lots of Sunday school superintendent bank clerks skip with the stuff, but I'm not prepared to blame either the banks or the Sunday schools for the skipplings."

"All right! Now about the paying part of it."

"Charley, here, can tell you about that. He used to be a soda expert. Does it pay?"

"It does if you sell enough and get enough for it," said the clerk. "In that it is like everything else. In a big store like Riker's, where they have six men and sell \$300 worth of drinks a day, the net profits are just about fifty per cent. In a smaller store it is less, but not necessarily in proportion. It is a small store where they can't sell at least 200 glasses a day. At that rate the cost of materials ought not to be more than 48 per cent of the total receipts. That is, if you use the best material and charge ten cents for ice cream and egg drinks."

"Ah, if you charge ten cents!"

"Yes. There is no profit in selling good ice cream soda for less—at least in this city—and it doesn't pay to sell poor stuff at all."

"But can you get ten cents?"

"Of course you can! There will be no difference in the number of sales either. There are a heap of small five cent places and there is no excuse for them at all. I am speaking only for New York."

"How about interest on the fountain, and deterioration?"

"That doesn't amount to much. A fountain need not cost so much. I know a druggist who sells \$1500 worth of soda a month out of a fountain that costs about that much. A decent apparatus ought to last a life-time. Nothing to wear out but the plumbing, and that can be replaced for a fraction of the cost of setting up in the first place."

"But the interest!"

"Take a \$1500 fountain. The interest is \$60 a year, or distributed over the 30 warm weeks it is only \$3 a week. Compared with the other expenses and total sales it is nothing. Of course it would be foolish to sell five-cent ice-cream soda at a \$10,000 fountain on a back street. You've got to take these things into consideration. A fountain needs a place where lots of people pass, and it's got to be pushed like everything else."

"Are you certain of your figures?"

"Sure! They are recent too. Got them of my friend Hanson up in Sixth avenue. He has changed a sleepy outfit into a paying one by hiring a Chicago expert and displaying things. He has two experts now, and uses the same little old fountain. It isn't the looks of the fountain that does it."

"Why Chicago expert?"

"Because the best mixers are mostly from Chicago. There are only three cities in the United States where they mix soda properly—Chicago, St. Louis and Boston."



C. S. HANKS, Newark, N. Y.

An ex-president and present secretary of the Wayne Co. (N. Y.) Branch, N. A. R. D.

"Missionaries from these places teaching the rest of the world, eh?"

The clerk laughed. "They are missionaries that have got to hustle, all right! It all depends upon how a soda business is run. It is foolish to get an expensive outfit and then not hustle things along."

The C. P. looked at the druggist. "So you see, it is a matter of hustle again. Can't we ever get away from that word?"

"Not as long as you want to keep up with the procession. When you're dead you may get a rest."

"I doubt it!" said the sage gravely. "But at any rate it isn't real pharmacy, you know."

"What isn't?"

"The soda fountain."

"No, perhaps not! But it looks well in a pharmacy."

"Besides," remarked the clerk, "Hanson says you can estimate the direct profit on the soda, but the advertising by bringing people in no one can estimate. And who is better qualified to make good syrups than the pharmacist?"

"Oh, you fellows are so horribly commercial!"

WHEELS WHIRLED BY TOOTH-WASH!

"What makes the wheels go round?—Vetter's Tooth Wash" is a brand placarded in C. E. Vetter's window uptown in Madison avenue. Just where the connection comes in between wheels and Mr. Vetter's dentistry is hard to understand.

No Rules for Advertising.

There are advertisements to be wise, but no rules here as yet been found which it would not at times be wise to disregard. Every advertiser must be a law unto himself. He must shape his own policy and make his own laws. His own experience will be worth more than the conjectures of all the rest of the advertisers in the world. It is not to say that he shall ignore the methods and announcements of all the other advertisers. Nothing that he can gather on the subject is useless, but in the practice or art of advertising, there is no such thing as a "copy-book."

SHOP NOTES AND DISPENSING HINTS.*

By W. A. DAWSON, Hempstead, N. Y.

Difficult Prescription.

The following prescription has caused me much annoyance! It is from a consulting specialist of great reputation, likewise great fees, it has been repeated many times and as doctor and patient seem perfectly satisfied with it, I suppose that I ought to be. Still, one feels that the turning out of such a ghastly looking mess, were, somehow, a reflection upon the professional skill of the dispenser.

Magnesium sulphate lb. j
Acid sulphuric ss
Alcohol benzoic gr. xv
Alcohol q. s. ft. solut.
Water q. s. ad ʒij

I have tried all quantities of alcohol up to two ounces, beyond which I thought best not to go on account of therapeutic effect, but the benzoic acid immediately crystallizes out when the alcoholic solution is added to the salt solution.

The acid is unevenly distributed through the contents of the bottle as it stands at rest, some at the bottom of the bottle, some floating on the surface of the liquid and the rest suspended at various points throughout it.

Naphtalin in Suppositories.

I recently received the following prescription:

Naphtalin
Cera flava na. gr. l
Ol. theobromatis q. s.

Mix and divide into 10 suppositories.

The combination was new to me, and on reading the prescription I questioned if the prescriber had not ordered too much wax, or if he intended to have an insoluble suppository. But when I came to make up the mass, I found that the naphtalin had a softening effect upon the wax and cacao butter, even more so than chloral and the mass instead of being hard, was, in fact, softer than usual when quite cold.

As the prescriber specified no particular weight for the finished suppositories, I must perforce follow the rule and make them fifteen grains each; thus allowing of the use of but fifty grains of cacao butter and making the prescription equal parts of the three ingredients. I afterward found that this was what the physician intended.

In dispensing the prescription, the naphtalin was first rubbed down to fine powder in a mortar, the wax and cacao butter carefully melted with the least amount of heat possible and poured over the powdered naphtalin in the cold mortar, triturated quickly until stiff enough to handle; rolled out on a pill machine, divided with the cutter and the suppositories formed with the fingers, the board, mass and hands kept well dusted with corn starch to facilitate handling the soft and sticky mass.

Balsam Peru in Ointments.

The well-known tendency of Peru balsam to clot and stick owing to the rapidity with which it parts with some of its volatile constituents, during manipulation with spatula or pestle while endeavoring to incorporate it with an ointment, can be avoided by stirring the balsam into the ointment base after the latter has been softened by the application of a gentle heat.

The following prescription seems a very simple one, but I have seen several experienced dispensers make a mess of it:

Zinc oxide 1 ounce
Balsam Peru 2 ounces
Benzoinated lard 1 ounce

Make an ointment.

A ground glass ointment slab was heated by burning alcohol upon it and the zinc oxide and lard well worked together upon it with a broad heavy ointment spatula, until smooth and fine. The still soft but barely warm ointment was then transferred to an eight-ounce pot, the pot and contents balanced upon the

* Read before the N. Y. State Pharmaceutical Association at Pflanz, June, 1903.

scales and the two ounces of Peru balsam weighed directly into it and incorporated by quickly stirring it in with a stick. The resulting ointment is a beautifully smooth preparation.

Methylene Blue and Essential Oils in Capsules.

This is the kind of prescription that one would rather the patient had taken to his rival in business to have prepared. In fact, it is quite likely to make the dispenser feel blue if it comes in, as this one did, on a Sunday afternoon just as the lone dispenser, "dressed in his best suit of clothes," had sat down to enjoy the quiet part of the day with the Sunday paper.

Methylene Blue,

Oil Nutmegaa. gr. 40

Oil Santalwoodgr. 80

Divide into forty capsules.

Soft capsules would have been the thing, the ingredients mixed with sufficient olive oil to fill the capsules, but the pharmacy in question had neither soft capsules nor filling apparatus.

Had the clerk but known it, there is a ready-made capsule of this formula on the market, and the customer might have been "stood off" until they could be procured.

Little realizing the hard proposition that he was up against, the clerk started in to mass the ingredients and fill into hard capsules while the customer waited.

When I arrived upon the scene about an hour later, even the air of the laboratory was blue and the clerk was talking softly to himself, the burden of his lament being something about the folly of the physician who gives his patients laundry blue in place of medicine.

Licorice and other absorbent powders had been added until it would have been impossible to get the mass into the largest OO capsules. The contents of the mortar were thrown out and a fresh batch started; a few grains of soap and a fair amount of licorice was added and the mass was made up with a few minims of water and a little honey. The mass was very soft and, as the pastry-cook would say very "short," but it clung together enough to enable us to stuff the greasy blue boluses into the capsules. The customer had long since departed, after leaving instructions to send him the capsules next morning. As the dispenser surveyed the wreck before starting in to clean up he remarked, that it was the bluest Sunday he had ever experienced.

Correct Dimensions of Powder Paper.

To fold and fit correctly, the powder papers should be $3\frac{1}{4}$ times the depth and $1\frac{2}{3}$ times the length of the powder box in which they are used. That is, for a box 3 inches long and one inch deep, the powder papers should be $3\frac{1}{4} \times 5$ inches. The first fold or lap, should be $\frac{3}{4}$ the depth of the box in width, the second fold coming to the exact center of the finished powder, and the turned over ends of equal length and with a space between these ends of the same length. That is: in folded powder 3 inches long, each folded over end would be 1 inch long and the space between these ends 1 inch also.

The Paste Pot.

The best of all receptacles for label paste, is the old-fashioned turned in edge soda-water glass—the old original soda tumbler of Matthews invention. The paste made with the finest wheaten flour with ten per cent. of white dextrine added and well cooked, and the brush a one-inch flat, bristle varnish brush, "water-proof fastened." A place for the paste-pots in use is made by boring a hole with an extension bit, in a shelf wherever convenient; the hole being of a diameter that will admit the lower half of tumbler. Covers slightly larger in diameter than the top of the tumblers are cut from very heavy cardboard boxes the centre scored star-shaped and the handle of the brush pushed through it, the points of the star holding the brush handle at any desired height.

Their superiority over any patent paste pot is their cleanliness; a small amount of paste, only enough to

last a day or two is placed in the glass and when this is used up or the pot becomes soiled, it is replaced with fresh paste in a clean glass with a clean dry brush and a new card cover. And the dirty glass and brush is put to soak, afterwards cleaned and dried and placed with the reserve stock of tumblers and brushes, those in reserve being equal in number to those in use.

A Reminiscence.

These old-fashioned soda tumblers recall to my mind, my early 'prentice days in an "up State" city. The big "Drug Store"—there were few "pharmacies" then—with its hand-made shell-ware with the labels painted on the sides of the bottles; and the big "Puffer" fountain with its combination faucet, my especial pride. Here, on hot nights I took my stand with both hands on the throttle not removing my hands from the faucet for a moment during the next three or four hours. A big rubber apron wound around me to protect my clothes, one boy washing glasses and placing the clean ones under the spout and another boy taking orders and making change, we jerked soda out of that combination faucet faster than I have ever seen it done before or since. With our system and the combination faucet we drew more soda during the rush hours than a twenty-footer with three or four attendants can do to-day. Those were the profitable days of soda-water; there were no fancy drinks, no ice cream, no eggs to break, lemons to squeeze or crushed fruits to mess with. It is curious how things change about; then people were quite content to wait an hour or two for a prescription but wanted their soda as quick as you could draw it. Nowadays, they fume and fret and stamp up and down the floor when they have to wait a few minutes for a prescription, but when they pay five cents for a drink they expect a five minute exhibition of juggling with bar paraphernalia by a "soda-expert" as a prelude to the serving of their glass of soda.

Poison Bottles.

Every once in a while some enterprising chap tries to run a poison-bottle bill through the State Legislature. As it always costs the pharmacists of the State some little money to send representatives to the capitol to defeat such measures and there is always a possibility of a bill slipping through, wherein some fellow's patented bottle is designated as the legal container for poisons, it seems to me a good idea for the Association to formulate a poison-bottle measure and endeavor to have it passed.

There is now no so-called poison bottle in use that serves the purpose for which it was designed, because there is no law designating it as the legal container for poisons and making it a misdemeanor for any one to use it for any other purpose.

As matters now stand, the careful pharmacist dispenses poison in suitable bottles, the patient uses up the liquid, washes the bottle out and takes it to the careless druggist to be filled with some harmless remedy for internal use. Thus we frequently see special poison bottles with labels for paregoric, syr. Squills, witch hazel, and the like upon them.

As regards the shape of a poison bottle, I would suggest a broad-based squat design, similar in appearance to an ink bottle, as being a shape that long usage has taught people to regard as being a container for liquids that are not used internally.



"Tapping a Patient."

THE CONTRACT SYSTEM.

Charles H. Landell, President of the Bayonne, N. J., Druggists' Association, Tells How a Pernicious Burden was Thrown Off.

Charles H. Landell delivered the following address at the last annual meeting of the New Jersey Ph. A. Mr. Landell's city, Bayonne, suffered under what many other cities of New Jersey and of the entire Union are enduring today:

My subject is what is generally known as the Contract System, in other words, the relation of the pharmacist to the various beneficiary organizations.

For an adequate understanding of the subject it will be necessary to go back some ten years, when there developed in our city a craze for the forming of various beneficiary societies. First came the Junior Order of American Mechanics, then three distinct branches of the Foresters, the Daughters of Liberty, and lastly the Patriotic Sons of America. At first these several orders flourished very successfully.

But after two or three years, membership competition became more keen. Organizations began holding out additional inducements to the prospective candidate. One of these inducements was free medical advice, as well as all the medicine needed.

This made it manifestly necessary for the organization to make some arrangement or contract with the physician and the pharmacist. Well, that was very easily arranged, and the rate was standardized throughout the city at \$1.00 per capita. In other words a society or lodge, having a membership of, say two hundred, was required to pay to the physician and pharmacist the sum of \$200 a year, less the number of delinquents, which usually comprised about 20 per cent. of the total membership, and received no benefits.

Everything progressed very satisfactorily for several years; then, like all good things, abuses began. Fortified with the assurance that they were immune, so to speak, from fees to physicians and pharmacists, many members began petty impositions, which speedily became as unbearable as the plan itself was illogical. These impositions naturally fattened upon the acquiescence of the physicians and pharmacists, and soon attained alarming proportions, physicians were required to prescribe for such serious ailments as sunburn, and the druggist had no alternative but to compound the prescription. If the brother had had to pay for such a preparation, he would have gone without it or have used some domestic remedy. It is a fact that during the last year of the contract system its privileges were abused to such an extent that the pharmacists of the city were obliged in self defence to adopt drastic measures. A conference was held with the physicians, who also had a grievance and had previously concluded to dispense with all contract work.

Following closely upon the heels of that conference, the Bayonne Pharmaceutical Association, of which I have the honor to be the president, held a special meeting at which the following resolution was unanimously adopted:

Resolved That we members of the Bayonne Pharmaceutical Association do hereby and hereon agree and promise not to accept any contract work from any society, lodge, or beneficiary organization, and to resist the effect on January 1, 1903, We will, upon notice, and demand to every organization to do so. The physician did likewise.

We will not discuss with these resolutions were carried, thanks to you! Indignant meetings were held in our city and protests were made by all of the members of the city. The physicians and pharmacists were very angry, a most severe trial, and the physicians that I mentioned were the best of an excellent profession. The reporting for the contracting of contract work, between the pharmacist and physician, on one side, and the society or lodge, on the other, was as follows:

President of the Bayonne Pharmaceutical Association, in the title of the

The beneficiary organizations, balked of what they regarded as their legitimate prey, resorted to desperate tactics in the effort to "make good." They advertised for a physician and a pharmacist to locate in the city. This consummation, however, I regret to say, was not reached, for it was made unnecessary by the defection of one of our brethren and one of the physicians.

This was expected to smash the "Doctors' and Druggists' Trust" as the press named us. I am inclined to believe that we have not been very seriously smashed after all, despite the fact that this physician and pharmacist are getting the work of all these organizations in the city with a single exception. The trade amounts in the aggregate to the munificent sum of about \$1,000 a year.

Neither the physician nor the pharmacist has as yet bought any brown stone fronts, but the game is young. At any rate they are welcome to what they get out of it even if it should be a few dollars more than their expenses.

These are not the times of the black draught and the gambogine pill, these are the days of advanced pharmacy and business methods.

Putting one's self at the mercy of any lodge brother for the paltry sum of \$1 a year is a very short sighted business arrangement.

The independent stand, gentlemen, that we have taken down in our city, has proved a success. Why? Because it is born in common sense, matured on business logic, and nurtured on the broadest principles of justice and equity.

THEORY AND PRACTICE

REACTIONS OF SYRUP OF TOLU.

A. Astruc and J. Camille (Journ. Pharm. Chim.) have devised a method of distinguishing between the different varieties of syrup of tolu, which appears in three forms in continental pharmacy. The three syrups differ in the process of preparation, one being prepared according to the official process of the French Codex by digesting the balsam in water, another by precipitating tincture of tolu with simple syrup, and the third by mixing a distillate of tolu balsam with simple syrup. The varieties have been found to behave differently toward reagents. The syrup prepared according to the official process liberates iodine from a solution of potassium iodide while the other varieties do not. Both the official syrup and that prepared from the tincture give a greenish-yellow tint with alkalis, while the syrup prepared from the distillate gives no color.

COLOR REACTION FOR ALCOHOLS AND ETHERS.

Gavard (Journ. Pharm. Chim.) has developed a new color test for alcohols and allied bodies, the reagent employed being a 5 to 20 per cent. solution of potassium nitrate in concentrated sulphuric acid. When a little ether is carefully placed upon the surface of a few C. of this mixture an intense blue color is produced. The color disappears upon shaking, but reappears after standing and continues to form after several shakings. The temperature most favorable for the reaction is between 15 and 30 degrees C.; at very low temperature no color is produced. The reaction is obtained with many alcohols, esters, sugars and similar bodies. The test is most successful with liquids. With solids, a small particle is floated on 2 or 3 C. of the reagent and before charring can occur a few drops of water are added. The color develops upon standing but is less intense than that obtained with liquids.

PHOSPHORESCENT BACTERIA.

Considerable success has been attained in the production of light by means of micro-organisms. Ex-

periments with micrococcus phosphoreus have been so successful that Prof. Hans Molisch of Prague (Kais. Akad. Wiss.) states that cultures of these phosphorescent organisms may be employed as a source of light in powder magazines and store rooms containing inflammable vapors and gases. A one or two litre flask containing a culture of the micrococcus in a suitable medium emits sufficient light to read the time as shown by the hands of a watch and to see the end of the mercury column of a thermometer at a distance of one or two meters. On a clear night a flask of this kind is visible at a distance of more than sixty paces. The flasks may be sealed and it has been suggested that they might be lowered into the water and used to attract fish instead of bait.

THE PREPARATION OF OINTMENTS.

Astruc and Robert (Rep. d' Pharm.) describes a method of incorporating powders in ointment bases that seems to possess advantages. The medicinal powder is rubbed in a mortar to remove mechanical adhesions and passed through a sieve. The mortar and pestle are heated by burning a few C. c. of alcohol in the mortar and after wiping with cotton about to grams of the ointment base are added and thoroughly rubbed into the sides of the vessel. The finely divided powder is then added in small portions and thoroughly incorporated, after which the remainder of the excipient is added and mixed in. The heated mortar softens the excipient thus rendering the incorporation less difficult, and by covering the inside of the mortar with the excipient before adding the powder, adhesions to the vessel are avoided.

METHOD OF ADMINISTERING QUININE.

Borde (Gaz. des hopitaux) employs a method of administering quinine sulphate that overcomes the repugnance caused by the bitter taste. One gram of quinine sulphate is mixed in a mortar with 8 grams of olive oil. A table spoon is partially filled with sweetened milk and the oily mixture placed in the center. Children experience no difficulty in swallowing the milk and oily mixtures, and if the dose is followed by a drink of water or wine no bitter taste is developed.

SOLUBILITY OF PHOSPHORUS.

C. Stiek (Pharm. Zeit.) has determined the solubility of phosphorus in various liquids. Almond oil, 100 parts, dissolves 1.25 parts of phosphorus; the same quantity of oleic acid, 1.06 parts; liquid paraffin, 1.45 parts; water, 1.0003; acetic acid, .105 parts. Phosphorus dissolves very slowly in most of its solvents, frequent agitation for weeks being in some cases required before saturation is affected.

GLYCOLATE OF MENTHOL.

Menthyl glycolate is a newly patented product said to possess the therapeutic properties of menthol without any irritating effects upon the lining of the stomach. It is an ester prepared by treating menthol or its derivatives with glycolic acid or its derivatives. It is entirely without taste and possesses the advantage not found in other menthol compounds of being completely decomposed by the alkaline fluids of the intestines.

HYDRASTININE REACTION.

Jorisen (Ann. Chem. Analyt.) finds Nessler's reagent a means of distinguishing hydrastinine from most alkaloids. A few drops of the reagent added to an aqueous solution of hydrastinine hydrochloride produces an immediate black precipitate of mercury. Morphine and apomorphine are the only bases that also produce more or less reduction. The glucoside, picrotoxin also reduces Nessler's reagent immediately in the cold.

SANTHÉOSE.

M. Huchard (Le Praticien) describes a combination of theobromine manufactured in France. The preparation is mixed with various medicinal agents such as sodium phosphate, lithium carbonate, etc.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulae and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Solution of Albuminate of Iron.

(A. W. P.) The following formula is printed in the last volume of the Proceedings of the A. Ph. A. as one of those formulas which have been accepted by the Sub-Committee on Construction of Formulas of the N. E. and recommended for adoption:

Egg albumen, liquid.....	40 grams
Dialyzed iron	200 Cc.
Alcohol	120 Cc.
Aromatic elixir	400 Cc.
Solution of soda, distilled water,	
of each a sufficient quantity	
to make	1000 Cc.

Dissolve the albumen in 200 Cc. of distilled water; strain the solution through muslin and add the dialyzed iron previously diluted with 200 Cc. of distilled water. Dilute 12 Cc. of solution of soda with 100 Cc. of water and cautiously add a sufficient quantity of this fluid to the iron mixture to exactly neutralize it, as shown by the precipitate, which at first is light and fine, becoming flocculent and settling to leave a clear and nearly colorless supernatant liquid. (An excess must be carefully avoided). Wash the precipitate rapidly by decantation with distilled (or with freshly boiled and cooled) water until the washings give but a slight cloudiness with silver nitrate test solution. Drain the precipitate on a muslin strainer, transfer to a porcelain dish, immediately add 14 grams of solution of soda and while stirring add distilled water (not exceeding 150 Cc.) until the precipitate is dissolved. Then add the alcohol and aromatic elixir, and enough distilled water to make 1000 Cc.

Waterproof Polish for Shoes.

(A. H.) Try the following:

Beeswax	18 parts
Spermaceti	6 parts
Oil turpentine	66 parts
Asphalt varnish	5 parts
Powdered borax	1 part
Lampblack	5 parts
Prussian blue	2 parts
Nitrobenzol	1 part

Melt the wax, add the powdered borax and stir till a kind of jelly has formed. In another pan melt the spermaceti, add the asphalt varnish, previously mixed with oil of turpentine, stir well, and add to the wax. Lastly add the color, previously rubbed smooth with a little of the mass. Perfume with nitrobenzol and pour into boxes. Apply in small quantities with a cloth and brush. Use only once a week.

The following formula is also presented with the statement of the National Druggist that it makes a brilliant and excellent blacking:

Ivory black	40 parts
Sulphuric acid	10 parts
Fish oil	10 parts
Sodium carbonate, crystallized.....	18 parts
Sugar or molasses.....	20 parts
1/2% d. zinc, prepared as below.....	20 parts
Water	sufficient

... glue in 40 parts of ...
 ... melt with a gentle ...
 ... 80 ounces of the liquid glue add ...
 ... sodium carbonate in sufficient ...
 ... saturated solution in the cold (it ...
 ... three parts of water at (60 degrees F.) ...
 ... Next in an earthenware vessel moisten ...
 ... black with a very little water, stirring it ...
 ... with a wooden stick, and add the sulphuric acid, ...
 ... the mixture until a thick paste or dough is ...
 ... Next add the fish oil (any kind of animal, ...
 ... or even cod-liver oil will answer but it is best to avoid ...
 ... and incorporate by agitation, adding ...
 ... sufficient of the saturated solution ...
 ... to cause effervescence, but ...
 ... until effervescence ceases, then add the molasses or sugar, according ...
 ... as you want a soft, damp paste or a drier one, and, ...
 ... finally, add a little at a time, under constant stirring ...
 ... sufficient of the glue solution to make the paste of ...
 ... the desired stickiness. The exact amount of the latter ...
 ... must be learned by experience. It is however, a most important item, as it gives the ...
 ... a depth and brilliancy that it otherwise could ...
 ... not have (and in which most of the blackings on the ...
 ... market are sadly deficient). Besides this, it renders the ...
 ... leather soft and supple.

Brown Coloring Agents.

(H. L. S.) We know of no dye, and so far as we are aware, there is no substance more "powerful" or so satisfactory as caramel for coloring syrup, pharmaceutical preparations, etc., a dark brown. The soft extract of licorice has been employed but cannot be classed with caramel for general efficiency. Aniline dyes have also been recommended.

Blanching Almonds.

(Student). Almonds are to be blanched by pouring hot water over them and permitting them to remain till the skin is soft, when a slight squeeze between the thumb and finger will cause the almond to slip out of the skin. No unnecessary heat should be continued longer than is required to soften the skin.

Who Can Tell Him?

(J. B. D.) asks: "How can the gum from "Tangle-foot" be removed from furniture without injuring the varnished surface?" Who can tell him?

GATHERED FORMULAS.

Elixir of Saw Palmetto and Sandalwood Compound.

- Saw palmetto berries..... 8 ounces
- Corn silk 8 ounces
- Sandalwood 2 ounces
- Sugar 6 ounces
- Alcohol 2 pints

Water, each enough to make..... 2 pints
 Mix 12 fluid ounces of alcohol with 36 fluid ounces of water. With this menstruum moisten the previously ground drugs and macerate during 24 hours. Then pack firmly in a percolator and pour on the remainder of the menstruum, allowing the percolate to drop slowly. In this dissolve the sugar by agitation. Finally pass sufficient water through the exhausted drugs to make the finished elixir measure two pints. Carmine may be added if the color is not deep enough. Each fluid ounce represents about 120 grains of saw palmetto berries, 120 grains of corn silk, and 20 grains of sandalwood.

Fumigating Pastilles.

- Benzoin 1 ounce
- Myrror 4 ounces
- Mastic 1 1/2 ounces
- Essential oil of 1 1/2 pints
- Oil of 1 ounce

Oil of cloves 5 ounces
 Potassium nitrate 2 ounces
 The benzoin, cascarilla, and myrror are to be separately powdered, and mixed on a sieve with the charcoal, the potassium nitrate is then to be dissolved in a mucilage of tragacanth, with which the whole is to be made into a paste and divided with a pastille mould, and gradually dried.

The mode of using pastilles is to place a piece of glazed paper over a glass of water, and to stand the pastille upon the paper for ignition. As soon as it is sufficiently consumed it will burn a hole through the paper and be extinguished by falling into the water.

Almond Cream.

- Spermaceti 4 drams
- White wax 2 drams
- White castile soap 2 drams
- Blanch'd sweet almonds..... 4 ounces
- Alcohol 6 fl. ounces
- Rose-water 16 fl. ounces
- Oil rose 6 drops

Rub the almonds with the water, then melt the wax and spermaceti by means of a water-bath; mix the two, then slowly add the alcohol in which the oil of rose has been dissolved, and finally strain through cheese-cloth. Put in six-ounce short Blakes, label to cover front and sides. Cap the cork with kid, and tie with very narrow ribbon.

(Without Almonds)

- Powdered castile soap..... 5 grams
 - Powdered boric acid 1 dram
 - Powdered tragacanth 50 grains
 - Glycerine 6 fl. ounces
 - Water 2 pints
- Mix and macerate for 24 hours; strain and add:
 Tincture of benzoin..... 2 ounces
 Oil of neroli..... 2 drops
 Oil of bitter almond..... 4 drops

Tooth Soap.

- Medicinal soap 20 parts
- Salicylic acid 1/2 part
- Oil of anise 1 part
- Glycerine sufficient
- Carmine sufficient
- Eosine, of each sufficient

Color the soap to suit with carmine and eosine, add the oil of anise, and then the salicylic acid, dissolved in enough glycerin to give the resultant mass the consistence of a paste.

Renovator or Cleansing Fluid.

- Castile soap 4 ounces
 - Water, boiling 32 fl. ounces
- Dissolve and add:
 Water 1 gallon
 Ammonia water 8 fl. ounces
 Ether 2 fl. ounces
 Alcohol 4 fl. ounces

Fumigating Powder.

- Frankincense 4 ounces
- Benzoin 4 ounces
- Amber 3 ounces
- Lavender flowers 1 ounce

Mix. This is designed to be ignited upon coals, a stove, or hot iron to diffuse an agreeable aroma in an apartment, and incidentally to destroy noxious effluvia.

Complexion Jelly.

- Tragacanth 25 grains
- Glycerin 1 fl. ounce
- Boric acid 10 grains
- Alcohol 4 drams
- Water 7 1/2 ounces
- Spirit of lavender 1 dram
- Spirit of bergamot 1 dram

Dissolve the boric acid in the mixture of alcohol and glycerin; to this the tragacanth is added, followed by the water and perfumes, the whole being allowed to stand until of the proper consistency.

NEWS DEPARTMENT.

COMMERCIAL TRAVELERS

A Dose of Tar and Feathers—John Sprague Tells Plans—Changes Galore.

A man named Thomas and traveling for the Van Vleet-Mansfield Drug Co. of Memphis, Tenn., was treated to a coat of tar and feathers recently by a crowd of angry citizens at Wynne, Ark. From all accounts it seems that Thomas was a party to a plot to abduct another man's wife and when he with another man named Ward got off the train to carry out their designs, they were met by a good many of the determined people who live in Wynne and got what they are said to have deserved. Thomas got rid of his new dress as soon as possible and went to Memphis where he unfolded a harrowing tale to the police, but as the affair happened in another State the department could not help him. It is said that in future Thomas will not call on the drug trade in Wynne.

Thomas J. Farrell and Mr. Shaw, two popularly known McKesson & Robbins men, left their desks long enough to make trips respectively to Providence, R. I., and Bridgeport, Conn.

L. W. DeZeller has for the last few weeks been getting acquainted with Seabury & Johnson's Jersey patrons and making frequent short excursions from his Manhattan territory where he has many retail friends.

The kindest sympathy of a host of retail friends in Jersey and his brothers in the traveling fraternity is with J. W. Melick, of Lazell, Dalley & Co., who has been sick since January. He left his home in Maplewood just long enough to spend a few hours at the recent New Jersey Th. A. meeting, but was unable to stay through it. A. H. Witschieben of the office force, is taking orders in Mr. Melick's place until his recovery.

A. F. Strayer is the name of a prepossessing young man who has been sent into New York State and Pennsylvania territory by Paul Rieger & Co., the California perfumers.

Sharp & Dohme will be represented in Wisconsin by W. R. Saddaby. W. L. Beach, formerly representing Lord, Owen & Co. in Southern Wisconsin, is now representing Morrison, Plummer & Co. in the same territory. W. J. Crane, also with Lord, Owen & Co., will represent the firm in the Northern part of the State.

Some of the far-away representatives of local houses blew in recently and more are coming. Among them are: H. D. Bell, Lehu & Fink's man in Louisville territory, and H. Kaufholz, who was hard hit by the recent Southwestern floods; R. C. McCall and T. B. Maddox, general Southerners for McKesson & Robbins; S. P. Watson, Schieffelin & Co.'s representative in Atlanta fields, and that firm's San Francisco trade rustler, H. D. Dietrich.

J. M. Moss, formerly with Eli Lilly & Co. has gone to work for J. S. Robinson of Memphis. W. A. Freeman, formerly with J. S. Robinson, is now traveling for Parke, Davis & Co.

G. B. Dalton has virtually admitted that there is no

such thing as "single blessedness." His bride was Miss Anna Guntlach. Mr. Dalton is an Eastern Pennsylvania man for Johnson & Johnson.

John Sprague, the good looking head of Sharp & Dohme's popular bunch of boys, says that as long as the druggists of North Carolina are going to meet in Moorehead City this week, the "bar" association might as well also. So he and Dr. M. C. Cornell, Texas; W. W. Curtis, Tennessee; R. L. Winchester, St. Louis; J. F. Christian, Ohio; B. W. Hunter, North Carolina; J. Y. McKae, Virginia, and Fred and Mrs. Stumpf, New Jersey, are going down. The lid will be taken off the pot (this refers to poker) and either some of the North Carolina druggists will have to mortgage their stores or else Sharp & Dohme will be paying salaries in advance. The fact that the association met three weeks ago does not harm the story any.

Paul Rieger, the California perfume man, is in New York going around with his local representatives.

HISTORICAL COMMITTEE OF THE A. P. H. A.

Prof. Edward Kremers, chairman of the recently established historical committee of the A. P. H. A., has just issued an announcement regarding the work to be undertaken by the committee, which consists of a chairman and a secretary, and such members of the association as the chairman may select.

Fourteen sub-committees have been provided, as follows: Retail Druggists and Drug Stores, Local Associations, State Associations, N. A. R. D., A. P. H. A., N. W. D. A., Manufacturers, Legislation, State Boards, Adulteration, Journalism, Literature and Libraries, Drugs and Medicinal Plants, Education. The first named committee has for members one representative from every State, including the provinces of Manitoba, Nova Scotia, Ontario and Quebec. The other committees are each made up of from two to five well-known members of the association, most of whom are specialists in their respective fields.

Under suggestions for work Prof. Kremers says:

While historical monographs are the greatest need at present, in order that the future historian may be enabled to write a comprehensive history of American pharmacy in all of its aspects, erudite treatises of this kind will scarcely command general interest on the part of the membership of our association. However, objects of historic value will interest every one who loves our calling, as was demonstrated last September at Philadelphia.

We ought, therefore, to look forward to the establishment of a national pharmaceutical museum at Washington. It will take years before such an institution can be realized, yet the only way to effect its organization in a not distant future is to begin the work of collecting now.

It is in this connection that every member of the committee can do something at once. Let, e. g., every member of the first committee send the photograph of one of the oldest druggists of his State, with a biographical sketch, or of a drug store with its history, or of some historical feature concerning pharmacy of his section. Photographs and manuscripts are less bulky than most other objects of historical interest and can be stored away more conveniently.

The above suggestions, which might be extended almost indefinitely, make it apparent that we all can contribute documents of some kind, be they photographs, journals, proceedings, books, price lists, college or association programmes, newspaper clippings, etc. If the document is not self-explanatory, it should be accompanied by as full an account as possible.

It is also expected that some of the members will present important papers to the meeting. Those who have material for such a paper on hand and who have



C. A. MOORE, Lyons, N. Y.
Treasurer Wayne Co. (N. Y.) Druggists' Association.

time and inclination to write one are not in need of suggestions. It is to be hoped that everyone who has valuable historical information to be deposited in the proceedings of our association will not wait until he is personally urged to do so.

E. J. Kennedy of this city is secretary of the committee.

THE CRISIS PASSING?

A Correspondent Believes that the Retail Drug Trade is Throwing Off Conditions that Have Impoverished It—Three Classes to Blame, He Says; They Are Impecunious Students and Licentiatees, Their Friends and Shylocks, and the Jobbers.

To the Editor—Within six weeks, unless retail drug conditions marvelously pick up, no less than 40 stores in New York City will go under. There were six during the last week.

To anyone but a close student of the situation the assertion that a great change for the better is begun in the retail trade will seem chimerical. But the readjustment, forced by economic conditions, has been as sure in its coming as fate and though halted briefly as it will be at times by sporadic increases in trade, it should not end until business insanity has given way to common sense and continuous depression in trade is replaced, because of fewer stores, by comfortable security to the large majority.

There are too many stores in New York. Probably not one retailer in the city will dispute it. The reason is plain, or the reasons, for there are several. But there are two that predominate.

The first class are primarily the cause. Business insanity has been used to describe the fault with the commonest of names. Probably the term is too harsh. At least it is lacking in business sense. This class is made up of professors in pharmacy—the impecunious graduates and their associates.

The other class is sane in its methods. It desires to sell goods. When a retailer or the retailers in a certain section refused to handle its goods the only way was to put in a new store. So some poor victim of the first class was backed, under a cruel mortgage, and a new store was launched into the ever overcrowding trade. This class is, of course, the jobbers.

Another class, secondary perhaps in importance, is composed of money lenders and friends of the first class, whose ready cash, with malicious design or foolishly, respectively as to whether it was the money lender or the friends that advanced it, was put with the scraped earnings of \$200 or \$500 of the poor student and "invested" in a drug store.

These conditions have constantly grown worse for years until they have reached their maximum—their limit. Now, it is the economic nature of things in the life of an established trade that they disappear. Eventually trade will be better off because they have existed and died, for it is past a crisis, a disease that had to be encountered, but, because where money is concerned lessons are learned, should not trouble again. Trade after this crisis will never resume its early adolescence, but it will be steady, secure and comfortable.

Now the manner in which these classes, the students, their friends and the jobbers have hurt conditions.

A school or schools perhaps, the New York and Brooklyn colleges, turn out combined nearly 200 graduates in a year. Most of them stay in the city and those who do not are more than replaced by dozens of others who pass boards or become juniors or come from other States without college training. The annual increase then amounts to perhaps ten per cent. of the total number engaged in the trade.

This despite the fact that cheapened prices, higher expenses, loss of old sources of revenue, have depreciated conditions faster than increasing population has appreciated them. There is one result—a congestion.

There are far more applicants than positions. If one doubts this he can by judicious advertising for a clerk, get 100 applications in 24 hours. But he will not meet a high average of ability. Good clerks are scarce perhaps, but the other kind is not. But good and bad, without work or working at starvation wages, their lot is unenviable.

The young man, tired of looking for a job or tired of working under a "boss," and possessing a few hundred dollars of his own, allured by the vision of being his "own boss," undismayed with the prospect, because he is only an inexperienced, credulous boy, finds a friend willing to install him in a \$5,000 store (worth \$1,000), providing he will invest his own \$500, or a jobber desiring to break into a neighborhood, and he becomes a proprietor—"his own boss," mind you.

What is the result? He demoralizes trade. He may find his telephone bills unpaid and the instrument gone, his gas shut off and finally his stock sold at auction. But, more likely, because he is single and sleeps on the floor, like a barnacle he hangs on, eking out a miserable existence for himself and taking away from his competitor profits enough to pay his own rent. The writer knows of more than one young "proprietor" who is literally living on crusts.

And the money lender has sold his \$1,000 store for \$5,000 and the jobber is selling his goods and the young druggist—why, he is "his own boss."

And so these strugglers hold on—while trade is normal.

But, like a mighty undertow dragging first one victim then another under is the unprecedented trade depression of the present time. Sales have fallen off 40 per cent. Druggists who are wont to average \$20 a day are elated—and it seldom occurs—if they take in

fourteen. Is it any wonder the strugglers are going under?

The depression is due to very natural causes. In the first place, such a healthy summer as this has not been known for years. Again, the health department with its elaborate district work, in inspecting and coaching and eliminating of dangers and the various missions and charitable organizations are doing a work that, no matter how beneficial it may be to the public is cutting into the trade of the druggist.

Mothers know how to care for their children. They clothe them better, bathe them more and give them sanitary food. There are no contagious, no summer complaint epidemics.

Then there is the building strike with its depressing influence, and the depopulation of the city for the summer months. Finally, there is the indisputable drawing in of trade by the notably large stores, whose sales certainly are not falling off nearly as much as those of the smaller stores.

The jobber is ceasing to issue credit to new stores. Farsighted, he saw the certain trend of things some time

ago, and is keeping on the safe side. It takes every mouth wider and wider gilt edges on securities before the jobber takes a risk. The time will come when golden references will be necessary before he gives credit.

Of course, the failure of 40 stores as predicted in the opening paragraph, will far from clear matters and bring good times. But these days are adding straws to other stores, to supply a new object in the proverb, that when the crop of straws of next summer's depression comes, will break. And so the eliminating process will go on and on.

Of course, the congestion of clerks is not being relieved by this change. But that is another question. Wages are very low. The biggest store in New York pays licensed men \$15 to begin with, and the unlicensed men get \$12, and it is able to keep its full quota of help.

There is no prospect of higher wages in this city. Indeed, the trend is the other way. But there is always a place for a good man. And in other states, Pennsylvania and New Jersey, for instance, the demand is so incessant as to be almost painful.

A PHARMACIST.

NEW YORK AND VICINITY.

CIRCULARS AGAIN.

This Time They Are Signed—Drs. Brundage and Bartley Did Not Present the Charges in Them to the Censors, However—What They Amount To.

Again have the members of the Kings County Ph. Soc. been circularized. This time the attack is not anonymous but is avowedly made by Drs. Albert H. Brundage and E. H. Bartley, former members of the faculty of the Brooklyn College of Pharmacy, an institution that they are now attacking in a poorly veiled attempt to injure one man, Dr. William Muir.

The circular, like all campaign literature of the stamp, appeared a day or two before Dr. Muir's reelection to the board of pharmacy. It contained no charges of "grafting," as was hinted at the recent annual meeting of the society. It simply declared fervidly that a former convict had been granted a diploma, that one student was graduated after perjuring himself, that another was graduated who could not read or write, that another was graduated under age. Then it recited the sorrow of the two professors at these awful things, and leads to believe that they caused their resignations.

The charges have been investigated by the Era. The young man who had been a convict was already a licensed pharmacist. He was then living an honest life. He was a capable man. Conferring a diploma on him gave him no privilege he did not already possess. Withholding it would have stamped him before his classmates as a thief. This was in 1902.

The sponsors of the circular did protest against granting a diploma, but their objections were overruled as inhuman. Neither the objectors nor the trustees knew at the time the exact particulars of the crime. That they are given in the circular is only because Dr. Brundage looked them up after he and Dr. Bartley had signed the diploma and the incident was, except politically, closed.

The young man in question is known to the Era. His name will not be published. His employer, a prominent pharmacist, congratulates the college for passing him.

As to the perjury case: An honest man had a tiff with an employer and left. When it came time for his graduation another pharmacist with whom he was then employed vouched for his four years service by adding the time spent in the other store to his own. It was the employer's fault, not the boy's. But Dr. Brundage and Dr. Bartley signed the diploma.

The fact that a graduate was one month under age was noted commencement night. That it had gone as far as that was because the clerk of the college had failed to see Dr. Muir's marking for a certificate instead of a diploma. The diploma was taken back and held until he became of age. Dr. Brundage had signed it.

The only one ever applying to the college who could not read or write was a Japanese, brought there by Dr. Bartley and turned down by the trustees.

Those are the "charges." And instead of being presented to the board of censors of the college they were hurled into print. As a result one of the trustees who formerly stood with the gentlemen who take this unparalleled way of preferring charges has turned from them.

As to the resignations of Drs. Bartley and Brundage: Dr. Bartley's resignation was handed in a long time ago. He was urged to reconsider it, later handed it in again, reconsidered it, and so forth, until finally he took a decided stand and left, contrary to the wishes of the trustees. His reason was insufficient time to properly fulfill his college duties. There was no trouble at all.

Dr. Brundage's resignation, as professor of physiology, toxicology and hygiene was accepted by the board of trustees at the college, as reported in the Era at the time, at the annual meeting, in May.

In spite of the fact that daily papers say that Brooklyn druggists will be split into factions over the circular, the band of dissentients grows ever smaller and harmony increases.



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SECRETARY FABER ON RECENT BOARD ELECTION

In the *Faber*—As your issue of July 2 casts certain reflections upon the president of the State board of pharmacy in regard to the late Eastern branch election, I want a few days to correct the statements made, and to state my own views.

In all counties the president of the general State board, Dr. Brudage fixed the date, time and place of election. It was one of his duty to post up the legal notice at each of the voting place and to define as to who was eligible to vote, watch, acting under legal counsel he did. His duties would have ceased there but that he was asked to cooperate at the election and did so. He was asked to secure ballot boxes from the police department and those were brought by a police officer, who also took them away after the election. At no time did Dr. Brudage assume charge of the balloting or even appear to do so; nor intimate in any manner that he intended to run things.

The duty of presiding at the branch election rests upon the chairman of the respective branch where the election occurs, and who may appoint a substitute from among the branch members, if unable to be present. In this instance, Dr. Diekman was appointed by the chairman, but not in response to a circular letter signed by three members, as you have it. It has not been the custom for the president of the general board to preside at branch elections. At the election in Manhattan last year, Dr. Brudage presided, also at the request of the chairman, who was then a candidate for reelection. The election in Brooklyn Borough this year was modelled after that in Manhattan last year.

According to your article, any other than Kings Co. Pharm. Society members would have been challenged had they attempted to vote. Two firms of lawyers, both counsel for the board, decided that Brooklyn and Staten Island members of the German Apothecaries Society and of the Manhattan Ph. A. were entitled to vote, as they were entitled to vote somewhere. A notary for Kings county was present, and two members of the German Apothecaries Society, residing and practising pharmacy in Kings county swore in their votes upon being challenged.

Both the last mentioned organizations do not limit their membership to any one borough, but embrace the whole city. As the law specifically requires residence in the boroughs for which members are to be elected, it follows logically that unless such members can vote for a candidate from the district they reside in, they could not vote at all. If they reside in either Long Island or Staten Island and be declared from voting for a candidate from these counties, they could not vote in Manhattan on account of not residing in either Manhattan, Bronx or Westchester county.

SHINEY FABER.

New York, July 1, 1903.

ANOTHER G. A. S. OUTING THIS FALL.

Its last meeting before a vacation of two months was held last week by the German Apothecaries' Society.

One of the members, in trouble because of an alleged unethical and person mistake, will be defended by the legal aid committee, which has decided that the motive of the case is blackmail. A charter that will enable members to legally start a cooperative insurance fund was explained by Emil Roller.

The death of Julius Bauer, "one of the Old Guard," in the Fritz Bauer Home, Union Hill, N. J., was referred to feelingly by President Henry Limhof. The president who, in the absence of Felix Hirsoman, reported briefly the recent State Ph. A. meeting. It was particularly interesting to say that the country pharmacists who formerly opposed the prerequisite clause voted

for it. He complimented Mr. Hirsoman's work at the meeting and called for volunteers from whom to appoint three to assist S. V. B. Swann on the committee of arrangements for next summer's meeting.

New members elected were Albert Koehler, Joseph T. Roudiger and Curt Chnassen, the latter of Brooklyn. Dr. H. Elberth, formerly of Seventy-ninth street and Second avenue, who has become a dentist, resigned. William Gregorius' resignation as chairman of the entertainment committee, presented because of his removal to Bayside, L. I., was not accepted, but S. V. B. Swann and Mr. Diehl were appointed as his assistants. As recommended by the *Apotheker Zeitung* the banquet feature of the next ball, on January 21 at Terrace Garden, will be missing. Instead of the usual entertainment this Fall another outing will be held. The last one was a huge social and financial success and was immortalized in a poem written by Emil Roller.

The benzine question blazed up again when it was reported that some pharmacists were being denied permits while others received them. Mr. Schur, chairman of the mortuary fund, gave a check for \$139 to Julius Laber's friend and former clerk, Mr. Renne. The next meeting will be held on the first Thursday in October.

NEW YORK NOTES.

—Troy and Albany druggists were lined up against each other at a base ball game at Albany recently. Albanians—H. R. Hayward, F. H. Havens, J. E. Huested, S. F. Smith, R. F. A. Fish, T. S. Bwyer, Charles C. Spehr, George D. Albee, C. L. Clark, W. A. Peth, L. C. Bontier, J. T. Beale and E. F. Hunting. The Trojans—John J. Healy, Edward Kennedy, James Magill, E. Strait, Thomas Kenna, H. Millington, J. Sullivan, M. P. Cavanaugh, John Killelea, F. Schneider.

—John J. Keller & Co., the aniline and dyestuffs firm, have transferred their entire business to the Geigy Aniline & Extract Co., New York, recently organized for the purpose. There will be no change in the management and the entire staff of the old house will be retained. The officers are Robert J. Keller, president; Alfred Kuebler, vice-president; John C. Garnauss, secretary; Alfred D. Keller, treasurer.

—A happy tour was that taken by William T. Blair of Thirty-third street and Ninth avenue. He came back on Monday night from the South. It should be unnecessary to add that his pretty bride was with him. She was Miss May Runtzohler and they were married in St. Michaels Catholic Church, Ninth avenue. G. Abrahamson looked out for things in Mr. Blair's absence.

—Nathan Naumoff, druggist at 20 Rutgers street, this city, is being sued for \$25,000 damages for breach of promise by Miss Lucy Von Polkow, an artist of considerable distinction, and daughter of a lieutenant-colonel in the German army. Process servers are still hunting Mr. Naumoff who is headlined by the daily press as "a millionaire druggist."

—Some wholesale visitors to wholesale regions were James E. Davis and Henry Baker of the Michigan Drug Co., Mr. Baker being spending a few weeks with his wife at Atlantic City; William Baker, of Nelson, Baker & Co., Detroit; H. K. Miford of Philadelphia; George Merrell of the W. S. Merrell Chemical Co., Cincinnati.

—Peter Van Schanck and Mrs. Van Schanck of Chicago, passed through here on their way to Atlantic City. William E. Leech, senior member of James Lee & Co., commission merchants, is spending the summer at Williamstown, Mass. John A. Stevens, vice-president of the National Lead Co., is back from a long Western trip. —Applicants for membership to the drug trade club have been made by: Felix Jollenik, William W. Lawrence, Herbert W. Lockwood, John Brodell, Clement W. Jones, Raymond Platt, all of New York; Howard Mac-

MORRIS G. KANTROWITZ.

Born in Russia, son of a Jewish orthodox rabbi, student in college of the City of New York, the Hebrew Theological Seminary and the New York C. P., is, briefly, an account of the monting days of Morris George Kantrowitz, secretary of the New York R. D. A. and proprietor of a pharmacy at One Hundred and Fifteenth street and Parke avenue. His position as owner disqualifies him as president of

the Drug Clerks' Circle, where he was succeeded by Mr. Epstein. He is well known in the State and city pharmaceutical circles.

Sherry, Newark, N. J.; A. L. Bailhache, Racine, Wis., and George X. Gardiner, New York.

—Frank C. Bone, manager of the James L. Constant pharmacies in New Rochelle and Larchmont, was taken to his home in St. Catherine's, Ontario, suffering from temporary insanity. It is said that he imagined that the police were after him. Overwork.

—Nearly every prominent wholesaler in the city signed a petition to Secretary of the Treasury, Leslie M. Shaw, to reinstate Dr. George W. Jewett, who recently resigned after thirty-seven years of service as examiner of drugs in the seventh appraiser's division.

—Cupid laid for popular James M. McCullough, the White Plains druggist, and got him. The lady is a popular young woman of White Plains and the wedding itinerary included the Thousand Islands.

—W. S. Mersereau of Schieffelin & Co., has gone to Keen Valley, Adirondacks, with his family for a vacation, and W. T. E. Mersereau is with his children at Point Pleasant, on the Jersey coast.

—The following officers of the United Lead Co. have been elected: President, Barton Sewell; vice-president, E. R. Hoyt; chairman executive committee, T. J. Phillips.

—The Mount Morris pharmacy at One Hundred and Twentieth street and Madison avenue, has been purchased from Samuel Elk by David Browd.

—Trade is worse than ever before in New York. Retail trade is estimated to be off 40 per cent. and the wholesalers are also loudly complaining.

—Saturday, remember, is the date of that outing of the Retail Druggists' Bowling Association and the place—gay and festive Coney Island.

—Charles Kiwan of White Plains, and Dr. Leslie W. Weedon, formerly of the Weedon Drug Co., Tampa, Fla., were in town last week.

—Mr. Pfander, formerly of Schultz & Pfander, Ackley, Ia., is opening a palatial new pharmacy at White Plains, this State.

—William Gregorius, son of George Gregorius, has purchased the Bayside pharmacy at Bayside, L. I., of Dr. C. B. Story.

—Dr. D. A. Cassella, the Pearl and Park street druggist, has a new store near the ferry in Roosevelt street.

AROUND SYRACUSE.

—Frank A. Robinson has been working with Druggist Rufus Smith on a new machine, which, it is expected, will be of great value in manufacturing pharmaceutical supplies. It fills conicals or wafers. The pa-

tent covers sixteen claims. The machine has a capacity of 150 wafers a minute and can be operated by hand. It consists of a hopper to contain the powder, and a stock pan, a slide with a righting device, a wetting device and an automatic folding and sealing chain. —Larned & Barker make kunyess fresh every day. A new remedy is "acetanoforn" for headaches and other ailments. They have just issued a circular giving the prices of everything they keep in the drug and supply line.

—Various church societies are asking the druggists to donate the use of their soda fountains for one day and several have consented.

—An effort is being made to have every drug store in town closed up the day of the annual outing on Skaneateles Lake.

ROUND ABOUT BUFFALO.

—M. L. Albright, a recent graduate of the Buffalo C. P., has entered the employ of A. M. Palmer, Olean. O. E. Dake of Cattaraugus, has moved his store to Springville. W. H. McCoach, formerly with Adon Rice, 485 Porter avenue, has entered the employ of C. J. Dwyer, Elk and Louisiana streets.

—Dean B. Crawford, formerly with Stoddart Bros., but now with Dr. Moffitt, 1614 North Second street, Philadelphia, is visiting friends in Buffalo and Gowanda. Herman Schaafsma, who has been with Stoddart Bros., has gone to St. Louis, seeking a new field.

CHARLES ALTENHAIN, who for more than thirty-six years was a familiar figure in Schieffelin & Co.'s general offices, where he was known to hundreds of druggists, died on June 8 and was buried two days later, the services being held at his home, 11 Reservoir avenue, Jersey City. His death was caused by cancer of the liver. A wife and two daughters are left.

LOUIS B. EPSTEIN.

When Louis B. Epstein came from Russia in 1896 the first question he asked on landing was whether the factory laws were being observed in drug stores. Receiving a negative answer he incorporated a plank on the subject in a platform which he had gotten up on the way over. His work as "boy" for N. Fetter, at 103 Lexington avenue, and a course at the Brooklyn C. P. and his present position as manager for Dr. Robert Theyson, 180 Avenue C, did not change his principles. From sergeant-at-arms of the Drug Clerks' Circle, which he helped to organize, he has been advanced by his associates to the presidency. He is a member of the State and Manhattan Ph. Associations.



MULFORD'S pre-Digested Beef contains the entire nutritive value of fresh lean beef, pre-digested, in a form ready for immediate absorption. Special inducements are made to live druggists to handle this preparation. Write us for particulars, sending a correct mailing list of your physicians.

H. K. MULFORD COMPANY,

Philadelphia.



JOHN B. EBBS.

JOHN A. LEVERTY.

CHARLES A. RAPELYE.

There is no reason why these three men should be said to constitute the Connecticut Ph. A. triumvirate. It is hard to get pictures of three better men on one page. Mr. Leverty, in the center, is president—the first Bridgeport has had. He was first vice-president last year. He is very popular. Mr. Rapelye of Hartford,

is serving his fourth term as secretary and they refused to let him retire under any consideration, showing wisdom. He was president in 1895 and a member of the board of pharmacy for six years. Mr. Ebbs of Waterbury, treasurer, was also re-elected to a position that he graces.

NEW ENGLAND.

QUEER METHODS.

The Manner of Handling the Cases Looks Very Much Like Persecution—"Spotters" Furnish the Evidence—Heavy Penalties Imposed.

Brookton, July 7.—Liquor raids upon drug stores and arrests of the owners and clerks have made things lively in Brookton. John F. Walsh and Hugh Caffrey were arrested at the same pharmacy at Main and Harvey streets. A search brought to light considerable whiskey. Walsh is proprietor and Caffrey, clerk. In court it was shown that officers employed a man to go in to make purchases of liquor. This "stool" has been used in several similar cases by the police, who, however, never produce him in court. He "disappears" when it is convenient. Both defendants were found guilty, fined \$75 and both appealed.

Another Brookton victim was Jeremiah J. McCarthy, who in the Superior Court was fined \$100, on appeal. He also was sentenced to one month in the House of Correction. Still another case is that of Louis Sheehan, drug clerk at the Temple pharmacy, Campello. It was charged that he failed to register the sales. The case is not yet settled. George J. Brownrigg's store when raided showed no liquor on the premises, yet he was arrested for alleged keeping and exposing liquor. The chief witness against him was the missing spy of the officers. Zechariah B. Tower, another Brookton druggist, was in court on a liquor charge and spotters furnished all of the testimony against him. They received a severe handling on the part of the druggist's lawyer. A verdict of guilty was found and Mr. Tower paid a fine of \$75.

In Long River, J. Eugene Arsenault was on trial on charges of selling liquor. Sales had been found not guilty.

SHOOTING AT DRUGGIST'S HOME.

Lowell, Mass., July 7.—The home of Dr. Constant Henotte, druggist in Lowell, was the scene of a startling shooting affray.

A young woman and her sister, guests of Dr. Henotte's family, were followed by an obtrusively attentive young man. One of the sisters entered the house while the other remonstrated with the man for following them. It ended in his shooting both her and Dr. Adelard Payette, son-in-law of Dr. Henotte—a bridegroom of only two months—who came to her assistance.

The assailant escaped. The young woman died. Dr. Payette is on the road to recovery. He is employed at Dr. Henotte's drug store. Louis Goddin, brother of the murdered girl, is a drug clerk, formerly in Boston and Winchester.

TURNED OUT TO BE HIS PARTNER.

Dorchester, Mass., July 7.—On the charge of stealing nearly \$200 worth of druggists' supplies from his store, Dr. James H. Sexton, 395 Norfolk street, Dorchester, had his young "clerk" arrested. In the latter's rooms the goods taken were found.

The prisoner was honorably discharged. According to Dr. Sexton the defendant had been employed for the last three months. When goods began to disappear, Sexton kept watch. It was brought out in court, however, that the defendant was a partner of Sexton, and had a right to do as he pleased with certain of the goods. He did not deny taking the drugs. Sexton insisted that the clerk was not a partner, but an application for a liquor license with the names of the clerk and Sexton both signed to was produced in evidence.

THE BAY STATE.

—A recent visit by Simon B. Harris, agent for the State board of pharmacy, to the store of Mr. Clement Froehette, Leominster, resulted in a summons to explain in court his liquor business. Dr. Froehette pleaded guilty to not recording his "liquor sales" and by agreement the case was continued for sixty days with the understanding that it will be placed on file if he will go out of business. He is not a registered pharmacist.

and the point raised was that because he is not registered, he has no right to sell alcohol.

—A late June wedding was that of Charles William Perry, 3d, of Newburyport, and Miss Blanche S. Thurlow, at the home of the bride's parents. Guests were present from many cities. An elaborate reception was given by the bridegroom's parents at their residence. Many handsome gifts were received. Mr. Perry is connected with the pharmacy of Karl Castle-hun, Newburyport.

—The funeral services for Andrew G. Weeks, long prominent as head of the house of Weeks & Potter, brought together many leading members of the drug trade. The Boston Druggists' Association sent a delegation. The business houses of the jobbing trade of the city were closed during the services.

—Notwithstanding the efforts made to have Mayor John W. Weeks, the "druggist mayor" of Newton stand as a candidate for re-election, he positively declines to run for another term. Several hundred leading citizens have appealed to him and his re-election would be an assured fact.

—The marriage is announced of Frederick A. Brandes, druggist in Webster, to Miss Anna A. Miles of Springfield. The ceremony was performed by Bishop Thomas D. Beaven. Mr. and Mrs. Brandes went on a wedding tour to Boston.

—Five years in the drug business has satisfied Frank G. Warren in the employ of F. E. Mole, pharmacist at Adams, that he has had enough, so he has resigned and accepted a position with the Hoosac-Valley Street Railway Co.

—On the charge of breaking into the store of McVey Brothers, Summer and Cottage streets, East Boston, two men have been arrested. It is alleged that they stole money, postage stamps and other articles.

—Cleansing fluid was taken in a hurry by a Beverly woman who mistook it for medicine. She swallowed a generous dose which made necessary a doctor, a stomach pump and antidotes.

—Oscar Rydestrum, druggist at Buffalo, N. Y., has been the guest of friends at Conway, in the Berkshires of Massachusetts. He is accompanied by Mrs. Rydestrum.

—Improvements in Stevens & Low's pharmacy in Haverhill will make it almost a new store.

CONNECTICUT.

—It has just come out that the Waterbury Drug Clerks' Association withdrew from the Central Labor Union because the members were opposed to supporting the striking trolley-men who showed no inclination to work after five months idleness. The clerks were obliged to contribute 25 cents a week to a cause in which most of them did not believe.

—There are ten drug stores on the main street in Middletown, and there are not over 15,000 people in the town. Of the ten druggists not more than three belong to the State association. Four are to become members soon. Considerable competition by grocers who deal in patent medicines is being met by cutting prices.

—The State board granted licenses to the following: Henry R. Rhodes, 1 E. Southmayd, H. P. Lehr, and J. A. Johnson, New Haven; J. K. Stevenson, West Haven, and C. Gustafson, Jr., Brooklyn, N. Y.

—R. A. Bronson of the E. L. Washburn Co. of New Haven is spending a two weeks' vacation in Atlantic City.

PROFESSOR WILLIAM ELDER of the department of chemistry at Colby Institute, Waterville, Me., died of heart disease. For thirty years he had been a professor at Colby. He was born in Nova Scotia. His age was about sixty years. He is survived by a wife and a daughter.

PENNSYLVANIA.

NEED "BROADER HORIZON."

Philadelphia Wholesaler Moralizes on Pettiness of Retailers and Cites a Case in Point.

Philadelphia, July 7.—These words of a prominent wholesaler will amuse:

"The trouble with the Philadelphia retail druggists is that they have been educated with a grain weight. They must broaden the horizon under their vision and sink their petty differences before they can even hope to accomplish much. They are too narrow. A case in point: A store refused to sign or line up to the new price list. A committee went there, made threats, and were laughed at. They then called on the wholesaler who was selling goods to the store and threatened him, to receive only the same treatment. The committee then squabbled among themselves, owing to a few hot-headed members, and finally tried to get the association members to boycott the wholesale house. The funny end of the matter is, that not ten per cent of the members buy from the house in question, the bulk of their trade connection laying outside of the city and State."

WILL BE A HANDY MAN IN PRISON.

Philadelphia, July 7.—George C. Courtwright, president of the Alba Dentists' Co., and Dr. William Powell, a licensed dentist and manager of the business, were convicted of conspiracy to employ students who were not licensed dentists and were sentenced to one year and to three months respectively.

Apothecaries here chuckled gleefully when they received the above information. The "Alba" people manufactured many things for the teeth and they were famous for telling their patients the "terribleness" of the stuffs sold by druggists.

Courtwright is the man who, in trying to push a malt extract several years ago, drove a pair of white ponies around the city with a sign on the wagon: "This pair of white beauties to be presented to the next president's wife." He "loaded" every man in town with that wonderful extract.

OTHER HAPPENINGS.

—George B. Evans of Philadelphia was being driven over to the Country Club in a coach. The horses ran away and the coach turned completely over. Mr. Evans while not seriously hurt, had his scalp so severely lacerated that he was driven to St. Timothy's Hospital for repairs.

—The regular meeting of the P. A. R. D., to be held July 3, was postponed on account of the proximity of the national holiday, to July 10. The executive committee possibly thought that some of the members might bring firecrackers to the meeting.

—Miss Minnie M. Lentz and Walter Rothwell were united in marriage by Rev. Arthur D. Hilton at the home of the bride's parents, Hatboro. Walter Rothwell is proprietor of the Hatboro pharmacy and of two drug stores in Philadelphia and is a member of the Philadelphia Wholesale Drug Co. He is also a member of Hatboro town council. After a trip through the South Mr. and Mrs. Rothwell will make their home at "The

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., - - Boston

Maple, the home of Mrs. Rathwood's parents, while Mr. Rathwood's remains are being completed.

Two such cases are reported in embryo for the future quarters. Philadelphia. One at Eleventh and Arch streets and one on North street, below Catherine.

—**Deaths.**—P. Lorenz and Isaac Hoffman, Pittsburg, Pa.; Thomas C. Watson; and Elmer Mole, Erie, were a **PHARMACEUTICAL** on July 4.

—**Adverse Suits.**—"For July 4—A 'pkg. of absorbent cotton and a bottle of witch hazel for 10c.'"

—**Suit on an uptown drug store.**—"This Place has Cheated Hand, Feet and Brains."

LITTLE MORE PRESSURE REQUIRED.

Brandywine Springs, Del., July 7.—The State board of pharmacy was instructed, at the recent annual meeting in this city of the Delaware Ph. Soc., to use a little pressure in enforcing the pharmacy law. This was after N. B. Danforth, chairman of the legislative committee had reported failure in the attempt to pass a new law.

The attendance was very good. President E. L. Clark read his address, Thomas B. Cartmell presented an interesting trade interests report, and, at his motion, a committee was appointed to draft resolutions endorsing the N. A. R. D.

Secretary T. W. Fenn reported 80 members, the largest roll yet. William T. Starkey, of Milton; J. Frank Sterling and Levi Scott, of Dover, and John O. Bosley, of Wilmington, were selected new members.

Secretary F. W. Fenn reported 80 members, the Philadelphia College of Pharmacy, a former Wilmingtoman, on "College Work"; Herbert J. Watson, on some new quinine compounds; and Professor Robin, bacteriologist for the water department, on "Water Filtration." H. L. Stiles spoke as a delegate from the Pennsylvania association and Dr. Worthington of Wilmington, from the State Medical Society.

The new president is Francis E. Gallagher, Wilmington. The other officers are: Vice-presidents—J. Ferris Belt, for New Castle county; Levi Scott, Kent county; R. M. Kauffman, Sussex county; secretary, Frederick W. Fenn, Wilmington; treasurer, Oscar C. Draper, Wilmington; executive committee—Dr. C. M. Almond, E. L. Clarke, W. A. Joster; for presentation to the governor for choice of two to the board of pharmacy—Dr. J. Harvey Spruance, Dr. Willard Smith, Dr. G. Burton Pearson, J. Ferris Belt, James T. Challenger and Joseph P. Williams.

CHARLES H. BURKETT, formerly of Kirby & Burkett, died suddenly of heart disease at his home in Montclair, N. J., aged 63. He leaves a widow. Mr. Burkett was for many years in the employ of Weaver & Sterry. About thirteen years ago he formed a partnership with Mr. Kirby to mill drugs, but the firm went into liquidation in a few years.

Its Forty-fourth Announcement.

The forty-fourth annual announcement of the Chicago College of Pharmacy has just been issued and from it we learn that the next annual course of instruction will begin September 29 and continue for seven months, closing on April 29, 1904, the date of the commencement exercises. The names of the members of the faculty are the same as last year and full information is given of the system of teaching, which includes lectures, demonstrations, recitations, written and oral examinations, and thorough laboratory practice. A new feature introduced this year is the offer of the Becker Prize, consisting of a chemical cabinet, with a full set of reagents and apparatus for pharmaceutical testing, to be awarded to the senior student who attains the highest standing in pharmacy. The college building is located at 465-467 State street, close to the center of the business district of the city.

THE SOUTH.

REMARKABLE PROFITS.

That Earnings of the Emerson Drug Co. were 145 Per Cent. of Capital Stock Last Year is Brought Out in Suit to Restrain Company from Merging.

Baltimore, July 7.—The Emerson Drug Co., manufacturers of Bromo-Seltzer and other preparations, is being sued to prevent the transfer of the capital stock, property and business of the company to the Emerson Drug Co. of New Jersey.

As told some weeks ago in the Era, the Emerson company is having erected in New Jersey extensive laboratories for manufacturing on a large scale. It is reported to be the intention to produce acetanilid, tartaric acid and other heavy chemicals used in the composition of the company's finished products. These articles are also to be disposed of to the general trade. In order to work most advantageously the Baltimore company, it is said, was to be consolidated with the New Jersey corporation, and it is this alleged intent which the suit brought is designed to prevent. Incidentally some interesting information was brought out relative to the profits earned by the company, which must be regarded as one of the most prosperous in the country.

The petitioner is Lucius S. Hall, who asserts that he owns seven shares of the Emerson Drug Co., and the suit is filed on behalf of all other stockholders desirous of becoming parties to it. The defendants are the Baltimore and New Jersey companies and Isaac E. Emerson, John F. Waggaman, Joseph F. Hines, Jr., and Parker Cooke, directors of the Baltimore company. The latter corporation, the bill of complaint states, was incorporated March 23, 1871, with an authorized capital stock of \$250,000, divided into 10,000 shares of a par value of \$25, all of which has been paid up. The business has been so profitable, the bill states, that on two occasions the company declared and paid special dividends to the stockholders greater than the total capital stock. The profits for the year ended December 31, 1902, it is asserted, were \$32,273, or sufficient to pay a dividend of 145 per cent. on the capital stock. Of these profits, \$279,432 was paid to the stockholders, and the balance of \$83,334 was carried to the surplus account. The total assets of the company on December 31 last are alleged to have been \$372,400, not including the good will of the business.

Mr. Emerson and Mr. Waggaman, two of the defendants, are said to control the policy of the company by virtue of owning 90 per cent. of the capital stock. They are alleged to have controlled the election of directors and to have had themselves elected president and vice-president, respectively. The Baltimore company, it is charge, is about to turn over its capital stock, property and business to the Emerson Company of New Jersey, as explained in a circular letter sent to its stockholders dated June 1. The proposed transfer, it is claimed, is illegal under the laws of Maryland. It is alleged that the contemplated transfer would be a fraud upon the rights of the stockholders.

Judge Dobbler, in Circuit Court, signed an order requiring cause to be shown within five days why the injunction asked for should not be granted.

Mention has already been made in the Era of extensive improvements to be commenced shortly at the parental residence of Mr. Emerson on Butaw Place. One of these additions is the laying out of handsome Italian gardens, for which Mr. Emerson gathered ideas during his recent vacation trip in the Mediterranean. He arrived home several days ago and talked interestingly of

what he had seen, outlining also in a general way the plans formulated with respect to the projected gardens, which will be full of fine statuary.

While abroad Mr. Emerson also closed a contract for a new steam yacht to be over 300 feet long and of high speed. She will be sufficiently large to be available for cruising in any sea and under all weather conditions. The vessel is to be completed and delivered within one year.

NEW LIFE FOR RICHMOND ASSOCIATION.

Richmond, Va., July 7.—The Richmond P. A., after a slumber of more than a year, now starts upon a new life with an apparently bright future and with much work to be done. William F. Warinner has been made president and Gordon Blair secretary. The organization will probably for the present hold its meetings at the Y. M. C. A. or at the T. P. A. headquarters, both of which places are under consideration.

Aside from the authorized statement that the druggists of the city want to meet socially it is learned that the immediate object is to arrive at a fixed schedule on proprietaries. For several years T. A. Miller, president of the Virginia pharmacy board, owner of two stores, has been selling at cut-ates. Others have tried to hold full prices, but the great inroads made by Mr. Miller and the Tragle Drug Co. another cut rate store, had a demoralizing effect. Mr. Miller politely declined to join the association. T. Elwood Tragle has also been invited to a conference on rates. The invitation, it is understood, will be accepted, though Mr. Tragle, not being a druggist, will not be a member of the association.

N. A. R. D. PRICE LIST OUT.

Baltimore, July 7.—The minimum price list of the newly organized Baltimore retail druggists' associations, which are affiliated with the N. A. R. D., has been issued in neat pamphlet form. A facsimile of a sales-man's card is attached.

All 5 and 10-cent goods are to be sold full price or 6 or 3, respectively, for 25 cents. Fifteen-cent goods are also to be full price or 2 for 25 cents; 25-cent goods full price with a number of exceptions; 35-cent articles at full price with 3 exceptions where 25-cents is to be the minimum. Fifty-cent articles are to be 40 cents for the exceptions, with 35 cents for Swamp Root and a few at 45 cents. Seventy-five-cent goods are full price with few exceptions, while dollar sizes are fixed at not less than 70 and 85 cents.

RATHER HARD ON THE DRUGGIST.

Richmond, July 7.—Drug stores of Richmond felt the strike very much. When the street car men went out cash sales began to fall off greatly. All labor organizations were drawn into the fight. Several druggists who lived far from their stores were promptly informed that unless they stopped riding there on the cars their names would be placed upon the "black list." They had to swallow the pill. J. M. Blanks, member of the City Council, and owner of two stores, was told that his business would suffer unless he discharged a clerk who had been riding. This he refused to do.

NEW ASSOCIATION OF COLORED PHARMACISTS.

Richmond, Va., July 6.—The colored pharmacists of the State have organized. They met recently at the home of Dr. J. M. Benson, 26 West Leigh street, Richmond, and, forming the "Virginia Association of Colored Pharmacists," elected the following officers: President, George A. Thompson, Richmond; first vice-president, W. S. Fields, Petersburg; second vice-president, E. J. Bass, Portsmouth; secretary, James E. Jackson, Richmond; treasurer, N. T. Pennell, Staunton. The object is to promote the interests of colored druggists.

MARYLAND.

—A fire damaged the drug store of Dr. Oscar E. Ross, 108 East Baltimore street, Baltimore, to the extent of \$7,000, while the wholesale drug firm of Muth Bros. & Co., 15 East Fayette street, which occupies the upper portion of the building, sustained a loss estimated at \$5,000. Both losses are covered by insurance and occasioned no interruption to business.

—D. G. Wayne, Jr., has taken a position in the retail pharmacy of George C. Bunting, 6 West North avenue, Baltimore. C. W. Miller, formerly a clerk for Charles E. Sonnenburg, Baltimore and Green streets, has bought out John C. Eichner, Lexington street and Arlington avenue, Baltimore.

—Dr. Luther B. Benton has purchased the stock and fixtures of Snowden & Cowman, West Fayette street, Baltimore, which were sold last week at public auction. Dr. Benton formerly conducted stores at Laurens and McCall streets and at North and Druid Hill avenues.

—Among the visitors in Baltimore last week were J. N. Simonson and wife, Crisfield, and C. H. Holtzman and wife, Cumberland; D. M. Ragan, Conowingo; J. A. Williamson, Frederick; J. B. Chandler, the Coco Cola man, Atlanta, Ga.; C. L. Henry, Cambridge.

—Druggist W. A. Pryor, of Greenmont avenue and Madison street, Baltimore, has been missing from home since June 30 and his wife is much concerned about him. His financial affairs are in excellent order, and he had no worries, as far as can be learned.

—William Ryan, a druggist at Falls road and Third avenue, Baltimore, is a hero. He rescued a man from drowning at a Bay resort last week and then found to his disgust that the man was so drunk as to be oblivious to his danger.

—Martin Brandmiller, connected with Muth Bros. & Co., for a number of years, has recently purchased a handsome cottage at West Arlington. Mr. Brandmiller is indirectly one of the beneficiaries under the will of his father-in-law.

—William P. Taylor, head clerk for E. Warfield, Jr. Alexandria, Va., was married on June 29 to Miss Florence Louisa Irwin, at Washington and visited Baltimore on his wedding tour, proceeding later to Atlantic City.

—John S. Stillman, popular clerk for Dr. Oscar E. Ross, who was compelled to stop work on account of impaired health, has gone on a long vacation to Pine Plains, N. Y., the former home of his father.

—Joseph Eliades, a Greek, who clerked for Druggist John Ayd, Washington and Monument streets, Baltimore, is succeeded by William H. Thornton, formerly with L. M. Becker.

—George C. Vogel, formerly a clerk in the employ of George Weller, Sharp and Hill streets, has opened a store at Hebble, near Baltimore.

—L. B. Sasser, a retail druggist of Wilmington, N. C., who was married on June 24, visited Baltimore with his bride.

—B. A. Lillich has left the employ of Joseph Ayd, Monument and Aisquith streets, Baltimore.



Put up in One Ounce Bottles Only.

Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00
ETNA CHEMICAL CO., New York, U. S. A.

THE CAPITAL CITY.

—At a meeting of the Registered Drug Clerks' Association the following were elected: President, H. T. Dodge; first vice-president, S. Beckmann; second vice-president, S. J. T. Wells; recording secretary, F. T. Hafefinger; financial secretary, F. B. Ketchum; treasurer, A. J. Hussey; guardian, W. E. Hunt, and guide, W. T. Howard. The annual excursion will be held July 28 at Marshall Hall.

—Fred T. Hafefinger, secretary of the clerks' association, has written to the commissioners, asking that the association be given equal representation on any commission that may be appointed to revise the pharmacy laws of the district. Health Officer Woodward replied that if such a commission be appointed it will be eminently proper for a representative clerk, or clerks, to serve on it.

—Henry A. Johnstone, secretary of the Board of Commissioners of Pharmacy, asked the district commissioners whether the present pharmacy law covers the homeopathic pharmacies. Dr. W. C. Woodward, health officer, replied that he could discover no distinction between the two classes, but referred the matter to the corporation counsel for consideration.

MEMPHIS AND VICINITY.

—Avant Quinn, for several years connected with the Van Vleet-Mansfield Drug Co., is home again. While only seventeen years of age, he has, within the last two months, crossed the ocean and traveled over a considerable portion of his native land. He now says that he will never leave home again.

—H. Y. Lambert, the popular young pharmacist of Lyndeale street, was recently married to Miss Clyde Drake of Memphis. Only one or two of the couple's intimate friends knew anything about it until Mr. and Mrs. Lambert had left the city on their honeymoon.

—Friedrick W. Mayo, formerly connected with the laboratory of the Van Vleet-Mansfield Drug Co., has purchased the Chelsea store, for many years operated by McArthur & Winston Bros. Mr. Mayo secured the stock, invoiced at \$4,000, for \$1,350.

—R. M. Hammer, of Hammer & Ballard, has returned for a pleasure trip to the gulf. His health much better. H. Bortwell, formerly with Hammer & Ballard, has gone to California to work.

—R. N. Stahle has bought the drug store of J. C. Treherne, corner Vance & Hernando Sts., Memphis. Mr. Stahle recently returned from his honeymoon.

—Lewis Bendall, formerly with Conger, Kahn & Gibbs, Shreveport, La., now has charge of the city department of the Van Vleet-Mansfield Drug Co.

—The Fortune & Ward Drug Co., recently enhanced the beauty of their store by adding new fixtures.

Make Hay While the Sun Shines.

The soda season has been backward but is rapidly coming to the front. Are you in a position to keep your soda clerks busy drawing soda water for customers? In order to make your fountain pay, they must be busy serving soda, every minute during the warm season, and they can be, if you use first-class syrups, extracts, crushed fruits and juices. If you are in doubt as to where you can obtain good ones, write to the old and trusted firm of John Matthews, 333 East 26th St., New York; they can supply you with anything you need to the best and are offering at the present time, the finest that is made in Concentrated Fruit Syrups at \$1.40 per quart, gallon or 10 gallon lots at \$1.25 per gallon.

OHIO RIVER VALLEY.

DON'T UNDERSTAND DOW LAW.

Columbus, July 7.—An application was made for a re-hearing of the "Bishop beer" case in which the Supreme Court's recent decision has apparently extended the Dow law and taxes to all soda fountains, drug stores and cross roads stores that sell patent medicines. The application cannot be heard before late in September, as the court has adjourned. It is possible that a stay of judgment will be granted until the re-hearing.

W. R. Ogier, secretary of the board of pharmacy, has asked the attorney general for an opinion as to whether proprietary medicines containing a high per cent of alcohol must be sold under the Dow law. Attorney General Sheets replied that the sale of malt extracts and other medicinal compounds, sold exclusively for medicinal purposes, does not subject the dealer to the Dow tax. The question of fruit syrup used in soda water has not yet been decided.

NO MORE BEER BY KEG—SODA WATER NOW.

Indianapolis, July 7.—Indianapolis has for years stood pre-eminent as an ice cream city. In many respects it has continued to be a place of neighborhoods, a collection of villages, and has not yet fused itself into a complete city. The neighborhood dissipation is ice-cream and soda water and the neighborhood drug store is busy.

A city political campaign is now opening and the manager of one of the contesting parties has given out that, different from former campaigns, the dispensing of beer by the keg will be given up; that this will be "a soda-water campaign" to enlist the help of the better class of citizens. This carries happiness to the hearts of the retail druggists.

OTHER HAPPENINGS.

—A clever trick was worked on a Cleveland druggist a week or two ago. The "blim-bam" man tried it a second time, and was caught. He was a "dope fiend," with a fondness for laudanum, though he had no money to buy it. He entered a drug store and ordered a pint of laudanum, together with several other drugs, and then, when they were all wrapped up, proceeded to tie up all the packages in one bundle, utilizing some newspapers he had brought with him for that purpose. He did this while the clerk was making out his bill. Then he discovered he hadn't enough money, and stepped out to get it. Two hours passed, and the clerk, becoming suspicious, opened the big bundle and found that the bottle of laudanum was missing.

—Cocaine got a Cleveland druggist into trouble a few days ago. A colored woman entered the "Gem" pharmacy on Superior street and wanted to buy some. The clerk refused to sell it, as she had no physician's prescription. The woman grew quarrelsome, and, going outside, threw a brick through a fifty-dollar plate-glass window. She had the brick in her pocket, apparently, but had never before used it for that purpose.

—At the last regular meeting of the Cleveland druggists a new schedule of prices was adopted, in some cases raising prices. The advance varies from 1 per cent. to 5 per cent., according to the nature of the goods. The schedule is printed, went into effect on July 1, and is followed by nearly all of the Cleveland druggists, though only about one-half belong to the association.

—While driving in a carriage with two friends a month ago, Christ F. Toedtman, druggist on Wade Park avenue, Cleveland, accidentally ran over a retired business man named C. P. Evans, inflicting fatal injuries. Toedtman was arraigned for manslaughter, but was dis-

charged, the judge holding that the killing was entirely accidental.

—The annual meeting of the Northern Ohio D. A. will be held in Cleveland on July 29 at the rooms of the Cleveland Ph. A. Officers will be elected for the ensuing year, a social program will be rendered, and plans discussed. At present J. A. Bartlett is president, William F. Kuder secretary and Louis Hopp treasurer.

—Suit has been brought in the United States Circuit Court against Daniel Myers, of Benton, Myers & Co., a big wholesale drug firm of Cleveland, by Harvey D. Cummings, of Chicago. The suit is an outgrowth of trouble with the Manhattan Fire Insurance Co. The plaintiff asks for \$13,500.

—Only five druggists in Ottawa county have taken out the \$15 license required for cigarette dealers. Four are at Put-in-Bay and Middle Bass, and one at Port Clinton. It is said that fewer cigarettes are handled in Ottawa county than in any other county in the State.

—The Ohio Ph. A. at Toledo asked Governor Nash to select as board of pharmacy member either Julius Greyer, present incumbent, Cincinnati; J. H. McMann, Toledo; Frank Amann, Portsmouth; Alfred DeLang, Cincinnati, or G. F. Girard, Circleville.

—A Berea druggist named Peter Nelson was arraigned before the mayor on a charge of violating the Beal local option law. Members of the Law and Order League say that if a conviction is secured other prosecutions will follow.

—Cincinnati was chosen as the next place of meeting of the Ohio Ph. A. It may not be located on the "unsalted seas," but it has a Coney Island, nevertheless. It has no vineyard to inspect, but remember the "malt extract."

—Druggists of Cincinnati are giving the United States Telephone Co., which will shortly seek a franchise, their moral support. Business telephones will be furnished at \$60 a year.

—The new board of control of the Ohio Ph. A. is composed of Alfred DeLang, Cincinnati; J. H. Beal, Seio, and John Wendt, Toledo.

INDIANA.

—The most notable event in the trade is the recent purchase by Henry Huder of the "Pharmacopoleum," 22 West Washington street, Indianapolis, of the Sloan Drug Co. Mr. Huder has begun remodelling this old stand which is in the very heart of the city.

—The old firm of Blount & Egbert at Wabash, has been succeeded by Fowler & Thompson. Louis Reinkert of Indianapolis, who has been in business for 25 years, has sold out to D. M. Maroney, a young man.

—The Weber Drug Co., recently opened in the new Claypool Hotel, is already doing a fine trade. It said to be the handsomest drug store in Indiana.

—In Indianapolis a new store is being opened by Hoskins & Miller.

MINNESOTA PH. A. AFTERMATH.

St. Paul, July 3.—One of the leading features of the recent meeting at New Uln was the reading of papers in competition, for which prizes had been offered. H. W. Rietzke of St. Paul, took the first prize, his paper being entitled "Proprietary Preparations." The second prize went to Stewart Gamble of Minneapolis, former president of the association, whose paper was on the subject of education of apprentices.

A pleasant feature of the entertainment program was an exhibition given by the New Uln Turnverein.

AROUND THE GREAT LAKES.

MICHIGAN NOTES.

—There are 225 druggists in the city of Detroit, and of these only six have this year filed bonds, while two pay the tax required from those who sell liquor as a beverage. In the county outside of Detroit there are twenty-three druggists, and of these four have filed bonds. A loud wail is heard from liquor dealers who have to pay their \$500 annual tax and to furnish bonds, and there is talk of seeing if the druggists cannot be forced into doing the same. The saloon men claim the druggists dispense almost as much liquor as they do, and think they should be made to pay for the privilege.

—E. T. Jones, for the last two years a prescription clerk with Loranger & Culver, Saginaw, has resigned, having purchased a drug business at Chatham, Ont., his old home. Wm. F. Lount has resigned from the Post Tavern pharmacy, Battle Creek, to accept the head clerkship with Loranger & Culver.

—Battle Creek has a new pharmacy which will be known by the popular title of the "Three Freds." Fred Parker is the proprietor, and he has secured the services of two of the city's most popular young druggists, Fred Ashley and Fred Larmour.

—The American Drug Co. is the name of a new firm at Traverse City. They are fitting up a magnificent pharmacy at 219 East Front street. Peter Tunnellier of the Battlement Drug Co., Benton Harbor, is the principal stockholder.

—A cigar stub was responsible for a fire which destroyed over \$20,000 worth of property in Maple City. One of the sufferers was Dr. G. W. Fralick, whose pharmacy got a severe scorching.

—L. E. Boeckes, pharmacist with G. J. Noteware of Bellaire, took his family out for a little picnic recently and they ate dinner on the river bank. Contact with poison sunac made all ill.

—L. D. Labadie of South Bend, Ind., is a new clerk at the Converse drug store, South Haven. E. Falette of Coral, has purchased the drug stock of Chas. Snyder at Morley.

—Benton Harbor has a fine new establishment under the name of the Star Drug Co. The incorporators are A. H. Burger, Ed. C. Sisson and George L. Dater.

—The Karmasen Drug Co. is the name of a new firm at Bangor.

WISCONSIN.

—The Board of Pharmacy passed eleven of thirty-three applicants as follows: Pharmacists—George A. Shields, Mazomanie; Isaac C. Thomas, Sheboygan; Edward N. Fernholz, Jefferson; Erich A. Krueger, Wausau. Assistant pharmacists—Charles R. Canghey, Milwaukee; William A. Braun, Milwaukee; Elmer J. Falk, Stoughton; Edmond R. Hass, Fond du Lac; Sidney A. Denis, Grand Rapids; Victor J. Bellerue, La Crosse; Thomas H. Dexter, Milwaukee. Next examination at Milwaukee, August 18-21.

—McKnight & Co., a new firm, composed of L. A. McKnight and H. O. Lengelsen, have purchased the Standard stock at Rosendale. Theodore Mueller, a Milwaukee



A BRIGHT PHI CHI QUINTETTE.



H. E. ERICKSON.

Beta Chapter, Phi Chi Fraternity, North-western School of Pharmacy, wishes to introduce to Era readers five of its most highly valued members. H. E. Erickson, secretary, Chicago, and Edward Everett Stacy, Tuscola, Ill., were honor men in their class this year. Owen C. DeVine, Marenna, O., is Worthy Master of Arms. L. Arthur Pepin, Chicago, Worthy Chief Counsellor, and Frank Milne, Worthy Prelate, of Morrison, Ill., complete this bright quintette.

druggist, has opened a new store in his own building just erected at West Allis.

Joseph Bachman, of Fort Atkinson, has accepted a position in the retail department of Willson Bros.' pharmacy at Edgerton. C. M. Allen of Wheeler has removed to Calfax, where he will open a drug store.

The drug firm of Hurley & O'Reilly at Merrill dissolved partnership, Mr. O'Reilly continuing. Frank Goodland has sold his drug store at Thorp to Frank Meiland & Co., and will retire from business.

The Model drug store at Galesville is to be discontinued, Mr. Francar having purchased the Galesville pharmacy, to which he will add the stock of his other.

The sale of the stock of the Pigeon pharmacy at Green Bay was to Gus Cauwenbergh, for \$700. It is now being removed to the store of the purchaser.

The press report giving the loss on Corbett & Ackerman's drug store at \$15,000 in the big fire at Plymouth is incorrect. The adjusters settled it at \$4,613.

The firm of Kradwell, Thiesen & Co., druggists of Racine, has dissolved. T. W. Thiesen retiring. The concern owns five drug stores.

FROM ILLINOIS.

The Searle & Hereth Co., manufacturing pharmacists, Chicago, has lately concluded negotiations with Ross, Flowers & Co., of Chicago, manufacturers of toilet articles and pharmaceutical specialties, whereby all of the stock, good will and accounts have been purchased by the Searle & Hereth Co., which also assumes all of the liabilities. The line of toilet articles and specialties formerly marketed by Ross, Flowers & Co. will hereafter be marketed by the Searle & Hereth Co.

Mr. and Mrs. H. Y. Hensley have bought the store belonging to the estate of George Corder in Clinton, and will continue it in the same location. Mr. Hensley was associated with Mr. Corder for nine years.

Burn & Zimmermann, well-known druggists of Oshkosh, have taken Dr. Carter into partnership and hereafter the style of the firm will be B. F. Burn & Co.

P. J. Bortchell is erecting a new drug store in Peoria, at First and Spencer streets.

ROBERT E. EDEN, a young drug clerk of Williams-Curtis, Brookton, and son of Dr. Samuel Eden, died last week under pathetic circumstances. Returning home late one day, he, by mistake, a drink of carbolic acid which was intended in a bottle near another bottle containing medicine prescribed for him by his father. He was 19 years old.

WEST OF THE MISSISSIPPI.

WASHINGTON A. C. SCHOOL OF PHARMACY.

Pullman, Wash., June 25.—Commencement exercises of the school of pharmacy of the Washington Agricultural College and School of Science were held here last week, the address to the graduates being delivered by Hon. Francis W. Cushman, member of Congress from this State. President E. A. Bryan conferred the degrees. Following are the names of the graduates and "honor men": Thomas J. Anders, Jr., Olympia; Arthur B. Annis, (Honor), Spokane, Edwin Rogers Doughty, Lind; Dayton Burt Garrison, (Honor), Olympia; Mrs. Cora Harvey, Colville; Bert Logan Jones, Surance; Edward Lloyd Jones, Spokane; William Lasher, Cheney; David Hughes Lewis, (High Honor), Welch; Manford E. Peck, Olesssa; Milton M. Reid, (High Honor), Pullman; James William Ries, (Honor), Roy; Henry Rosenoff, Ritzville; Owen Boyd Shelton, Walla Walla; William Alden Wallis, (Honor), Pullman.

MINNESOTA CLERKS' FIRST PICNIC.

St. Paul, July 3.—The Minnesota Retail Drug Clerks' Association held its first annual picnic at Wildmoor, White Bear Lake, near St. Paul, on June 26. Prof. Carl Rothfuss, instructor of the Y. M. C. A. athletic classes, St. Paul, was in charge of the programme of track and field events. Prof. Rothfuss prepared a card of twelve events for women, twelve for men and four for children. The contests were open only to drug clerks and traveling men and their wives, sisters, children and women friends. A ball game between teams representing the St. Paul and Minneapolis drug clerks was played.

MISSOURI.

Locally the prices on fountain beverages and concoctions are higher than in former seasons. A "sundae" costs a dime at most places, the price having climbed from a nickel. The "25-cent department store ice-cream soda" has vanished, and druggists say there is no perceptible falling off in fountain sales.

Edward Young, drug clerk for W. R. Grant, St. Louis, has bought J. B. Meukhaus' pharmacy at 4000 Easton avenue. Mr. Young is a graduate of Apothecary Hall, London, and has previously owned, either individually or as a partner, stores in New York, Arizona and Kansas.

Ere long, Wolff & Wilson's drug store, Sixth and Washington avenue, will present an entirely new aspect. This concern has a vast volume of new business. Their cigar booth, recently conducted along new lines, is responsible for a large amount of new trade.

Frank Krueger, formerly of Kansas City, Mo., has



OWEN C. DEVINE



EDWARD E. STACY.



FRANK MILNE.



L. ARTHUR PEPIN.

purchased the Union Avenue Pharmacy of the Evans Drug and Chemical Co. for about \$12,000. Mr. Krueger formerly owned two stores in Kansas City, one of which he conducted for seventeen years.

ENTERTAINED VISITING DRUGGISTS.

Toronto, June 30.—The second annual meeting of the Divisional Association of the Ontario C. P. for the counties of Middlesex and Elgin was held at St. Thomas. There was a large attendance, President C. McCallum of London, occupying the chair. Papers on subjects of trade interest were read by Frank Holman, London; J. L. Luckham, Glencoe, and G. H. Small, St. Thomas, and addresses delivered by J. F. Roberts, district representative, and others. The election of officers resulted as follows: J. F. Roberts, Parkhill, honorary president and district representative; C. McCallum, London, president; E. C. Harvey, London, vice-president; N. I. McDonald, London, secretary-treasurer; J. H. Cairncross, W. T. Strong, J. F. Shuff, and J. Callard all of London; W. A. Foster, St. Thomas; W. H. Stippler, Strathroy, and J. L. Luckham, Glencoe, executive committee. The visiting druggists were entertained at luncheon by the local members.

CANADIAN NOTES.

—J. L. Warwood of the Kennedy-Suffel Drug Co., Green Bay, Wis., was married in Hamilton, Ont., to Miss Myrtle W. Stewart, daughter of Andrew Stewart of that city, at the residence of the bride's parents, Rev. T. J. Bennett officiating. A number of guests from Rochester, Detroit and Buffalo were present. The newly married pair left for Buffalo en route for their new home in Escanaba, Mich.

—Delegates representing the thirteenth Division of the Ontario C. of P. met at Windsor, Ont., and elected the following as a committee to confer with other druggists' associations in fixing standards of education and pay for apprentices: W. R. Graham, Ridgetown; W. R. Johnston, Sarnia; H. O. Fleming, Windsor; F. J. Miller, Walkerville, and W. H. Wilson, Dresden.

—The Munyon Homeopathic Home Remedy Co., Limited, with a capital of \$100,000 and head office in Toronto, has been incorporated to do a general business in homeopathic remedies, the provisional directors being J. M. Munyon and Duke Munyon, of Philadelphia, and J. J. Gibbons, of Toronto.

—G. W. Bartlett, druggist of Winnipeg, Man., was married to Miss Annie McFarlane, daughter of Rev. A. McFarlane, of Clearsprings, Man., the ceremony being performed by the father of the bride. The happy couple went East to spend their honeymoon.

—Vernon W. Meek, druggist with Cairncross &

Lawrence, London, was united in marriage on June 17 to Miss Mabel O'Neil, daughter of J. H. O'Neil of the same city, the ceremony taking place at the residence of the bride's parents.

—"Dr. T. A. Slocum, Limited," has been incorporated with a capital of \$100,000 to take over the business of the T. A. Slocum Chemical Co. of Toronto. The provisional directors are Lawrence Solman, H. E. Trent and L. S. Levee, all of Toronto.

—F. W. Judd, London, purchased the drug business of H. F. Spencer at St. Thomas, Ont. W. H. Bartram, druggist of Parkhill, Ont., made an assignment to C. S. Smith. G. S. Ostrander, druggist of Minto, Man., has sold.

—A new industry for Canada is being undertaken in Montreal in the preparation of raw sponges for the market. A portion of the building erected for the Ozo Company will be utilized for the purpose.

—S. Dunn & Co., a new firm, have opened a store at Portage avenue and Young street, Winnipeg.

—Robert West of the Hudson's Bay Drug Co., Winnipeg, is on a trip through the Eastern States.

—H. Day has bought the drug business of John Wood, Lucknow.

—J. A. Riekey, druggist of Ottawa, has sold to J. H. Malloy.

—A. H. Esch, druggist of Kaslo, B. C., is closing out.

Do You Know the Taste of a Ripe Pineapple?

We wonder how many druggists in the United States have ever tasted a naturally ripened pineapple. If one could only get hold of such, it would be a revelation to him. A pineapple requires about 18 months to ripen thoroughly on its own root. The pineapples we are familiar with are picked green and ripened afterwards, very often under unfavorable conditions, and the taste is entirely different from the naturally ripened fruit.

There are no better pineapples in the world than those grown on the Malay Peninsula. The Singapore Planting and Packing Company, a very large corporation whose headquarters are at Singapore, have placed on the market this season a grated pineapple put up with a small amount of sugar and no other preservative, right on the ground. They claim to use only the ripest and soundest fruit, thus insuring all its delicacy and flavor. It is put up in scant two pound cans, and packed four dozen in a case. Robert Stevenson & Co., 92 Lake St., Chicago, are marketing it in this country. It is sold to the trade at \$2.40 per dozen cans, or \$9.00 per case. For crushed fruit, the proper proportion is one part of Singapore Pineapple and two parts of Rock Candy Syrup; for Pineapple Syrup, one part of the Pineapple to four parts of Syrup, with a little fruit acid added to suit the taste. In neither case is heat required. For the time being, a sample can will be sent free to any druggist who will send thirty cents to pay for packing and express charges, and mention this notice.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

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PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

WITH OUR DOWN TO DATE ADVERTISERS.

Some of the new ones which appeared in last week's

ANGOSTURA BITTERS.—See C. W. Abbott & Co.'s advertisement on page 21.

THE HER CHEMICAL IMPORTING CO.—This firm are located at 14 Platt St., New York, and are exclusive importers of all kinds of chemicals. Note their ad on outside of back cover.

CORKS.—When you see a cork, A or B in a circle, your mind turns to "Circle A" and "Circle B" Prescription Corks, for you know them as among the best. Armstrong Cork Co. makes them and all jobbers sell them.

FOAMOLINE.—Prepared for manufacturers of Ice Cream, Sorebets, Fruit Frosts, and Water Ices. More about it on page 22. Read it.

LEEZY.—A first-class Prescription Filling Cabinet called the Boykin Fi Leazy, supplied by E. B. Read Son & Co., Baltimore, Md. See the illustration on page 20.

H₂O, 3 per cent. "The kind that keeps." This is what the Oakland Chemical Co. claim for their Hydrogen, and if it's a good kind you're looking for, one that you can depend upon, stock this kind.

AQUA DESTILLATA.—Always ready when you need it, if you have "The Sanitary Still." See the ad at end of the A. H. Peirce Mfg. Co.

MASSAGE CREAM.—Made by the Pompoian Mfg. Co. of Cleveland, O. Put up in 2 and 6 oz. Egyptian Glass Stoppered Jars, cost \$4.00 and \$8.00 a dozen, and positively removes blackheads, pimples, tan, sunburn, etc. Now is the time to stock it.

FOR SODA FOUNTAINS.—The San Gabriel Valley Essential Oil Co. have many testimonials for their Soluble Concrete Oleo Resin of Orange and Lemon, for making Soda syrups. You can read them on Page 7.

STAINOFF.—Write to D. M. Steward Mfg. Co., 8 Jay St., N. Y., or 57 Washington St., Chicago, Ill., for a sample card and particulars.

DRUGGISTS' TINWARE.—The American Can Co. manufacture everything the druggist needs that is made from tin. They have offices at New York, Chicago, Baltimore, and San Francisco. This firm makes a specialty of Seamless Tin Boxes.

WINE OF CARDUI.—A female remedy of merit, costs \$8.00 per dozen, less the cash discounts made by the Chattanooga Medicine Co., of Chattanooga, Tenn., offices also at St. Louis, Mo., and San Francisco, Cal.

ANTIPHLOGISTINE.—Made by the Denver Chemical Mfg. Co., 57 Lighthouse St., N. Y., and prescribed by the leading practitioner for every type of inflammation. You can make an extra 5 per cent by ordering \$24.00 worth in small or assorted sizes.

Have You Noticed It?

If you haven't noticed the advertisement of The Humphreys' Homeopathic Medicine Co. on another page of this issue, it will pay you to do so. It contains a cut of the Cabinet which "sells the goods." It is a conceded fact that Humphreys' Homeopathic Remedies have done and will do all and more than the manufacturers claim for them. The public know the value of them, and are bound to have Humphreys'. Have you a Humphreys' Cabinet? If not, can you afford to be without one? People have been known to go several blocks in order to procure the Humphreys' Remedies from a cabinet. The reason is plain, they had seen the cabinet, and knew in which drug store they had seen it. They also knew the goods would be more apt to be had from such a cabinet. Don't you think it would pay you to go to 111 William St., N. Y., for a Humphreys' Cabinet offer?

"McCormick Means Merit."

McCormick & Co. of Baltimore, Md., who are said to be the largest importers and graders of Spices in the South, have recently taken possession of their new plant, which is considered one of the finest Drug and Spice mills in this country. This firm have been wonderfully successful in the past 14 years, having been obliged to seek larger quarters, ten times within that period. They attribute their phenomenal success to the fact that they have firmly adhered to the principle of supplying the trade, with not cheap goods, but good goods cheap, and by so doing have made the name McCormick & Co., a by-word wherever they are known at all.

The terse expression "McCormick Means Merit" appears in many of their advertisements, and both the consumer and the dealer who know their goods, attest to the truth of this statement. They would be glad to send you generous samples, and quote prices upon anything in their line which interests you. Address all correspondence to McCormick & Co., Dept. E., Baltimore, Md.

The Babool Tree of India.

The babool tree, which is the Indian species of the gum arabic tree, will amply repay any care and trouble spent on its systematic culture. There is scarcely a single part of it which does not serve some economic use. The gum which exudes from its bark serves the purpose of calico printers, and when pure is used as a substitute for real gum arabic. The tender leaves, beaten into a pulp, are administered medicinally as an astringent, the bark, too, being similarly employed. The fine powder of the latter, mixed with gingely oil, is given externally in cancerous affections. It is also used for tanning, giving a buff tinge to leather, and is added to arrack during manufacture to modify the quality of the liquor. Last, but not least, a decoction of it, as well as of the pods, makes a very good native soap. From the bark of the tender twigs a coarse fiber is extracted that does well for ropes and rough paper, in the manufacture of which it is successfully employed in the Punjab. In Bengal the young fresh twigs are converted into tooth powder. The young thorny twigs serve for fences, while, as is pretty generally known, the leaves, seeds and green pods are of great value in hot seasons as food for cattle when other fodders fail. The green pods yield a fairly good ink as well as a dye. Such are some of the economic purposes to which the babool tree can be turned, and although these uses are not being pointed out for the first time it may be well to enumerate them again.—Capitol, Calcutta.

Keeps His Eye on the Gun.

An unappreciative employer is certainly discouraging, but as the intelligent clerk realizes that his own interest is bound up for the time with that of his employer, he does not falter but keeps his eye on the gun.—The Ad-Writer.

Dr. David Kennedy's NEW MEDICINES.

CALCURA SOLVENT.....	Per Dozen
CALCURA PLASTERS.....	\$4.00
CALCURA PILLS.....	2.00
EPIDERM SOAP.....	2.00
EXEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Herculine).....	5.00
COUGHLINE SYRUP.....	4.00
REDECURA OIL.....	4.00
OCULINE BALM.....	2.00

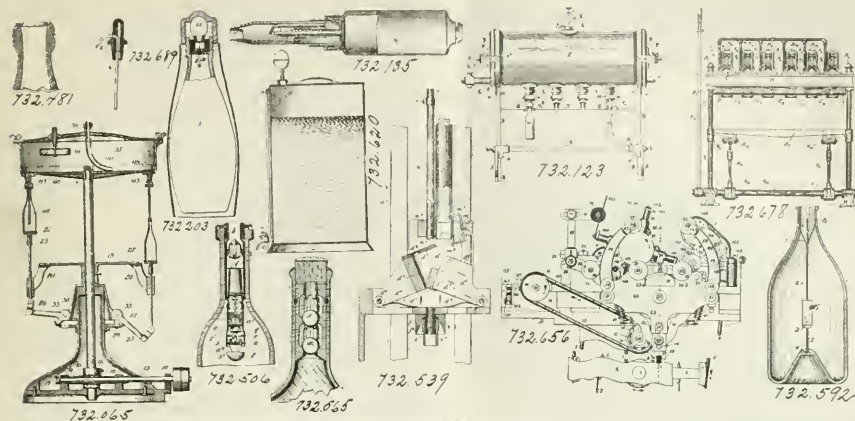
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CALCURA CO.,

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued June 30, 1903.

- 732,038.—Woodbridge H. Birchmore, Brooklyn, N. Y., assignor of one-half to Clarkson A. Collins, New York, N. Y. Siphon bottle.
- 732,065.—Nicholas Glab, Dubuque, Iowa, assignor to Frank C. H. Strasburger, Chicago, Ill. Bottle-filling machine.
- 732,123.—Adolph Schneider, Chicago, Ill. Bottling-machine.
- 732,135.—Charles A. Tatum, New York, N. Y., assignor to Whitall-Tatum Company, New York, N. Y., a Corporation of New Jersey. Atomizer.
- 732,203.—George A. Lowry, Boston, Mass. Apparatus for charging fluids or the like with carbonic-acid or other gas.
- 732,323.—Albert H. Stone, Boston, Mass. Depilatory and process of making it.
- 732,481.—William C. Wiederseim, Philadelphia, Pa. Bottle sealing device.
- 732,506.—Leon F. Bizouarne and Emile Kugler, Paris, France. Non-refillable Bottle.
- 732,539.—Samuel Fyfe, Birmingham, England. Filling, corking and labeling bottles.
- 732,565.—George H. Klemm, Fowler, Colo. Insertible closure for liquid receptacles.
- 732,592.—Horace V. Scott, San Francisco, Cal. Re-filled bottle detector.
- 732,620.—Joseph A. Hankley, Anadarko, Okla. Drug-gist's dispensing oil-can.
- 732,656.—John F. Schneider, New York, N. Y. Bottle-tin-foiling machine.
- 732,678.—Eliot E. Ford, Rahway, N. J. Bottling apparatus.
- 732,689.—Frank A. Liftchild, Brooklyn, N. Y. Medicine-dropper.
- 40,673.—Medicine to prevent seasickness. W. Fred. Steinmetz Co., Philadelphia, Pa. The words "Unpleznt Kumpnee."
- 40,674.—Medicine for cure of nervous diseases. Lucius R. Williams, Chicago, Ill., and New York, N. Y. The representation of an ideal head, etc.
- 40,675.—Remedies for kidney diseases in tablet form. Wells & Richardson Co., Burlington, Vt. The representation of a circular field inclosing a boy astride a dolphin, the boy holding a streamer in his hand.
- 40,676.—Uric acid remedy. Leonard S. Nicholson, Washington, D. C. The word "Le Nard."
- 40,677.—Remedy for certain named diseases. Isidore L. Rosendorf, Selma, Ala. The word "Dys-sinxoa."
- 40,678.—Remedy for certain named venereal diseases. Henry W. Dicker, Cleveland, Ohio.
- 40,679.—Remedies for diseases of the skin and scalp. Alonzo Frank Richardson, New York, N. Y. The word "Zemacream."
- 40,680.—Remedy for stomachic disturbances. Kalle & Company, Beibrich-on-the-Rhine, Germany, and New York. The word "Bismontoid."
- 40,681.—Cod-liver oil. Peder Devold, Aalesund, Norway. The letters "P. D." inclosed in a rectangular border.
- 40,682.—Wash for tender or sore feet. William J. Govan, Atlanta, Ga. The representation of a human foot and leg extending through a crown.
- 40,683.—Hair-tonics. Mattie Elizabeth Ellis, Curve, Tenn. The representation of a full face picture of a woman, etc.
- 40,684.—Liquid extract of smoke. Hiisom Remedy Company, Lincoln, Neb. The hyphenated word "Py-ro."
- 40,685.—Tooth-wash, tooth powder and tooth paste. Eugene B. Morris, Paris, Tex. The word "Arbutol."

DESIGNS.

Registered June 30, 1903.

- 36,395.—Bottle. Jules Farnan, New York, N. Y. Claim the ornamental design for a bottle substantially as shown.
- 36,397.—Water-bag. Edward Ellsworth Menges, New Haven, Conn., assignor to the Seamless Rubber Company, New Haven, Conn. Claim—the ornamental design for a water-bag as shown.

TRADE-MARKS.

Registered June 30, 1903.

- 40,671.—Veterinary medicines to be used internally. George R. Bigler, Springfield, Ill. The word "Monarch."
- 40,672.—Antiseptic fluid for internal and external use. Mullhens & Kropff, New York, N. Y. The word "Resistine."
- Registered June 30, 1903.
- 10,141.—Title: "Pratt's White Mountain Spruce Pine, Tolu and Honey" (for medicine). The Royal Queen Remedy Company, Binghamton, N. Y.
- 10,142.—Title: "Dr. Boston's Catarrh Cream" (for medicine). Louis P. A. Dorion, Haverhill, Mass.
- 10,143.—Title: "Dr. Yacutzer's Cook-sure Remedies Always Cure." (For a medicine). Ignatz J. Rigelhaupt, Philadelphia, Pa.
- 10,144.—Title: "Mam's Vegetable Canker Cure." (For a medicine). Thos. Dyer, Providence, R. I.
- 10,145.—Title: "Sugar of Milk." (For infant food). Lehn & Pink, New York, N. Y.
- 10,146.—Title: "Face Base Elmire." (For skin-food and massage-cream). Laura G. Fixen, Chicago, Ill.

LABELS.



MARK ADVANCE IN SANTONINE.

York, July 7.—Dealers report a fair average demand with small lots to meet current needs receiving the larger share of attention. Prices have fluctuated within narrow limits, an advance of 25c. per lb. in manufacturers' quotations for santonine being the principal exception.

OPIMUM.—Primary markets have developed a stronger undertone owing to reports of heavy rains in growing districts, and the import cost is fully 5c. per lb. higher, but jobbers are still quoting \$3.25/3.40 for 9 per cent. and \$3.35/3.50 for 11 per cent. Powdered continues to move slowly in small lots at \$4.25/4.50 for 13 per cent., \$4.75/4.90 for 16 per cent. and \$4.80/4.90 for granulated.

MORPHINE.—The movement into consuming countries continues of a satisfactory character and quotations are well sustained at \$2.50/2.60 for eighth in ounce boxes, \$2.45/2.55 in 2 1/2-oz. boxes, \$2.25/2.35 in ounce vials, and \$2.20/2.30 in 5-oz. cans, as to brand and quality, less the usual rebate on large purchases.

QUININE.—There has been no improvement in demand and the market remains quiet in the absence of new features, with quotations nominally steady at 23/60 per cent. for bulk in 100-oz. tins, 23 1/2/24 1/2, in 50-oz. tins, 23 1/2/24 1/2, in 25-oz. tins, 25 1/2/26 1/2, in 15 or 10-oz. tins and 30/31/32 per cent. in ounce vials, according to brand and quality.

SANTONINE.—Owing to scarcity and higher cost of raw material manufacturers' prices are 25c. per lb. higher and the revised jobbing quotations are \$8.00/8.25 per lb. for crystals and \$8.25/8.45 for powdered. The former in ounces is held at 60/61/62c. and the latter 62/63/64c.

CHINESE BONE.—Keen competition among importers has weakened the market and jobbers have reduced quotations to 21/62/28c. for whole and 28/63/32c. for powdered.

GUM GUAIAC.—Values are a shade easier with softness in a jobbing way at 28/63/33c. for good, 33/64/38c. for extra select and 28/64/35c. for powdered select.

SARAPARILLA.—Mexican is in reduced supply and firmer with jobbing quotations advanced to 21/62/26c. for whole; 23/62/28c. for cut or crushed and 25/64/31c. for powdered.

SENEGA ROOT.—Prices are still tending toward a lower basis and quotations show a further decline to \$1.00/1.10 for whole and \$1.06/1.20 for powdered.

PEPPERMINT.—Slow trading and weaker primary markets have caused a decline in local jobbing quotations to \$3.20/3.35 for Western, \$3.45/3.70 for Wayne Co. and \$3.10/3.35 for either redistilled or H. G. 11.

PENNSYLVANIA.—Supplies are offered more freely and jobbing quotations have been reduced to \$1.60/1.75.

ROSE.—Crop reports from Turkey continue favorably to a liberal yield and jobbing prices show a decline to \$5.00/5.25 for Kissanlik and \$6.00/6.25 for extra.

WORMWOOD.—Jobbers have further reduced their quotations to \$5.00/5.25 for ordinary and \$5.75/6.00 for best.

CANADA SNAKE ROOT.—Owing to lack of demand the market is easier and jobbing quotations have been reduced to 70/65/70c. per ounce.
TARTAR PREPARATIONS.—Continued strong markets are reported for all descriptions and the ruling quotations are 21/62/21 1/2c. for sal Rochelle in lbs., 22/64/22 1/2c. in 50 lb. boxes and 25/64/26c. for best, 17 1/2/61/62c. for best mixture in lbs., 19 1/2/62/63c. in 50 lb. boxes and 20/62/21c. for best. Tartar emetic is held at 32/63/35c. for powdered.

WHITE LEAD.—Quotations for either dry or in oil have been reduced to 74/75c. in kegs and 64/66c. for extra. Prices are quoted for red lead and litharge.

SHELLS PIPERINE.—The market is slightly firmer and jobbers have advanced quotations to 54/64/65c. for best and 60/61/62c. for smaller quantities.

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In the Front Row.

Every druggist in the country undoubtedly has a good sale for Effervescent Lullin Tablets, and when speaking of good ones that are the perfection of manufacture and therapeutic effect, always mention those made by Wm. R. Warner & Co., their tablets give absolute satisfaction to the prescriber, dealer and patient, and may always be found in the front row on the shelves of all the first class drug stores.

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ASAFOETIDA, INSECT FLOWERS, SAGE,
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Manufacturing Chemists, Importers and Grocers, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

Is pharmacy a business or a profession?

The highly educated pharmacist who tries to conduct a store without a knowledge of business details will inevitably fail.

In the same way will a business man who tries to run a pharmacy without some knowledge of the profession inevitably come to grief.

Speculation as to the relative values of the two classes of knowledge is useless—both are necessary.

There are good business men who make poor pharmacists, and good pharmacists who make poor business men.

If you belong to the latter class, we feel sorry for you, if to the former there is a remedy, The Era Course in Pharmacy.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y., for a prospectus.



THE ERA AND THE NATIONAL BUREAU OF FOODS AND MEDICINES.

Last week we printed a letter from Prof. H. H. Rusby in which he disapproves of the views expressed in these columns on the proposed National Bureau of Foods and Medicines. The communication unfortunately arrived too late for comment in the same issue, and we take this occasion to defend our position. Our esteemed correspondent seems to have gathered from our remarks that our chief objection to the proposed bureau was the impracticability of the outlined plan of operation; and he hints that our deductions are based upon insufficient information, that if we had given the subject proper study all doubts would have disappeared. We admit that we have not mastered all of the immense number of details given in the report, but it seemed to us unnecessary to discuss methods of operation while it seemed so extremely unlikely that the committee or board would ever have anything to operate upon. No doubt the plan of conducting the bureau has been carefully prepared, and might be, or at least with some modification, might be made effective; but before the best of plans can be useful, it must have work to do. The discussion of the best method of preparing a rabbit stew seems somewhat profitless while the conditions are such that in order to make this savory dish it is first necessary to catch your rabbit. It is in the way the gentlemen of the committee have set to work to catch their rabbit that we have found the greatest weakness. They seem to have taken it for granted that this astute animal, so extremely necessary to the success of their plan, would voluntarily walk into the pot.

WHY THE MANUFACTURER IS WARY.

The main purpose of the proposed National Bureau of Foods and Medicines seems to be an excellent one. Many abuses have crept into the drug trade as the result of too keen competition between retail manufacturers, and the removal of these evils would be very welcome to the retail pharmacists, and would go far to restore the calling to its former dignity and attractiveness. But the abuses—some of them are only perversions of legitimate business policies—are practically all to be found in the manufacturing branch of the trade. The purpose of the movement is frankly to regulate the affairs of the manufacturer who is ex-

posed to submit voluntarily to such regulation. It is, therefore, obvious that the scheme must be made acceptable to him or all the beautifully wrought plans are destined to remain permanently idle. The inducement in the form of a certificate seems to have no attraction whatever for the manufacturer, and in reliance is left to give up his freedom and independence in the use of his carefully devised weapons of trade? Have the learned gentlemen who prepared the report the assurance of even one manufacturer that he is prepared to cooperate with them in their laudable efforts? One of the most powerful and reputable manufacturing firms in America, one that has done much for the development of scientific pharmacy, and one whose products are prepared with the most scrupulous care, has expressed to the Era the most vehement disapproval of the bureau plan. If the reputable firms are unwilling, what can we expect of their less scrupulous rivals who slave a profit from low-priced and inferior materials? Prof. Rusby states that the last pure food and drug bill was defeated by a most powerful lobby. Are the forces behind this lobby likely to sit calmly by while the very control to which they have raised such vigorous opposition is brought about by moral suasion? The interests of this powerful and important element all seem to lie on the other side of the fence.

ONE OR TWO SERIOUS OBJECTIONS.

On the objects of the bureau is to create uniformity of standards and preparations, so that the druggist will not be obliged to keep in stock similar products of a dozen or more manufacturers. Have the members of the committee ever inquired why there are so many different kinds of elixirs, tonic extracts and cathartic pills on the market? It is to the commercial advantage of the manufacturer to make his preparations different from all others in order that they may possess a real or assumed superiority, the text of all advertising literature. Can any firm afford to give up the advantage, the very motive power of his business, without a lively struggle? The bureau is also expected to bring about, at one glorious sweep, the publication of all secret formulas, "a consummation devoutly to be wished," but also a consummation that will be resisted even unto the last million of the proprietary men. These are only samples of the many obstacles which to us seem to be insuperable, and which must be overcome by the national bureau committee before any plans and details need be seriously considered.

RIGHTS OF ASSOCIATIONS TO CONTROL PRICE. ANOTHER DECISION

Courts and judges are still having trouble—or is it fun?—with the principle of controlling prices by means of association agreements to withhold goods. Have the associations the right to compel individual dealers to respect their wishes by interfering with commercial sources of supply? This is a question upon which there seem to be as many opinions as lawyers. There have been many famous cases involving this principle during the last two years, and as many conflicting decisions. The point at issue is an important one to the drug trade, for it is the foundation stone in the tripartite plan to bear to the hearts of the stal-

warts in the N. A. R. D. The cut-off principle has had its victories in the courts, notably in the famous Park case and more recently in the case of R. H. Macy & Co., and the book publishers association, but there have also been numerous defeats, and it seems now that the principle will have to be abandoned, at least as a practical working basis of price-control. During the past week the Appellate Division of the Supreme Court has reversed the decision in the Macy case, which was hailed with a joy by the associations only a few weeks ago. The latest opinions hold that the association has no right to restrain retailers from selling a manufactured article at a price which they see fit. The court declared that the associated booksellers in preventing the department store firm from obtaining supplies acted under an agreement which is against public policy and is illegal and void. The decision is not unanimous, the court being divided three to two, but it is sufficiently definite to very seriously impair the usefulness of the principle. A plan that can be enforced only in the face of tedious and expensive litigation, the outcome being moreover extremely uncertain, leaves much to be desired. We doubt whether the N. A. R. D. at its next annual convention will reaffirm its faith in the tripartite plan. It seems probable that more of the association's energies will be devoted to extending the direct contract plan, which has never been successfully assailed in the courts. The pity is that this could not have been done two or three years ago while the trade was still in a hopeful and experimental mood.

IS IT TRUE THAT THE AVERAGE DRUGGIST IS "SMALL POTATOES."

The remark the Philadelphia wholesale druggist quoted in last week's Era is worthy of a moment's reflection. He said that the trouble with the retail druggists is that they have been educated with a grain weight. He accused them of narrowness and advised them to widen their horizon. Now, we do not in the least agree with this gentleman about the incidents which called forth his display of very evident ill-will, nor do we believe that druggists are, as a rule, small-minded, but is there not just a grain of truth in the remark? Are not nearly all the difficulties and differences and heart-burnings and recriminations which mark the proceedings of so many local druggists' associations due directly to narrowness of vision? A speaker at a meeting in England recently discussed the business difficulties of the pharmacist and analyzed some of the causes. He said that the professional duties of the dispenser, in which small accuracies were essential, tended to limit the field of vision. He considered it highly necessary for the pharmacist to cultivate the ability to take a comprehensive view of things, for a broad grasp of conditions is essential to business success. The life of the American druggist is very different from that of the British chemist, and we also know that many of our most thoroughly informed and liberal minded citizens are retail pharmacists. But when we contemplate the small bickerings about dues and the narrow distrust of others that so often hinders the wheels of progress we are also tempted to say "Hold up your head and look beyond!"

SHOP TALK

VACATION WEATHER.

"Sizzling! And its only nine o'clock."

The C. P. Dropped into a chair, removed his wide straw hat and mopped the shining dome which is his chief pride and ornament.

"Keep cool!" said the druggist. "It's only begun yet. You mustn't mind a little spell like this."

"How about a vacation about this time?" suggested the clerk.

"Theoretically I don't take much stock in vacations" said the sage. "But this hot weather—I don't know. The weather ought not to influence a man's thoughts, at least if they are logical and have a sound basis—somehow things look a bit different now. I figured it out in the cool brisk weather of early spring. I may have to change my mind. I'm open to conviction—yes, quite open."

"Made up your mind that vacations are all foolishness, eh?"

"Not quite that! I figured out that this talk about the absolute need of vacations is all bosh, and what people are after is pleasure, that's all. I don't blame a man for taking his pleasure. It's what we are all after in this world, but to say he needs a rest—I don't know!"

"It may be overdone, but there is something in it. Some men do work hard enough to need a rest."

"Mighty few! And those that need it seldom get it. Why is it that the man who works the shortest hours, gets the longest vacations. The Wall Street magnate goes to work at eleven and quits at three and takes all summer off, while the foreigner with a pick digs in the street every day if he finds it to do, and is on good terms with his stomach at that."

"But, they are different."

"Why, different? It seems to me that about nine men out of ten draw so slightly on their energies in their daily work, that their machinery is only barely kept limbered up. Why give the rust an extra chance to get in its work? Take the thousands of clerks in the city. Do you mean to say that they are in danger of wearing out?"

"Huh! It's easy for you to talk," snorted the clerk. "What do you know about a clerk's need of rest?"

The druggist laughed. "They don't go away to rest. They come back all petered out, and aren't good for much for a week afterward."

"I'm not saying that the average clerk shouldn't have a vacation, but his needing it—that is another matter."

"Do you think we don't enjoy a little letting down of the fiddle-strings as well as anybody?" retorted Charley. "Are you going to keep all the good things for the old codgers like yourself, who have forgotten how it feels to buckle down to it day in day out? What do you know about getting down to the store on the minute every blessed day? This being always in harness is enough to kill—"

"Ah! The harness. That's it, is it? It's freedom you want. Freedom is sweet, very sweet—but is it necessary?"

"Don't ask me," said the druggist. "I haven't had any experience for so long. The only vacation I get is a day or two snatched here and there. But freedom from care! No, I don't know what that is. But don't you think you enjoy that more than we do?"

"Perhaps! But don't dodge the question. Is it necessary? In my day we didn't think of an outing at regular stated intervals, and people lived about as long too and did quite as much work. There are lots of people who still thrive in the same old way. Do you know what our friend, P. W. Ray, the veteran druggist of Brooklyn, says?"

"Is he thinking of a vacation?"

"He says that he wouldn't have lived to be eighty-seven, if he had taken a vacation every year. He says people only go off to the mountains to worry about things that would settle themselves at home."

The clerk looked disgusted and remarked: "He missed lots of fun."

"Don't be too sure of that! You see, he might not care for the sort of fun that you like. Some men are interested in their business and feel uncomfortable away from home. Fixed habits are the most comfortable in the long run. A pleasant monotony—"

"You mean that it is comfortable to get into a rut and stay there?"

"Yes, a well-worn rut is a mighty comfortable institution."

"And mighty deadening," said the clerk. "Deliver me from such a life as that! I want something more than comfort."

"Oh, I don't approve of too much monotony and contentment. Ambition is a sort of discontent, you know, and if a boy becomes contented and comfortable too early in life, he doesn't rise very high. The trouble with most young fellows is that their ambition runs too much to vacations and not enough to business, and this everlasting talk about working too hard gives them an excuse to play lazy."

"What do you mean by 'playing lazy'?"

"Well, call it playing tired if you want to. Billy Smith is a case in point. Old man Smith has tended store every day for years. Mrs. Smith, like most wives and mothers, never had a day off and never expects to get one. That cub, Billy has been pampered and petted until he thinks he deserves all the soft things. But the world isn't built that way. Billy struck his first snag when he tried to get through college by touching only the soft spots. His mother said the professors were down on her poor boy. Then he decided to be a business man—education didn't amount to much anyhow. The old gentleman got him a job, but his jobs don't seem to stay got. For the last six months Smith, Sr., has been chasing jobs pretty regularly. A few weeks ago he told me he finally had the boy well placed—a place where they appreciated ability, and a bright boy could rise."

"Any vacation?"

"I saw Billy last night. He said he was going up to some place in Nova Scotia. 'Got a job there?' said I. He looked tired and said, no, he was all run down; he was going to take a good long rest."

"What did his parents say?"

"They are plugging along as usual, trying to give the darling a chance. There is mighty little prospect for a vacation in that direction."

"Old people don't need a rest so much," ventured the clerk.

"Young man!" blazed the C. P., "when you get old, you will think you need rest all the time. If you need two weeks, your mother needs two years. The selfishness of the modern youngster is something outrageous!"

"Say!" whispered Jimmy, the errand boy. "Don't you want to cool off some. You get de boss to let me off, an' I'll show you de peachiest swimmin' place—"

"Look at that! There is the whole thing in a nutshell. The small boy likes to quit work to go fishing or swimming and he doesn't put up any bluff. He says he wants to go, and is willing to run a mile on a day like this to get into the swimming-hole first. He doesn't pretend to need a rest. Older people want to go on a vacation for pretty much the same reason, only they are not quite so honest about it. They put

up a bluff about being run down and needing a rest."

"Don't you think swimmin' ain't no good?" inquired Jimmy.

"Don't! Look here, Junny! I'd give just about all I've got to be a boy something like you and within two miles of that old swimming-hole. I shouldn't mind the loss of a few square inches of skin on the old raft ether, nor the nettles, nor the thistles, nor the mosquitoes!"

"Better go camping with me," said the clerk.

"When?"

"Second week in August."

"Too late! I'm going tomorrow morning."

"What?" said the druggist. "Do you need a rest?"

"Who said 'rest'? I'm going for fun."

WHEN A MAN'S HAIR TURNS GRAY.

An uptown pharmacist and officer of one of the local pharmaceutical associations had a hair-bleaching experience a few months ago that he never will forget.

It was while blackmailing schemes were rife and after many druggists had been made to suffer for real or alleged mistakes. Our friend was compounding a prescription in the early hours of the forenoon when the telephone bell rang.

"Hello, is this —'s pharmacy?" some one called. "Yes, sir."

"Well, this is Dr. ——. Did you refill two prescriptions for me yesterday?"

"I don't know, I did not myself. But I was out part of the day and my clerk may. Hold the wire a moment while I look."

The druggist was troubled. Doctors don't usually call up that way unless something is doing. He looked at his files, and, sure enough, the refills were there. He hastened back to the phone.

"Hello, Doctor. Yes, your prescriptions are here." "Well, you sent morphine instead of calomel tablets, and the child is dying."

"My God, Doctor, it is impossible. It can't be! The morphine is in another part of the store in the poison closet. That door can't be opened without a gong ringing. No clerk could possibly be stupid enough to make that mistake. I must see you, Doctor. I'll come right over!"

"Can't see me until three o'clock; I'm going out. If the child gets any worse I'll put the case in the coroner's hands."

The doctor rang off.

"I felt my hair going gray" said the druggist. "I turned the city upside down. Every friend I knew I called up imploring some means of help. I saw the bars of prison. When a policeman passed I dodged out of sight. Then I locked the store and started for the doctor's office. It was only twelve and he said he would be out until three.

"I got the doctor's route and rushed from place to place after him and had two friends trying to head him off. But I could not find him.

"Before three I was back at the office. He had just come in and several patients were waiting in the reception room.

"You'll have to take your turn," he said to me.

"I won't!" I shouted. And I grabbed him with both hands by the collar and thrust him back into his office and slammed the door.

"He thought I was crazy.

"Doctor that mistake was impossible. Is the child dead? My God —"

"What child?"

"Why, the one you said I gave morphine for —"

"I don't know anything about morphine nor about your child."

"I collapsed. 'For the love of Heaven!' Then it dawned on me.

"It was the first of April.

"I went rapturous with joy. The first fellow I met, a drug clerk, I began telling my awful case. I had hardly started when I noticed he was convulsed with laughter. For the second time that day something dawned on me.

"I gave that clerk the worst pounding a man ever got in his life. To this day I wonder that I did not kill him. He had dropped in the day before to see my clerk and, finding him rushed, had helped him out by refilling those two prescriptions."

A CHAPTER ON DOCTORS.

An up-town pharmacist does not like doctors. To use his expression, he "chases them all out of the store."

"I don't mean to say," he explained, "that I have no friends among the doctors. But I do not bow and scrape and prostrate myself before them. They are no 'sacred cow' to me.

"I have fought for months, tooth and nail, with some doctors. Why? Because not only are they always borrowing articles from my stock, which they never return, but they have taken them without so much as asking leave; they are in the way, puttering around in the prescription department, peering into this and that, barely excepting the till; they continually harp on commissions, and, worse than all else to a man of independence, they gloat in reminding you that you couldn't get along without their assistance. When a doctor intimates anything of that sort, just once, out he goes if I have to throw him out.

"One chap where I used to have a store began telling me how to conduct my business one day. I didn't agree with him, whereupon, like many people in argument, he became abusive. He told me that I would starve if it wasn't for him. I told him to get out and stay out or I would break his head. He replied that he would ruin me and I retorted to 'go ahead,' that for every customer I lost he would lose three patients.

"Well, we fought for a year and he was sorry before I got through with him. He didn't succeed in hurting me appreciably but I smashed his practice.

"If a doctor is a gentleman, I want his friendship, but if he is a grafter or a boaster then he had better keep away from this store."

WHERE SOME OF THE REVENUE GOES.

"Importers of drugs and jobbing houses are constantly the victims of thieves," said an employe of one of the big New York wholesale firms whose duties are largely those of a detective or special agent. "It is a fact," he continued, "that many firms have regular losses every year that often reach considerable of an aggregate.

"The most frequent leaks occur while imported goods are in bond." An instance was cited in which two of the large firms each lost several thousand dollars' worth of opium about eight years ago. "Our firm lost sixty ounces of cocaine only a short time ago. The thief, an employe, was caught. Cocaine and opium are stolen very often because they are so costly that a pocket full is worth quite a figure. Ginseng is another article that is lost every day. This usually occurs in some express office. Truck drivers are frequently not above suspicion, and especially those who have been discharged."

A Brooklyn department store allows \$10,000 annually to cover losses by theft. It is asserted that these unwelcome customers have a habit of returning the goods the next day and exchanging them for cash or other articles.



"Outside Application"



Dr. Snyder's Handsome Pharmacy at Lewisburg, W. Va.

This is the Lewisburg drug store, Lewisburg, W. Va., one of the handsomest and best stocked in the South. The furniture is cherry, richly carved, with mahogany finish. The wall cases have sliding glass door, the floor cases French bevel plate mirrors and the ceiling is of steel. The main part is 28x70 feet with prescription and office rooms in the rear.

An onyx fountain and marble counter add beauty

and help to advertise. Alongside the main room is a room for stock, specially manufacturing and paint, oil, glass and chinaware display. A big cellar gives more room.

Lewisburg is the county seat of Greenbrier county, rich in farms and lumber. The store's success is attributed to fair dealing. The second figure on the left in the picture is H. Harry O. Snyder, M. D., proprietor and manager.

ELECTROLYTIC DETERMINATION OF ARSENIC.

At a recent meeting of the Chemical Society in London Dr. Thorpe described the method for determining arsenic in brewing materials adopted by a committee appointed for the purpose of devising a process more satisfactory than the old Marsh test with zinc and sulphuric acid. The use of zinc possesses many well-known disadvantages. Even when pure zinc can be employed the results are not entirely satisfactory, as some zinc does not yield all of the arsenic in gaseous form. In order to avoid the use of zinc an electrolytic method was proposed some time ago and developed by Bloxam. At the suggestion of Lord Kelvin the committee has studied and modified Bloxam's method and has devised a process which is believed to be entirely satisfactory. The apparatus consists of an inner bottomless glass vessel provided with a thistle tube and a large conical platinum electrode. This is placed inside a thin porous vessel, which in turn is surrounded by a glass beaker, through the walls of which a platinum electrode which surrounds the porous vessel is fixed. The whole is surrounded by water or ice to prevent a rise in temperature. Pure sulphuric acid is placed in the inner vessel and a moderate electric current applied in such a direction that hydrogen is liberated from the inner electrode. When the air has been driven out of the apparatus the jet of hydrogen passing through a tube of standard diameter is lighted and the solution to be tested added through the thistle tube. Arsenous hydride is liberated if arsenic is present and a mirror is obtained by heating a

portion of the tube in the regular way. The whole operation can be completed in about twenty minutes. The test is of great delicacy, one part of arsenic being detected in two and one-half million parts of material.

OIL OF TUBEROSE FLOWERS.

A. Hesse (Berichte) shows that the essential oil of tuberoses flowers undergoes considerable change in the process of extraction. The perfume of the flowers is extracted on the industrial scale by a process known as enfleurage. The blossoms are spread upon glass plates, covered with fat and allowed to remain for three days. After having been employed in this way from 30 to 36 times the fat is saturated with the essential oil. The author has compared the oil extracted from fresh flowers and that obtained by the enfleurage process, and finds that the treatment with fat develops the perfume in a marked degree. The fresh flowers when extracted directly yielded only a small fraction of the quantity of oil obtained by enfleurage. The oil from the flowers contained only 1.13 per cent. of methyl anthranilate while the oil produced by the ordinary process yielded 5 per cent. of that ester, showing an increase to 56 times the amount contained in the flowers before treatment.

Artificial Bird Lime.

Resin, yellow.....	70 parts
Linseed oil.....	30 parts
Dissolve with heat.	



"Off for the Jordan,"
Street Scene in Jerusalem.

JERUSALEM.

Pharmacy in the Holy Land.—Jews Predominate in Profession and Population, But there are Scores of Other Nationalities, and All are Picturesque.

MONOTONOUS drouth and semi-isolation is always made bearable by the picturesque in Jerusalem and the pharmacist in that holy city has much to be thankful for in the cosmopolitan character of his associates and patrons, relieving as it does the tediousness.

Less emphatically is New York cosmopolitan here, excepting some of the Chinese and an occasional Oriental, drab sameness of attire merges people in two classes, light and dark.

In Jerusalem a curb gathering of twelve persons may contain twelve nationalities and as many costumes. Jews predominate, furnishing about 70 per cent of the population. Turks are next in numbers and then come Greeks, Arabs, French, German, Spanish, Italian, English, American and dozens of other people, every one religiously garbed in tradition of his nation and tribe—tight or flowing, somber or flamboyant.

Pharmacists are mixed in about the same proportion as the patients, one being Arabian, seven Turkish and Grecian and the rest Jewish. Besides these, every leading country except the United States has a hospital with its dispensary.

There is not a whole lot of money in running a Jerusalem drug store. The poor get their medicine free at the dispensaries, the Turks yield to new such as the Arabs or Bohemians to none at all. Your only hope is Sir Turk if allowed to you regularly dose him with quinine. When the Bohemian wanderer at the doors takes to the sick bed he expeditiously dies and his place with it. With the substantial proportion of the population eliminated as far as drug store patronage is concerned the part left is hooked either by an overwhelming number of drugs.

Prescription trade is small. Your Jerusalemite is likely to know or to think he knows what he wants when he is ill and he gets it and keeps it in store as our grandmothers did catnip and mullein. Quinine is the staple, every child knows it and knows when he needs it. Twenty grains are often taken at one dose so accustomed has its use become. Likely as not a customer will ask for a cent's worth of quinine or a half cent's worth of castor oil. Drugs are very cheap and come from France and Germany. Druggists have no taxes to pay.

Professional instincts are as insurmountable as the wall of Jerusalem was designed to be. It is drugs—nothing else. German and French pharmacopoeias are used. There are no pharmacy laws and poisons are never demanded for suicidal purposes. Inspectors are unknown quantities.

Authority to practice comes from the Turkish Government and is vested in a diploma granted after a two years' course at the college at Constantinople or its branch, the Beirut college. Foreign diplomas must be signed by the faculty of the main college. With intermissions of ten minutes every hour school keeps from seven in the morning to six in the evening every day in the week except Saturday.

Jerusalem pharmacists are the best versed in the languages of any in the world. Every customer rings the changes in speech, Spanish, Arabic, German, French, Turkish, Greek, Italian and English are acquired by the pharmacist as a matter of course, and smatterings of less prevalent tongues.

One of the most prominent and at the same time most interesting old Jerusalem families is that of Rosenthal. It left Germany for the Holy Land 120 years ago. The older generations were jewelers, and the younger druggists. America is the new home of this family. Julius and Salomon Rosenthal had a pharmacy at 23 avenue D which is now owned by Salomon, Julius designing to become an M. D.

These men are full of reminiscences of the Holy Land. To them it was always a well-spring of interest and to it they owe their splendid linguistic abilities.

Their father was a friend of the Prince of Wales



Dispensary of Hospital near Jerusalem.
Julius Rosenthal is Seen Behind the Counter Filling a Prescription.

before he became king and while he was a visitor for some time at Jerusalem. Their grandfather, the rabbi of Jerusalem, was a correspondent of the Prince's. It was in Jerusalem that the Prince secured a pass from the powers at Constantinople to visit the tombs



Solomon Rosenthal in Bedouin Costume.

of the Fathers, where lie Abraham and Sarah, Jacob and Leah and Isaac and Rebecca. The Prince walked around in the mosque which the Turks have erected on Hebron, the site of the tombs, and enjoyed himself immensely. When he was ready to go out he was blandly informed that his pass was only good to get in, not to get out, and he would have to stay in. It took a message to Constantinople to secure his release.

Julius Rosenthal is shown in a picture of the Jaffa hospital dispensary, where he was manager. The teaching of English to Germans in a language school in Jerusalem is one of this young man's past experiences.

PRACTICAL FORMULAS FOR SYRUPS.

By GEORGE A. MATTHEWS, Buffalo, N. Y.

FROM time to time numerous comments have appeared on the manufacturing of syrups and it seems that druggists experience considerable trouble in making them. It has been found that a simple syrup prepared from the U. S. P. formula, with heat, does not keep for a long time, while one prepared by the cold process will keep indefinitely. Following are given a few pointers to those in need of them. The writer has carefully tried all methods, but has met with splendid success with these.

Simple Syrup.

Take of refined, granulated sugar, 14 lbs., distilled water, one gallon. Select a small sponge, one of the cheap variety, ordinarily sold as slate sponges will do, provided it be conical-shaped and has small pores. (I would suggest that you select several from your stock and put them aside for percolation. They can be thoroughly washed after using, laid away in a dry place and used repeatedly.) Wet the sponge well, being careful to squeeze out any excess of water. Place it snugly into the neck of percolator, and holding the percolator in an upright position, pour in the sugar, tapping the sides of the percolator gently with the hand to get the sugar evenly distributed. Place the percolator in position and pour on the distilled water. If the flow be too rapid it can be regulated by reaching up into the neck of jar with a long pair of tweezers and pulling the sponge down until the flow is graduated. Return the first filtered portions to the percolator until the fluid shows clear. Add enough distilled water to dissolve the sugar, bringing the volume up to 2 gallons.

By using distilled water and following these directions, the product will be a nice, heavy syrup, which will keep indefinitely under ordinary temperature. To produce a perfect preparation of

Aromatic Syrup of Rhubarb.

Aromatic fluid extract of rhubarb, 3 ounces
Distilled water, enough to make, 2 pints
Carbonate of magnesium,4 drams

Mix and let stand about 12 hours, occasionally agitating, and filter, adding distilled water through the

filter to make filtrate measure 1 pint. Now proceed as in the formula for simple syrup, placing the dampened sponge in the percolator neck. Put in granulated sugar 3½ pounds. Pour on the filtrate and return the first half pint to percolator, adding distilled water to bring up to one-half gallon.

The above will produce an elegant syrup, which does not become cloudy on standing.

Syrup of Licorice.

Powdered extract of licorice, ʒviii
Glycerine ʒxvi
White sugar, ʒxxiv
Ammonia water, ʒiv
Distilled water, enough to make, ʒiv

In a mortar of convenient capacity rub the extract of licorice with the glycerine and one pint of distilled water. Add the ammonia, pour into an evaporating dish and place on a stove over a slow fire until the fumes of ammonia are driven off. Now add the sugar and bring to a boil, remove from fire and strain while hot. When cold add the flavor as follows:

Ess. anise, ʒss
Ess. caraway, ʒss
Ess. wintergreen, ʒss
Ess. coriander, ʒss

The essence of caraway oil is composed of oil of caraway, one-half dram, alcohol, enough to make one ounce. Essence of coriander is prepared by adding oil of coriander one-half dram to alcohol enough to make one ounce.

Syrup of Myrrh.

Any of the syrups can be prepared in this manner. Syrup of myrrh may be made as directed by the U. S. P. for syrup tolu.

Gum myrrh, ʒi
Calc. phosph precip, ʒi
Alcohol ʒi
Sugar ʒss
Water q. s., ʒi

Proceed as in the syrup of tolu formula, and use the percolator as in preceding formulas for dissolving the sugar.

الاصم برسبا

سولفات الكينا
صلاصت الكينا
اعل ١٠ صوب
كل ساعتين صوب
دافن

Prescription in Arabic.

One of the Languages the Polyglot Pharmacist of Jerusalem Uses in His Business.

Other Syrups.

There are many other syrups that the druggist will be called upon to prepare, for which he has no given formula. By using the requisite amount of fluid extract, distilled water and magnesia, and filtering as in the direction given for aromatic syrup of rhubarb by the percolator and sponge process, he will find that he will be delighted with the successful products. I favor distilled water for making all syrups, as it is absolutely pure, and there is not the slightest chance of the animal matter which common water contains decomposing and spoiling the syrups.

To Mask the Taste of Quinine.

There is quite a trick in getting a good syrup that will mask the taste of quinine sulphate. The majority of syrups prepared for that purpose are a sufficient disguise only when the dose of quinine is small, but if the drug is to be given in three to five grain doses, it is a difficult problem to mask the bitterness. Here is the formula for an aromatic syrup of yerba santa, with which I have the best of success and which will be found serviceable for quinine mixtures where no other vehicle is preferred.

Fluid extract of yerba santa.....	4 oz.
Solution of potassa.....	1 oz.
Oil of wintergreen.....	2 drams
Oil of cinnamon.....	2 drams
Fullers' earth.....	2 oz.
Caramel.....	4 drams
White sugar.....	28 oz.
Distilled water, enough to make.....	2 pints

Mix the fluid extract, solution of potassa, the oils of wintergreen and cinnamon and fullers' earth with one pint distilled water in a quart bottle and shake well. Allow to stand 24 hours with occasional agitation. Filter through a double filter, returning the filtrate until it runs clear and add enough distilled water for one pint. Place the sugar in a percolator as in the simple syrup formula and pour the filtrate on it, returning the first four to six ounces to the percolator until it becomes clear. Lastly, add enough distilled water to make two pints.

"THE PROPRIETARY PREPARATION."*

By H. W. RIETZKE, St. Paul.

The question with the retail pharmacists at the present day is: "How far will the prescribing of proprietary preparations extend?" Its growth is most alarming, and it behooves the pharmacist to bestir himself and maintain his position, or consider his pharmaceutical education wasted. To have his shelves filled with a lot of proprietary preparations of several manufacturers, even though there may be absolutely no difference in their therapeutic value, is certainly not to be looked upon with much gratification to him as a pharmacist, to say nothing about the loss of profit it may incur.

The physician will prescribe a proprietary preparation and specify some one's particular make to be dispensed in its original container. Several of our leading pharmacists in going over their prescription files during a month of the present year, found that the percentage of proprietary preparations was far greater than they had any idea of. From six different pharmacies in different sections of the city the percentage was 27, 32, 4, 5, 33, 1, 3, 33, 30, 4, 10, and 44. Part of these were from pharmacies where a great number of prescriptions were filled and part from the resident sections of the city. Think of it—at least one third of your profit going to the proprietary manufacturers. Is it not possible to show your physician that you can prepare a much better and fresher medicine for him at home than the preparation which he can obtain from foreign pharmaceutical manufacturers, and

which is possibly from one month to two or three years old?

Suppose we follow a proprietary preparation from its beginning to the patient. We will say that it is prepared in one of the eastern cities, the source of most of the proprietaries. From there to the jobber. (We take it for granted that it is fresh when it leaves the original house.) The jobber has it on his shelves all the way from one month to six months. If its sale is slow it may be as many years before it reaches the retailer for dispensing.

The retailer receives a prescription say for four ounces. He cannot buy less than a pound. He dispenses the four ounces, gets about one-half the original cost on this first prescription and then must trust to the persuasive eloquence of the representative of the house that manufactures this preparation to have more physicians prescribe it, and so dispose of the balance. Perhaps he will in a few days, but possibly the representative has just been through the city and done what they call "detailing the physicians." By this time along comes the representative of some other pharmaceutical house, with possibly a similar preparation, therapeutically I mean. His is prepared in some special manner, which makes it more elegant and palatable than the other, so he says.

He is going to detail the physicians and expects you to give him an order so as to be able to fill the prescriptions as they roll in. In the meantime the former preparation has been forgotten—till six months or a year—when along comes a representative of the first house, again to detail the physicians with the result that we may fill one or two prescriptions from this first bottle which was opened a year ago. Now what change may have taken place since it was first opened, only the chemist of the house that prepared it can tell. Does it contain sufficient preservative or has it lost its original physiological properties or become totally inert?

We mean no reflection on the physician, for this is the day of elegant preparations and the representatives of the pharmaceutical house usually couch their arguments in such forcible and eloquent language that one almost believes every word as gospel truth. Take, for instance, the many so-called "tonics" on the market. If the physicians were shown the great amount of alcohol they contain they would throw up their hands in astonishment. These "tonics" are prescribed the most and in quite large and often repeated doses.

Then consider the inconsistency of these pharmaceutical houses. In detailing the physician they are meek and humble, but insist that he specify their make, otherwise the meagre apothecary will substitute. This word "substitute" they hold over our heads as a sort of halo, under which they would make martyrs of themselves before the physician. But let them go to the meagre apothecary to display their wares and you will be astonished to see that they have prepared and offer for sale a substitute or imitation for every well-known proprietary preparation on the market. Really it is laughable. These poor men, so much abused, turn out to be the very consummation of substitutes. The less they have to say about substitution the better their chances in the next world.

It will not require much persuasive eloquence on the part of the pharmacist to show his physician that he would have a much better and fresher preparation dispensed for him, from his own prescription and he would obtain infinitely better results, than to be so very much at the mercy of the pharmaceutical house—as to the merits of his goods.

The proprietary man may say, "This would retard progress and stand investigation." The very fact of their being secret preparations shows very little spirit of philanthropy, and gives them no ground for argument. Let every retail pharmacist make it his individual effort to prepare his prescriptions in the most elegant manner possible, and if he can, suggest to his physician any way to have them pleasant to the taste do so.

*Read before the Minnesota State Pharmaceutical Association at New Ulm, June 17, 1903, and awarded first prize. (Mr. Rietzke was not aware that prizes had been offered in the competitive reading until after he had presented his contribution.)

The physician will thank him for the suggestion and assure him he would rather use his product. If through incompetency or indifference the pharmacist will not exert himself to so little effort he would better embark in some other vocation, for he certainly is no credit to the profession.

A FEW PRACTICAL SUGGESTIONS.*

By B. M. OVERTON.

THE following suggestions and devices, while not all original, have this in their favor, that I myself have used them and found them of practical value, and I, therefore, bring them to your notice in the hope that they may prove of some service to you:

The first thing of which I will speak is a scheme for filling the little two-ounce pomade bottles with witch hazel jelly, or preparations of a similar consistency and composition.

Take a gallon funnel and fit over the neck a piece of rubber hose about three inches long. Then get two corks which will fit into the hose, and bore a hole about one-half inch in diameter in each cork, fitting into one piece of cork a tin cylinder (the spout from a glycerine can works nicely). Now slip the cork, without the spout attached, into the hose, and then put in the cork with the spout. Where the two pieces of cork meet leave a space sufficient to admit a spatula through an incision. This acts as a valve to start or stop the flow of the contents of funnel.

Now cut a circular hole in a board large enough to hold the funnel securely, and adjust the height by means of two boxes at either end of the board, and you are ready to begin filling, which can be done rapidly without waste of material or soiling of the container.

A somewhat similar arrangement is very useful for filling such liquids as are put up in little containers, the necks of which are very small. Take a gallon or any size funnel desired, and fit into the neck a cork into which has been fitted a piece of glass tubing about one-fourth inch in diameter, slip a piece of rubber tubing about two feet long over the glass. Now use the same board as above to hold the funnel, and grasping the rubber tube between the thumb and forefinger, begin filling the vials, stopping or starting the flow of liquid by means of pressure on the tube. A clamp like those used on fountain syringes acts nicely to stop the flow of the liquid permanently.

The following system of labeling and marking stock is a great saver of time, and a wonderful help to one taking a position in a strange store:

Take the ordinary gummed tags, and upon them write the following items: Cost, per pound or pint; selling price, per pound or pint; number, blank. Paste one of these on every bottle, box, drawer or container in the store. Now arrange a label cabinet large enough to contain labels for everything in stock, and divide it into small apartments to suit sizes of labels, numbering each apartment consecutively.

The next step is to get a little book with index, and alphabetically arrange all the labels in the cabinet, hanging this book on the side of the cabinet. Then place the labels in the cabinet, arranging them so that the numbers on the containers correspond with those in the cabinet. It now becomes an easy matter for even a stranger to get a label for anything in a few seconds and without aid from any one. For instance, he sells two ounces spirits of camphor. On the back of the bottle containing the camphor he finds the following data: Cost per pint; selling price per pint; number 73. Going to label cabinet he opens drawer and looks for apartment No. 73, which contains the label for spirits of camphor; and then, too, without any inquiry or bothering any one, he is able

from the information on the bottle to tell the customer the price of the article. The little book is simply a help in case one fails to note or forgets the number on a container. He can then look in the book and find the number opposite the name of the article to be labeled.

This scheme of numbering can also be applied advantageously to such small articles as patent pills, ointments, headache powders, etc. Arrange a certain space to accommodate these articles, and make each shelf about six inches in height. Have boxes made of heavy card board, with tops, about sixteen inches deep, seven inches wide, and six inches high to fit the shelves. Now number these boxes consecutively, and have a little indexed book hanging on the side of the cabinet, arranging in it alphabetically everything in the cabinet, and place the number of the box containing the article opposite the name in the book. You can put several items in one box, and divide the box into as many spaces. It is an easy matter now to get any article by referring to the book, which gives the number of the container. This, besides being a rapid way of getting at the article wanted, enables one to always keep a line on the stock on hand.

One often has occasion to remove an old label from a bottle, and the most simple as well as most rapid way of doing this is, to wet the label and then hold it over a gas jet or other flame for a few seconds, when it can be removed without any trouble.

I will now bring this matter to a close by describing one of the simplest yet one of the handiest arrangements that has proved of value to me—is a bottle which I use in making deodorized tincture of opium. After exhausting the opium and reducing the percolate to the required amount, the ether is added and the whole placed in a bottle to be shaken. The ethereal solution separates upon standing and the Pharmacopoeia instructs us to pour it off. Here is where this bottle serves its purpose.

About one-quarter inch above the junction of the ethereal and the aqueous solutions bore a hole, by means of a rat-tail file and turpentine, large enough to admit a No. 3 cork. (Of course, this bottle when so arranged will answer only for the same quantity each time.) Into this cork fit a piece of glass tubing about two inches long, closing the outer opening with another cork.

Now fit the cork containing the glass tubing into the bottle, and after shaking sufficiently let stand until separation takes place, when, the outer cork being removed, the ether will nearly all drain out, and the aqueous contents will not be at all disturbed, which is almost an impossibility if you attempt to separate the two layers by pouring off the ether.

Extend a General Invite.

It is as important to have "Invitation" written all over the outside of your shop as to have fresh goods, new styles, and brightness inside. People must see the outside; you've got to get them inside. So make the first impression good, and it will count in your favor when money is being spent.

A well-dressed man is generally taken for a successful man, and a shabby sign is, in the public mind, a sort of index to the quality and quantity of goods on sale or the service to be rendered. The great public associates a shabby shop front and dull sign work with decreasing trade, old stock, and cobwebs. In days gone by a man could do business in a cellar or on a box, but those days are gone. You know who you are, and what good things you have to sell. The public don't. You've got to tell them, and the first talk with them is from your own shop front.—Booklet of E. G. Bartlett, Leeds, England.—Printers' Ink.

Waiting.

Waiting for goods to sell themselves and waiting for something to turn up are equivalents. One is as likely to happen as the other.—Spatters.

*Read before the twenty-fifth annual meeting of the Kentucky Pharmaceutical Association.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Syrup of Lactophosphate of Lime.

(T. R.) We know of no satisfactory formula for the preparation of syrup of lactophosphate of lime directly from the salt and without the intervention of a chemical reaction. Lactophosphate of lime as found in the market is by no means of uniform composition, some samples having been reported to be nothing more than mixtures of calcium phosphate, calcium lactate and lactic acid. As you are probably aware the U. S. P. 1890 process prepares calcium lactophosphate by dissolving calcium carbonate in lactic acid and subsequently adding phosphoric acid. The formula of the French Codex follows:

Lactophosphate of lime.....	12.50 grams
Syrup lactic acid, sp. gr. 1.21.....	1.25 "
Distilled water.....	14 grams or q. s.
Sugar.....	7.0 grams
Tincture of lemon.....	.630 grams
Tincture of lemon.....	.10 grams

Tincture of lemon is made by macerating 1 part of the fresh peel in 2 parts of alcohol.

Harness Dressing.

(T. P. L.) Harness dressings are in many instances similar to shoe dressings and blackings, and many preparations used for the latter purpose may be used for application to harness. Here are some formulas:

Blacking.

(1) Mutton suet.....	2 ounces
Beeswax.....	6 ounces
Melt and add	
Sugar (in fine powder).....	6 ounces
Soft soap.....	2 ounces
Lampblack.....	2½ ounces
Indigo (in fine powder).....	¼ ounce
When thoroughly incorporated, add turpentine, 4 ounces, and pour into tins or other receptacles.	
(2) Oil of turpentine.....	8 fl. ounces
Yellow wax.....	2 av. ounces
Prussian blue.....	3 av. ounces
Lampblack.....	4 av. ounces
Melt the wax, add the turpentine, a portion first to the finely powdered prussian blue and lampblack, and then with constant stirring.	
(3) Oil of turpentine.....	8 fl. ounces
Yellow wax.....	2 av. ounces
Prussian blue.....	3 av. ounces
Lampblack.....	4 av. ounces
Melt the wax, add the turpentine, a portion first to the finely powdered prussian blue and lampblack, and then with constant stirring.	

Vaseline Composition

(4) Prussian blue (in fine powder) ¼ ounce; lampblack 4 ounces; soft soap 2 ounces; soft soap, 2 ounces. Mix together in a large mortar, previously warmed and add Vaseline 6 ounces; ceresin, 5 ounces; yellow resin ¼ ounce; melted together, then sufficient turpentine to give the composition the proper consistency. Mix thoroughly.

Varnish or "Reviver"

(5) Dissolve in about half a pint of methylated spirit 2 ounces of shellac, ½ ounce of Venice turpentine, and 1 ounce of gum benzoin. Stir in a sufficiency of a mixture of 4 parts drop black, and 1 of indigo blue, to form a deeply colored varnish, then make up with spirit to the measure of 1 pint. Apply with a sponge or soft brush.

Soda Water Sundae.

(Soda clerk) The following formulas have been published:

Boston Nut Sundae.

One dipper of ice cream, sliced orange cut in diamond shaped pieces, sliced pineapple cut in triangular shape, whole English walnuts, maraschino cherries. The nuts and fruits to be arranged artistically. No syrups used.

Caramel Nut Sundae.

Mix equal parts of pecans, English and black walnuts, pignolia and pistacio nuts. Chop together and mix with an extra heavy caramel syrup over plain ice cream and you have a delicious sundae.

Chocolate Fruit Sundae.

Strawberry syrup, 10 ounces; vanilla syrup, 10 ounces, raspberry syrup, 8 ounces; chocolate syrup, 4 ounces. Pour a ladle of this sauce over plain ice cream.

Mint Sundae.

Pour over ice cream one ladle of rich mint syrup and decorate with two sprigs of mint and a blanched almond.

Central Sundae

Two pounds English walnuts, two pounds pecans chopped together with one-half pound of powdered sugar; add enough simple syrup to suit taste.

Oridental Sundae.

Equal parts of seedless raisins, currants and English walnuts. See also April 23, 1903, Era, page 424.

Tablet Manufacturers.

(Dr. F.) writes: "Please tell me where I can get the following tablets manufactured:

Extract serenoa serrulata.....	gm. 20.00
Phosphatis ferri.....	gm. 4.00
Nitratris styrenidii.....	gm. 0.68
Phosphori.....	gm. 0.05
M. ut fiat tabulo No. 130.	

I understand the prescription very well but I do not find it practicable to put it up in tablet form. The customer who presented it paid an advertising specialist \$3 for it."

Tablets having similar formulas are listed by nearly all of the large pharmaceutical houses like Parke, Davis & Co., Detroit, Sharp & Dohme, Baltimore, Frederick Stearns & Co., Detroit, Nelson, Baker & Co., Detroit, and others, any one of whom can probably supply you with just what you want. Combinations of saw palmetto, phosphorus, etc. have been recommended in the treatment of functional impotence and this formula has all of the earmarks of the advertising specialist who claims to be able to make "weak men strong."

Face-Black for Actors.

Best lampblack.....	1 dram
Cacao butter.....	3 drams
Olive oil.....	3 drams
Oil of neroli.....	2 drops

Melt the cacao butter and oil, add the lampblack, and stir constantly as the mixture cools, adding the perfume towards the end.

Hair Stimulant.

Ambrosia water.....	½ ounce
Tincture of cantharides.....	½ ounce
Eau de cologne.....	1 ounce
Water to.....	8 ounces

Apply to the thin parts of the hair morning and evening. Said to be a very effective lotion to prevent falling out of the hair.

NEWS DEPARTMENT.

COMMERCIAL TRAVELERS

What Has Become of Dr. Dye, Asks Mrs. Dye—Parke, Davis Picnic—Cotterill is Married.

James W. Maitland has taken the place of Ralph W. Jerman in the sundry department of Jerman, Pfingner & Kuchmsted Co., Milwaukee, and Mr. Jerman is now Bauer & Black's scout in Nebraska and South Dakota.

H. D. Bell, who has gained hosts of friends as the representative in Southern States at different times of F. R. Arnold & Co., and Meyer Bros. Drug Co., has joined Lehn & Fink's sundry salesmen and will occupy his old territory.

St. Louis drummerdom notes: Milton Culbertson, city salesman for the Moffitt-West Drug Co., is off for a vacation in the Ozarks. S. B. Simpson, assistant manager of Meyer Bros. Drug Co., is now back from a two weeks' vacation. Charles Lyle will take a position as traveling salesman with the Moffitt-West Drug Co. in Western Tennessee and Kentucky on July 15.

Frank Tupper of Fox, Fultz & Co., is spending a vacation at his home in Nova Scotia, and will later make a tour of the province.

Round Lake, Ill., was the scene of the third annual picnic of the Chicago house of Parke, Davis & Co. Pharmaceuticals and picnics are the twin alliterative specialties of this establishment—the pharmaceuticals cure the picnic aftermath and create the picnic desire.

The boys, while making and selling drugs, are disciples of physical culture, as is shown by some of the wonderful records made at the races. The winner of the hundred yard dash touched the ground only nine times during the sprint and then only upon the loftier eminences; the tape line showed that his footprints were thirty-three feet, three and one-quarter inches apart. The ninth step carried him a little short of the mark and he had to take ten. He was stopped with a lasso and tied down to work off his exuberance in rooting for the other athletes. The winner of the hurdle race was charged with wearing a balloon under his vest; the charge was not substantiated, however. Jealous competitors charge that he was punctured after the race by one of his friends. At any rate he did not wreck any of the hurdles.

The base ball game between the office and the order departments was long and strenuous, but the office men finally won. The order hustlers say that the office men keep dumb bells in their desks and do hot foot work after dark to keep in condition for the annual game. Manager Bartlett is the only man who is qualified to be umpire, because he is the only one whose life is safe in the performance of that office. There wasn't any fat men's race, because there aren't enough fat men in the house to make a race. After the games were over the musicians tuned up and Terpsichore ruled in the seat of Mars. There were seventy-five people there and every one was glad.

The wife and children of Dr. James W. Dye, at 217 Garside street, Newark, N. J., are very much concerned

about his disappearance some three weeks ago. Dr. Dye had been representing the American Peroxide & Chemical Co. of this city, in Baltimore, until they discharged him recently. He was last seen at Hiverside Park, Baltimore. Since then not a trace of him has been discovered. His wife has written to the Baltimore police, asking them to search. Dr. Dye was a man of clerical appearance and about fifty-five years old.

A. N. Gerecke, T. H. Wiley, J. W. Fisher and C. K. Weller, representatives of the Richardson Drug Co., Omaha, visited headquarters recently to secure instructions for the fall campaign.

J. P. Hommel, representing the Sherwin-Williams Co. in Nebraska and South Dakota, is in the far East for a five weeks' visit.

Charles Alfred Cotterill and Mrs. Henry Garland were married on July 4 at Rockville, Md. Mr. Cotterill has been the Washington representative of Parke, Davis & Co. for the last thirteen years. He is prominent as a correspondent of the Associated Press. The bride is the young widow of Rufus Garland, son of the former attorney general in President Cleveland's cabinet, and is considered one of the handsomest women in Washington.

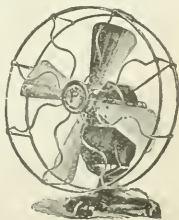
With John F. Sprague, manager of the traveling department, this city; R. L. Winchester, St. Louis; William Whitney Curtis, general Southwestern man; Dr. M. C. Cornell, general Texas man, and B. W. Hunter, North Carolina representative, all at Morehead City, N. C.; and with Dr. P. J. Fagen, special New York City man, resting up the State, and A. M. Eastland, Texas, here with Mrs. Eastland, and E. T. Curtis, Tennessee and Kentucky, also here, with Mrs. Curtis, Sharp & Dohme's traveling boys may be said to be taking a vacation.

"Sid" Carragan, head of P. D. & Co.'s traveling service, shouted himself hoarse with the Mystic Shriners at Saratoga. Miss M. E. Tucker, Mr. Carragan's secretary, whose sunshiny ways have cheered many a knight of trade away from reciting tales of woe, is in Europe, spending a long vacation in several of the principal cities.

Robert Welrlin is now out after trade in this city for Britt, Loeffler & Weil. He was formerly employed by Eugen C. Diez.

A Dry Battery Fan.

The Perfection Dry Battery Fan which J. Jones & Sons, 68 Cortlandt St., New York, advertised in last issue will be appreciated at this time of year. It can be moved from place to place, requires no chemicals, makes no smell and no noise, it is always ready for use, and will run from 400 to 500 hours on one charge. The uses to which such a fan can be put are innumerable, and it will be fully appreciated by druggists who have poorly ventilated stores, or who want some such appliance to drive the flies from their soda fountain. Twenty-five per cent. discount is allowed to druggists.





CORNELIUS P. FLYNN, Boston, Mass.
President Massachusetts Ph. A.

Mr. Flynn, after his school days in Portsmouth, N. H., kept books with a Boston firm for six years. Then he entered the pharmacy of his brother, succeeding him at his death, six years later, in New Mexico. For ten years Mr. Flynn has been a foreful worker in associations and to support this assertion and show his popularity also, it is only necessary to say that he is president of the Massachusetts Ph. A., president of the South Boston D. A., president of the Apothecaries' Guild of Boston and vicinity, secretary of the New England R. D. Union, member of the executive committee of the Boston D. A., and trustee of the Massachusetts College of Pharmacy.

SODA FOUNTAINS.

Some Figuring on the Trade in New York City Shows

Sales of 189,000,000 Glasses of Soda a Year.

—Facts and Points About the
Trade in General.

Careful figuring enables the Era reporter to announce that this year's output of drinks of various degrees at the different soda fountains of Greater New York will reach 189,000,000 glasses. This allows 47½ cooling draughts to every inhabitant. But, like all other things, probably some plethoric chap gets away with a thousand or so while some other poor individual gets none, or else—takes beer for his.

Making comparisons in the male gender may be criticized by some, but, in New York, it is a fact that the men drink two-thirds of the soda concoctions drawn, to say nothing about their paying for most of the other third.

The soda trade here is interesting because it is enormous, 1,800 druggists and 1,200 confectioners and other dealers dispense soda from fountains ranging in cost from \$100 to \$20,000 and in quantities from 20 to 8,000 glasses a day.

The basis on which the total amount drunk in a year was figured is:

What should be a fair average of the sales was found in a druggist who keeps a soda clerk and a half—the other half is junior clerk. This man's sales for the three hot months will amount to \$600 a month. One half of this figure is from 10-cent drinks. So he sells 3,000

10-cent and 6,000 5-cent drinks a month for three months. Multiplying his 9,000 drinks by the 3,000 stores makes 27,000,000 drinks for one hot month.

The sales during the three next warmest months will equal two-thirds of those of the three warmest. The sales during the six coldest months will also equal two-thirds of those of the three warmest. So that sales for the year are seven times those of one hot month, or 189,000,000. As half of these are 5-cent drinks—enough are 15 and 20 cents to make the average more than fair—the income for the year is \$12,000,000 and for one of the hot months is \$1,800,000.

The drug trade's share of this income is about one-half, or \$6,300,000 a year. This makes \$900,000 a hot month and an average to each druggist for a hot month of \$100.

But, like the plethoric drinker and his antithesis who goes without or takes beer, several druggists get from \$8,000 to \$15,000 every thirty days during the rush season while others get nothing to speak of.

Mighty many variations in New York's soda trade. Soda with a stick and without, for 5 cents with ice cream, for seven cents, for ten, and up as high as you wish to go, according to the extra "dashes" of this or that, the number of cherries or rinds and the locality of the store. Some of the stuff is very good and some—!

Along Broadway all drinks are 10 cents or more; excepting plain waters. Kunyss is a great seller, growing more popular every day. Sunders of every conceivable name abound. The conditions of Broadway are also to be found in the better residence sections and in other richer localities, the principal differences being in the smaller business done and in the fact that most of these stores have seats.

The stores that advertise their fountains in their windows, setting out new drinks regularly, are the ones that are doing the business.

The theatre trade is an immense factor with some of those stores in the theatre district and prices are high there.

In the poorer parts of the city 5-cent ice cream sodas are to be had at almost every store, both drug and confectionery. In the fairly good boarding house and flat neighborhoods both prices are to be found, but the movement is ever toward the better one. Dispensers there say that their people are being educated up to better prices and better soda. And there is room for education along the latter line, for some of the stuff sold is horrible. The confectionaries and ice-cream "parlors" are the worst offenders. Lean juices, acids, ice cream, no part of which ever knew a cow's influence, and glucose for sweetening. Not all of the department store stuff is first class. At some "parlors" one may buy ice cream that will keep a year—it won't melt. Dr. Deglucie, chemist of the health department, says he "can't help it," as the law does not define what shall constitute ice cream.

But the trend is steadily for better soda and more liberal dealing by the proprietor.

There are some wonderful fountains in New York. George Kuenper, druggist at 263 Broadway, holds the record for one day's sales—7,000 glasses. Hegeman & Co., 200 Broadway, will probably pass far beyond that mark this summer with their new \$20,000 fountain. A big automatic carbonator barely keeps up with the dispensers. They are using 50 gallons of ice cream a day now. Riker's sales are enormous and there and at Wilson's many of the fancier drinks are sold. Hutnott's, a bottle fountain, is a model of elegance and its trade is ultra-exclusive.

But do the fountains pay? That is the question.

They do, Charles A. Hanson of 244 Sixth avenue, had little attention to his soda business last year, the drug clerks easily caring for the fountain. At his son's

earnest solicitation he decided to push his fountain this year. He got two good men from Chicago and pays them \$127 a month. One does junior work when not dispensing, thus doing away with a \$50 junior clerk. The fountain was decorated and all sorts of new drinks placarded. The result was a raise in sales from \$254 in last June to \$450 in June, this year, cold as the month was. At the present pace the July and August sales will reach \$1,000 for each month.

The ruling prices is ten cents. It is easy to get it, Mr. Hanson says. His policy is the best of everything. His ice cream costs 85 cents a gallon. He selects the fruit and makes the preserves—just as mother does, pound for pound. His deductions as to profits are not hazards—he figures every cent. Flowers, fruits, spoons, ice, everything except salary, is charged to cost. And the cost equals exactly 48 per cent. of the income. In July his profits should be, counting salaries and all costs, \$403. The fountain is a small one, which has been in use for seven years. Talk about deterioration, Mr. Hanson says, is largely hosh.

Hegeman's profits on the income are greater, so are Riker's. The former probably clears \$250 on many days. Their ice cream costs less than 50 cents because of the larger quantities they buy. In the smaller stores the best ice cream costs \$1.00.

But for 5-cent ice cream soda dispensers there is no direct profit if good materials are used. As an advertisement, a rattling good service is most excellent. Direct profit may be found if poor material is used but the advertisement is lost.

OBITUARY.

DR. BOSWELL WARD, president of the Ward Bros. Drug Co., Indianapolis, and who was the oldest Indianapolis wholesale druggist with the exception of the venerable Augustus Kiefer, died last Thursday at Winona Lake near Warsaw, Ind., where he had gone with his family to spend the summer. He had been an invalid for nearly three years. Dr. Ward was born in 1830 near Connersville, Ind. He was graduated from Rush Medical College, Chicago, and, in 1867, removed to Indianapolis where he opened a retail drug store, taking into partnership his brother, Marion Ward. In 1890 the business was made exclusively wholesale and was removed to 120 South Meridian street. He left two daughters, Miss Belle and Miss Stella Ward, and a wife. He was a member of the Masonic fraternity and of the Presbyterian Church.

WILLIAM L. TRUE, a druggist of Waterville, Me., while visiting relatives in Portland died almost without warning, from heart trouble. He was thirty-eight years of age. The deceased just before his death went into the drug store at Preble and Portland streets, Portland, where he talked a few minutes with the clerks, and sat down in front of the soda fountain. He rested his head in his hand and the clerks went about their customary duties, but soon noticed that Mr. True did not seem to move. On examination it was found that he was dead.

WILLIAM M. FRANCIS of Monerief & Francis, druggists at Troy, died on July 7 after a long illness. Mr. Francis was widely known and greatly respected. He was an exempt fireman, secretary of the Arba Read Steamer Co. and was a life member of King Solomon's lodge, Apollo chapter, Apollo commandery, Bloss council and Oriental temple, Nobles of the Mystic Shrine. He was also a member of the local and state pharmaceutical associations. He is survived by his mother and a brother, Samuel H. Francis.

DR. G. DALTON HAYS, who was the gold medal man at the New York College of Pharmacy in 1878 and afterward was instructor in the college for several years, died in Tenally, N. J. His father, David Hays, was vice-president and treasurer of the college for several years.

JAMES F. TAYLOR, a clerk at W. C. Presnell's pharmacy, 3001 N. Illinois street, Indianapolis, was drowned on last Thursday night while bathing in Fall Creek. He was 23 years old, a graduate of Purdue University, and a young man of great promise.

FRANK H. ALLEN, a Massachusetts druggist, died in Beverly, aged fifty. In recent years he had been in the drug business in Worcester, but returned to his former home in Beverly some time ago, on account of ill health. He leaves a widow and one son.

PAUL L. VIALON, Sr., president of the Louisiana board of pharmacy, died at Bayou Goula, La., on July 3, aged 60.

MARIA C. HEINITSH, wife of S. W. Heinitsh, Lancaster, Pa., died on July 8, aged seventy-seven.

P. W. STARR of Brownsville, Ore., one of the best known druggists in that part of the State, is dead.

MARTIN H. WEFEL, druggist at 1920 Hanna street, Fort Wayne, Ind., died aged 37.

DR. F. E. BROCARD died in New Orleans, La., aged forty-nine.

DR. LEWIS R. FORD died at Waynesboro, Ga.

NEW INCORPORATIONS.

Manhattan Pharmacy Co., New York; \$15,000; Harvey W. Hall, Catherine E. Schrenkeisen, Arthur I. Schrenkeisen.

Swaine's Antidote Syndicate, Camden, N. J.; \$300,000; George D. Swaine, Henry S. Hyatt, Frank T. Lodge.

B. G. White Co., Louisville, Ky., to manufacture chemicals; \$100,000; William G. Rork, William G. White, J. R. Watts, William W. Watts.

Catapathy Association of New York City, to manufacture chemicals, drugs, etc.; \$250,000; E. O. Roessler, Harry Taylor and C. T. Willard, of New York city.

Whitlow-Williams Drug Co. at Fayetteville, Ark.; \$50,000; Dr. J. P. Hight; W. H. Whitlow, W. L. Stuckey, T. C. Skaggs.

Pino Lyptol Chemical Co. at New York, to manufacture disinfectants, etc.; \$10,000; Richard Tebbs, Bradley S. Osborn, Harold W. Gould, all New York city.

The New York Drug Packing Co., at New York, to manufacture alkaloids, drugs, etc.; \$25,000; Alfred H. Teller, Louis A. Espinal, Rafael E. Farraga, all New York city.

Werner Drug & Chemical Co., at New York, to manufacture drugs and chemicals; \$20,000; John M. Boland, Daniel J. Rourke and Francis H. Boland, all of New York city.



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NEW YORK AND VICINITY.

DEDICATION OF THE RICE MONUMENT.

On Tuesday afternoon, July 7th, less than a half a hundred friends and admirers of the late Dr. Charles Rice repaired to Woodlawn cemetery and proceeded to dedicate the monument erected to his memory by the contributions of the pharmacists of the United States.

The dedicatory exercises were opened with the singing of "Nearer My God to Thee" by a quartette consisting of Messrs. F. L. Berger, Gust. Holm, F. Freytag and F. Hummel, members of St. Patrick's Cathedral choir. Then followed reading of bible texts and a short prayer by Rev. St. George Young, for many years chaplain of Bellevue Hospital and an intimate friend of Dr. Rice. Mr. Young closed his remarks by a touching reference to the fortitude of the dead scientist, his self-sacrifice and truthfulness.

In the absence of S. A. D. Sheppard of Boston, chairman of the memorial committee, who had been detained at home by sickness, Prof. Jos. P. Remington of Philadelphia, chairman of the revision committee of the Pharmacopœia, related the story of the work of the memorial committee in its efforts to erect a suitable monument to Dr. Rice, whose life in eloquent words he eulogized. He said that Charles Rice was one of the noblest of men and that the monument to his memory rested in the hearts of the pharmacists of the country.

Prof. Virgil Coldeitz made a formal transfer of the monument to the general committee of the board of trustees of the Pharmacopœia convention, and described the architectural features of the monument. In the base of the monument, he said, was a copper box containing a statement of the object of the memorial, the names of the members of the memorial and monument committees, and the donors to the memorial fund. The box also contains a copy of a translation from one of the oldest Hindu poems by one of Dr. Rice's former Snapsert students, Miss Rudolph, of Cleveland, Ohio.

Charles E. Dolme of Baltimore, Ewen McIntyre, the oldest living graduate of the N. Y. C. P., and a life-long friend of Dr. Rice, and Dr. H. M. Whelepley of St. Louis, in the order named, made short addresses, each attesting his appreciation of the noble character of the remarkable man whose fame, Mr. Dolme stated, "would be forever perpetuated by the volumes of the 6th, 7th and 8th decennial revisions of the Pharmacopœia." "Integer Vitæ," a selection from the Odes of Horace, in the original Latin, sung by the quartette, concluded the exercises.

The monument, built under the direction of the memorial committee of the U. S. Pharmacopœia convention, is of Barre granite, classic in form, and measures 6 1/2 feet by 3 feet 11 inches at the base, and 5 feet 8 inches in height. There are two bases, the second bearing on the front side the name "Rice" in raised letters. On the back of the monument are two panels separated by a wreath and an inverted torch curved in relief. The front panel bears this inscription: "Charles Rice, Ph. D. Born, October 1, 1811. Died May 13, 1901. Erected by his friends in grateful appreciation of his eminent services to medicine and pharmacy."

SIDNEY FABER RESIGNS FROM BOARD.

Secretary Sidney Faber has resigned from the Eastern branch of the board of pharmacy. The resignation was a big surprise to the other members, to whom it was announced in a letter giving his reasons, at the routine monthly meeting of the branch, last week. Mr. Faber was asked to reconsider his resignation. He

compromised by taking one week to think it over, but that time has passed finding him adhering to his original intent.

The appointment of a man to succeed Mr. Faber now devolves upon President Albert H. Brundage and probably will be from the German Apothecaries' Society. Who will be selected is uncertain, though Charles S. Erb, Felix Hirsman, and several others are mentioned. Mr. Faber has requested Dr. Brundage to hasten the appointment. An election will then have to be held for a secretary to take up Mr. Faber's duties, and Dr. George C. Diekmann will in all probability be selected.

Mr. Faber told the Era that he resigned because he was dissatisfied with the workings of the board and to give himself more leisure. The letter to the board will not be made public until the resignation has been finally acted upon. Mr. Faber has worked hard and earnestly both as general secretary of the State board from the beginning of its duties in 1901 until his withdrawal in favor of Warren L. Bradt of Albany, early this year, and as secretary of the eastern branch.

WHERE ARE THOSE COMBUSTIBLE REGULATIONS?

Where are those new combustible regulations that were prepared by the municipal explosives commission after a conference with the wholesale and retail druggists? Mayor Low has had them before him for his signature for a long time now. An illustration of the queer methods of Commissioner Murray of the fire department:

Sidney Faber applied for a permit specifying, among other things, benzine, naphtha and gasoline. He sent in his fee of \$2. He learned that the permit was granted but it did not appear. He demanded it and was astonished to learn that it had been delivered to him by a "fireman." He insisted on meeting the fireman, but no one in authority could remember who it was. Upon insisting further he was sent a paper, that might answer for a voucher for the lost permit and which had appended a permit form not containing benzine, naphtha or gasoline. And paint stores in his neighborhood are selling it promiscuously. Mr. Faber promises to find out yet what went wrong with his permit.

THE OWL A LA BUNYAN.

Wm. R. Laird, druggist of Jersey City, and his wife are home after a much enjoyed trip to California. They passed through the Kansas flood district at fortunate times. Mr. Laird was asked if he saw anything of pharmaceutical interest. His manner of telling makes one think of the style of Bunyan:

"I found that they have a retail drug clerks' union in San Francisco," said Mr. Laird. "It belongs to the Federation of Labor. I also learned that they have a schedule of prices there and the only store that does not follow that schedule is one they call the 'Owl.'"

"I walked up the street and saw a great many people in front of this Owl and I stopped to see what was the matter and I saw a man walking up and down before the store and calling out:

"This store is not in sympathy with union labor. It advertises the best goods and the cheapest prices in the city and there is not another store in town that does not have the same goods at the same prices. Do not buy at a store that is not a friend of union labor."

"A policeman stood there as if to guard the man,

but it may be that he would have stopped him if he said too much. The clerks were all looking out from the windows. Not many people went in. That man would not have done that long in the East."

A HEAVY LOAD FOR NEW JERSEY DRUGGISTS.

The condition of Jersey druggists has never been made any better by nearness to competition in New York City. Anything like good prices cannot, of course, be maintained, but when a New York retail pharmacy sends to every housekeeper in the Northern part of the State such as the following the load is too heavy to bear:

June 25th.

"We think it will interest you to know that we have arranged to deliver goods direct to your town. The delivery will be made free of charge on the day following the receipt of the order.

"We thus bring to your door the most completely equipped drug store in New York City.

"You will be charged the same prices upon mail orders as if you bought in person.

"Any excess in your remittance will be returned to you by the next mail.

"We assume that you know our store. We will not, therefore, talk of prices, quality or methods.

"This letter simply to tell you about the free delivery to your town. That is new; the rest of our story is old.

"We invite questions by letter. A one cent postal card may save you a dollar."

Your very truly,

This innovation, if it proves to carry trade away from the New Jersey druggists, will have to be met with lower prices.

AMENDMENT UNCONSTITUTIONAL SAYS COUNSEL.

The dispute in the Manhattan Ph. A. over the legality of the proceedings by which the salary of the secretary was raised from \$100 to \$200, after a published proposed amendment to make the salary \$150, will probably be amicably settled.

The contention by one party, it will be remembered was that the amendment could not be adopted in any other than its published form, while another party asserted that it could under parliamentary usage. President Charles S. Erb supported the latter claim. Bitterness arose and finally, at the last meeting the legal committee was instructed, by vote, to consult the association's counsel, Cantwell & Moore.

Messrs. Erb, Secretary S. V. B. Swann, George E. Schweinfurth and F. O. Collins visited the lawyers. Mr. Cantwell said emphatically that the proceeding was unconstitutional and that parliamentary law had nothing to do with it. The constitution was the law and protection of the members, he said, and the secretary's salary is still \$100.

At the September meeting a new amendment for \$150 will probably be proposed as though there had been no former one, and will be voted on at the October meeting. But party lines have been drawn and there is much conjecture as to the fate of the amendment. There is no denial that Secretary Swann, whose work is of the highest order, amply earns a great deal more than he receives, but the treasury, it is asserted, does not warrant payment of a high salary.

NEW YORK NOTES.

—Seen down town: E. A. Gilliland, assistant buyer for the Spurlock-Neal Co.; Nashville, Tenn., dropped around from Boston on his way to Philadelphia. John Ferguson of Ferguson Bros., Philadelphia, was a drug trade caller. William P. Redington of Redington & Co., San Francisco, stopped here on his way home from Europe, where he has been since early March. He left

his family in Paris. Mr. Thompson, stockman of Eastern Drug Co., Boston; Mr. Wray of Wray Drug Co., Yonkers; E. Martin, Millington, Tenn.; R. L. Palmer, Atlanta; Luin B. Switzer, Southport, Conn.; A. E. Pickard, Roslyn, L. I.; R. C. Tuthill, Middletown, N. Y., who came loaded with trout caught on a fishing trip; F. L. Selby, Selby & Reed, Martin's Ferry, O.; W. L. Cliffe and Dr. N. H. Saxman, Philadelphia.

—As soon as a derelict association proceeds or two are heard from with their appointments Vice-President S. V. B. Swann of the State Ph. A., will call a meeting composed of three members from each of the local societies to organize for the entertainment of the State meeting at Brighton Beach next June. The fifteen committeemen will be organized with chairman, secretary, treasurer and sub-committees, and their names will be printed in the proceedings of the last meeting. This is starting right because it is starting early.

—Albert E. Johnson, a former Detroit druggist and graduate of the Detroit C. P., called in the city on his way to Detroit to visit his aged father who is ill. Mr. Johnson went to Cuba shortly after the declaration of war against Spain, enlisting as a hospital steward. After the close of hostilities he received his discharge, locating in the province of Pinar del Rio, where he married and where he is now engaged in raising tobacco on his big plantation.

—W. F. Rex, a New York C. P. '01 boy, is spending his vacation from medical studies at Cornell in working at the Kaaterskill pharmacy, Kaaterskill, N. Y. He was a city scholarship winner. Clifford J. Vars, another '01 boy, came down from Hornellsville where he is in his father's store, for a few days' visit. Roy Duckworth, '06, is in Caswell, Massey & Co.'s prescription department Newport.

—Some vacations: J. J. McEntee, Caswell, Massey & Co.'s book-keeper at 1122 Broadway; William K. Driver, of the Park Avenue Prescription Pharmacy, is at home in London, Ont., Can. Hiram Schwartz, of the Long Ace pharmacy, is in Chicago. Meyer Blum, J. N. Hegeman & Co., 1218 Broadway, is in Albany. Albert F. Veider, of Kellogg & Co., 1031 Sixth avenue, is in Lyons, N. Y.

—Drug Trade Club guests—H. N. Voigt, Chattanooga; George Read Voigt, Jeffersonville, Ind.; Sam Snarrenberg, Cincinnati; E. Kircher, Cincinnati; W. H. Arnold, Chicago; Mr. and Mrs. John P. Cobb, Kansas City.

—Business increases compelled the Bioplasm Company to move from the St. James Building to the wholesale drug district. Their offices are at 100 William street.

—G. H. Ankerson, druggist at Park and Prospect avenues, Mount Vernon, and his charming wife recently entertained many friends at their woden wedding.

—Wanted: To know why there are only four drug stores on Broadway from Chambers street to Fourteenth street, more than thirty blocks.

—Joseph Lascoff, with Leon J. Lascoff, 1228 Lexington avenue, is back from his wedding trip receiving congratulations.

—B. P. Leshner, manager of the Greenawalt Drug Co., Broadway, is in Pennsylvania mountains in search of health.

PROTAN is a definite chemical product, formed by the synthesis of tannic acid with nucleo-proteid. It is entirely insoluble in the stomach and its astringent properties are not obtained until it reaches the intestines, where the diarrhoea exists. It is the only astringent known that can be given to children and bottle-fed infants without impairing digestion or interfering with the digestive functions of the stomach. We have special inducements to offer for introducing it to your physicians. Write for particulars, giving us a correct mailing list of your physicians.

—Adolph Werner has succeeded T. E. Davies at 543 Third avenue.

AROUND SYRACUSE.

The Syracuse D. A. has issued a blue book containing the constitution and by laws and other interesting information about the association and its work. There are sixty-six members, ten of whom live in the surrounding towns. The objects are: The encouragement of good fellowship, the discussion of questions for general good and advancement of the calling, to establish a scale of prices, to conduct business for mutual benefit and the advantage of members. The agreement, signed by all the members, is very binding, and provides for the forfeiture of \$25 for its infraction.

—Druggists are taking their vacations as rapidly as possible. One at a time is the rule for every store as help is scarce. Holden Pratt of Weston & Cook, is at the Thousand Islands. George E. Thorpe will leave in a few days with his family for Michigan, where they will spend several weeks. C. G. Soldan, of Soldan & Hubbard, has returned from the North woods. R. E. Horner, with the same firm, will spend his vacation at his cottage on Onondaga Lake. Mrs. Robert Bodden will spend a time at Asbury Park.

—G. Frank Curtis of Curtis Bros., Cazenovia druggists, has gone to Tacoma, Washington, where he will assist his brother in putting up big coal houses in various cities along the Pacific coast. Curtis Bros. own valuable coal mines and have "struck it rich" as the saying goes.

—Dr. H. H. Pringsheim, who for a year past has been a chemist in the employ of the Solvay Process Co., has resigned to become a lecturer in the department of chemistry at Harvard.

—The marriage of T. Fred Williams, a Clyde druggist, and Miss Mabel Medrick of Lyons, will be performed at Grace Church, Lyons, on Tuesday, August 4.

ROUND ABOUT BUFFALO.

The Western division of the board of pharmacy, at Jamestown, July 7, granted licenses to: Pharmacists—Peter G. Bronner, Buffalo; Carl J. Nies, Salamanca; Joseph D. Taylor, Buffalo. Druggists—Ralph B. Aylsworth, Leo A. Borgst, Otto E. Taubhauser, Fred S. Geotjan, William Naish, Louis Josephs, William R. Scoway, all of Buffalo; Lawrence L. Stevenson, Niagara Falls; Justin W. Gram, Rochester. Granted licenses on exchange for old ones—C. A. Swanson, Jamestown; E. A. Swanson, Jamestown; W. C. Riddell, Buffalo.

Says a Buffalo daily of Thomas Stoddart: "Mr. Thomas Stoddart hasn't accepted a Democratic tender of a Republican nomination. The Courier says he is 'doing his own time' that is what he is entitled to take. Mr. Stoddart is good enough timber for a higher office than treasurer. He may well consider whether that office is a step or a shelf. Mr. Stoddart is useful in the Council at present. There's more to do there, for a progressive and energetic man, than with the name of the treasurer's office."

—A conflagration which started in one of the hall ways of the building occupied by the Empire State Drug Co. on the evening of July 4, caused a loss of \$2,000 in the stock fully covered by insurance.

—S. H. Stone Derr formerly with Curson's pharmacy is now with J. H. Hansen, Fifth and Madison streets. W. C. Lewis, owner of the employ of C. J. Dwyer, Elk and Lombard streets.

—Charles Stoddart, of Stoddart Bros., is enjoying a

FROM JERSEY TOWNS.

—The New Jersey board of pharmacy lays claim to having more luxurious and elegant examination surroundings than any board in the Union. They use the assembly chamber at the State Capitol at Trenton. It contains sixty desks arranged like the spokes of a half wheel. Rich easy chairs are at every desk and there is a broad gallery, where the members may walk and look down on the candidates, and retiring rooms and all of the other conveniences enjoyed by the State Solons.

—Mayor Fagan of Jersey City, has had a conference with the police commissioners in reference to opening free dispensaries for the summer and it is probable that they will be opened about July 15, in various drug stores. They will be under the supervision of the police commissioners and in charge of a physician.

—The Pacific Coast Borax Co., Bayonne, gave an outing to its employes recently. There was an excursion to Whitestone, L. I., where there were base ball and other athletic contests. The New York Letter Carriers' Band furnished the music and there were 350 persons in the crowd.

—Thomas G. Graham, manager for William R. Laird, 503 Jersey avenue, Jersey City, has gone for a long expected trip of two months to the land of his boyhood, Ireland. Thomas Anderson, clerk for J. E. Moore, 154 Newark avenue, Jersey City, is another vacationist on the "old sod."

—Burglars entered two drug stores in Mainfield in one day. E. S. F. Randolph's store in North avenue was entered while the sun was high and \$16 was taken from the till. Nagle's pharmacy was also honored with a visit.

—The store of the late W. H. Kinsella, Paterson, is now operated by the new Kinsella Drug Co., in which are interested his daughter and his brother C. P. Kinsella.

—Colgate & Co., stir up the real estate sharps in New Jersey every few days by purchase of land. Three different parcels adjoining their factory were recent acquisitions.

—Bayonne and Elizabeth druggists are all ready for that ball game. Strauss, Whitehead and Landell have been playing on the Ministers' team lately and are in fine fettle.

—A woman who took acouite instead of headache medicine left this mundane sphere. It was a mistake on her part—mistake in the medicine.

—"Worse than the opium habit" say Jersey City merchants of trading stamps and all classes of retailers are combining against them.

—John E. Waterson, druggist at 419 Grove street, Jersey City, is seriously ill. His recovery is anxiously hoped for by many friends.

One Month Free.

M. P. Gould Co., drug store and medical advertisers, in the Bennett Bldg., New York City, are offering to give one retail druggist in each territory a new system of advertising for \$2.00 a month. They furnish profitable copy for newspaper advertising, booklets, circulars, pamphlets, letters, blotters, announcements, store placards, window signs, street car cards, labels, and all other forms of advertising.

As a special offer to druggists sending in the coupon cut from their advertisement in this issue, they will mail their new pamphlet explaining this new system, and if, after learning all about it, you contract for the system, they will credit you with \$2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for this system. Write them for a large descriptive pamphlet.

NEW ENGLAND.

RHODE ISLAND.

Semi-Annual Meeting of the State Association, Annual Onting, and Meeting of Board of Pharmacy All at Once.

Providence, R. I., July 14.—The Rhode Island Ph. A., held its regular semi-annual meeting and its twenty-ninth annual outing at the Warwick Club, near Providence, on July 8. The attendance was the largest in the history of the association, the members and their guests numbering 70. At the same time and place the Rhode Island C. P. held its first annual meeting.

President Gilbert L. Parker presided at the meeting of the R. I. Ph. A. Edward T. Colton of Providence, was admitted to membership and then after a session lasting two minutes the meeting adjourned.

Immediately afterwards the annual meeting of the R. I. C. P. was called to order by President James O'Hare. The treasurer reported all bills paid and a balance of more than \$800. The report of the faculty showed that during the year eighty-three regular and six special students had been enrolled. The graduating class numbered twelve.

William O. Blanding of Providence, a member of the corporation, offered to establish a scholarship, the winner of which will be enabled to take a post graduate course and qualify himself for the degree of Ph. G. The offer was accepted.

The following board of trustees was elected for the year: James O'Hare, Providence; A. W. Claffin, Providence; C. A. Gladding, Providence, A. J. Johnson, Jr., Pawtucket; W. O. Blanding, Providence; S. W. Himes, Phenix; Enoch W. Vars, Niantic; A. W. Fenner, Providence; F. A. Jackson, Woonsocket; B. F. Downing, Newport; H. A. Pearce, Providence; George C. Lyon, Providence; E. P. Anthony, Providence; Geo. S. Morgan, Pawtucket; P. J. Gaskin, Valley Falls. The board must meet within ten days and choose officers.

After voting its thanks to President O'Hare for his work in behalf of the institution the meeting adjourned and the members entered the dining hall to join their fellow druggists in discussing an excellent dinner. Following the dinner a determined, but unsuccessful attempt was made to coax and then force N. F. Reiner, H. L. Swindells and Treasurer Daggett into making speeches.

The committee in charge of the outing were H. L. Swindells, Providence; A. W. Howe, Providence, and N. F. Reiner, North Providence.

The board of pharmacy re-elected Norman M. Mason of Providence, president and Howard A. Pierce of the same city, as secretary and registrar.

SOME MORE DRUGGISTS IN BAY STATE.

Boston, July 14.—Those who passed the Massachusetts board during June were: Peter G. Chagaruly, Lowell; Reuben Harris, Boston; Charles L. Heffner, Cambridge; Saul Harris, Boston; Clifford S. Hunt, Worcester; Edward Edwards, Somerville; Albert W. Kidder, Cambridge; Andrew W. McConnell, Worcester; Frank W. Ring, Charlestown; James A. Bird, Cambridge; James H. Carr, Clinton; Walter M. Coombs, Bath, Me.; Donald J. Grenier, Worcester; John J. Madden, Worcester; Walter H. Newton, Gloucester; George B. Gunn, Uxbridge; Warren B. Wilson, Dorchester; Francis J. Barry, Beachmont; Howard D. Brewer, Worcester; Frank C. Brockelman, So. Boston; William G. Brooks, Wollaston; Frank N. Jaques, Newburyport;

Chester E. Tracy, Everett; Arthur E. Best, Roxbury; Frank P. Lombard, Cambridge.

There were 80 candidates examined. There will be no examinations until fall.

FROM THE BAY STATE.

From Wild West Drug Clerks to Soda Fountains.— Changes and Fires.

—By the term of the will of Andrew G. Weeks, his widow and children receive the bulk of his property. There are bequests of \$1,000 to the St. Luke's Home for Convalescents, Roxbury; and the same amount to Emmanuel Church, Boston. \$20,000 is to be held in trust by Andrew G. Weeks, a son, for the benefit of a sister at whose death the principal is to be paid to the widow, Mrs. Harriet P. Weeks, who now receives one-third of the residue of the state, while the other two-thirds go to the children—Warren B. P. Weeks, Andrew G. Weeks and Mrs. S. Reed Anthony.

—A drug clerk whom most employers would not care to have is Joseph Becker, a young German who has been employed in Klein's drug store, Boylston and Tremont streets, Boston. When shutting-up time came the other morning, the cash box showed a deficit of \$50, which one of the partners accused Becker of taking. The young man coolly drew a revolver and fired it at his accuser, but the shot hit the soda fountain. The man was sentenced to serve three months for larceny, and a life term for the shooting. He appealed.

—Fire recently caused damage of \$1,000 in the basement of Green's drug store, Springfield, where was stored a quantity of alcohol, bay rum, etc. It is thought that the fumes of these things ignited when L. W. Knight, a clerk, went into the basement with a light. He was burned, but not seriously. The loss is covered by insurance.

—George H. Packard, a Boston drug clerk, is a voluntary petitioner in bankruptcy, having debts to the amount of \$511 and assets of only \$25. E. H. Shortes, a Malden drug clerk, also is in bankruptcy, owing almost \$1,500 and having no assets at all.

—Friend of Patrick Andrew Cunningham, of Travis & Cunningham, South Framingham, are congratulating him on his recent marriage to Miss Annie Teresa Condon of the same town. Mr. and Mrs. Cunningham went away on a short wedding journey.

—Ward Rees, the junior partner of A. W. Hitchcock, a veteran druggist in Westfield, has bought the senior partner's interests. His advanced years decided Mr. Hitchcock to go out of business. H. C. Brackett, of Huntington, is to be chief clerk.

—While J. A. M. Richards, a Fall River druggist, was standing near the soda fountain in his store, recently, a stray bullet was fired through the transom, burying itself in the woodwork. Narrowly missed his cranium.

—B. O. & G. C. Wilson, old-time Boston chemists and botanic druggists, have just installed a large soda

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

fountain as a feature of their new place of business at 40 Canal street, a radical departure for them.

—A can of chlorate of potash exploded at H. & J. Brewer's drug store in Springfield, and an alarm was rung in. As the result, it is asserted, of setting the chemicals in the hot sun. The fire was slight.

—Mr. and Mrs. Carl Miller, whose marriage was a June event, have returned from their wedding trip and have gone to housekeeping in Lenox, where Mr. Miller is manager of the Hageday pharmacy.

—Joseph Touhey, druggist, Fall River, recently entertained a jolly company of other druggists and physicians at his summer cottage. Following dinner, all hands played base-ball.

—Irving A. Darling, proprietor of the Elm pharmacy in West Springfield, has purchased a desirable home, and will bring his family down from Turners Falls.

—Ralph Farum of Uxbridge, has been given a position as clerk for Caswell, Massey & Co., the New York drug firm, in their Newport, R. I. store.

—W. S. Forbush, druggist in Teele Square, West Somerville, has been enjoying a vacation trip to various places in Maine.

—A new store will be opened at South Acton, by Frank H. Willard, who comes from Lebanon, N. H.

FROM MAINE.

—Because the courts in Bangor announced that sentences of imprisonment would be imposed on druggists convicted of illegal sales of liquor, the trade have agreed not to have any liquors in stock at all and not to even fill physicians' prescriptions calling for liquors or spirits. The druggists are not renewing their United States tax certificates, for to do so may be construed by the court as evidence that they intend to sell liquors. On the other hand, if a druggist is now caught he is liable not only to sentence from the local court but to prosecution by the Government.

—At the last examination of the board of registration, the following passed: Walter M. Coombs, Bath; E. R. Bowers, Lewiston; Richard G. Raymond, Cumberland Mills; J. L. Beckwith, Saco; W. D. Anderson, Portland; Eugene C. Webb and E. P. Carswell, Portland; J. R. Kittredge, Rockland; E. G. Goodale, Falmouth, Mass; George B. Gunn, Uxbridge, Mass.

—Thomas O'Brien, for several years employed at Woodman's drug store in Westbrook, has betaken himself to the Gardner Drug Co., Boston. Ernest Files, recent graduate from the medical department in Bowdoin College, has entered the employ of H. M. Wilshire, Gorham.

—As the result of a liquor raid upon the store of William Holland, Portland, the proprietor and his clerk were asked to come into court to explain a few things. John Hammond, Portland, also experienced a recent raid. His case was continued.

—E. J. Forbes, the North Deering druggist, is ill.

A Throat a Mile Long.

Everybody wishes his throat was a mile long when drinking the delicious, refreshing beverage Coca Cola. Every year since the introduction of this drink it has gained in popularity throughout the country. No fountain beverage increased in public favor more rapidly; if you do not dispense it, you should order it once, as no drink will draw any more customers to your fountain. Address The Coca Cola Co., Atlanta, Chicago, Dallas, Philadelphia, or Los Angeles.

PENNSYLVANIA.

THOSE OLD LAWS.

Poor Wilkensburg in Throes of a Funny Dispute Between Goody Goodies and Druggists.

Pittsburg, July 14.—Much interest is being given to the agitation that has been going on for weeks in our neighboring borough of Wilkensburg, divided only from us by a paved street.

In the old days of the Pennsylvania constitution, shelved in 1872, a special law forbade the sale of intoxicating liquors within the then township of Wilkins. Wilkensburg, situate within that territory, is a residential neighborhood, somewhat "upish" in inhabitants, and "goody-goody." Among its people there is a considerable element that is arrayed against any such wordly thing as merchandising on Sunday, even though men and animals die of thirst. Hence the election two years ago of a "blue-belly" burgess who kept the town in constant agitation. Last February another like him was elected.

A month ago all druggists and purveyors of fruits, confections and soda water were notified that they would meet the utmost penalties of the law—\$25 and costs—if they dared to sell soda water or any thing else that slakes the thirst of the ungodly on the Sabbath. Some closed, but commonly the notice was ignored and the ignorers were arrested and fined. As the magistrates have summary jurisdiction, there was no alternative but to pay. Then the druggists held a meeting; organized to test this worm-eaten law. They also resolved to apply the law of negation to the inhabitants for the purpose of arousing indignation, and closed their places on the following Sunday. No drinks, no medicines, no cigars, were sold in Wilkensburg. Those who had not provided themselves on Saturday had to deny themselves or come into the city to secure them. Thus, while the local druggists were willy nilly closed up, their neighbors, over the municipal line were flourishing.

But to see customers driven away in wholesale was too much. Petitions were prepared and customers who do not think it a sin to breathe on the first day of the week were asked to sign. They did so to the extent of substantially 80 per cent. of the adult population. Then a joint meeting of druggists and deacons was held. Arguments were made, facts were cited, illustrations drawn and prophecies enunciated. Then a new factor developed in some of the merchants who handle cigars and found that their sales on Saturday night had materially increased since the drug stores had been closed on Sunday. Hence these were opposed, as members of the church board, to any compromise.

That's the story of how interesting it is to keep a drug store in the town of Wilkensburg, which commercially and socially is a portion of the ungodly city of Pittsburg.

BOARD OF CENSORS FOR EDITOR.

Philadelphia, July 14.—The regular monthly meeting of the P. A. R. D. was held on July 10. The grave members were attired principally in their shirt sleeves because of the excessive heat. A goody number signed the register and the meeting lacked none of the vim and snap usually displayed.

An ovation was given Chairman Cliffe of the legislative committee who, backed by the P. A. R. D., received the appointment to the pharmacy board. A minute of thanks was adopted for transmission to Governor Pennypacker. The governor had been told that

a certain senator would vouch for Mr. Cliffe as "all right." "True," said the governor, "but what does Senator _____ know about pharmacy?"

The executive committee reported six applications for membership, one of them being an old member who had dropped out. The financial secretary reported a balance of nearly \$800.

The editor of the association's newspaper, selected from the executive committee, has heretofore been allowed full responsibility, but a new amendment to the by-laws has changed this and makes it obligatory for the editor to submit all material to the committee as a board of censors. Mr. Strunk, the former editor, is succeeded by H. C. Blair.

President Leedom announced that Messrs. Lowe, Cliffe, Potts, Stiles and Baer would act as delegates to the American Ph. A.

ABSOLUTELY DESTITUTE OF ACERBITY.

Philadelphia, July 14.—The executive committee of the P. A. R. D. through its chairman, Mr. Potts, takes sharp exception to the article published in the Era of July 9. As the meetings of the committee have ever been provocative of harmony, it is a grave mistake to insinuate that any of their gatherings have been lacking that necessary adjunct. The committee feel that they know the source of information and inspiration and think it in bad taste that, after the controversy had been given careful attention, the wholesaler should "speak his little piece." The subject matter as well as the man referred to are so well known that there is no question about the authenticity of the interview. One thing the committee does insist: Their meetings are always harmonious and absolutely destitute of acerbity.

OTHER HAPPENINGS.

—One of the Philadelphia schedule signers opened a new store on the national birthday, and celebrated its establishment by making a vigorous "cut" along the lines of the list. It made quite a noise in the neighborhood, principally among his competitors, but was stopped the day following. It was long enough to bring several inquiries to the schedule committee—why if one man should have a special day, i. e., bargain day, why should not others be allowed the same privilege?

—A druggist in West Philadelphia who is fortunate or unfortunate enough to be opposite a large church institution that cares for the aged, was surprised to receive a deputation from the board of managers. Their visit was to give notice that then and thereafter he was forbidden to sell anything to any of the inmates, for any purpose whatever. He is wondering why, as are many of his friends and acquaintances. Will he have to obey?

—Joseph A. Heintzelman, Jr., Philadelphia, was the victim of three footpads a few evenings ago. He was going along the North College Wall when a knight of the road asked him the time. As he told him his watch was snatched, being something of an athlete he tried to punish the man, but two confederates came to his assistance, the result being more losses and a bruised head.

—Druggist Fry of Eighth and Catharine streets, Philadelphia, had a call for ice cream soda a short time ago from a couple who were apparently transients. While the girl drank hers, the young man tried to add zest to a really good glass by drawing a revolver and shooting her in the back. She's just out of the hospital, the gunner is under bail and Druggist Fry is a witness.

—Vigorous improvements and alterations are going on at Eleventh and Arch streets, Philadelphia, for George C. Taggart's new store; at Tenth and Arch streets,

where Dr. Brown is remodelling, and at Camac and Harris streets for Charles Rehffuss.

—Swellenburg's latest department store advertisement gives Philadelphia's ice cream soda "As fine and pure and refreshing as anybody sells at any price—delicious. Two hundred favors," at four cents a glass.

OHIO RIVER VALLEY.

"GREEN FIRE" WRECKS LABORATORY.

Cleveland, July 14.—G. M. Grosse, a West side druggist, had a narrow escape from death on the Fourth. He was mixing some "green fire" in a mortar—a composition almost precisely similar to that which blew up the Thor ammunition factory on Orange street two months ago and killed several people. He had placed a pound of chlorate of potash in the mortar, and was just about to add the other ingredients. There were three pounds of chlorate of potash and a lot of other explosives standing beside the mortar. Suddenly the chlorate for some reason began to crackle. Mr. Grosse and others in the laboratory hastily picked up the loose material and ran. It was just in time. The chlorate exploded with such force as to shatter the big mortar into a thousand pieces and blow the bottles, vials and other articles of the laboratory into an unrecognizable mass. Mr. Grosse was slightly cut by the flying glass.

OHIO HAPPENINGS.

—C. B. Harper & Co. of Akron, have purchased the store formerly owned by E. Steinbacher, now deceased. It is not the intention of the new firm to do a jobbing business, as did its predecessors, but to conduct a first-class retail store.

—After an absence of several years in conducting a drug store in Detroit, Fred Mayer has returned to Cleveland and opened a store at Cedar avenue and Logan street, buying out E. F. Kramer, to whom he formerly sold.

—Thomas Ritter, a clerk employed by Benton, Myers & Co., wholesale druggists of Cleveland, is away on his wedding trip. He was married two weeks ago.

—A. T. Hambley, who has been a clerk for several years for Paul Feuer of Cleveland, has opened a drug store in Lorain.

OUR CANADIAN LETTER.

—The Toronto branch of the Retail Merchants' Association of Canada is making great preparations for the holding of a monster picnic at the Industrial Exhibition grounds, Toronto, on July 15. The druggists, who are strongly represented in the association, have the following members on the various committees: A. E. Walton, G. E. Gibbard, Isaac Curry, T. F. Carey, John Hargreaves, G. D. Reid, W. J. A. Carnahan, P. W. McLean, W. A. Willis, J. F. Taylor, G. M. Petrie, and George Bingham.

—Elmer E. Featherston has opened a new store in R. C. Balmer's old stand, Oakville. J. J. Bannon, druggist of Norwich, Ont., has assigned to T. Brown.

PHENALGIN

Put up in One Ounce Bottles Only.

Powdered..... Per ounce \$1.00
 Pink Top Capsules..... Per ounce 1.00
 Tablets, 2½ grain only..... Per ounce 1.00
 ETNA CHEMICAL CO New York, U. S. A.



JOHN G. BECK.



DR. A. J. CORNING.

THE SOUTH.

CALVERT DRUG CO.

The Story of the Marvelous Growth of This Cooperative Buying Concern and Personal Sketches of Its Officers.

Baltimore, July 11.—Pharmacists of Baltimore deemed it necessary and expedient some years ago to meet increasing competition and enlarge their profit margins. Accordingly, about six years ago the Calvert Drug Co. was organized by half a dozen prominent retailers, who secured a very liberal State charter, which permitted them to deal in and manufacture all kinds of drugs and chemicals, patent medicines, etc. The principal object was to secure the popular selling patent preparations at first cost so as to be able to meet the prices of the cutter.

After three years along co-operative lines the system of distributing goods was found unsatisfactory; one of the members would want certain goods, when the others were not ready to order. So the company decided to establish a supply house of their own. After several conferences twenty of the prominent stores were pledged. The charter of the Calvert Drug Co. was acquired and the company was reorganized on a strictly wholesale basis. At first goods were ordered in modest quantities. The depot soon proved too small and an extension was made. But even this in a short time was inadequate and last June the present location at 30 and 32 Light street was secured. It was thought that this would do for several years, but the directors now find that it will not.

The benefits are open to the entire retail drug trade of the city; the rebate plan on goods is strictly adhered to and articles are distributed at a small margin above cost to cover the expense of handling. All business is done on a strictly cash basis. The company is managed by a board of seven directors: Dr. A. J. Corning, president, David R. Millard, vice-president, John G. Beck, general manager and treasurer; Owen C. Smith, secretary, John B. Thomas, William M. Pouch and Harry F. Lindeman.

Dr. Corning is a graduate of the Union C. of P., Baltimore, and came to Baltimore 25 years ago as chemist of the Baltimore sugar refinery. He later opened a pharmacy at Bolton and Master street, and became permanently identified with the A. P. A., the Maryland P. A., and After Bedou. He is a former president of the Baltimore R. D. A.

David R. Millard is a prosperous and energetic

young pharmacist of East Baltimore, a graduate of the Maryland C. P., secretary of the State board of pharmacy, and has a store at Collington avenue and Baltimore street.

John G. Beck, is also a graduate of the Maryland C. P. He has been very active in local pharmaceutical circles. He is vice-president of the City Savings Bank, president of the Germania Country Club, president of the Baltimore R. D. A., treasurer of the Municipal League, treasurer of the Northeast Baltimore Improvement Association and director in a number of other concerns. In recognition of valuable services the stockholders of the Calvert company last August presented to him a magnificent chest of silver.

Owen C. Smith, the secretary, is too, a graduate of the Maryland C. P. He has been proprietor of the store at Pennsylvania avenue and Hoffman street, since 1897 and recently bought another pharmacy. He was the second secretary of the Baltimore R. D. A., chairman of the executive committee of the Maryland Ph. A.

in 1900 and was elected secretary at the annual meeting in 1901, a position which he still holds. He is chairman of the executive committee of the Wedgewood Club.

John B. Thomas is the senior member of the firm of Thomas & Thompson, one of the best known retail firms in Baltimore. His business qualities and good judgment have been an important factor in the progress of the Calvert company.



OWEN C. SMITH.

Mr. Lindeman is a member of the first branch of the city council and enjoys great popularity.

TENNESSEE.

—Another wholesale drug concern which has just taken out articles of incorporation in Memphis will be known as the Memphis Drug Co. and will do a general wholesale and jobbing business with a capital of \$50,000. The incorporators are Edwin L. Randle, R. H. Chapman, J. C. Greer, George H. Koen, J. H. Crank, and C. D. M. Greer, all prominent business and professional men of Memphis. Mr. Randle, who is slated to be at the head of the new concern, has held an important position with the Van Fleet Mansfield Drug Co. for a number of years.



JOHN B. THOMAS.



DAVID R. MILLARD

—Ernest Monnier, for a number of years one of the leading pharmacists of Memphis, filed a petition in bankruptcy. Mr. Monnier's place was right up in the centre of the business portion of the town, and it was thought he was doing a paying business. The liabilities amounted to \$5,000. The assets included \$25 in cash. The store is closed pending action of the court.

—The city council of Memphis is wrestling with a "pure food" ordinance, and the matter is receiving considerable attention on all sides. The use of adulterants and preservatives is positively forbidden, special attention being given to formaldehyde. The ordinance is scheduled to come up for final passage in the course of the next week.

PRICES CONSIDERED AT C. R. D. A. MEETING.

Chicago, July 14.—Drugists of Chicago this week received notice of the third quarterly meeting of the Chicago R. D. A. The meeting is to be held at the Northwestern University Building, Lake and Dearborn streets, this afternoon. The announcement recites that the maintenance of prices in the uptown district and the probabilities of establishing more satisfactory conditions in the downtown districts will be reported upon by the executive board, which has been working to bring about the best results through the careful handling of a difficult problem. It is said that a strong desire is manifested by druggists throughout Cook county for closer organization and more thorough work in practical co-operation and that "the splendid results heretofore attained in this way are thoroughly appreciated by druggists has been demonstrated in the last few weeks in a way not to be misunderstood." The election of a president to succeed John I. Straw, resigned, will be an important item of business.

NEBRASKA.

—Omaha visitors: P. A. Gaiser, manager of the Gannuz pharmacy, Lincoln; A. W. Scott, president of the Colorado Ph. A., Collins, Colo.; Joseph Simecek, Milligan; Dr. Clark of the Clark Drug Co., Craig; G. W. Gilman, Plattsmouth; Mr. Wallin of Anderson & Wallin, Wallia, Ia.; G. A. Pulley, Cody, Wyo.; Ed. Hall, Elkhorn; W. M. Tonner, for five years secretary of the Nebraska Ph. A.; Dr. F. Simons, Oakland; Creed McDaniels, manager of the Wyoming Drug Co., Rawlins, Wyo.; P. S. Taggart, Gretna; F. E. Long, St. Joseph, Mo.; T. P. Hickman, Linman, who was on his way to his old home in Iowa.

—W. H. Tonner of Lynch, played a joke upon himself by refusing to accept the appointment for a one year term as secretary of the board of pharmacy because he had been strongly recommended for the long term. Now it develops that his appointment to the short term was made with the express understanding among the members that when the short term expired he should be re-appointed to the long one of five years. His declination brought to the front Messrs. Kuhn of Omaha, Dort of Auburn and Schnpbach of Columbus, who had been recommended for the short term.

—Mrs. Pohl, wife of Otto Pohl & Sheppard, Fremont, is visiting in Boston. H. S. Weller, secretary of the Richardson Drug Co., Omaha, with his wife, are taking a two months vacation on the Pacific coast. Mrs. Hermann Bauman of Grand Island, is visiting in Chicago.

—Oscar Damman disposed of his interest in the firm of H. Schwake & Co., Nebraska City, to Mr. Schwake and will hereafter represent the Porter-Ryerson-Hoobler Co. of Omaha.

—D. W. Butler of Alliance, is closing out. H. L. Harper of Beatrice, has secured the appointment for the long term on the State board of examiners. J. E. Hill has opened at Boone.

—Homer Bowen succeeds J. C. Fraught at Phillips. C. W. Root of Wolbach, who recently disposed of his store, is in Omaha recently looking up a new location.

—C. F. Weller, president of the Richardson Drug Co., accompanied by his wife and daughter, attended the Colorado Ph. A.

—George H. McClintock, formerly of St. Edwards, has purchased the stock of R. G. McKibben, Newman Grove.

—L. B. Van Dyke, popular clerk for A. Huntsman, Hebron, married Miss Jennie M. Ball at Oglesby, Ill. —Otto Pohl of Fremont, is the first Nebraska druggist to purchase an automobile.

Grape Juice.

In 1869 Dr. Welch manufactured the first unfermented grape juice put up by any one for any purpose. From that start of a few bottles a large industry has grown.

At first there was much opposition, some said there could not be such a thing as "unfermented wine" as the product was then generally called. But after thirty-three years of steady growth the popularity of Welch's Grape Juice speaks for itself.

It is refreshing to find such a product as Welch's Grape Juice that from the very first has held to the highest standard of excellence. Other food products have started with this idea but cheap quality competition made them change or perhaps their manufacturers put a second quality of goods on the market. Not so with Welch's Grape Juice, no expense has been spared to get the best quality of grapes and to perfect the process of transforming the juice from the luscious cluster to the bottle. The effect has been to better the product, not to cheapen it.

There are cheap grape juices—they have come and gone—but the manufacturers of Welch's Grape Juice believe that the people want the best when it comes to a beverage which is also food and medicine. There is no doubt where the physician stands. And the growing demand for Welch's proves this idea.

Five years ago the Welch Co. moved to Westfield, N. Y.; two years later they doubled the capacity of their plant, which was already much larger than the one used at Vineland, and now there is in process of construction an addition to the factory which will again double the capacity. The old plant with 200,000 gallons output in a year was much the largest of its kind, and the new plant, with 400,000 gallons capacity, testifies to the wonderful popularity of Welch's Grape Juice.

Compare Welch's Grape Juice with any other kind and you will know why the great buying public, the particular physician and the careful druggist takes Welch's. Perhaps it is unnecessary to add that Welch's Grape Juice is absolutely pure and is fully guaranteed by the manufacturers.





CHARLES D. JORDAN, Monticello, Ga.
President Georgia Ph. A.

The youngest president of the Georgia Ph. A. ever had is Mr. Jordan, also a member of the board of pharmacy. Beginning as a clerk at Monticello at eighteen, when nineteen he and a friend bought the business. Less than two years later he was the sole owner. He has filled all the vice-presidencies in the State association and is director of the Jasper County Bank. A friend says of him: "There are two characteristics that stand above others in this young man. They are an inexhaustible energy and a congeniality that makes him never too sick to laugh and never too busy to welcome you."

HOW SHALL THE DRUMMER APPROACH THE BUYER?*

THE subject—salesmanship—is a broad one and susceptible of widely varying treatment. It is too far reaching to be gone into, in detail, in the limited time allowed a paper on an occasion like this, for the manner of approach is as varied as the dispositions of men. A few general remarks and a suggestion or two, sufficient to give an outline of the subject, is all that will be attempted.

Facts About His Goods.

In the first place the travelling man, commonly termed a "drummer," must not only have confidence in himself, but unlimited confidence in the line he carries, and be a good judge of human nature. Thus armed let him approach his prospective customer as he has gauged his disposition. Always with a pleasant word; ever ready with the facts about his goods, and not afraid to state them with confidence and emphasis, if necessary, but not too aggressively, showing the buyer where his goods are superior, rather than how inferior than those already on his shelves.

He should never run down a competitor's goods. By so doing he casts a reflection on the judgment of the merchant in buying them and creates an unpleasant feeling which is very apt to react, and may deter him of the order he is so anxious to get.

It should be the drummer's aim to gain the buyer's confidence and, having done so, never, under any circumstances, to violate it, for a mere temporary advantage. If the merchant says "No" and the drummer feels he means it, give him credit for being honest.

*Read by G. S. Hazard before the Kentucky Pharmaceutical Association, 1903.

est in his refusal, accept it with the best grace possible, and leave him, hoping for better luck next time.

The Cyclone Method.

Unfortunately many buyers make a practice of always saying "No," thus compelling the salesman to beg an order. This is demoralizing as well as humiliating, and as a result many fall into the habit of over-insistence, and some never know when to stop. They forget that with some men "No" means "No." There is room here for the exercise of considerable judgment and should be given careful attention.

The correct judgment of human nature is an ever present necessity. For instance, a drummer enters a store, as it were, like a Kansas cyclone, approaches the proprietor with a slap on the back, and a "Hello, Old Man!" "How are they coming?" (We have all seen him do it.) If he has judged his man correctly, or knows him of yore, he very likely gets an order, prices, etc., being right. Now let us follow him across the square and try the same tactics on the dignified old gentleman with gold eye glasses. As the hand comes down on his back, see him shrink back and draw within himself like a turtle in his shell. Does the salesman get an order there? Well hardly. The cyclone style does not fit this case and he perhaps all unconscious of giving offense, wonders why he is turned down, possibly for all time. If he gets an order at all it is probably because he handles a monopoly, the "snap" all drummers sigh for.

Bear Baiting.

When the man with the grip runs up against what is commonly known as a "bear" and they are found in all walks of life—an opportunity occurs for showing his finest skill. If he has patience and tact perhaps he will succeed where many a poor fellow has gone down to ignominious defeat. Let him put his pride into his pocket, pack away his finer feelings in cotton, or some other soft material, and sail in. After each rebuff come up smiling no matter how it hurts, charge up the damaged feelings in the expense account, and at him again, and perseverance may win out. Sometimes, however, a strong "bluff" worked with discretion will do wonders, but he must know his man. Here again the good judge of human nature has the advantage.

In regard to this latter class let me pause to remark that the old saying that "present company is always excepted" applies here also, for the drummers, whose pleasure it is to call on the members of the Kentucky Pharmaceutical Association have no fear of running against the genus bear among them. Fortunately for us they always know how to be gentlemen if they cannot always be buyers.

How to Leave Gracefully.

And now, to digress a little from the subject in hand, let me say a few words as to how he should leave him. Leave as you came with a pleasant word for all, whether successful or not. It may be difficult in the latter case, but it pays. Never give way to your temper, throwing samples back in the grip and slamming the door to with a bang, as the writer has several times seen men do. The feeling left behind is apt to be one of satisfaction that "I turned that man down." There will be little use for him to come again. Had a different course been pursued the feeling might have been one of regret for the inability to give so agreeable a fellow an order, and a determination to do something for him the next time, if possible.

Be a Gentleman.

To sum up the whole matter; approach the buyer with confidence, be honest with him, let him feel that he can trust you, and that you will respect his interests, as well as your own. Of all things and at all times be a gentleman. Nothing pays so large a dividend for the amount invested as politeness. It helps to smooth over the rough places, and like charity covers a multitude of sins.

In conclusion, I will say to the drummer, don't

talk of your troubles, reserve that topic for the policeman. Always be cheerful. Laugh, joke, jolly, even flatter, if you must, but don't croak. No one likes a grumbler, as Ella Wheeler Wilcox so aptly puts it: "Laugh and the world laughs with you.

Weep and you weep alone.

For this brave old earth must borrow its mirth
It has troubles enough of its own."

GATHERED FORMULAS.

To Protect and to Remove Rust from Instruments.

(1). Place the instruments over night in a saturated solution of zinc chloride. The rust disappears through reduction. On removing the instruments, rinse them with clear water, place in a hot soda and soap solution, and dry. It is also advantageous to polish with absolute alcohol and chalk.

(2). Dissolve one part of paraffin oil in 200 parts of benzine. Wash the instruments dry in a current of warm air, and dip them into this solution, moving the different parts (scissors, tongs, etc.), and then lay on a plate in a warm room to dry.

(3). Instruments or other articles of polished steel, iron, nickel, etc., will remain indefinitely unattacked by rust or corrosion, if left in a 2 per cent aqueous solution of either carbonate or bicarbonate, benzoate or borate of sodium. Dr. Marechal of Anvers states that although sodium benzoate is insoluble in alcohol, if the articles be placed in that liquid in the presence of the benzoate, they will never rust.

Tooth Wash and Powder.

To prevent decay of the teeth it is important that the mouth should be kept free from organic matter during sleep, or fermentation is sure to result, with consequent damage to the teeth. For procuring asepsis of the mouth the following wash may be used:

Phenol	1 dram
Eucalyptol	15 minims
Menthol	8 grains
Thymol	2 grains
Alcohol (90 per cent.)	3 ounces

Mix a teaspoonful with two tablespoonfuls of hot water and use as a mouth-wash.

A good antiseptic-powder to use in conjunction with the mouth-wash is:

Solol	1 dram
Phosphate and carbonate of lime, of each	5 drams
Light magnesia	5 drams
Bicarbonate of sodium	4 drams
Perfume	q. s.

Typewriter Ink.

Alcohol	2 ounces
Aniline color	$\frac{1}{4}$ ounce
Water	2 ounces
Glycerin	4 ounces

Dissolve the aniline in the alcohol and add the water and glycerin.

Castor oil	2 ounces
Oil of cassia	$\frac{1}{2}$ ounce
Carbolic acid	$\frac{1}{2}$ ounce

Warm them together and add one ounce of aniline color.

Indelible typewriter inks may be made by using lampblack in place of the aniline, mixing it with soft petrolatum and dissolving the cooled mass in a mixture of equal parts of benzin and turpentine.

Freckle Lotion.

Potassium carbonate	1 dram
Spirit of camphor	1 ounce
Tincture of benzoin	1 ounce
Essence of musk	10 minims
Water	7 ounces
Eau de cologne	to 30 ounces

Dissolve the potassium carbonate in the water, and add to the other ingredients previously mixed. Let stand several days and filter.

Mosquito Tincture.

Eucalyptol	10 parts
Acetic ether	5 parts
Eau de cologne	40 parts
Tincture of insect powder (1 to 5 alc.)	30 parts

For sponging the skin a mixture of 1 part of this with 3 to 6 parts of water may be used. The tincture is said to be also useful for spraying in apartments; for this purpose one part may be mixed with 10 parts of water and used in a spray producer.

Japanese Furniture Polish.

Linsed oil, 16 ounces; strong infusion of green tea, 16 ounces; albumen of 2 eggs; spirit of salt (muriatic acid), 2 ounces. Mix, and shake well together each time the polish is used. Apply a few drops, using a wad of cotton covered with a bit of linen as a pad, and polish by rubbing with an old silk handkerchief. For lacquered articles this is said to be the best polish known.

Varnish for Paper.

Pyroxylin is the basis of the best paper varnishes. It gives an elastic, impermeable coat which will not crack. The following formula has been recommended:

Soluble cotton	4 parts
Mastic	2 parts
Sandarac	1 part
Camphor	1 part
Acetone	8 parts

Mix and allow to stand three weeks before using.

Ink Eraser.

Citric acid	1 part
Water, distilled	10 parts
Concentrated solution of borax	2 parts

Dissolve the citric acid in the water and add the borax. Apply with a delicate camels' hair pencil, removing any excess of water with a blotter. A mixture of oxalic, citric and tartaric acids in equal parts, dissolved in just enough water to give a clear solution, acts energetically on most inks.

NINTH ANNUAL PROCEEDINGS OF THE MANUFACTURING PERFUMERS' ASSOCIATION. We have received from secretary James E. Davis, Detroit, Mich., a copy of the volume of proceedings of the 9th annual meeting of the Manufacturing Perfumers' Association of the U. S., held in this city, February 5 of the present year. From this report we learn that the association has 59 active and 55 associate members and is in a flourishing condition. What seems to us to be the most valuable portion of the book is that found in the sixty pages under the caption of "List of Trade Names used by Manufacturing Perfumers." Secretary Davis informs us that great pains have been taken to make this list authentic and complete, and it certainly is all that he claims for it. About 1515 trade names are listed, nearly three times as many as appeared in the first edition published but a short time ago. The volume, substantially bound in red cloth, and well printed, reflects great credit upon Mr. Davis under whose editorial supervision it was prepared.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address Inquiries to

PROF. OSCAR OLOBERG, 87 Lake St., Chicago.

BE UP TO DATE.

Glance over the following interesting ads. in our last week's issue, and note the good things that should be in every up-to-date drug stock:

TOOTHACHE GUM.—The kind that cures; put up in handsome 10 cent packages at \$2.50 per gross. The Stereal Chemical Co., Oceanus P. O., New York City, upon receipt of 35 cents in stamps will send you a sample dozen on an elegant show card. They also quote astonishingly low prices on all non-secrets. Write them for estimates.

PHENALGIN.—An analgesic which is growing in favor with physicians and pharmacists, put up in one ounce bottles by the Eina Chemical Co. of New York City. The price is \$1.00 per ounce in Powder, Pink Top Capsules, or in 2½ gr. Tablets.

FLY BUTTONS.—This is a poisoned fly paper made by The Fly Button Co. of Maumee, O., the circular form of the sheets suggesting the name "Fly Buttons." The advertisement on page 20 will undoubtedly interest you as the manufacturers offer some good premiums which will pay you for pushing the goods.

GLYCERIN.—There is a demand at all seasons for Glycerin. Why not stock the good kind, it costs no more? Gordon's "Chemically Pure" is the oldest brand on the market. It is manufactured by the W. J. M. Gordon Chemical Co., Cincinnati, O., and is absolutely pure and always uniform.

WALTZING MICE.—Window advertising pays, and anything in motion draws more attention than a stationary article. J. A. Kleppisch of Burlington, Iowa, a large importer of Japanese novelties, is offering "Japanese Waltzing Mice" as the latest and best thing in window attractions. Write him for circulars.

LISTERINE TOILET SOAP. made by the Lambert Pharmaceutical Co., is bound to be popular. The preparation, "Listerine," stands so well with the public that any article containing it is sure to sell. Are you ready to meet the demand?

PREDIGESTED BEEF.—It contains the entire nutritive value of fresh, lean beef, pre-digested in a form ready for immediate absorption. The H. K. Mulford Co. of Philadelphia offer special inducements to live druggists to handle this preparation. Write them for particulars.

PERUNA.—Have you seen the cut of the Peruna Drug Mfg. Co.'s new Italian Renaissance Administration Building on advertising page 6? Don't fail to see it, and also notice the opportunity to save \$6.00 on a gross of that great seller, "Peruna."

SANTAL PERLOIDS. made by H. Planton & Son of New York, and claimed by them to be "The Best by every test." They cost \$1.75 per dozen in vials of 30.

CORKSCREWS. The Chung Corkscrew Co., Alton, N. H., will send you free samples of all sizes. Write them.

LOZENGES. The London Hospital Throat Lozenges, formula of Sir Morrell MacKenzie, are manufactured by The Roworth Mfg. Co., 85 Maiden Lane, N. Y. Note their advertisement on page 11 for other goods which they make.

WATERS. Carl H. Schultz of New York City, is one of the leading manufacturers of Artificial Vichy, Seltzer and Carbonic Waters. Correspond with him.

SPONGES. It is hard to get hold of good sponges. Write King & French Co. of Philadelphia, Pa., claim that you can order to necessary to prove that you get a quantity of genuine value when you buy of them.

BRIE G MILLS. Not ordinary meat cutters, but some that cut Vanilla Beans, Guttain, Chinchona, Arabic Gum, and all gummy, oblong and hard

substances. A. W. Straub & Co., 3737 Filbert St., Philadelphia, offer this kind of mill for \$3.20 each, or \$4.00 on ten days' trial.

KLIP-KLIP.—A very popular pocket manicure which trims, files and cleans the nails, made by the Klip-Klip Co., 575 S. Clinton St., Rochester, N. Y., and retails at 25 cents. Ask your jobber or write.

No Morphine in Piso's Cure.

The Piso Company, Warren, Pa., by its secretary and treasurer, W. A. Talbot, has called our attention to three formulas for Piso's Cure for Consumption published in the Era Formulary on page 107. Morphine is given as one of the ingredients in each formula, which Mr. Talbot says is a mistake as Piso's Cure does not contain any morphine whatever.

For the past year the Piso Company have been engaged in a law suit with certain counterfeiters of Piso's Cure, and during the trial it became necessary for them to establish their claim that Piso's Cure contained no morphine at all, and they did establish it. They proved further that it contains no preparation of opium, nothing which will induce a habit, nor any deleterious substance whatever. The formulas given in the Era Formulary on pages 79 to 117 inclusive, were compiled by us and published in response to insistent demands at that time (1898) from retail druggists. We gave them as we found them in the pharmaceutical papers of the time and in other contemporary publications, and in nearly every case we gave credit to the source of our information.

We also stated in the Formulary, and in the Pharmaceutical Era since the publication of the Formulary, that we specifically disclaimed any responsibility for the correctness of the formulas in question, and we are now pleased to make public the fact that the Piso Co. has proved the absence of morphine from Piso's Cure for Consumption.

James A. Hearn & Son.

When you visit New York City do not fail to call at the dry goods emporium of James A. Hearn & Son on West Fourteenth St. This firm handles no drugs, groceries or liquors, but is recognized among the leaders in the dry goods line, and it would be worth your time to spend a half day seeing its fine stock and method of doing business. Do not arrange to visit this store on Saturday during the summer months, as it does not open its doors to the public from Friday night until Monday morning. It closes on Saturday for the benefit of its employes, giving them one holiday each week, which allows for a day of rest on Sunday.

Dr. David Kennedy's
NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$5.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPDERMI SOAP.....	2.00
EKEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Mercurine).....	6.00
COUGHLINE SYRUP.....	4.00
REDCURRA OIL.....	4.00
OCCELLINE BALM.....	2.00

5 samples, counter advertising and 10 slow displays provided.
Address the manufacturer.

THE CAL-CURRA CO.,

E. Kennedy Row,

RONDOT, N. Y.



OPIUM ADVANCES IN VALUE.

New York, July 14.—An advance of 20c per lb. in values of opium is the principal change during the past week and the general market has remained seasonably quiet with transactions mainly in accordance with consuming requirements, which are light and unimportant.

OPUM.—As a result of the stronger tenor of reports from primary sources of supply, referred to last week, the local market is decidedly firmer and prices show an advance of 20c per lb., the revised quotations being \$1.45@1.70 for D per cent, and \$1.55@1.80 for 11 per cent. Powdered as correspondingly higher and jobbers now quote \$1.35@1.60 for 13 per cent, and \$1.85@1.50 for 10 per cent.

MORPHINE.—Consuming channels are absorbing a liberal amount of stock and the market is firm in sympathy with the stronger position of opium, but prices have not yet been advanced and jobbers continue to quote \$2.50@2.90 for eighth in ounce boxes, \$2.45@2.55 in 2½-oz. boxes, \$2.25@2.35 in ounce vials, and \$2.20@2.30 in 5-oz. cans, as to brand and quantity, less the usual rebate on large purchases.

QUININE.—Dealers report an improved demand with the tone of the market firmer, but supplies are still available at the old range of 23@23½c for bulk in 100-oz. tins, 23@24c in 50-oz. tins, 24@24½c in 25-oz. tins, 25@25½c in 15 or 10-oz. tins and 30@30½c in ounce vials, according to brand and quantity.

MENTHOL.—The market is somewhat unsettled and values are lower, the revised jobbing quotations being \$7.75@8.25 per lb. and 58@63c per oz.

CACAO BUTTER.—Dutch is easier in sympathy with primary markets and spot jobbing quotations have declined to 32@33c.

COTTON ROOT BARK.—Owing to extreme scarcity jobbers have further advanced quotations to 20@25c for whole and 25@30c for powdered.

GUM KINO.—Supplies are more abundant and jobbing prices have been reduced to 50@60c for whole and 70@80c for powdered as to quantity.

ARROWROOT.—A revision of jobbing quotations shows an advance in Bermuda to 35@37c in kegs and 15@20c for less. St. Vincent is easier and obtainable at 15@20c.

OIL PEPPERMINT.—The market continues to resist weakness and jobbers have further reduced prices to \$3.25@3.50 for Western, \$3.00@3.05 for Wayne Co. and \$5.50@5.50 for other redistilled or H. G. H.

ROSE LEAVES.—Red are in better supply and easier with jobbing quotations showing a decline to \$1.25@1.15 for whole and \$1.35@1.15 for powdered.

PRESLATE OF POTASH.—Yellow is firmer and jobbers have advanced quotations to 22@27c as to quantity.

GAMBIR.—Primary markets are lower and spot jobbing prices have been reduced to 63@67c by the late and 10@12c for smaller quantities.

STROPHANTHUS SEED.—A slightly easier feeling has developed and jobbers have reduced quotations to \$1.35@1.15 for whole and \$1.45@1.55 for powdered.

BELTLE LEAVES.—Long are a shade easier with jobbing quotations obtainable at 100@110.00 as to size of order.

TANNIC ACID.—Jobbing quotations for crystals in bulk have been reduced to 62@70c in bbls. and 75@80c in pound cartons.

CINCHONIDA.—Revised jobbing prices show a decline to 20@21c in 100-oz. tins, 25@25c in 5-oz. tins and 30@32c in ounce vials.

COD LIVER OIL.—Newfoundland is firmer and jobbers have advanced quotations to \$3.25@3.50 in 100-oz. tins and \$3.75@4.00 for smaller quantities.

OLEO CAR.—Market firmer with quotations showing a decline to 1.45@1.50 per gal. in bbl. and 10@15c per lb.

LENS-ED OIL.—Values are slightly lower. Raw is quoted at 1.10@1.15 in bbl. and 50@55c for less. Refined is quoted at 1.10@1.15 in bbl. and 50@55c for less.

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It Holds.

Army and Navy Liquid Glue made by the Wachtler Mfg. Company of Baltimore, Md., and claimed by them to be the best and strongest glue that money, experience and brains has produced, is not a fish glue, but a pure animal glue which will not sour, mold, get brittle, brush or crumble, stands hot and cold, smooth as oil, and is always ready for use; put up in all sizes of cans with friction tops. The manufacturers would be pleased to quote prices and send you a trial order. Write them now and be ready to supply the demand.

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ASAFOETIDA, INSECT FLOWERS, SAGE,
SENNA, HERBS and SPICES.

Write for samples and quotations

McCORMICK & CO.,

Manufacturing Chemists, Importers and Grinders, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

Is pharmacy a business or a profession?

The highly educated pharmacist who tries to conduct a store without a knowledge of business details will inevitably fail.

In the same way will a business man who tries to run a pharmacy without some knowledge of the profession inevitably come to grief.

Speculation as to the relative values of the two classes of knowledge is useless—both are necessary.

There are good business men who make poor pharmacists, and good pharmacists who make poor business men.

If you belong to the latter class, we feel sorry for you, if to the former there is a remedy, The Era Course in Pharmacy.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y., for a prospectus.



POLITICS IN THE DRUG STORE.

It has frequently been remarked that druggists as a class take but little interest in politics, though to be sure there are not a few instances where individuals have achieved high political preferment. We believe the druggist should be well posted in politics, and take his share as a good citizen in political affairs. His standing in the community is such that his opinions and influence in matters political should have more weight than attaches to those of other business men.

But while he should know and discharge his political duties, he should not allow politics to invade his store and his business to a harmful extent. No self-respecting druggist should or will allow himself to become engaged in a heated political discussion or encourage anything of the sort in his store. He ought to have decided views upon such subjects as come up, and at the proper time discuss them with intelligent people for the purpose of gaining information, but he should be very careful about allowing politicians (?) to use his store as a rendezvous.

Outside of politics, the druggist ought to take an active part in public life. The advantages from doing so are numerous; broader views, a larger circle of acquaintances, a wider knowledge of men and affairs. He should not shirk committee work, in whatever organization or capacity it is presented. He will find an ever-increasing sphere of usefulness and success from adopting liberal and comprehensive ideas of life and business. The druggist should no longer allow himself to be denominated as "small potatoes."

IN THESE PLANS LIES THE REMEDY.

The plans for a co-operative insurance company, reasonable in demand and national in scope, outlined on another page, are interesting, even if they are never realized. If they are not realized it will not be because such a plan is not needed. Insurance rates everywhere are unreasonably high. This is apparent at a glance. But when actual figures are in evidence that the big companies are netting a profit of ninety-five per cent or better on their retail drug store policies, the need of a remedy looms imperative. The druggist should not go unprotected from fire losses. And yet, so exorbitant are the rates for this privilege, that there are

many uninsured pharmacies in this city. The big companies are combined—no better terms are to be secured from any one of them—so the only remedy does seem to be in a co-operative company like the one proposed. Then, the question comes to the possibility of forming such a co-operative company. The energetic committee of the German Apothecaries Society have evidently surmounted or evaded all legal obstacles. Upon the reception of the plans by the society or by enough other pharmacists to secure the amount of underwriting desired rests their fate. At present the outlook is very rosy. And, if the company is once organized, its protection and low rates will doubtless make it just what is hoped, nationwide in scope. The plan to extend the insurance to physicians is fraught with possibilities of a better fraternal feeling between the two classes, and will help to move down the rate. The saving to patrons, averaging at least \$5 on each \$1,000 of insurance, would be immense in the total. Altogether, advantages of this proposed company would seem to be great.

WILL THIS MAKE US STOP USING TOBACCO?

Now that Dr. Wiley has done with boric acid he and his class will devote their time until October, when salicylic acid experiments are taken up, to tobacco. His inquiry, information is, will be pursued along the same lines as in food products. He will take pure tobacco and note its effects upon smokers and chewers when used moderately and to excess. Then adulterated and flavored tobaccos will be given a chance to show their effects upon human systems. Regular smokers will be examined as to heart, lung and stomach functions while using tobacco under normal and abnormal conditions and while not using it at all. Pretty good idea as far as acquiring of certain—allowing that it is certain—knowledge goes. But how will it benefit? Lives there a tobacco user but knows its effect upon himself? Is there one who is not preached at baselessly and vigorously from the threshing his father gave, to supplement that first awful sea-sick feeling, to adurations of sweetheart, who admires while she pouts; mother, who sighs of had example to her grandchildren, and wife, who kicks about smoke and ashes and then—buys you a bargain box of—oh, dear! But God bless her. We all know what it does to us. When our throats feel like shingles in a droutn, when the "gone" feeling presses both hands on our stomach pit, when eyes water from straying smoke, and when we know that ten, twenty, fifty cents a day, at compound interest for fifty years, equals various magnificent sums, we know more than Dr. Wiley's experiments on some other fellow will ever tell us. Of course we may learn that such or such a tobacco does least harm, and vice versa. But when we get eight dollars a week we buy three-for-fives, and save every blessed cent. A twenty-five-dollar salary permits us for a quarter and three for the same on Sunday. And so on. It is the amount in our jeans that determines the quality we smoke, and, after that, different varieties of that quality are matters of taste, of the pretty cashmer to pay our checks to, etc., without end. Then atop of our feeling that we are contributing so little to a few months or years of our long, long, long wood, along come centenarians from

everywhere who buy Hiawatha fine-cut by the wooden painful and Standard long-cut by the yellow-papered, 20 cent pound and plug by the plug, and wouldn't know adulteration if it reared its awful shape from the pipe bowl and cuspidor, and whom tobacco never hurt, no, sir, by gum! Yes, we all know what it does to us—except the centenarians who say it doesn't—even down to coffin nails. But, will we quit? Guess not! Though we venture a good many chaps would like to help Dr. Wiley smoke up all that nice tobacco. And we wonder whether he will learn the effects of cigarettes on ladies?

MR. CROLY DOES NOT AGREE WITH "A PHARMACEUTIST."

"The crisis is not passing, but coming," writes Mr. C. C. Crolly whose letter appears in another column this week. Mr Crolly does not agree with "A Pharmacist," who, in an article in the Era on July 9, explained that the present hard times among the retail druggists of New York City, causing many of the new and small stores to close, is only a crisis that, in passing, will leave conditions better than now, though not as good as in days gone by. The main difference between Mr. Crolly and "A Pharmacist" is that Mr. Crolly prophesies our demolition, as it were—we have "got to go"—while "A Pharmacist" does, charitably, leave us a few rays of hope that we may still live, though in diminished number; and that Mr Crolly sweeps the whole army of pharmacists under consolidation's iconoclastic march while "A Pharmacist" looks not beyond the one division, Greater New York.

THE MAN WHO STOPS IS NOT A SUCCESS.

The Era may not agree with "A Pharmacist," but it certainly cannot agree with Mr. Crolly. It is not fatuous in belief that the pharmacist's condition here or anywhere is, was, or ever will be ideal. Idealism is not so easily reached else there were no field for ambition. Were idealism prevalent it would be a rut and we would step beyond in search for something better. But things ideal are set a long way ahead of human possibility. Recognizing this fact and that there is emolument and honor to reward us proportionate to our attainments in its direction we are made somewhat content, yet not too content, because ambitious. So we go on, or strive to go on; the man who stops is not a success; the man who goes back is a failure. Now, to take up Mr. Crolly's letter: "When improvements come they come in the country first; the cities follow. When I passed out my kerosene lamps I did not go to gas, but to electricity." Were they not already using electricity in the cities, Mr Crolly? Perhaps the part quoted is not quite germane to the real purpose of your letter, but—we follow. "I saw that the pharmacist had to go. By pharmacist I mean individual producer." But, Mr. Crolly did not "go." He remained an individual producer as far as compounding of prescriptions went and became the agent for a few other things. He simply enlarged. He probably still would exist had he not added other lines, but he was only doing what 98 per cent of his brother pharmacists are doing and have done, more or less, for years, carrying other lines—agents, if you will—of toilet articles, refreshments and bath towels. But, whether they carry these lines or not, even though they run a farm as well as a pharmacy, they remain individual

producers, and the trouble is, according to "A pharmacist," not that they are bound to go, but that they are multiplying too rapidly. And that is the trouble and the reason that profits are smaller and incomes correspondingly less. It is because competition is more crowded and keener and not because the man is showing his ability not only to be an individual producer, but a little more. His methods may not conform to those of the man who believes in being strictly professional but both classes have their shining lights who are contented because they are doing their work as they wish it done and are prospering. And both are producers.

THE MANUFACTURER CANNOT EXIST WITHOUT RETAILER.

Mr. Crolly points out that we have to rely upon the wage earners, and then he alleges menace in that other "84 per cent. of surplus wealth" that the manufacturer invests in reaching the consumer. But the "84 per cent." is a surface figure and the very little bit of it that is left after the manufacturer has deducted his living expenses and pleasure and factory rent and machinery and fuel and advertising—and sometimes there is none left—is not, except in remote cases, being invested to reach the consumer direct. In fact, in the drug trade the tendency of the manufacturer is always to encourage the jobber, and, as far as the retailer is concerned, without him as a side line distributor the manufacturer cannot exist. The 8,000 new doctors will only drop into the places of those who die. The rest will fail or find inducement in other work, perchance as agents between the manufacturer and jobbers and retailers. Doctors—those who survive—increase no more rapidly than the population, and the tightening of qualifications is a constantly growing limitation of their production. Their prevalence, however, can in no way be a menace to the pharmacist. Their power and disposition to harm wanes every year. They no longer like to bother with drugs themselves and the laws grow stronger in preventing them. As far as the distributing of tablets by a few individuals goes—if they do they won't last, for, when a doctor's success depends upon the cure he makes, tablets will not advertise him. That is a condition—a very trifling one—that will right itself as we progress.

A BAD MOVE IS RIGHTED.

It is encouraging to note that the Chicago Retail Druggists' Association is back to the price schedule. There seems to have been little excuse for their having dropped it, even temporarily, to fight some obscure cutter, as seems to have been the motive. When the Chicago schedule was laid aside a few weeks ago enemies of the N. A. R. D. began to crow. They saw in the price war that followed the defeat of the association's cherished plan in its stronghold, Chicago. Even good and long-tried friends of the N. A. R. D. grew discouraged and pointed sadly at the "smashing of the N. A. R. D. in Chicago" and predicted its failure in Philadelphia and New York, and, in fact, everywhere. They will take heart in the evidence of the last C. R. D. A. meeting that the situation is as well in hand, apparently, as ever. The fact that the schedule is resumed cannot be too well advertised.



THE CRISIS COMING ?

Mr. Crolly Writes that It Is Not Passing, and He Prophesies the End of Pharmacists, Because the "Trend of the Times Crushes the Individual Producer."

To the Editor—"The Crisis Passing" appeared in the Era on July 9. The crisis is not passing but coming. When improvements come they come in the country first. The cities follow. When I passed out my kerosene lamps I did not go to gas, but to electricity. Years ago I found out the trend of the times and I adjusted myself to it. I saw that the pharmacist had to go.

By pharmacist I mean an individual producer. I now run a full-fledged drug store as a side line to my department store. Some fine young man, who thought he knew more than the old man, came to wipe me out of the drug business; but he found out that it was conditions that confronted him and not theories.

Now what are the conditions? They are, simply: We have to rely upon the class of people who are workmen, or wage-workers. The wage workers of this country form the mass of the people. They carry the balance of power in business. Turn to your statistics in Washington and you will find that the working class receives \$16 for every \$100 of merchandise it produces. The jobber and retailer divide the profits on the part they can sell to the working man, that is the 16 per cent. The manufacturer, in order to employ the 4 per cent. surplus wealth, invests it, perforce, and is simply getting down to the consumer. By doing so he crowds out the jobber and retailer.

Our doctors here in the village buy a bushel of compressed tablets and distribute them themselves. They are simply manufacturers' agents, the same as the itinerant paperhanger is an agent for the wallpaper mill. Take the prescription business out of it and you take the heart out of the retail pharmacy. A man may be an ice cream disher, a soda water slinger, a rum seller, he may keep a shooting gallery or a photographic studio, but, if his prescription business is gone, forget it that he is a pharmacist. The doctor mills turn out 8,000 more young lads to prey upon suffering humanity than needed. The increased competition among these will annihilate the prescription business in the cities also. What then?

Respectfully,

C. C. CROLLY,
Pleasantville, N. Y.

Life.

For years are like milestones. They tell how far—not how fast—how well, or how ill one has gone; and truly, how far is the last part of the journey. Life, men have long since decided, is not to be measured by length of days. "Forty days!" Stevenson quotes from De Bouillers, "Forty days! that is almost the life of a man if one counts only the moments worth counting!" The partition of the threescore and ten into Youth, Manhood and Age, with an approximate number of years assigned to each, is acknowledged to be merely a matter of convenience. We confess the makeshift daily when we say of one that at heart he was always a boy; of another that she is only a woman in years, or, in all but years; of a child, that he is old beyond his years.—Joslyn Gray, in the Atlantic Monthly.



Interior of J. A. Lessing's Pharmacy, the Smallest of Its Kind in Greater New York, if Not in the World.

CAN THIS BE BEATEN ?

If This is Not the Smallest Pharmacy in the World
the Era Would Like a Description and Pictures
of the Others.

Where is the smallest drug store in the world? Inconspicuously enough, it is in one of New York's giant sky scrapers, the Commercial Cable Building, 20 Broad street, in the innermost heart of the financial district. If anyone wishes to dispute the assertion that it is the smallest pharmacy in the world the Era will be very glad to hear from him, with pictures. He will have to beat a total of 56 feet of floor space.

The proprietor is a boy twenty years old. He is J. A. Lessing, whose father, M. Lessing, formerly had a drug store at Sixty-second street and Lexington avenue, but who has sold out and now is a dry goods manufacturer. The store runs under the style of M. Lessing & Son.

Next door to the Stock Exchange, Mr. Lessing's customers are mostly bears and bulls, which would sound peculiar to one not conversant with the financial interpretation of those terms. But Mr. Lessing knows what the terms mean and never fears even a stampede in his direction. When one comes he takes a position exactly in the center of his "store," and, with a single step in either direction and a corresponding sweep of an arm—rather long for a young fellow—he plucks the article called for from its resting place. Even though it be in the remotest corner, the single step and sweep reach it.

Last summer the Era told about D. F. O'Connell's diminutive store in the Manhattan Life Building and omitted it was being the smallest store in the city.

Its top shelf may be a trifle lower but the store is said to occupy nearly 60 square feet of floor space, while Mr. Lessing's only uses 56.

Mr. Lessing was only 17 when his store was established. In three years he has learned the faces and drug and soda tastes of hundreds of men whose names are famous all over the world. William C. Whitney leans easily over the soda bar and sips his calisaya regularly. Mr. Stetson, J. P. Morgan's partner, and Mr. Sprague of Mr. Morgan's counsel, are familiar customers. Ex-District Attorney Wise appears and before he has time to open his mouth his beverage is ready, because Mr. Lessing and J. Maude, his clerk, know what he will order. Clarence W. Mackay, owner of the building, patronizes his young tenant, John A. Drake often "buys" and has treated John W. Gates there. Thomas Barker, recently paroled in New Jersey for shooting the Rev. Mr. Keller, will be greeted at the pharmacy, where he was just getting acquainted when the shooting occurred, upon his return to work in the building.

The rent costs \$1,200 a year. Bromo seltzer and pick-me-ups for denizens of the district returning from raids and other things bring in far more than that. The sales for the day run all the way from \$25 to \$70. The hot-the soda fountain, the carbonator of which is so small that it was made to order, has established its record of 1,400 glasses in one day. There are four wall cases covered with sliding glass doors, seven shelves high and three and one-half inches deep. The stock is mostly for emergency and braeug purposes. Prescriptions are sent out. Light, heat and motive power for the carbonator are free. Hours are from 8:30 A. M. to 5:30 P. M.

Mr. Lessing does more business than many a store ten or twenty times as large. Several interested brokers have offered to back him in a larger store, but he declines. He may become a broker himself some day, he says. In the picture Mr. Lessing is shown in the center.

SHOP TALK

The Average Druggist had hit on something new—a window display so different from the hackneyed old kind that it attracted interest at once. It was an education on the subject of toothbrushes. The purpose was to show the various materials used in the manufacture, how they were put together, the difference in workmanship in various grades—the whole history of toothbrushes.

On the floor of the window were piles of bristles—the fine white "lilies" from Russian wild boars, bristles colored and bristles bleached, and the cheaper grades from the Western slaughter houses, fibre from horn, sisal hemp stubs, split bamboo, and various, vegetable fibres used in cheap brushes. Each pile had behind it a card giving the name of the substance and telling what quality of brush each was used for. Other piles of materials used for handles, were scattered around, all labelled. Hanging in front, up against the glass, were toothbrushes sectioned to show the way the bristles were put in, each having a card explaining its quality, defects or advantages, and price. All around were various styles of brushes, with cards telling their advantages and disadvantages. On a neat rack behind, other samples were hung, lightly stitched to white price cards. The color of the drapery and background—a dark blue—brought out every point.

The A. D. was wrapping up three nice brushes as the Era Man stepped in. "Thanks," he replied to praise of his window. "Yes, it's pretty good, and I don't begrudge a bit of the time it took. Cost a lot? Not a bit of it. Most of my raw materials I got from manufacturers on loan and they were mighty glad to give me everything I wanted; it helps them as well as me." "Effect?" "Well, I've had it in only two days, but it has already begun to get in its good work; did you see me wrapping up a dollar's worth of the kind that pays me 50 per cent. profit as you came in? However, the window is only a supplement to my little pamphlet in which I call attention to the display. Here's a copy, what do you think of it?"

The booklet was two-colored, well gotten up and of pocket size. The title in Gothic type, was "Facts About Toothbrushes," and it read:

"While the toothbrush is indispensable, few people know how to tell a good brush from a poor one except by price. In fact, many druggists are as badly informed and depend on the assertions of the salesman or the reputation of the manufacturer; yet the distinction between good and poor is not difficult. We have learned how to judge by study and experience and we will tell you how. We are perfectly willing to have you judge our brushes by the standards we name; we use them in buying.

"The quality of a brush depends on the bristles—although the best bristles can be so badly handled that the brush is unfit for use—its durability depends on how the bristles are secured to the handle.

"The best bristles are from the half-wild hogs of Russia and Poland; the bristles from our own hogs coming next. Cheaper grades are prepared by bleaching the coarser colored bristles, which are most abundant. This bleaching greatly impairs elasticity and strength. Tough, stiff fibres of the sisal hemp plant, bamboo fibres, softened and shredded out; whalebone, stiff hairs from horses, cows and other animals, are also used. But there is only one article that will give a good toothbrush—bristles—and a good quality must be used then.

"No other substance has the strength, elasticity and durability of prime hog bristles, nothing else will so

resist the action of moisture, powders or soaps and remain so sweet and clean. The hard sheath of the bristles is waterproof, while vegetable fibre substances take up secretions of the mouth and retain them in their pores. They may look well in a new brush, but they are poor makeshifts. Very soon the water and alkali soften them, they bend and mat together and become no more effective than a rag.

"Hold the brush up to the light and you can almost see through the good bristles. Bleached bristles are dense and seldom translucent. Good bristles are elastic and springy and can be bent double without breaking. When buying a brush test the bristles by bending and pressing them out and see if they come together again. Never buy a toothbrush made out of anything but bristles; such a brush is dear at a cent.

"The cheapest brush we can get that is fit to use we sell for 15 cents, but the bristles are bleached—not first quality. The brush we sell for 25 cents has good domestic hog bristles—will give good service. The brush we really want you to buy is 35 cents—as good in three months as when you buy it; people get a year's use out of them with care.

"After the bristles examine the handle to see how they are put in; here's where cheap brushes are detected. In making good brushes holes are drilled to the proper depth in the flat end, then each row of holes is drilled through the bottom—from the outer end of the 'flat'—a tiny round shaft connecting all the holes of each row. The proper number of bristles for a tuft are doubled in the middle and the bent end stuck into a hole; then the other holes in the row are filled with its tuft of bristles, and thin tough wire is inserted through the shaft and run through the loop of each tuft, bent at the end, brought out and the ends twisted. This process is repeated with each row until all are filled. The bent ends of wire are snipped off and tucked in and the ends of the shafts filled with waterproof cement. The ends of the bristles are then trimmed. Bristles put in this way will stay.

"In cheap brushes this expensive method is not followed. Holes are drilled into the 'flat', a tuft of bristles is forced in with a small tool, the end first having been dipped in some cement, and the glue or cement, with the expansion of the end of the tuft by the filling tool, is relied on to keep the bristles in place. Some cheap Japanese brushes have wooden or bamboo handles in which the alleged bristles are held in with cord or twisted bamboo fibres. Another kind of brush has the 'flat' in two parts; the lower half has the holes drilled all the way through and the bristles are wire-fastened on the inner side, the top being glued on afterward. While an improvement over the 'glued in' brushes it is likely to smell of glue and lose its top when the glue is acted on by the water. It is poor economy to buy any but a wire-fastened toothbrush. The bristles fall out, become lodged between the teeth, cause irritation or even appendicitis by lodging in the appendix after being swallowed.

"The handles are made from many things. Bone is the best; wood absorbs moisture, swells and often splinters off.

"It is surprising what a story many common things have—but we wanted to bring out only two things—what is the right kind, and, how to pick it out. We will be glad at any time to demonstrate these little points to you. You will find in our window display illustrations of our talk. If you are like us the lesson of the window will be, Never buy a Cheap Toothbrush."

BE A GOOD MACHINE—CUT OUT THE LOST MOTION.

"When I begin coaching a young man the first thing is to tell him and show him how and harp on the advantages of making every motion count," said an old druggist.

"I always had a knack that way myself—no false motions. I guess it came by me honestly enough, for there were never two people in this world more capable of making their every motion accomplish something than my father and mother.

"Father was a small man in size, 'but, oh, my!' as mother used to say. His five-foot-four used to be the landmark in the fields, whether it was haying, sowing or digging potatoes. Folks used to remark, 'No one but a Perkins could do that,' when they saw him digging and picking up a hundred bushels of potatoes, husking sixty five bushels of corn, or cutting three and a half cords of four foot wood in a day. I can't say he always did it in the easiest way—perhaps that's why he got it done so quickly. Probably he might have used a wedge and maul more in splitting up a tough block of wood, it may be he might have taken hold of the potato fork a little higher up and not bent his back so much, and he could have mowed easier with less angle between the scythe and snath, but he would have been at it longer.

"Mother was the same way—four-feet-ten she was. When her washing was hung out before the rest of the women had their's in the first rinsing, and when she maybe churned and baked and ironed the white clothes all that same day, 'n then had time to get the meals for five good appetites, her's included, and read a spell, folks wondered how she did it. People sometimes don't believe in women working so hard, but she didn't think it was working hard; she wasn't tired to speak of, because she had saved her notions. Besides, she didn't have it to do next day.

"The secret was just and only in making every move count. Father didn't go out digging potatoes and carry his fork along and leave his basket behind and have to waste half an hour going back after it when he got ready to pick up the potatoes. He didn't think it necessary to throw every old dried potato stalk in a nice row between the hills. He didn't mix and carry his plaster and Paris green in twenty-five pound lots when he went out to poison bugs; he mixed 'em at one time and took it with the horses.

"Mother didn't let the fire go out. When the morning was finishing, the dinner had begun cooking, and before dinner was over the flat irons were heating and while the ironing was going on so was the bath.

"When I got old enough to do the chores I just naturally fell into the habit. Father had not reasoned the theory all out in his head as I have. So he didn't read me any theses. But if I went out with a pail of swill for the pigs and then came back after the milk pails and then came back again after stuff for the hens, he would probably say: 'Why didn't you take them when you did the swill?'

"I didn't use to make a trip to the barn to throw down hay from the mow for the cows, and then go out to the granary after oats for the horses, and then back to the barn to throw down some more hay for the cows, and then back to the granary again to get corn for the pigs. No, sir! I threw the hay down all at once and into the mangers, and got my corn in one half-bushel and my oats in another at one trip. Maybe I carried a bigger load at a time than the other way, but I had those chores all done before breakfast.

"And I carried the pail of milk and the empty swill pail, and inside of that the empty chicken-feed dish, and inside of that the eggs when I went to breakfast.

"I saved the motions—made every one count.

"Now, that same thing applies to teaching school and engineering and working in a drug store. A good look for a bottle, 'nother trip back for a cork, and then another one back for a label perhaps then forgetting the price or having the cork don't fit, don't count. Here's a little right to your hand when you fill the

bottle, or, if there is no room or you have to fill the bottle in another part of the shop than usual, bring your accessories at one trip, or carry your bottle to them.

"Don't sweep out the store and then take your broom into the back room and then come way across the store again to shut the front door.

"It would be as much sense to walk around a package while you are putting a string on it.

"Some fellows tell me that this is system, machine work. Well, we are all machines of work. Why not be a good one as well as a poorly-working one? And we are getting away from the common reproach of the term because we are using our brains more to direct our work.

"When you are a machine, be a good one—cut out the lost motion."

A MAN OF MANY BUSINESSES.

We all have heard about the country storekeeper who also was the undertaker and the liverman and the postmaster and the notary public and, probably, a farmer, as well. But here is a druggist who has a side line or two himself. He is Geo. M. Fairweather, Dorchester, New Brunswick, and he sent an order to Simpson Bros. Co., Limited, wholesale druggists at Halifax, Nova Scotia, who forwarded it to the Era. The order is on a robin's-egg blue, private postal and on the front is recited that Mr. Fairweather has the central office of the New Brunswick Telephone Co., that he is agent for fountain pens, paints, sewing machines, shoe dressing, soap, gramophones and flowers, naming the makes of each line. But on the other side of the card is this list: Drugs, groceries, fruit, confectionery, cigars, tobaccos, books, stationery, fancy goods, cutlery, watches, clocks, jewelry, silverware, souvenir goods, Japanese china. Not so bad, you say. But, read on! Sporting goods, store and plough fittings, stores, furnaces, ammunition, tin, iron and enamel ware; paints, oils and varnishes; sewing machine fittings, county produce and livery stable! Does he have his country produce in glass cases, we wonder? And is the livery stable next to the prescription department?

WHEN WE HAVE A WELL OF LEMONADE.

The old stone well at Barnes' drug store, Syracuse, has gained such fame that last week a man came from Georgia and several have stopped over a train to see it. There is nothing wonderful about the affair except its originality. A well is built in plain sight at the end of the soda fountain. The lemonade is ladled out with a dipper. Mr. Barnes, in selling for five cents a glass, was taking a big risk. The lemonade is the "real thing," no acids or adulterations. The first year the well lost money, as it was new and there was not business enough to warrant buying lemons in large quantities. The next year, however, the well had become noised around pretty well and it became a habit for hundreds to "go over to Barnes" and get a pint of lemonade for a nickel. Trade was now big enough to buy lemons at right prices and the well began to pay. To sell a pint of good lemonade for five cents and make a profit is quite an achievement.

JONES A COMMON NAME.

Advertising brains are shown in a fetching booklet distributed by the Daniel R. Jones Co., Wells Building, Milwaukee, entitled "Jones—A Common Name for an Uncommon Drug Store." The most impressive and seasonable argument is a complete price list of all drinks served at the soda fountain, comprising some two hundred and fifty separate beverages, ranging from plain soda at a nickel to tonics, mineral waters and fancy lemonades at twenty-five and thirty-five cents. There are also arguments for pure olive oil, toilet soaps, perfumes, sunburn remedies, as well as a good word for the prescription counter and telephone service. Another effective piece of literature for the same store is a mailing card sent to all tenants in the Wells Building, which contains fifteen floors of offices.

PROPRIETARY PREPARATIONS VS. THE NATIONAL FORMULARY.*

By DAVID H. GALLOWAY, Ph. G., M. D.

AT first sight this subject is likely to cause some surprise to the average physician. Can it be possible that there is a rivalry between the preparations of the National Formulary and those of the proprietary manufacturers for the favor of the doctors?

By proprietary medicines I infer is meant those medicines put up ready for sale to the public or for dispensing on the order of physicians, who are so thoughtless or short-sighted as to prescribe them, and the composition of which is secret. I will leave out of the discussion the large class of synthetic preparations the formulas of which are published, the names of which are copyrighted and the drugs themselves patented. I believe, however, that patents should not be allowed on any drug or chemical, nor a perpetual copyright on the name of any such preparation. Let the process of manufacture and a fancy name, if desired, be protected by patents and then when the patent expires the process and the name as well will become public property.

Physicians who Allow Manufacturers to do Their Prescribing.

But to return to the secret preparations. I believe that most physicians would be astonished if they could look along the shelves of the average drug store and note the number of bottles of "patent medicines" which have been opened and a portion of the contents used to dispense on the prescriptions of physicians. It is appalling to know what a large portion of our profession are too lazy, ignorant or incompetent to do their own prescribing and who are willing to allow the manufacturers do their thinking and prescribing for them; manufacturers to, in many cases, who know little of pharmacy and less of medicine.

Medicine is supposed to be an altruistic profession and the physician an altruist or, at least, as near to it as frail humanity can readily come, and I believe that the majority of its members are actuated by the best of motives and the highest ideals. There are very few of us who would not shield a patient from diphtheria or scarlet fever if we could, though by so doing we deprive ourselves of the fees that would accrue from the care of the patient during the course of the disease.

Fostering Self-Medication.

If self medication on the part of the patient is an evil, then the prescriptions of many physicians by fostering this habit are doing harm and not good. Since in this case at least the good of the physician and the advantage of the doctor are identical, it is hard to understand the latter's action. The manufacturers are not sucking doves, but some of us in guilelessness would seem to be twins of that astute fowl, that we allow these same manufacturers to use us as cat's-paws to rake their golden chestnuts out of the commercial fire.

How the Patient Dispenses with the Services of the Doctor.

The maker of the nostrum usually marks his preparation carefully "to avoid mistakes," that is, to avoid the mistake of failure to let the patient know what the medicine is, so that he can thereafter procure it of the druggist direct without the intervention of the doctor. This redounds greatly to the advantage of the manufacturer because the patient will not only use it on less urgent occasion but he will also recommend it to his friends with the assurance that it is a good thing, "for my doctor prescribed it for me." Finally, the patient, not to mention his friend, can dispense

with the services of the doctor even for diagnostic purposes.

How the Doctor Introduces his Successor.

The insinuating agent, or the manufacturer himself—by circular—confidentially imparts the information to the doctor that "our make" of simple syrup is a great discovery, and that discovery stopped when this one was made, but lest the rascally druggist substitute "something equally good," which is worthless, the doctor should not fail to prescribe an original bottle. Not only, then, does the doctor allow the medicine maker to tell him what he shall prescribe but to indicate the size of his prescription. The poor, busy, unsophisticated, unthinking doctor does as he is told—by suggestion of course—and he does not even think, should he discover that the wily manufacturer has his name—and probably the name of the preparation also—"blown in the bottle," so that there can be no mistake when the patient wants to get it again without consulting the doctor.

You thus have introduced into your practice your successor. You have not required him to furnish recommendations and you have not received anything for your "good will." The next time your patient has similar symptoms he will go to his druggist and show his bottle, to avoid mistakes, and ask for another bottle of "Fakem's Tonic." The alcohol it contains will cause an exhilaration which makes him think that it is doing him good—though he may be a teetotaler—and he will recommend the medicine to his friends instead of recommending the doctor.

Conditions in Chicago and Elsewhere.

But the druggists of Chicago can congratulate themselves that the conditions are not nearly so bad as they are in many cities of smaller size. I have recently taken a trip through the country and, as I have many acquaintances among the druggists, I called at a great many drug stores and talked with the druggists, and this subject came up in several places. Of course there is no danger of such deplorable conditions prevailing in a city like Chicago, a city of medical schools and pharmacy schools, of medical journals and medical societies.

Proprietary Medicine Prescribers Benefactors!

There are certain things in nature which only seem to be evil. For instance it has been said that even tuberculosis is a factor for the building up of a fine and vigorous human race. By weeding out the weaklings and the otherwise unfit, it leaves a race which improves much faster than it would if the victims of tuberculosis were allowed to mature and leave a progeny to inherit their weaknesses. So it may be that our proprietary medicine prescribers are benefactors of their patients in that they turn them over sooner or later to the tender mercies of the manufacturers, in whose hands they may fare better than they do in the hands of these practitioners of medicine. The doctor being to this extent simply a middle man, a distributing agent, so to speak, and the elimination of the middleman will be an advantage in point of economy at least.

Why Not Become Familiar with Official Preparations?

But, soberly now, why should we not each get a Pharmacopoeia, a National Formulary and a dispensatory, make ourselves familiar with the preparations which can be made for us by any competent pharmacist and use these preparations to the exclusion of the secret nostrums, the composition of which we do not know, and the therapeutic properties of which may be changed at the will of the maker and without our knowledge? Instead of "anti-pain" for headache why not try compound powder of acetamid and so on, ad libitum?

Assistance from the Druggist.

Get better acquainted with your druggist and you will get more intelligent assistance from him about

* Read before the Hyde Park Druggists' Association of Chicago and at the request of the association contributed to the Era for publication.



F. W. R. PERRY, Detroit, Mich.

Local Secretary, 1903 A. Ph. A. Meeting, Mackinac Island, Mich.

the preparations you wish to prescribe than you will from the manufacturer's agent whom you have listened to too long. The druggists as a class start out with a better equipment for their work than we do for ours, for they are required to get their experience, or a good deal of it, before they get their diplomas, while we get our diplomas first and our experience afterward.

Experiences in Professional Life.

I wish now to pay my respects to our hosts by relating two incidents in my own experience. I called on a patient and wrote a prescription (not for a secret preparation and not written in secret signs) but there was no one in the house who could conveniently go to the drug store to have it filled. I asked who their druggist was and volunteered to leave the prescription at the store and have the medicine delivered. As I stepped up to the drug store counter I was met by a large sign which advised in large letters "Doctor yourself. Omon's remedies always cure." There was a lot more of it which I did not stop to read. As I handed the prescription to the druggist I took occasion to say that I was very glad that I did not send the patient if that was the kind of advice he dispensed with my prescriptions. She might have taken his advice instead of my medicine, and then I might have been out of an occupation. Hereafter I would try to see that all my prescriptions which came to him were brought by myself or by a messenger who could not read.

The other case happened in this way. I had written a prescription for a patient and a young woman was to go for the medicine. Before starting she consulted me about a headache from which she was suffering. The headache was, in my opinion, due to constipation and I advised her to get some salts from the drug store and take a dose that night before retiring. She went to the druggist's and stopped to look into his beautifully lighted window. The window was dressed in brilliant colors and several hundred times repeated was the name of a proprietary preparation which was advertised as a sure cure for headache and various other ills. She thought that it would be easier and quicker than the salts, so she bought a package and took it home with her. She took one powder and

as the headache did not stop instantly, nor in a few minutes, she repeated the dose, for she was given to understand that the powders were harmless. How many times she repeated the dose I do not know, but some time later her mother found her in bed and, to all appearances, dead. I was called in hot haste, and I did not wonder that they thought her dead for her appearance was such as to warrant such a belief. I spent most of the night there and she lived and will probably let patent headache powders alone in the future.

THEORY AND PRACTICE

ROOMS DISINFECTED WITH MERCURIC CHLORIDE.

E. Bertavelli (Apot. Zeit.) finds that practically no danger is incurred in occupying rooms which have been disinfected with mercuric chloride, particularly if care be taken to remove the disinfectant as completely as possible. After spraying the walls with a solution of the salt no mercury remained suspended in the atmosphere of the room. In a series of experiments, in the case of only one individual out of thirteen could a minute quantity of mercury be detected in the urine. With mice confined in a box previously disinfected with a one per cent. solution of sublimate, mercury was found in two cases out of fourteen, but if a strong metal gauze were placed several centimeters above the floor all the mice remained free from mercury poisoning.

PURIFIED COCOANUT OIL.

The Pharmaceutische Centralhalle describes a process for purifying coconut oil, converting it into a very acceptable table oil. The material is first agitated with dilute acid and then treated with powdered lime. At a gentle heat, 50 to 60 degrees C., the lime neutralizes the free acids of the oil, forming a lime soap. The neutral oil is separated from the soap by filtration. The oil thus prepared, still possesses a disagreeable odor. This is removed by agitation with an aqueous solution, 2 in 100, of alkali carbonate and heating at 100 degrees until all peculiar odors disappear. The alkali carbonate is removed by washing with water. The resulting product is a neutral oil, without either odor or taste.

INFLUENCE OF CARBOHYDRATES UPON DIGESTION.

A German medical journal reports the result of a series of experiments intended to determine the quantities of different products of digestion formed within a short time after eating various foods. The stomach of an adult healthy person was found to have rendered soluble at the end of an hour a series of albumenoids without the secretion of any hydrochloric acid. After the consumption of rice with the meat, the quantity of albumen rendered soluble during the same length of time was increased by at least 10 per cent. The experiment was repeated a number of times and invariably gave evidence of the favorable influence of the carbohydrate.

ACTIVE CONSTITUENT OF ALOES.

M. I. Wilbert (Amer Journ Pharm) states that the different varieties of commercial aloes may be divided into two classes, one containing barbaloin with little or no isobarbaloin, and the other containing considerable quantities of isobarbaloin in addition to the aloin. He thinks that ultimately a preparation will be found which will represent the cathartic principle of aloes more satisfactorily than aloin.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Storing Distilled Water.

(G. E. B.) The Pharmacopœia directs that distilled water shall be kept in glass-stoppered bottles, rinsed with hot distilled water immediately before being filled. Another very excellent arrangement is to adopt a white earthenware bottle of several gallons capacity; the bottle should also be labeled and used for no other purpose. This suggestion comes from Mr. Umney, an English pharmacist, who states that the supply of water when so kept is found in a uniformly good condition. For keeping large quantities (20 or 30 gallons) of distilled water, for a short time only, we presume there would be no serious objection to storing it in an oak barrel, well paraffined on the inside, though this procedure is hardly necessary when one can very easily procure glass tanks or containers of almost any capacity and so made that the contents may be entirely protected from the air. The Appert Glass Co. of this city, manufactures such containers. Distilled water should not be kept in copper tanks.

Some years ago Dr. J. N. Hurty of Indianapolis, gave the following directions for keeping distilled water: Prepare an empty carboy by boring with a rat-tail file a hole in the shoulder; through this hole introduce a glass siphon, made air tight at the point of contact with the carboy by slipping over the siphon tube a piece of rubber tubing, and, on the longer arm, tubing about four inches long, provided with a pinch-cock. Into the mouth of the carboy fit a perforated cork, holding a glass tube filled with cotton; this is to be inserted as a stopper, the tube filled with cotton acting as a vent. All the air entering the carboy will be drawn through the cotton, thus being filtered perfectly free from motes. It is these motes, or dust particles, among which the seeds of the confervæ exist, that cause the ropiness which we wish to avoid. When the carboy is full insert the perforated stopper carrying the tube filled with cotton; start the siphon, and now, if the stopper is not removed, the entire contents may be used, as required, and not a single fleck will form therein.

Premature Gray Hair.

(S. H. R.) As a rule nothing can be done to permanently restore the color to gray hair. If the malady is due to neuralgia, the cure of that difficulty will sometimes be followed by restoration of color. The administration of iron, phosphorus, and sulphur, has been advised on theoretical grounds, and may be tried if the "whitening" seems to be due to physical disability. In the way of remedies, cases have been reported in which the hair has grown darker under the use of *pl. c.* continued use of jaborandi by the mouth, or iocogaine subcutaneously. Acetic acid has also been recommended as having a decided tendency to increase the pigmentation of the hair. Whatever method of treatment be adopted, the rules of the hygiene of the

scalp should be enforced. According to Jackson, all that can be done for this difficulty is to artificially restore the color by means of hair dyes, and their use is to be strongly advised against. Plucking the white hair is worse than useless. From another authority we quote a formula for dyeing gray hair black:

- (1) Bismuth citrate 1 ounce
Alcohol 5 drams
Rose water, distilled water,
of each 2 ounces
Ammonia a sufficiency

Apply in the morning.
(2) Sodium hyposulphite 12 drams
Distilled water 4 ounces
Apply thoroughly in the evening.

Electrolysis for the Removal of Hair.

(S. A.) Most of the medical colleges having courses in electro-therapeutics include instruction in the use of the electric needle for the removal of superfluous hair, electrolysis of tumors, warts, naevi, etc. We know of no particular school which makes a specialty of this kind of instruction. The J. Kidder Mfg. Co., Waite & Bartlett Mfg. Co. and George Tiemann & Co., all of this city, manufacture electric machines and galvanic batteries which include equipment for various minor surgical operations. The removal of hair by electrolysis is performed about as follows: Connect the small platinum needle with the negative pole of the galvanic battery and introduce it into the hair sack, using the hair as a guide. The point of the needle should be carried to the bottom of the sack. The positive pole of the battery should be connected with a sponge electrode, which can be placed on the skin near the hairs to be removed; when electrolysis has been carried far enough the hair bulb can be easily pulled out. Use from 4 to 6 cells of the battery. After the operator has had a little experience he will know the time required and number of cells to use. Jackson's "Diseases of the Hair and Scalp," published by E. B. Treat, this city, contains considerable practical information on this subject.

Bird Lime.

(L. B. T.) Bird lime is a thick, soft, tough and sticky mass of a greenish color, has an unpleasant smell and bitter taste, melts easily on heating, and hardens when exposed in thin layers to the air. It is difficult to dissolve in alcohol, but easily soluble in hot alcohol, oil of turpentine, fat oils, and also somewhat in vinegar. The Techno-Chemical Recipe Book states that the best quality is prepared from the inner green bark of the holly (*Ilex aquifolium*), which is boiled, then put in barrels, and submitted for fourteen days to slight fermentation until it becomes sticky. Another process of preparing it is to mix the boiled bark with juice of mistletoe berries and burying it in the ground until fermented. The bark is then pulverized, boiled and washed. Artificial bird lime is prepared by boiling and then igniting linseed oil, or boiling printing varnish until it is very tough and sticky. It is also prepared by dissolving cabinetmakers' glue in water and adding a concentrated solution of chloride of zinc. The mixture is very sticky, does not dry on exposure to the air, and has the advantage that it can be easily washed off the feathers of the birds.

We do not know to what extent artificial bird lime is used in the manufacture of sticky flypaper.

Tints for Face Powders.

(C. T.) Various suggestions for tinting face powders have been printed in the Era. However, carmine and eosine are usually employed for giving to face powder a flesh color. The former is best triturated with talc, in the proportion of 1 part of carmine to 3 of talc, and a sufficient quantity of the mixture incorporated with the face powder to produce the requisite tint. It depends upon the mixture of the constituents how much of the mixture would be required. This quantity, however, may be easily de-



MARION A. STOUT, Bluffton, Ind.
President Indiana Ph. A.

terminated by experiment. If cosine is used, it should be dissolved in a little water (about 1 in 20) and a sufficient quantity of this added to the powdered talc to impart to the latter a deep tint. This tinted talc can then be used for mixing with the face powder. To make the "desh" tint produced by these colors more natural add a certain proportion of aniline orange. By increasing the quantity of orange a brunette color may be produced. Other pigments used are carthamine, various lakes, Spanish and Venetian reds, ochre, etc.

Bitters.

(L. & H.) The following formulas are from the Era Formulary:

(1) Grind to a coarse powder 4 ounces of cinchona or chiretta bark, 2 ounces of sweet orange peel, 1 ounce of lemon peel, 1 ounce of bitter orange peel, 1 dram of cinnamon, 1 dram of nutmeg, 1 dram of cloves, and 30 cayenne seeds. Infuse for about 10 days in 4 gallons of 65 per cent. alcohol, and then filter off into bottles.

(2) Bitter orange peel, ground, 4 ounces; gentian root, 3 ounces, nutmeg, 1/4 ounce; cloves, 1/8 ounce; cinnamon, 1/2 ounce; syrup, 6 ounces; St. Croix rum, 1 gallon. Macerate for 7 days; express and filter.

(3) Golden-seal root, tulip tree bark, bitter root, of each, 1 dram; prickly ash berries, saffrairs, capsicum, of each 1/2 dram; sherry wine, sufficient, or enough to make 3 pints. Exhaust the drugs by maceration or percolation with enough wine to obtain 3 pints of "bitters." Label "wine bitters"; dose from 1/2 to 2 fluid ounces.

Essence of Ratafia.

(A. L. W.) "Ratafia" is a term applied to a flavoring essence the basis of which is essential oil of bitter almond. According to one authority, peach kernel are properly the source of ratafia, but any of the other substances yielding bitter almond oil is used. The name "ratafia" is also applied in France as a common generic term to a variety of liqueurs composed of spirit, sugar and the odoriferous and flavoring principles of vegetables, more particularly to

those liqueurs containing the juices of recent fruits, or the kernels of apricots, cherries or peaches. De Brevan says the term is applied very loosely, but almost all of the liqueurs made by infusion are known under the name "ratafia," this method of preparation being applied to some substances, where it is impossible to extract the perfume by distillation with either alcohol or water.

Removing Gum of Sticky Fly Paper from Furniture.

(J. B. D.) "C. H. L.," Bayonne, N. J., writes that you can remove the gum of sticky flypaper (Tangle-foot) from furniture with oil of turpentine and not injure the varnished surface.

GATHERED FORMULAS.

Weather Forecaster.

- (1)
Cobalt chloride 1 part
Gelatin 10 parts
Water 100 parts
- (2)
Copper chloride 1 part
Gelatin 10 parts
Water 100 parts
- (3)
Cobalt chloride 1 part
Nickel oxide 0.75 part
Gelatin 20 parts
Water 200 parts

These solutions may be painted on the insides of windows, or on calico, and in fine weather No. 1 appears blue, No. 2 yellow, and No. 3 green. When wet weather approaches, the colors disappear.

Solder for Glass.

A compound of tin (95 parts) and zinc (5 parts) melts at only 200 degrees C., and can then be firmly united to glass. An alloy of 60 parts of tin and 10 parts of aluminum melts at 300 degrees C., adheres, like the preceding, to glass, and is equally brilliant. With either of these alloys glass may be soldered as easily as metal, in two ways. In one, heat the pieces of glass in a furnace and rub a stick of soldering alloy over their surfaces. The alloy will melt, and can be easily spread by means of roll of paper or a slip of aluminum. Press the pieces firmly together, and keep so until cool. In the other method a common soldering iron, or a rod of aluminum, is heated over a coal fire, a gas jet or a flame supplied by petroleum. The hot iron is passed over the alloy and then over the pieces to be soldered, without the use of a dissolvent. Care should be taken that neither the soldering iron nor the glass be brought to a temperature about melting point of the alloy, lest the latter should be oxidized, which would prevent it from adhering.

Fly Paper.

- Chloride of cobalt 4 drams
Water, hot 16 ounces
Brown sugar 1 ounce
- Dissolve the cobalt in water, and add the sugar. Saturate unsized brown paper in the solution and hang the paper up to dry.

- (2)
Potassium bichromate 10 parts
Sugar 30 parts
Oil of pepper 2 parts
Alcohol 20 parts
Water 120 parts
- Mix thoroughly, digest for several days and filter off the liquid. In this solution soak unsized absorbent paper, allow to dry, and again soak and allow to dry.

Perfume for Ballroom Floor-Gloss.

- Oil of lavender 1/2 ounce
Oil of verbena 20 minims
Oil of neroli 20 minims

NEWS DEPARTMENT.

COMMERCIAL TRAVELERS

Rosenthal Got Married in a Matter of a Half-Dozen Hours—A Wedding Present Was the Bounce.

George F. Stackhouse comes to this city as manager of the local branch of The Phelps Company of Buffalo, the "chocolate chips" people. He is a premier insurance man and was once a Pinkerton special investigator.

The boys are piling away on vacations these days. Grant J. Woolston of Holton & Adams, and the Mrs. are away in the Adirondacks, where Grant, with \$1.93 worth of fishing tackle is laying in a stock of yarns. Mr. and Mrs. Woolston occupied rooms next to John Lane, Schieffelin & Co.'s Massachusetts man, and Mrs. Lane, at the Connecticut Ph. A. meeting. It was cold and Grant tore up newspapers and put them on the bed. Mrs. Lane said: "Someone's tearing paper off the wall, John; I wish you would, too." But John wouldn't.

W. L. Anderson of Pewaukee, Wis., has accepted a position as traveling salesman with Henry Thayer & Co., Cambridgeport, Mass., his territory being Wisconsin. G. C. Lemhard is now traveling for Frederick Stearns & Co., Detroit, in Minnesota and South Dakota. Charles Duro, formerly with Jermia, Pfeuffer & Kuhmstedt, Milwaukee, and later with Lord, Owen & Co., Chicago, has charge of the sundry department of the Yahr & Lange Drug Co., Milwaukee, succeeding August Fien, who goes on the road for the firm in Minnesota and Iowa.

Fred B. Taylor has sold out his interest in Bowman & Co., Oakland, Cal., and was in this city rigging up with a line of Oakland & Johnson specialties to take back and sell.

Sidney J. Brister, for many years traveling salesman for Strong, Cobb & Co., Cleveland, has resigned his position to undertake the management of a bank at New Philadelphia, O. His place is taken by J. S. Marquis of Lisbon, O., formerly in the employ of Hance Bros. & White of Philadelphia.

L. D. Worden, the genial representative of W. H. Schieffelin & Co., was in Buffalo last week calling on the trade. He has fully recovered from an accident which befell him a few weeks ago at Liberty, where he sustained a badly sprained ankle.

A traveling salesman, who, until his wedding, represented Henry Thayer & Co., of Cambridgeport, Mass., must be awarded the palm for doing things up quickly. The man is Dr. Jacob S. Rosenthal and he represented his firm in Indiana. In Indianapolis he met a young woman who was employed in the local telephone exchange. That was at nine o'clock in the evening. Two hours later they were engaged. Another two hours and Rosenthal had secured his marriage license. At two in the morning the "happy couple" aroused a justice. A letter from Rosenthal's employers was on its way at the time of the wedding, informing him that he was out of a job.

An impostor, representing himself to be an agent of Colgate & Co., has been going the rounds of Washington, D. C., offering to give a chair away with a certain number of bottles of perfume. The police are now on his "scout."

COMMERCIAL SECTION A, PH. A.

Thos. V. Wooten, chairman of the commercial section of the A. Ph. A. has addressed a letter to members of that organization asking for contributed articles to be read at the Mackinac Island meeting. Here is a list of the topics suggested:

"1. What in your opinion is the greatest of all obstacles to the commercial welfare of the retail pharmacist? What is the best method of removing this obstacle?

"2. Is the practice of self-dispensing by physicians increasing or diminishing? To what extent are reputable manufacturers of pharmaceuticals blamable for this practice?

"3. What is the best means of preventing physicians from prescribing Never-say-die-ine and the thousand and one secret remedies (?) physicians are talked into using by smooth-tongued canvassers, which preparations druggists, at much trouble and financial loss, are compelled to stock? Has the distribution and use of the epitome of the National Formulary been of advantage to this end?

"4. Has the plan of druggists holding conferences with their physicians in a body been tried in your city; if so, with what results?

"5. Is it your observation that cooperative manufacturing by pharmacists is a success?

"6. Aside from ethical considerations, is it your belief that the selling of just-as-good preparations in lieu of advertised proprietaries, when the latter are demanded, is good business policy?

"7. Does not the plan of druggists adopting a mutually satisfactory schedule of prices for the selling of counter goods, as well as proprietaries, materially increase their profits? Has this plan been tried in your community? (See copy of schedule recommended by N. A. R. D. sent you under another cover.)

"8. Would a reduction in the number of drug stores, by combining two or more under one management, yield better financial returns, and is this plan feasible in ordinary conditions?

"9. What is the best means to prevent the multiplying of drug stores whereby the number of clerks is decreased to the disadvantage of the older stores, no financial advantage being gained by the proprietors of the new unneeded stores, they being better off as clerks?

"10. To what extent would the teaching of a comprehensive business course in the various colleges of pharmacy lessen the number of druggists leading a hand-to-mouth existence, making no money themselves and preventing others from doing so?

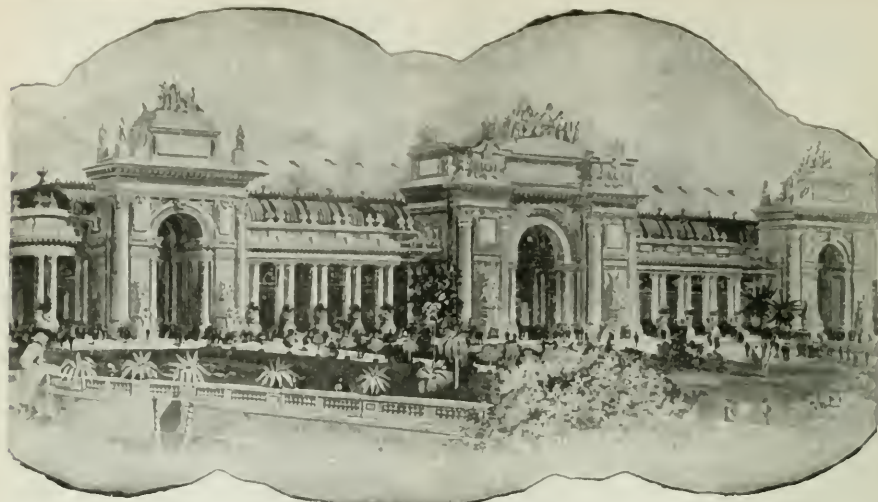
"11. Does not the handling of a considerable number of side lines, scattering as it does the energies of the druggist, tend to hurt rather than to help his business?

"12. Determined by your own experience and observation, what side lines are most profitable and at the same time detract least from the business of filling prescriptions and dispensing drugs and medicines?

"13. What are the most effective means of creating a demand for one's own remedies?

"14. Would not cooperative window dressing be advantageous to druggists, lessening the expense and making it possible for druggists to use to better profit windows for which they pay heavily?

"15. What is the best means of inducing druggists to leave their stores and mingle more with men in the outside world so as to become less unapproachable on business propositions vitally affecting their own interests?"



Liberal Arts Palace, Home of Pharmacy, World's Fair, St. Louis.

PHARMACY AT WORLD'S FAIR.

As at Paris, Chemistry and Pharmacy Will be Classified with the Liberal Arts, Instead of with the Manufactures, as at Chicago.

Pharmacy at the World's Fair, St. Louis, next summer, will be cared for in the Liberal Arts Palace, as pharmacy is properly a liberal art. The many equipments, processes and products will be shown. The palace will cover nine acres of ground and be 525x750 feet in size, in the form of an elaborate rectangle, each of its four facades presenting a rich and impressive succession of pavilions and colonnades, in pairs, including logias of rare grace and beauty.

There were few exhibits of chemicals at the Chicago World's Fair. They were classified as manufactures. At Paris, in 1889 there were many interesting exhibits, the United States having 34 exhibitors. There, for the first time, the great and growing importance of chemistry as a factor in the industrial life was fully recognized by its classification in liberal arts, a step in advance of manufactures. France, with her characteristic progressiveness, made a most interesting display which should certainly be eclipsed by the United States in 1904. The historical exhibits at Paris were not the least in interest. There was the balance of Lavoisier, the products of Chevreul, the apparatus of Gay-Lussac and the products of the investigations by Sainte-Chaire Deville, Berthelot and Moissan, all of exceeding interest. France and Germany will be fully represented at St. Louis.

There seems to be, at the present time, excellent reason for the American chemist to show the manufacture of calcium carbide, of carbonyl, the electrolysis of salt with the production of caustic soda and chlorine, the preparation of sodium carbonate and other characteristic and important branches of the chemical industry. Laboratory apparatus manufacturers may also show every device for use in the chemical industry, as well as the manufacturer of machinery and utensils used in the production of chemicals and drugs.

The chemical industry and pharmaceutical arts comprise the largest group in the liberal arts department.

It is designed by Colonel John A. Ockerson, chief of the department, to have as much of the machinery and processes in this exhibit in operation as possible. Electric power, water and gas are in the liberal arts palace, and readily obtainable. It will be possible, therefore, to have actually shown the processes used in treating waste water from factories, the method of compression and liquefaction of gases, and the making of artificial textile fabrics, the making of pills, of paint grinding, and all other classified processes.

The enormous production of drugs and pharmaceutical products of all kinds in this country find representation in group 23, not only in the raw material of pharmacy, the equipment of the manufactory, but the product, both simple and compounded. Following is the classification of group 23:

Class 102—Laboratory apparatus and utensils; enameler's lamps, blow-pipes; presses, drying ovens, filters, electric furnaces.

Class 103—Apparatus and instruments for making industrial and commercial analyses.

Class 104—Equipment and processes used in the chemical treatment of animal substances, with their products; superphosphates, soaps, candles, glycerine.

Class 105—Apparatus and processes for the production by electrolysis of hydrogen peroxide, chlorine, hypochlorites, chlorates, soda, bleaching materials, and various other chemicals.

Class 106—Equipment and processes used in the manufacture of vegetable essences, varnishes, commercial rubber, substitutes for India rubber and articles of gutta percha.

Class 107—Equipment and processes used in treating the mineral substances used for lighting, heating and lubrication; coal, shale, petroleum, ozocerite, etc.

Class 108—Equipment and processes used in treating wash water from factories (by chemical or electrical methods) with a view of permitting their return to water courses.

Class 109—Equipment for charcoal works and the production of various derivatives, methylated spirit, acetone, acetic acid, tar.

Class 110—Apparatus and processes for the compression and liquefaction of gas. Liquefied gases.

Class 111—Apparatus and processes for the manufacture of artificial textiles.

Class 112—Apparatus and processes used in the manufacture of pharmaceutical products.

Class 113—Acids, alkalis, salts of every kind. Sea salt and products of the treatment of the mother waters.

Class 114—Refined sulphur and derivatives from sulphur.

Class 115—Equipment and processes used, and products obtained in the manufacture of phosphorus and matches.

Class 116—Hydrogen peroxide; ozone.

Class 117—Various products of chemical industries; tanning materials, waxes, essential oils, glue and gelatine; perfumes and extracts; disinfectants, various glazes, printing ink, blacking.

Class 118—Commercial India rubber; gutta percha.

Class 119—Dye stuffs, paints, pigments, varnishes and fillers.

Class 120—By-products obtained from the treatment of mineral substances used for lighting, heating and lubrication. Refined petroleum and paraffine.

Class 121—Products of charcoal burning.

Class 122—Alcohols modified for industrial purposes.

Class 123—Equipment and appliances for producing calcium carbide, and for the liberation and use of acetylene gas.

Class 124—Artificial textile fabrics.

Class 125—Raw materials of pharmacy; drugs, simple and compounded.

Class 126—Explosives, pyrotechnics, bombs, signals; ammunition of all forms.

THE PARCELS POST.

Eleven-Pound Consignment From France or Germany Has Advantage of \$7.10 Over a Package of Same Weight From United States, Besides Making Better Time and Being Better Insured.

The advantages that pharmaceutical exporters of France and Germany have over this country in trade with Western Spanish America, and very particularly with Colombia and Central America, were told to an Era representative last week by Dr. Leandre Echemendia, manager of Sharp & Dohme's Spanish department. Mr. Echemendia has just returned from an extended business trip through the countries of which he spoke.

Colombia and Central America have the benefit of the parcels post, an institution of the German and French postal service, which the Era has long urged for adoption in this country.

The benefits of the parcels post to consignees, in time, cash, and insurance, are so great that American drug exporters are almost out of the running as far as securing trade in Colombia and Central America is concerned and are entirely out of it when the weight of the consignment is small. To explain:

Parcels post rates are 12 cents a pound and the maximum limit to a package is 11 pounds. Consequently, an eleven-pound package costs \$1.32 for postage. In addition, an eight-cent stamp affixed to each package registers it, insuring it until it is delivered into the customer's hands at the post office, where it is opened and the duty paid. Of course, a firm may send as many packages as it chooses. So, five 12-pound packages, registration and all, cost only \$7. Liquids may not be sent by parcels post.

But when our American exporter wishes to send an 11-pound package what does it cost? The minimum freight is \$5 for any weight up to 200 pounds. So he pays \$5 for freight, \$2.50 for consular invoices at the sending point, \$1 for entrance to the country, and then, in addition to that, a custom house broker has to be hired at the other end to make three copies of the invoice. One of these copies remains at the custom house, one goes to the minister of the interior and the other goes somewhere else. Altogether the expense to the port has been \$8.50 on eleven pounds! Besides that the duty remains to be paid. So, on the package, the American exporter is under a disadvantage of just \$7.10 as compared with his German and French competitors.

Nor is that all. The parcels post, as said before, in-

sure to the consignee's hands. American goods are insured only to the port. In addition to all of this handicap, which it seems impossible that any American firm could overcome, the parcels post goes from exporter to importer with all of the expedition of any mail, while our freight casually lies around on the Isthmus of Panama, sometimes for two months. When expedition is desired, and it usually is in drugs, this means another terrible disadvantage and this applies equally to Peru, Chili, Bolivia and Ecuador. If this is not enough to compete against, be it added that the Isthmus is very liable to absorb part of the contents of many boxes of freight. Of course, it may not be stolen, but it "disappears" and adds trouble in getting transportation companies to make good.

Another deterrent to American export trade to these countries is largely American fault. It lies in poor packing, insecure and foolish packing. Americans, as a rule, box with three-fourths-inch boards and nail poorly. Germans and French box with one-half-inch stuff, better wood, and nail securely. As the consignee has to pay duty on gross weight he pays that much more for an American box. And the American box, tossed around, loaded and reloaded, gets far more than its share of handling and banging, and, unfit to begin with, frequently gives out. Mr. Echemendia finds that the only way for him to do is to assure his customers that his firm knows how to pack their goods.

It is not so hard to get orders of large weight from these countries if the customer can wait for the slow American delivery and will take his chances on American packing. But the rub comes on smaller quantities, and even large orders are more reluctantly given when the customer knows that if he forgets something he will have to stack up against that \$5 minimum freight rate, the circular invoices, the delay and all the rest.

At present Panama is congested with freight and movements are slower than ordinarily.

In the first sentence of this article the pharmaceutical exporters of France and Germany were named as having an advantage. Of course, drug and chemical exporters of those countries use the parcels post also, but that does not affect America so closely because the United States is unable, or, at least, does not compete with those countries in prices on crude drugs, except a very few native to us, nor in chemicals, with the exception of a few, like quinine and morphine. Our competition is limited to pharmaceuticals, and then to Peru, Ecuador, Bolivia, Colombia and Central America. Germany gathers in Chili and Argentina.

Pharmacy in these countries is coming up to American ideas, though slowly, Mr. Echemendia said. Lima, Peru, has some very good stores. Guayaquil, Ecuador, was burned about a year ago and is being rebuilt; the cocoa industry insures its complete resurrection. Peru and Ecuador are in good condition and pharmacy in a corresponding position, while Bolivia is in a very bad way owing to the bulonic plague—incidentally, Mr. Echemendia was lost to his firm for seven weeks while quarantined from the plague in Guayaquil. Colombia is swamped completely under its terrible exchange rates—a box of ordinary pills costs \$30—and is in a fair way to remain so until after the canal treaty is signed.

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NEW YORK AND VICINITY.

BIG INSURANCE COMPANY.

Committee Appointed by the German Apothecaries' Society Plans a Lloyd Insurance Company for Druggists and Doctors of the United States.

—The Plans and Situation.

Plans for a cooperative fire insurance company, to be underwritten by retail druggists in this city, and which, it is hoped, may extend very low rates to druggists and physicians throughout the United States, are now in the last stages of completion by a special committee appointed for the purpose by the German Apothecaries' Society.

The fact that plans of such a nature were being worked out has been hinted at in the *Era* news columns several times. Their incompleteness, however, prevented the full account being given, which is now done for the first time.

New York druggists know and outside druggists probably remember that, last fall, a general protest by the pharmaceutical societies of the Greater City secured a decrease in the rating recorded retail druggists from \$1 to 75 cents. The 75-cent rating had been the original one a few months before but had been advanced, because, "retail drug stores are such bad risks." The utter foolishness of this assertion was shown at a meeting between representatives of the various pharmaceutical societies and the members of the fire insurance exchange. Figures compiled from 243 stores of the German Apothecaries' Society showed these averages for 1902 years: Insurance carried, \$5,600; premiums paid, \$523; damages by fire, \$23. Comparing the premiums and losses the gain of the insurance companies for each member was nearly 36 per cent.

When the Plan First Appeared.

At the December meeting, last winter, of the G. A. S., Emil Roller, of Fifty-sixth street and Ninth avenue, urged the society to learn whether it were not advisable to carry their own insurance, mutually. H. A. Herold, a lawyer-member, opposed the plan as unfeasible, involving too much capital. But Mr. Roller refused to give up, and again, in the January meeting, when the decrease in rating to 75 cents was announced, made a motion that a committee be appointed to find out how the members could carry their own insurance. Mr. Roller was appointed chairman of the committee. George Frogrorius and George Kleinman were named with him, and Mr. Roller appointed E. C. Goetting and A. Wortman.

The committee went right to work. A constitution was outlined and submitted to the society's lawyer, who in turn, submitted it to the insurance commissioner at Albany. Here they were informed that the statutes require 100 members, each worth \$5,000, and enough policies written for \$200,000 in premiums, which had to be deposited with the insurance commission. That plan was too heavy and was dropped.

Couldn't Be Mutual—Then Something Else.

But Mr. Roller proceeded to demonstrate that he is a lawyer. He began again, inquiring in financial circles consulting lawyers on his own responsibility and at his own expense. He was told generally that his idea was splendid, if it could be carried through with less outlay. So he kept looking for a means. An insurance could be worked without a charter, but this would make every individual member responsible for the whole amount. Finally a corporation lawyer was

found who advised that if a charter of any insurance society, founded before 1892, could be bought, all obstacles would be overcome, as, before 1892, when the present restrictions had not been lobbied through by the big insurance concerns, private individuals could combine for protection against fire losses, make their own constitution and by-laws, operating under the Lloyd system. This system is popular in England and its charters are recognized in this State, where several societies are operating under them, and are approved by the attorney general.

But, though existing Lloyd charters are not affected by the legislation against mutual insurance since 1892, no new Lloyd charters may be issued. So the plan hinged on the ability to find and buy an old Lloyd charter. Finally a society was found which has given up its business but still holds its franchise. This charter was negotiated for and the price asked was lightened down to \$7,000.

A list is now circulating among the members of the G. A. S. to learn how many will be willing to become underwriters if the plan is endorsed at a special meeting, to be held soon. About 100 members have already signed. The number desired is 200—this will make each signer an underwriter to the extent of \$25—and, as the plan is popular, there is little doubt that the signatures will be early obtained.

Every Member is An Underwriter.

Every member will appear on the charter as an underwriter and each will be liable for part of the insurance; the size of the fraction, of course, is determined by the number of underwriters. The underwriters will divide any profits at the end of each business year. It is not the idea of the G. A. S. to make money, however, but to obtain lower premiums, quicker adjustment in fire claims, avoiding red tape and delay, at the same time giving the same security as the big companies.

The company will have the right to insure everything that a regular fire-insurance company does. They can fix their own rates, probably at 50 cents—one-half per cent—to begin with. It is hoped that this rate may be lowered to 40 cents and perhaps even to 30 cents, as it will be if the fire losses are anywhere near as low as the statistics quoted above show them to have been for the last 19½ years.

The insurance will not be limited to G. A. S. members, nor even to New York City. In fact, it is planned to extend the low rating to every druggist in the United States, either on his home or on his store, making no distinction between wood and brick buildings, nor between localities, but only limiting to retail druggists and to policies of not more than \$5,000 or, possibly, \$6,000. Physicians will probably be granted insurance also. This, it is thought, will tend to bring closer relations between the two professions.

An Attorney Will Direct Routine.

The control of the company will likely be vested in a board of finance. This board will elect a president and other officers. The secretary probably will be a lawyer, who will write the policies, collect, adjust, and attend to or supervise all of the clerical routine. It is also likely that the company will be reinsured, or bonded, thus practically doubling the security of its patrons.

Just as soon as the company is organized it is hoped to take the plan before the New York and other State associations for endorsement. Following that it is expected that policies will be written for druggists in

every State in the Union, the committee believing that the rate and the security offered will make it an object for druggists to come in, apart from fraternal reasons.

Evade "Imposition of Fire Insurance Trust."

Said Mr. Koller: "We will fix our own rates and the profession at large will have the benefit of the high salaries and dividends paid out by the big companies to their stockholders.

"Progress might be faster if the season were not the hot one when people look for recreation more than for business. Probably all preliminaries will be completed before October when the society resumes its regular monthly meetings, and then, or at a special meeting before then, it will be decided whether the underwriting of a Lloyd insurance company will be by G. A. S. members alone or be shared in by members of other pharmaceutical societies. About this the committee has to depend upon the decision of the society and it is to be hoped that in one way or the other this undertaking is founded, for mutual benefit and independence, thus evading the imposition and overcharge of the fire insurance trust."

It must not be supposed that no druggist in New York pays more than a 75-cent rate. That is the minimum rate. Many reinsured before the decrease last winter and were unable to secure a rebate. But the conditions must be very favorable to secure the 75-cent rate. Many are paying \$1, where the location is deemed to make the risk bad, and even higher. The Era knows of one man who is paying \$1.53.

Big Companies May Retaliate.

Looked at in connection with actual loss figures, these rates are certainly outrageous and make the formation of a co-operative company advisable, even necessary, for self-protection. That the rates will go higher again to retaliate against the proposed new company is expected by the committee. But, Mr. Koller says, such a move would only drive druggists into the new company.

But New York is not alone in exorbitant fire rates. The Era has instructed its correspondents in several of the other larger cities to find what rate the retail druggist is paying there. Whether conditions are worse, or retail organization is less formidable is not known, but it is certain that New York is very well off compared with many other cities.

Rates in Other Cities.

Our Boston correspondent writes: "At the insurance bureau, investigation showed that druggists pay \$1.25, \$1.35, \$1.40, etc. In two cases I could not determine wherein the risk appeared to be greater in one than the other, yet the insurance men have so determined it. All retail druggists are limited to one gallon of naphtha and like stuff that they may carry in stock. I send herewith the only printed information obtainable, received from the Boston bureau. On page 8, under "Apothecaries," you will find a minimum rate of \$1, yet I cannot find on record cases of actual payment lower than \$1.25.

In Philadelphia the rates vary greatly as to conditions. The regular rate in brick tenements is 50 cents. When the whole building is occupied the rate goes up to \$1.25. These figures apply to normal risks and are much higher in various less favorable localities.

In St. Paul the minimum is \$1 and the rate runs all the way up to \$3.

In Baltimore, retailers down town in congested localities pay an average of \$1.25. "In the other sections," writes our correspondent, "the rate is as low as \$1."

Three Other Druggists' Insurance Companies.

So far as known to the Era there are three companies organized by retail druggists for mutual fire insurance. Ohio has what is known as the Retail Druggists' Insurance Association, operating under the auspices of the Ohio Ph. A. and managed and directed by its members, all of whom are retail druggists. Wisconsin has a similar organization, called the Druggists' Mutual Fire Insurance Co., whose principal office is in Janesville. The South Dakota Mutual Fire Insurance Co., operating under the direction of the South Dakota Ph. A., was organized in 1895. Insurance is limited to \$5,000.

DOUBLE YOUR MONEY IN TWO YEARS.

The Post Office inspectors are investigating the Armour Drug Co., of 136 Liberty street, this city. But the "company" disappeared six weeks ago, leaving their office fixtures behind.

The company is a South Dakota corporation, and, in circulars, advertised that they had taken over the Oil of Pine Medicine Co., of Cincinnati. George L. Davis of Cuba, was in charge of the New York office. W. A. Leach was in charge of the Cincinnati office and Charles A. Stephens of the Park Row building, a patent lawyer, was president.

Trouble first came to the Armour Drug Co. when Armour & Co., the big Chicago firm, through Philip B. Adams, their attorney, protested against the use of the name, Armour, when no person of that name was connected with the company. Armour & Co. promised prosecution unless the name was changed. The company soon disappeared, and shortly afterward Charles M. Parsons of Sandy Hook, Conn., wrote to the post office authorities. Mr. Parsons had invested in \$200 worth of "stock." In March he received \$4 in dividends, and in April, 88. But May did not materialize, so, along about the middle of June, he began to suspect.

The prospectus of the company is full of wonderful inducement. A copy was given to the Era by Post Office Inspector William A. Brown, who is conducting the investigation. It says that it is the "intention to absorb other companies now paying handsomely. As an inducement we shall place this stock before you for the next twenty days at 25 cents a share. The stock has a par value of \$1 a share, fully paid and non-assessable. Your investment will be doubled in dividends in two years. Four per cent. a month on your investment is assured from the past earnings of the Oil of Pine Medicine Co. We are not a trust." Then attention is called to millions made by well-known proprietary concerns.

Mr. Stephens said, when seen by the Era man, that his connection with the company lasted only until he had arranged their incorporation details, when he withdrew. He believed the purpose was more to sell medicine than stock and professed his belief in their honesty, ascribing their failure to the threat of Armour & Co., their lack of knowledge of the immense sums necessary to advertise as they promised, and the failure of a certain "man with \$10,000" to make good. He disavows any knowledge of Davis' present whereabouts.

The mail of the company, which has accumulated in large amount since their apparent decease, will be opened by the United State postal authorities.

SOMNOS is a definite synthetic product, known chemically as Chloroethnal Alcoholate. It is the only hypnotic known that is without effect on the heart and general circulation, and it can be safely administered even to patients suffering from chronic heart disease. We have special inducements to offer to those druggists who desire to aid us in introducing it to physicians. Write for particulars, sending us a correct mailing list of your physicians.

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Retail Druggists' Bowling Club.

From left to right, standing—Fred. Wichelns, George E. Schweinfurth, George H. Hitechock, R. H. Timmerman, Bruno R. Dauscha. Sitting—Otto Boeddiker, J. Maxwell Pringle, S. V. B. Swann and Charles H. White.

THIS SWINDLER GOES TO JAIL.

A clever swindling idea, bunglingly carried out, landed its user, Geo. W. Glueck, who asserts that he is a physician and that he came here from the West, in durance vile last week. At least three wholesale houses were operated on.

Eimer & Amend were the only ones victimized, as far as known. Goods were obtained from them on a forged order to deliver to bearer on which was pasted a label of a local retailer. Flushed with success here and perhaps in other instances, Schieffelin & Co. were next tried. A man walked in presenting an order for \$12 worth of drugs. The order was not on a letter head, but upon a plain sheet of paper, on the bottom of which was pasted a label of Joseph Ostrowicz, druggist, at 548 West Broadway. The forged signature to the order was spelled differently than the name on the label. James Gray, to whom the order was referred, noticed the mistake and, after the man went out, promising to call back for the drugs, he called up Mr. Ostrowicz, who disavowed the order. A detective was called in but the fellow did not return.

Then he went to Lohn & Fink's, where he presented an order for \$25 worth of iodids of potash, codeine, antikanium and cocaine, to which the name of Reuben R. Smith of 901 Seventh avenue, was forged. Joseph Plant of the firm, thought it strange that Mr. Smith should be out of those four particular drugs at the same time, called him up and then gave the man the goods and had him arrested.

But the fellow proved to be only an innocent messenger of Glueck whom he was to meet and deliver the goods to at Fifty-seventh street and Broadway. He delivered the goods on schedule time and Glueck was nabbed. Mr. Plant appeared against him in Special Sessions, where he was sentenced to 30 days, after he made a "fine offense" plea. He was recently discharged for cure from Bellevue Hospital where he was connected with his associates.

They are being caught by wholesale firms every day. Only a few days ago Lohn & Fink had a truckman arrested obtaining him with stealing \$300 worth of

goods. A day or two later an elevator man was discharged because some of the firm's goods were found in his pockets.

MANY RETAIL STORES FAIL.

More failures in the retail drug business in this city were reported during the last few weeks than for any like period in years. There are many more failures scheduled, those conversant with the affairs and troubles of the trade say. Some of the recent ones follow:

Adolph S. Katzman of One Hundred and Twenty-second street and Second avenue, whose store was new two years ago, assigned last week to Bernard Shaw of 280 Broadway. Mr. Katzman is a son of the druggist at Fifthieth street and Second avenue.

A. Friedberg of 797 East One Hundred and Thirty-eighth street, has assigned to Paul Armstrong.

H. Cook of 341 Ninth avenue, left suddenly and his fixtures were sold at auction by E. Dreyfuss, in behalf of the mortgagee, Dr. Daniel S. Dougherty. This store was formerly owned by William Schmitt. E. Fuchs of One Hundred and Fifty-ninth street and Melrose avenue, was also sold out at auction by Mr. Dreyfuss.

Emil H. Keidantz, mortgagee, foreclosed on the store at One Hundred and Nineteenth street and Lenox avenue, which he recently bought from George Carpenter and sold to Ernest Meyer. Mr. Keidantz also foreclosed on the store that was soon to be opened at 1036 East One Hundred and Sixty-ninth street by Mr. Meyer. Alfred Ford, now at Canal and Forsyth streets, will close his store and will run the store at 1036 East One Hundred and Sixty-ninth street.

The store that Charles P. Evans opened in January at One Hundred and Thirty-ninth street and Lenox avenue, was sold at public auction by Auctioneer Dreyfuss, and so was H. G. Besthoff's store at 350 Second avenue, which was established twenty years ago and has had several owners.

The store at 247 Court street, Brooklyn, was sold on foreclosure at public auction last week.

The stock of Otto Sames, Washington avenue and One Hundred and Seventy-second street, was sold by the sheriff, to satisfy European claims, to A. Friedman, who disposed of it at public auction.

NINE "KIDS" ON AN OUTING.

"I'll tell you, Mr. _____," said S. V. B. Swann to the Era man, "when we get out that way we forget our dignity and act just like kids."

Mr. Swann referred to the outing of the Retail Druggists' Bowling Association at Coney Island, Saturday before last.

In Luna Park is a queer animal. It is attached to Bestock's show. Mr. Swann heard loud laughter and looking around, saw the animal and a sign on his cage reading, "Mr. Spitzer. Introduce your friends." "Guess I'll let George investigate," thought Mr. Swann. "Here, George, what is that? It looks like a camel, yet it—?"

"Guess it's a llama," said Captain Schweinfurth, drawing near. Then Mr. Spitzer spat straight into his examiner's face. Capt. Schweinfurth called Maxwell Pringle, Jr., the treasurer, up. Mr. Pringle's face was covered, and he, not averse to getting even on some one else, called up George H. Hitechock, who ducked in time to get his allotment on top of his head. The animal was trained to kill druggists on sight.

It is reported that Otto Boeddiker fell out of the "chutes," that R. H. Timmerman, who is president of the club, was ready to leave home for one of the Esquimaux girls, that Charles H. White got fondered eating sweetened popcorn, that Bruno R. Dauscha had his Van Dyke singed by a rocker and that Fred H. Wichelns, vice-president, thought the Ingoon in Luna Park was the best. This is not on Mr. Swann's authority, any of it, but is authentic.

PLANS FOR THE BIG JOINT MEETING.

The committee on arrangements of the N. W. D. A. and the P. A. A. announces that the Hotel Somerset has been secured for September 7 to 12, the date of the joint meeting in Boston. The room rates without bath are \$2.50, for one person or \$3 for two. With baths the prices are \$3.50 and \$4. This is without board. Rooms will be assigned in order of application to Alfred S. Amen, manager Hotel Somerset.

The business sessions have received first attention, and arrangements have been made to give all the time needed for the full and complete consideration of all the business affairs. Each association is to have its own meeting-room, and the sessions of both are arranged so as not to conflict. The entertainments, which are to be carried out at times not interfering with the business meetings, have been admirably planned, and the social enjoyment of all in attendance is assured.

A ladies' committee has been selected, which will insure the usual perfect comfort and entertainment of the visiting ladies.

CHARLES S. ERB NOW ON PHARMACY BOARD.

Charles S. Erb's appointment to the place in the board of pharmacy, made vacant by the resignation of Sidney Faber, secretary of the Eastern branch, caused universal satisfaction. Mr. Erb is very popular. His store is at 121 Amsterdam avenue. Since his graduation from the New York C. P., in 1886, he has become a force in fraternal and association work. He has been a trustee of the college for seven years, is president of the Alumni association and of the Manhattan Ph. A. and is a member of the State Ph. A. and of the German Apothecaries' Society. He will hold office until next June, when an election will be held for the position. His re-election is practically assured, however. It is probable that he will be elected secretary of the branch at the next meeting. Dr. George C. Diekman declining to become a candidate.

NEW YORK NOTES.

—Seen down town: G. H. Chapman of Chapman & Rogers, Philadelphia, perfumers; Albert Hart, manager of the sponge department of Smith, Kline & French Co., Philadelphia, who cannot stand an uninterrupted rest at Atlantic City; Mr. Edell of Freeport, L. I.; Mr. Doster of the Doster Drug Co., Birmingham, Ala.; P. May of Pittsburg, who sailed for Europe with his family; D. W. Bury of Parke, Davis & Co.'s Montreal branch, who is spending his vacation here; Arthur Bosque, druggist in Havana, Cuba.

—The competitive examination for the N. J. Ph. A. scholarship in the New Jersey C. P. will take place at the college rooms, 224 Market street, Newark, on Friday, September 4, 9 A. M. Credentials showing an apprenticeship of two years and good moral character must be presented. For full particulars apply to Geo. H. Horning, chairman executive committee, Elizabeth, N. J.

—Byron C. Gould, business manager of the M. P. Gould Co., drug store advertisers, left on July 16 for a six weeks' fishing trip in Minnesota. Mr. Gould took his family, and they will visit friends in Indiana and Kansas before going to Minnesota. Mr. Gould is an expert rifle shot, but he wants to know the "feel" of the Minnesota muscullonge and bass.

—Assistant Secretary Orange J. Griffin of the New York C. P. has a dandy new naphtha launch. He has named it the "Nance," his pet name for Mrs. Griffin, and his insignia is an orange on a blue field. The "Nance" is making herself well known on the Sound,

just now, to the great enjoyment of the Commodore's—they used to call him Judge—friends.

—The Philippines Commission has tabled both the opium bills. The first provides for the creation of an opium monopoly in the archipelago and its sale to the highest bidder. The second makes the importation of opium unlawful except by pharmacists and permits the disposal of the drug on a physician's certificate.

—Strikes held up extensive improvement for Holton & Adams, 54 Beekman street, and have kept Bayer & Black out of their new Fulton street home. Wm. R. Warner & Co. have surmounted most of their difficulties and their new place on Fulton street is fast assuming a handsome, convenient look.

—Arnold Jersawitz has disposed of his store at One Hundred and Twelfth street and Lexington avenue, and opened a new store at 129 Edgecombe avenue, the Segall Drug Co. having moved from there to Eighth avenue and Thirty-first street, where they have opened a new store.

—Dr. Walter Bryan, assistant professor of materia medica, botany and pharmacognosy, Brooklyn C. P., has been chosen to fill the chair of professor of toxicology, physiology and hygiene made vacant by the resignation of Dr. Albert H. Brundage, as well.

—A "shake-up" at Hegeman & Co.'s new Broadway store let Albert P. Corcoran, head soda man and several other soda and drug clerks out. Frank Murray, whom Mr. Corcoran succeeded, has the position back again.

—Milhaus's, 183 Broadway, has three new clerks in Robert Gregory, L. A. Lotz and E. Falk, the last two coming from Brooklyn. William Zinnell and Irwin Schur have left the store.

—T. E. Delano of the C. N. Crittendon Co., is back from a visit at East Hampton, L. I. Charles J. Lynn, New York manager for Eli Lilly & Co., visited Scranton and Boston last week.

—Frank Yager of 303 West One Hundred and Forty-fifth street, has sold his store to Ira Ullman, who used to be in Columbus avenue. Mr. Yager will embark in another business.

—Dr. George Hoffmann has sold his pharmacy at 103 Grand street, Brooklyn, to Edward DeZurko, and has bought another one at Fifth avenue and Garden streets, Hoboken, N. J.

—The Apothecaries' Bicycle Club runs to Rockaway Beach, L. I., today, meeting at the East Thirty-fourth street ferry at 9:30 A. M. Dinner will be at Schilling's Atlas Hotel.

—George Lloyd, former general manager of the Swanson Rheumatic Cure Co., Chicago, is now New York manager for Andreas Saxlehner, the Hunyada Janos man.

—Nathan Chris has sold his store at 35 Broome street, and Joseph Hymson has bought Henry Glassmann's store at 226 Broome street.

—D. K. Brown has bought Samuel Elk's store at One Hundred and Twentieth street and Madison avenue.

—Dr. J. Herbert Lawrence has moved his store from 108 Roosevelt street to Wood Haven, L. I.

—Coney Island and Long Island trade is booming far beyond past records this year.

—Otto P. Zeiffuss has sold his store at 784 Washington avenue, to Charles Greenberg.

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

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AROUND SYRACUSE.

—H. L. Passage, proprietor of the South avenue pharmacy at 201 South avenue, fell in front of an automobile last Friday and the rear wheel of the machine passed over his neck. The automobile was a light Oldsmobile driven by H. L. Conde of Oswego, Mr. Passage who was crossing the street saw the automobile approaching from the south and crowding near a standing street car placed one foot on the running board to make room for the auto. The car started up and threw Mr. Passage directly in front of the automobile. He was picked up in a dazed condition and taken into a hotel where it was found that aside from bruises he was not badly hurt.

—Many druggists are on vacations. H. K. Chadwick of Charles Hubbard Sons & Co., is at Thousand Island Park. Miss S. L. Snow, bookkeeper at Brown & Dawson's, has returned from Henderson Harbor. George A. Walsh of Brown & Dawson, has left for a week at Thousand Islands. Miss Minnie Gustine, bookkeeper at Larned & Barker's, is at Buffalo. John Norton of Larned & Barker's, will take his vacation the first week in August.

—G. Frank Curtis of Curtis Bros., druggists of Canastota, has gone to Tacoma, Wash., where he will assist his brother, Charles H. Curtis in putting up big coal receivers. Their miners at Chehalis, Wash., recently struck a fire brick clay which is as valuable as the coal. The company also owns a large tract of timber land.

—E. S. Dawson, Jr., secretary of the New York Ph. A., is busily engaged in getting out the minutes of the Union meeting. He expects to have them in the hands of the printer by August 15. There will not be quite as many pages as last year.

—David Stolz of this city, Philadelphia C. P., '02, who since has been working in a drug store in Philadelphia, has accepted a position with George E. Thorpe, this city. S. A. Smith, clerk at Thorpe's, will go on the road about September 1.

—Louis J. Barker of Larned & Barker, visited the vaccine and anti-toxin farm of Dr. H. M. Alexander & Co., Marietta, Pa. He left here Wednesday and returned Saturday.

'ROUND ABOUT BUFFALO.

—The case of Hong & Co. of Middleport, was presented before Justice Kruse by the board of pharmacy. The charge was violation of the State pharmacy law in running a drug store without a licensed pharmacist in charge. The judge reserved decision.

—Jubus E. Belding's pharmacy on Lovejoy street, was robbed last week by a band of young boys who emptied a case of brushes and toilet articles while Mr. Belding was in a rear room.

—W. H. Blake, the veteran druggist of Utica, has formed a co-partnership with his head clerk and two junior clerks and the firm name is now to be the William Blake Co.

—H. N. Church has assumed charge of the pharmacy of F. C. E. Sievert, Fredonia, during Mr. Sievert's absence in Europe for his health.

KARL L. BEHRENS, a well known Brooklyn druggist, who owned stores at 234 DeKalb avenue and at 97 South street, that city, died in Palmyra, Catskill mountain, last week of pulmonary typhoid. Mr. Behrens had gone to the mountains only a few days before because of rheumatic trouble.

PENNSYLVANIA.

AFTER THAT HOUSE.

The Proposed Chapter House for Philadelphia C. P. Students Likely to Become a Reality This Fall.

The eighty-third annual announcement of the college has just been issued and 31,000 copies have been sent out. Matriculations are coming in and all signs point to a new large fall class.

The scarcity of clerks still keeps up, the acting registrar, Mr. Stroup, being overwhelmed with applications, the bulk now coming from New Jersey, all wanting registered men.

The matter of the students' chapter house, agitated in the spring and told exclusively in the Era, has taken good shape. A committee of ten has been appointed, five each from the board of trustees and the alumni association, respectively Messrs. Remington, Kline, French, Runney, and Sadtler, and Baer, Shinn, Cook and Oettinger. A 40-room house on Arch street is under consideration. It is well located, the apartments large, and contains eight baths. If found suitable it will be made ready for occupancy this Fall.

James Alfred Patch, son of Professor Patch of the Massachusetts C. P., inspected the Philadelphia institution, making a thorough investigation of its plan and equipment. Mr. Patch is assistant professor in chemistry at Beirut, Syria, at an institution that will shortly be turned into a university.

DEATH OF JOHN E. STANTON.

Philadelphia, July 21.—A meeting of the Philadelphia Drug Athletic Association was held on last Friday evening to take action on the death of John E. Stanton. The following resolutions were adopted:

Whereas, in view of the loss we have sustained by the decease of our friend and associate, John E. Stanton, and of the still heavier loss sustained by those who were nearest and dearest to him, be it:

Resolved, That it is but a just tribute to the memory of the departed to say that in regretting his removal from our midst we mourn for one who was, in every way, worthy of our respect and regard.

Resolved, That we sincerely condole with the widow of the deceased on the dispensation with which it has pleased Divine Providence to afflict her and commend her for consolation to Him who orders all things for the best and whose chastisements are meant in mercy.

Resolved, That this heartfelt testimonial of our sympathy and sorrow be forwarded to the widow of our departed friend by the secretary of this meeting.

Committee. {
Wm. A. Johnson,
John J. Kelly,
L. W. Rehbohn, M. D.,
H. J. Hackett,
John Duffy.

Geo. R. Townsend, President.
Edward T. Hahn, Secretary.
A. T. Pollard, M. D., Treasurer.

Mr. Stanton was a young druggist at Twenty-sixth street and Lehigh avenue, Philadelphia. He was married only two weeks ago. While the same priest who performed his marriage ceremony was reading the funeral rites his body was lying in the Municipal Hospital in a hermetically sealed casket. He died of small-pox. Mrs. Stanton believes he caught the small-pox from church fair books he took from infected households.

OTHER HAPPENINGS.

Mrs. Henry C. Blair, widow of the Philadelphia druggist of that name and mother of H. C. Blair of Eighth and Walnut streets, member of the executive committee of the P. A. R. U., mistook carbolic acid for eye-drops at her country place in Edgewater Park, N. J., and may lose her sight as a result. Mrs. Blair took the wrong bottle from a shelf. The intense agonies she suffered appraised her of her mistake. Doctors ap-

plied soothing lotions, but it will not be known for several days whether permanent injury was inflicted.

—H. K. Mulford & Co., the large manufacturers of vaccine and anti-toxins, have, in view of the recent determined efforts of the health board to stamp out small-pox, ordered every employe in their service, both in and out of the city, to submit to immediate vaccination or jeopardize their position. This rule has been followed by two of the largest department stores issuing similar orders. At the request of the board the city hospitals will refuse to admit any case that cannot show recent evidence of successful vaccination.

—The Wilkinsburgers are still contending with the Presbyterians, and all but two of them have been arraigned before the Burgess and fined under a special law that imposes a fine of \$25 and costs in Allegheny county, while in all the other 66 counties of the State the fine is only \$4 and costs. A determined opposition is being organized, and an appeal to the legislature, at its next session, is to be made for a repeal of this obnoxious law.

—The Beaver, Pa., Times gives a column account of the new drug store in Rochester, Pa., of William T. Gordon. His store proper is 20x75 feet in size, steel ceiled, finished in white, with pink trimmings and green border, with white and blue tile floor. Fixtures are of elegant quartered oak. A big onyx fountain and a 15x20 prescription room are also described.

—J. K. Freeman of Sixteenth and Race streets, Philadelphia, and Miss Mull of Philadelphia, were married and left for a trip to Atlantic City. On their return they will be at home at 2306 Columbia avenue.

—Recent visitors to Philadelphia included Marsden P. Williams, Charlottesville, N. C.; C. N. Johnson, Uniontown; William E. Weiss, and Peter F. Wallace.

—Herbert M. Highfield married Miss Schultz of Clayton.

NEW ENGLAND.

THE BAY STATE.

Mr. Brandes is Given a Surprise Reception—Liquor Raids Still Coming—Druggist Attempts Suicide.

—The police force of Quincy raided the drug store of G. L. York and secured a small quantity of alcohol. Then they went to Brown's drug store, in the same street, where they seized a miscellaneous lot of brandy, gin, rum, alcohol, wine and some empty bottles and jugs. In both instances the druggists asserted that these things were kept and used only for medicinal purposes. At Mr. York's the amount of alcohol seized was not more than half a pint and he has a United States license.

—The "Young Druggists," a base ball team in Lowell, made up of the younger drug clerks, defeated the Lowell "One Price" team. The latter club, vain of other conquests, challenged the drug clerks and bragged how easy it would be to "do 'em up," but the boys simply covered themselves with glory, beating their opponents in a score of 20 to 2. The drug clerks were captured by Dennis O'Brien. Their pitcher, McCarthy, is a wonder.

—Druggists of Brookline are in arms about selling stamps. They are "bothered to death" by people who seek stamps on Sundays and evenings after the post office has closed. The people of the town are circulating a petition for the establishing of a branch post office. There is just a possibility that the druggists have been prevailed upon to quit the stamp business in order to boom the petition for the branch office.

—In Brockton, the local board of health has established two culture stations, at Dudley's and Braconier's pharmacies. It has been done especially for the benefit of physicians, who will have use at these places of complete outfits for study of traces of diphtheria and kindred diseases. For keeping diphtheria anti-toxin, stations have been established at C. B. Hillberg's pharmacy and at the Franklin pharmacy.

—A suit for \$5,000 damages has been brought in the Superior Court at Springfield, by a man in Palmer against John Wilson & Co. of that city. The plaintiff asserts that he sent a woman to the store to get Rochelle salts but that she was given saltpetre instead. These were administered to the plaintiff who afterward was made very sick, so it is alleged. The case has not yet come to trial.

—At the store of James J. Keaney, Malden, Frank Keaney of South Boston, has been added to the force of clerks. William Bonner is a new clerk at Hudson's store, Marlboro. Leon Field is a newcomer among the employes at the Washington street pharmacy, Stoughton. E. A. Webster, druggist of Springfield, has taken a position in the prescription department of W. L. Suller, that city.

—A midsummer wedding was that of Frederick A. Guertin, a leading druggist of Fall River, and Miss Graciella Bualme. The wedding took place in Waterloo, Quebec, Canada. A wedding journey round and about the Lake Champlain region, to Albany and down the Hudson river for a few days' stay in New York, followed the ceremony.

—When F. A. Brandes, a Webster druggist, returned from his wedding trip, he and his bride were given a cordial welcome by the business men of the town, who hired a large hall for a reception. The affair was entirely a surprise. Mr. and Mrs. Brandes were presented with a full dinner service of fine china.

—Depressed by business matters, Frederick Hazard, a druggist in New Bedford, attempted to end his life by inhaling gas. Of late he had been absent much of his time from his store, which he purchased not very long ago, leaving the place under the charge of Irving Shaw, head clerk.

—Druggists in Boston and the nearby suburbs are having considerable business just now because of the general pest of gypsy moths, which have especially invaded Malden, Medford, Winchester and other places in Middlesex county.

—Drug stores in Massachusetts continue to be favorite places for thieves to break in. The store of Thomas F. Gaffney & Co., Lynn, was robbed of a large quantity of cigars, about \$15 in money and a few other articles.

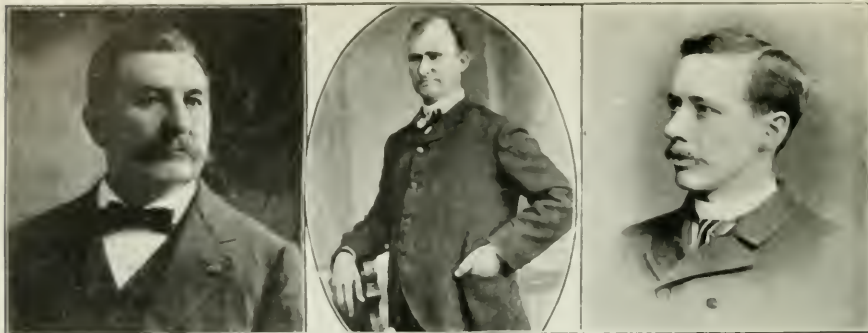
—The old established drug business of the late James S. McGillivray, Broadway, Chelsea, has been bought by Justin F. Bartlett of that city, who for several years has been at Garrett's drug store, Chelsea.

—The stock and fixtures of the store of the late Samuel K. Harding, Revere, have been sold at public auction. The store of Ralph G. Perkins, Somerville, has been bought by Alonzo George.



Put up in One Ounce Bottles Only.

Powdered.....Per ounce 1.00
 Pink Top Capsules.....Per ounce 1.00
 Tablets, 2½ grain only.....Per ounce 1.00
 ETNA CHEMICAL CO., New York, U. S. A.



BRENO KNOEFFEL, New Albany, Ind. C. E. ELLIOT T. Sheridan, Ind. FRANK H. CARTER, Indianapolis, Ind.
 First Vice-President, Indiana Ph. A. 2nd Vice-President Ind. Ph. A. Treasurer, Indiana Ph. A.

OHIO RIVER VALLEY.

CLERKS VERY SCARCE IN OHIO.

Cleveland, July 21.—There is a great scarcity of drug clerks in Ohio. Says a prominent jobber of Cleveland: "I do not remember when there has been such a dearth of clerks. This is true all over the State, but especially in Cleveland. The demand for registered pharmacists is far in excess of the supply.

"There is less inclination here than there used to be for men to engage in the drug business. They have found other fields of enterprise more remunerative. Young men, also, have found the work in a drug store arduous, the hours long and the pay insufficient. The business is in a somewhat demoralized condition, due partly to the effects of cut rate drug stores. Few druggists, after years of hard work, can command a competency. There ought to be a strong, organized effort to put the business on a better footing. It is in need, above all else, of bright, enterprising young men."

OHIO HAPPENINGS.

—A soda fountain in the store of John H. Morris, a Youngstown druggist, was wrecked last week by the explosion of a carbonic gas drum that was defective and rather highly charged. One of the clerks was struck and badly bruised by a flying piece of marble, and the shelves in the vicinity of the soda fountain were wrecked. No one was seriously hurt, however.

—The number of all night stores in Cleveland is rapidly increasing. At present there are four in the vicinity of the public square. They do a good business, even at late hours in cigars and soda water. Several others have recently been opened in outlying districts, and have been found to pay well.

—The brick building which had become a landmark, long occupied by the Sells Pharmacy Co. at Pearl & Lorain streets, Cleveland, is being torn down. The company has moved across the street.

—C. A. Goldman, for twenty-seven years an attaché of Strong, Cobb & Co., the Cleveland wholesale firm, is spending his vacation in Mercer, Pa.

—Benton, Myers & Co. of Cleveland, have bought the stock of B. P. Kramer, Logan and Cedar avenue, who has made no assignment.

INDIANA INCIDENTS.

—The firm of Kerlin & Scott, Kokomo, has dissolved, with L. Scott succeeding to the business. Rauch &

Turman, Logansport, have dissolved, Lee Turman succeeding.

—The oldest drug store in Greensburg, that of Alexander & Co., has gone into bankruptcy. The assets are about \$20,000; liabilities about the same.

—Patrick H. Ward and Mathias J. Ward, under the firm name of Ward Brothers, have opened a new store at Otterbein, with a \$3,000 stock.

—The Piercy drug store at Greencastle, the oldest drug store in that place, has passed into the ownership of Broadstreet & Vestal.

—A. A. Schroek, formerly a clerk in a Columbus pharmacy, has purchased the store of T. L. Potts in Pearl street, Cleveland.

—Four months ago, at Bremen, Thomas W. Lytle sold his drug store to J. M. Ball. Last week he bought it back again.

—Dr. E. H. Schildrick, long a practising physician in North Royalton, has engaged in the retail drug business in that city.

—W. B. Cousins, a druggist of Hudson, is spending the summer in the Lake Superior region and at his old home in Iowa.

—A former Cleveland druggist, Fred W. Mayer, has returned from Boston and opened a store on Cedar avenue.

—Shoemaker & Williams at State Line, have dissolved, A. R. Shoemaker succeeding to the business.

—E. E. Green & Son, of Elwood, have dissolved. The son, Fred W. Green, will continue the business.

—E. E. Drake, located for many years at Patricksburg, has removed his store to Spencer.

—W. M. O'Brien has sold his store at Monticello to J. W. Meiser of Medaryville.

—At Medaryville, August Rosser has sold to H. F. Massey.

—Smock & Harris have opened a store at Rockyfile.

What a Difference.

There is probably no drink served at the soda fountain which varies as much in taste at the different fountains as does chocolate. What a difference! Some fountains serve the kind which makes you want to get right back before you are a block away. Why don't all dispensers serve the good chocolate, it's easy to get and the price is right. Runkel Brothers, 445-151 W. 30th St., New York, can furnish the good chocolate in powdered form put up in five pound cans at 10 cents a pound. Larger quantities, prices and samples may be secured upon application.

THE SOUTH.

MARYLAND.

State Meeting a Great Success.—Much New Legislation is Urged.—N. A. R. D. is not Indorsed.—W. R. Brown Elected President.

Ocean City, Md., July 21.—The annual meeting of the Maryland Ph. A., at Ocean City, July 14 to 18, proved to be one of the most successful gatherings in the history of the organization in attendance and from professional and social standpoints. A live interest was especially manifested in the discussion of legal matter, the enactment of a State pharmacy law at the session of the Legislature in 1902 having concentrated attention upon the subject, and the operation of the statute since it went into force having been carefully watched.

The meeting was called to order in the afternoon of July 14 at the Hotel Plinthumoon, by President J. Welb Foster, who, in his address, said:

"There should be a law compelling manufacturers to put at least the approximate dose upon the label.

"Our patent laws should be at once changed, not to protect the finished product, but the process by which it is evolved, since in our country under our laws we have to pay a price in excess of that paid in other countries for the same article.

"All legislation in pharmacy in our State should emanate from pharmacists whose ability and honor are unquestioned. The pharmacists are the only ones who understand the needs in this particular. A poison law was passed by our last legislature that is highly unsatisfactory, being in fact a police regulation that almost legalizes the sale of poisonous drugs so long as a record is kept, but not allowing the druggist to discriminate nor putting restrictions upon him to regulate the sales. The conscientious druggist refuses to sell such articles as morphine, cocaine or their salts, or chloral, unless ordered by a reputable physician. The one who does sell them indiscriminately to drug users must have a fight with his own warped conscience. The association should see that proper poison laws are passed.

"A pure food bill is a necessity and should by all means be made complete.

"The pharmacy law in our State has been in operation for more than a year, and while we can appreciate its virtues we also notice its defects, which should be remedied at the next session of the legislature. New amendments should be asked for that will make the law less stringent and give better protection. In the opinion of many there should be an amendment preventing the selling of drugs in towns of 800 or over by anyone except registered pharmacists."

The reports of the secretary and treasurer showed the growing usefulness of the association and that the finances are in excellent condition. There will be a balance of more than \$300 in the treasury after all bills have been paid. Twenty members were dropped during the year for non-payment of dues and thirty-one were admitted, a net gain of eleven.

There were many different papers related to pharmacy, Prof. Daniel Base contending for instruction in regular colleges of pharmacy and laboratory practice and presenting a paper on the use of commercial glucose for the preservation of iron iodide. He showed that the decolorizing effects of glucose was due to the presence of sulphites as an impurity, and advocated hypophosphorous acid as a better preservative.

The association favored the erection of a memorial

at Washington to the late William Procter, the father of American pharmacy, a native of Maryland.

Prof. Henry P. Hynson, chairman of the committee to confer with medical societies, reported that the efforts of the committee to establish close relations with medical bodies had not been met with a receptive spirit by the Maryland Medical and Chirurgical faculty, and recommending that hereafter no committee be appointed. Professor Hynson also submitted the draft of a bill intended as a substitute for the present pharmacy law and asked its endorsement by the association.

The enactment of a law against substitution was favorably commented upon and that relating to the sale of poisons was severely criticised as non-effective. The committee invited the earnest co-operation of the State association in the fight against the indiscriminate sale of habit forming drugs and presented in this connection the report on the subject read before the A. Ph. A. Reference was also made to the code of ethics adopted by the Maryland association, of which an outline was given at the time in the Era, and the formation of a section on materia medica, pharmacy and therapeutics, like that of the A. Ph. A., was urged.

The report of the committee on the president's address was followed by an extensive discussion. Most of the recommendations contained were endorsed but the one that the Maryland association affiliate with the N. A. R. D. was ignored. The committee was composed of Louis Schulze, J. F. Hancock and H. P. Hynson.

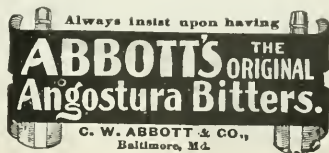
The proposed amendments to the pharmacy law also elicited a prolonged debate and got in the main a favorable reception. One of the most important referred to the privilege of assistant pharmacists to biennial registration and providing funds for the expenses of the board of pharmacy.

The following officers were placed in nomination by a committee composed of Dr. A. R. L. Dohme, H. P. Hynson, Louis Schulze and W. C. Powell, and were elected:

President, W. E. Brown, Baltimore; vice-presidents—Owen C. Smith, Baltimore; Albert Lapouraille, Baltimore; H. Howard, Brookville; secretary, Louis Schulze, Baltimore; treasurer, H. R. Rudy, Hagerstown; executive committee—H. Lionel Meredith, Hagerstown; Charles Morgan, Baltimore; Thomas Holland, Centreville; social committee—J. Edwin G. Hengst, J. E. Bond, Charles J. Baker and George A. Sohl, all of Baltimore.

Plenty of diversion had been provided by the committee. The Merck prize, for the best paper, was presented to W. J. Lowrey, Jr., of the Pharmaceutical Journal Club of Baltimore, all the members of which became members of the State association. The subject of Mr. Lowrey's paper was "Ferrous Carbonate in Pills and Tablets." A large party took a sail on Sinepuxent Bay, on Thursday, while others remained at the hotel to bowl.

David R. Millard, Charles Morgan and H. R. Rudy were appointed a committee on time and place of the next meeting.





OFFICERS R. D. C. A. OF LOUISIANA.

A. J. FERRY,
Secretary.JOHN J. GRASSER,
2nd Vice-president.JOHN J. PAQUETTE,
Treasurer.HUGH A. BROWN,
1st Vice-president.

A SET OF LIVE MEN.

The Retail Drug Clerk's Association of Louisiana claims to be the first association of its kind to be incorporated under the laws of any State. Thus far, it has confined its efforts to matters of internal organization, only taking a hand in such outside affairs as demanded immediate attention, and in both it has been eminently successful. The shorter hours question will come up soon. The membership is about \$5, but it is expected that the association will shortly number a large majority of the clerks in the State.

Wm. H. Voelker, president, has been in the retail drug business in New Orleans for over thirty years. He was one of the originators of the State Ph. A. He is a Druid, a Woodman of the World, a Knight of Honor, and a Knight of Pythias.

Hugh A. Brown, first vice-president, one of the younger class of prescription clerks, is employed at L. L. Abbott's, Felicity street. When President C. P. Fielder resigned in 1902, his duties devolved upon Mr. Brown, and his faithful work during that time endeared him to every member.

John J. Grasser is second vice-president. Several years ago he graduated from the New Orleans C. P. and is now doing relief work. He is a member of the State association and of several committees in that organization.

A. J. Ferry is secretary, a position he was compelled to accept. Mr. Ferry comes of an old creole family of New Orleans. He studied pharmacy and then took a special course under Prof. Metz in Tulane University. He is now at Chretien's pharmacy, where, for two years, he has been head prescription man.

John J. Paquette, treasurer, is one of the younger set. He is now doing relief work. He was one of the founders of the association.

MARYLAND.

The active members of the Baltimore Drug Trade Bowling Club are beginning to look toward next month, when officers are to be elected preparatory to resuming contests. The composition of several teams is a matter of uncertainty. Andrew Baumgartner, captain of McCormick & Co., has severed his connection with the firm and his future business movements are unsettled. The bowlers from Gilpin, Langdon & Co., from which firm he had three on his list, seem disposed to think veterans should be won under their name and not under that of another firm. That the line-up will be considerably different is likely.

—The Northern section of Baltimore was the central point of a typical tornado, when the funnel-shaped cloud formed by the meeting of two storms dipped down in a depression and wrecked several hundred buildings. Among them was the pharmacy of Charles Doeller, Broadway and Eager street, the roof of which was lifted off, the walls of the upper story being also destroyed. The rain fell in torrents. Mr. Doeller's loss is estimated at \$2,500. At the same time the house in East Eager street, occupied by Druggist William H. Otto, was unroofed, and \$700 damage caused.

—Mr. George Muth, senior member of the wholesale drug firm of Muth Bros. & Co., has returned from a trip to New York, Boston and other points.

—Parr Bros., druggists on York road, have bought a large lot there and will shortly erect several buildings on it, among them a store.

TENNESSEE.

—Ernest Finch, formerly with Spurlock-Neal Co., Nashville, has succeeded to the business of Pierce & McGough, Petersburg.

—Noble & Neal have succeeded the R. L. Eves Drug Co., of Nashville. These enterprising young men are to be congratulated on having secured one of the best stands in the city.

—John J. Inglis of South Pittsburg, will shortly open a new drug store at that place.

—P. W. Hager of Hager Bros., Hartsville, is spending a vacation in Colorado.

MINNESOTA.

—George W. Walstrom has returned to Lake City from a trip to the Pacific coast.

—Fred Kuyler has removed from his old store in Duluth to a much more central location in East Superior street.

—A. C. Halgren has bought out L. T. Olson at Kensington. M. C. Kemp & Co. succeed Gibbs & Kemp at Oliver. J. T. Jensen is closing out at Avoca. John P. Scholten of Delavan, has sold. R. H. Ehrenberg has started at Marietta.

W. H. VOELKER,
President
Louisiana R. D. C. A.

AROUND THE GREAT LAKES.

BACK TO SCHEDULE.

Chicago R. D. A. Finds Its "Cutting-All-Along-the-Line" Scheme Was a Poor One and Gets Back to Prices.—Charles H. Avery Elected to Presidency for Unexpired Term.

Chicago, July 21.—A new price schedule will soon be in effect in Chicago. Such was the decision reached at the last meeting of the Chicago R. D. A., on last Tuesday. The attendance was about sixty.

T. V. Wooten called the meeting to order and after the minutes of the previous meeting and the report of the executive committee were read, the discussion plunged at once into the business in hand. John I. Straw objected to the adoption of a certain portion of the minutes of the executive committee, saying that the committee had exceeded its authority and had assumed the right to revise the instructions of the association. He moved to accept the report with the exception of the portion relating to the point he raised. After discussion, by vote the report was accepted as a whole.

The action of the association at a previous meeting in declaring the schedule off was gone over and it was declared that the plan of forcing the fight into the enemy's camp had been a failure. Mr. Straw declared his conviction that had the matter been taken up by the members of the association and the plan carried out, it would have resulted in the ultimate defeat of the cutters. There is nothing, he said, like the power of organization if the whole force of an association can be brought to bear upon a given object. If every druggist in the city had cut prices for only a short period it would have resulted in a lesson to even the largest of the cutters and everyone would have been glad to get back to price schedule again.

A representative of one of the North Shore districts arose and asserted with emphasis that whatever the instructions of the association were on cutting, neither he nor the members of his auxiliary district would obey any order of the association which instructed them to cut prices.

William K. Forsythe said that the association is one whose primary purpose is and has been the elimination of cut rates; he thought it a wrong policy for the association, in view of that fact, to order a cut.

A member interrupted with a query reflecting upon Mr. Straw's sincerity. Walter H. Gale took up the discussion and defended Mr. Straw with considerable force. The member then rose and explained that his remark was not intended to reflect upon Mr. Straw's good intentions, but merely to question the good policy of the plan he had advocated.

George R. Baker said that he had been a druggist in the downtown district a good many years, and that until the druggists themselves began cutting prices he had gone along and sold goods at good prices, paying no attention to the department stores. When, however, his neighbors began cutting tactics, he was forced to follow or lose business. The down town men have never been able to get back where they were before they began cutting. He favored, he said, the policy of ignoring the department stores entirely, adopting a schedule for drug stores and sticking to it, letting the department stores do what they pleased and fight it out among themselves. Not all the druggists in Chicago, in his opinion, are able to fight the organized millions of the big stores and it would be suicidal to attempt it.

It was moved and seconded that the association go

back to the old price schedule in effect before the general cut was ordered. Mr. Straw moved to amend the motion by ordering a general cut all over the city. The amendment was lost. Charles H. Avery moved to amend the original motion by instructing the executive board to formulate and adopt a minimum price schedule. This amendment was adopted.

During the course of the discussion the fact was brought out that very few of the druggists of Chicago had obeyed the fiat of the association to cut prices or the advice of the executive committee to that effect. The plan, therefore, not receiving the support of the rank and file, upon whom absolutely depended the success of the movement, fell of its own weight.

Charles H. Avery, one of the leading association men and a prominent druggist in the Fourth auxiliary district, was elected president of the association to fill out the unexpected term of John I. Straw, resigned.

HARRY D. BERRY, formerly of Jackson, Mich., died at his home in Mt. Sterling, Ky., of consumption. He was formerly clerk for Henderson & Co., of Jackson, and left ten weeks ago for his home on account of ill health.

A Center for High Grade Grape Juice.

In this issue of the Era, on page 7, the reader will notice the attractive advertisement of the Naboth Vineyards, Brocton, N. Y., who manufacture the well-known brand of Naboth Grape Juice. Brocton is located in the extreme westerly corner of the Empire State, and on Lake Erie. It is in the center of the far-famed Western New York and Chautauqua grape belt. Grapes grown in this section have always a superabundance of the natural sweetness peculiar to the fruit, and Brocton has been, and probably always will be, a great center for high grade grape juice. Grape Juice has been manufactured in this part of the country for many generations, and every generation has striven to bring the product to a higher degree of excellence than those which have gone before. The result has been that Brocton Grape Juice is known far and wide, and a substantial business is carried on even in foreign countries.

The Naboth Vineyards are justly entitled to the far-reaching constituency that is theirs. Perhaps no higher testimonial could be cited that that of various hospitals which prescribe their product to the exclusion of all others.

This season has been an unprecedented one for Naboth Grape Juice, for more has been sold than during any previous season. The Era had the pleasure of a call from the president of the company, F. C. Lewis, last week. He was in the city arranging with one of the largest exporters to handle their products on the continent, and he tells us that their plant in Brocton is now undergoing changes which will more than double its capacity for next season.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

KNOWLEDGE IS WEALTH.

You may secure a goodly amount of both knowledge and money by carefully perusing the advertising in this issue. Name also some of the following excellent offerings which were in our last week's issue:

PRUNETTA—A combination of the St. Catharine France with mild and pleasant laxatives, claimed by the manufacturers to be a magic relief for constipation, order through your jobber, or from the Prunetta Pharmaceutical Co. of New York.

LANOLINE—Victor Koedel & Co. of this city are sole agents and licensees for the United States. Their ad. on page 17 will undoubtedly interest you.

SYRINGES—Parker, Stearns & Sutton of this city, manufacturers of the famous Alpha and Omega Syringes, have a splendid new catalogue of photographs which they send free on application. A postal card to them will get you one.

PILLS—Lippin's Pills have reached the pinnacle of success. They cost no more than the solid kind.

ANTITOXIN AND VACCINE—John Wyeth & Brother, Inc., Philadelphia, Pa., announce that in response to the requests of their large clientele among physicians and pharmacists, they have, after very careful sanitary and critical examination of methods and procedure, associated themselves with Dr. H. W. Alexander & Co. as authorized general distributors of the latter's biological products. More information on page 7.

THE TILDEN CO. call your attention to the proper discounts on goods listed in the different parts of their price list. Their advertisement is on the inside of the first cover.

FORMATAN, a tasteless, non-toxic, intestinal-astringent and antiseptic which is insoluble in the mouth or stomach, a new and certain remedy in typhoid fever, dysentery, cholera infantum and all inflammatory conditions of the intestines accompanied by diarrhoea. Prepared by Henry K. Wampole & Co. of Philadelphia, Pa., who furnish literature upon request.

EFF. LITHIA TABLETS—Billings Clapp Co., Boston, Mass., want to send you a sample and special net prices on their carton package aluminum cap bottles with your name on them. They are making their tablets by a new and very satisfactory process. Write today.

NEW MEDICINES—On page 76 you will find a list of Dr. David Kennedy's new medicines, which are being manufactured by The Cal-Cura Co. at Rondout, N. Y. The demand for them is sure to be large.

GALLICURE, made by the Bickmore Gall Cure Co., Old Town, Maine, reliable and a sure seller. Samples and a trial order for the asking.

SODA AND MINERAL TUMBLERS—Note the advertisement of Whitall Tatum Company on page 5; all varieties and prices right for the good quality.

SHOW CASES—Write to the Grand Rapids Show Case Co., Grand Rapids, Mich., for catalogue "A". Their business is making show cases. See the cut of their druggists' sundries case on inside of back cover.

GRADUATES—Guaranteed to be absolutely accurate by the manufacturer, J. F. Lehman, 70 Warren St., N. Y. If your jobber can't supply you, secure them direct.

PAN-DETTIC ELIXIR, an appetizing tonic digestive which prevents, assists and often cures indigestion. Also put up in tablet form. Manufactured by Sharp & Deems, Baltimore, Md., offices at New York, Chicago, St. Louis and New Orleans.

Apollinaris Good Enough for Him.

"This is the time of year when men experiment with some palatable summer drinks," said the clubman,

as he gazed wearily into the depths of a long glass of Apollinaris water and groaned in an agony of spirit. "But no more for me. I'm done with the experimental stage. Yesterday morning I met 'Billy' Smith. 'Come have a Smithsonian cooler,' he said. 'It's my own invention, and it's the greatest ever.' Well, we had a couple of Smithsonian coolers, as he called 'em, and I left him. Pretty soon I met 'Tom' Brown. 'Come and have a Brown stout cocktail,' he said. 'You never tasted anything like it in your life.' I pledge you my word I never did, and never hope to again. When I met 'Sam' Green, a little later, and he suggested a drink of his own invention I was inclined to balk, but in the end he persuaded me, and I dallied with a couple. By that time I was determined to dodge all my friends, but 'Jim' Jones yanked me from the back of a trolley car and dragged me in to try a punch that he had just discovered. After that I didn't care what happened, and every time anyone suggested a new drink of his own invention I braced myself, said 'go as far as you like,' and took my medicine like a little man. When I woke up in the Turkish bath this morning I made up my mind that Apollinaris would be good enough for me for the rest of my natural life."

The Great Health Drink.

The value of fresh grapes as a food has long been recognized. Unfermented grape juice has been upon the market and has been advertised extensively for medical

purposes for several years, but to the Chautauqua Fruit Co. of Ripley, N. Y., credit is due for further advocating its use as the "Great Health Drink." This firm are the manufacturers of the now famous Randall's Gold Medal Grape Juice, which is being served at all up-to-date soda fountains and is used extensively in American homes as a delicious table beverage. The scene here pictured is an every day one and simply goes to prove that a Randall Grape Juice Fountain is a silent but a sure salesman, very seldom losing a customer. Any druggist can secure one of these Fountains by handling Randall's Grape Juice in sufficient quantities, and these quantities are so small that any druggist can afford to have one. Write to the Chautauqua Fruit Co. and hear their unique proposition, also secure illustrated advertising matter and samples.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$8.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPIDERM SOAP.....	2.00
EXEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Mercurine).....	8.00
COUGHLINE SYRUP.....	4.00
REDECURA OIL.....	4.00
OCULINE BALM.....	2.00

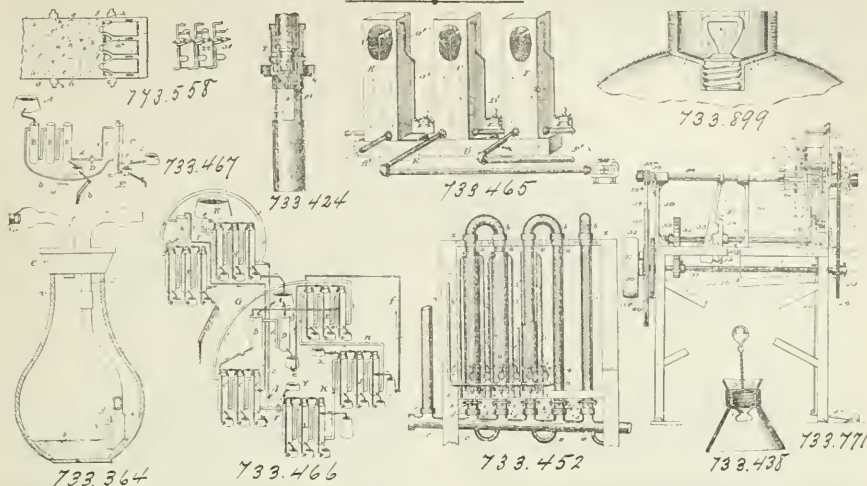
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 14, 1903.

- 733,364.—Robert L. Benson, Chicago, Ill. Nebulizer.
- 733,424.—Alvin B. Redell, Chicago, Ill. assignor to Charles R. Lindsay, Jr., Chicago, Ill. Bunsen burner.
- 733,438.—Albert H. Tatum, New York, N. Y., assignor to Whitall Tatum Co., New York, N. Y., a corporation of New Jersey. Attaching device for stoppers.
- 733,452.—William Eate, Hayle and Frederick G. Orme, London, England. Condenser for nitric or other acids.
- 733,465.—Herbert H. Dow, Midland, Mich. Process of obtaining ammonia from ammonia-containing gases.
- 733,466.—Herbert H. Dow, Midland, Mich. Process of manufacturing bromine.
- 733,467.—Herbert H. Dow, Midland, Mich. Process of manufacturing bromids from bromin-containing solutions.
- 733,558.—Baldwin F. Schirmer, Cleveland, Ohio. Bottle-holder for bottle-washing machine.
- 733,590.—Otto Meurer, Cologne, Germany. Process of obtaining metal sulfates from matters.
- 733,771.—Charles R. Twitwell and William E. Brown, Los Angeles, Cal. assignors to Brown-Winstanley Manufacturing Company, Los Angeles, Cal. Bottle-tin-rolling machine.
- 733,899.—Robert D. Bradley, Canton, Ohio, assignor to the Canton Rubber Company, Canton, Ohio, a corporation. Water-bottle funnel-neck.

TRADE MARKS.

Registered July 14, 1903.

- 40,758.—Medicine for the cure of kidney and bladder troubles. Addison R. Smith, Jackson, Mich. The hyphenated word "Tri-cura."
- 40,759.—Antitubercular and expectorant. Schiefelin & Co., New York, N. Y. The word "Guaimol."
- 40,760.—Internal antiseptic and antirheumatic. Schiefelin & Co., New York, N. Y. The word "Lithocel."
- 40,761.—Uterine sedative. Nelson, Baker & Co., Detroit, Mich. The word "Uterotonic."
- 40,762.—Remedies for certain named diseases. Theodore P. Van Ness, Newark, N. J. The pictorial representation of a hand holding in the palm a number of coins and bills.
- 40,763.—Remedies for seasickness. Maria A. Gillespie, New York, N. Y. The word "Emaetka."
- 40,764.—Preparation for the treatment of the hair.

- 40,767.—Bitters. William A. Dozier, Hattiesburg, Miss. The letters "B A B."

LABELS.

Registered July 14, 1903.

- 10,181.—Title: "A Delightful Face Powder. A Perfect Baby Powder." (For toilet powder). C. I. Cotton Perfume & Extract Co., Earlville, N. Y.
- 10,182.—Title: "Yankee Baby Powder." (For toilet powder). Sealbury & Johnson, New York, N. Y.
- 10,183.—Title: "Popularis." (For medicine). Associated Drug Co., Philadelphia, Pa.
- 10,184.—Title: "L. B. Actress's Obesity-wine for Carpalency." (Formedicine). Juana L. Dezeabant & Co., Cleveland, Ohio.
- 10,185.—Title: "Wolcott's Vegetable Balm." (For liniment). Avery L. Wolcott, Otsego, Mich.

Few retail druggists realize that one of the most important departments of a drug store is the prepared food department. This is not only important, but it is one of the most profitable branches of the druggist's business if he handles it right. This idea is carried out in the plans, and especially in the advertising, of the Wells & Richardson Co., who just now are pushing Cereal Milk very hard. This delicious prepared food has acquired its popularity by good results, and hard, persistent advertising, placed where the mothers and the physicians could see it, has put Cereal Milk in the front rank of scientific prepared infant and invalid foods. In other words, Cereal Milk has become a recognized staple. In addition to the advertising which the Wells & Richardson Co. are doing to create a demand, they have not overlooked the demands of the druggist for advertising matter, and are now sending out a very handsome window display on quantity orders of Cereal Milk which the retailer may place with his jobber; and the quantity is so small—812 or 824 worth—that any druggist may avail himself of it. This window display, by the way, is one of the most handsome pieces of advertising matter that any food concern has put out.



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OPIMUM REGISTERS PRINCIPAL CHANGE IN QUOTATIONS.

New York, July 21.—Seasonably quiet conditions continue to prevail in nearly all departments with transactions limited mainly to actual current requirements of consumers, and a further important advance in values of opium is the principal change in quotations during the past week.

OPHIM.—Foreign markets have continued to harden under the influence of reduced estimates of the new crop and spot jobbing quotations have been further advanced 15c. per lb. to \$3.69 1/2 to 5c. for 9 per cent, and \$3.70 1/2 to 3 3/4 c. for 11 per cent. Powdered also is higher and the revised quotations are \$1.50 1/2 to 4 1/2 c. for 13 per cent, and \$1.60 1/2 to 5 1/2 c. for 16 per cent.

MORPHINE.—Consumers continue to purchase freely in view of the stronger position of opium and the tendency of values is decidedly upward with an early advance expected. Meanwhile jobbers offer cautiously at the old range of \$2.50 1/2 to 3 c. for eighth in ounce boxes, \$2.45 1/2 to 2 1/2 c. for 2 1/2-oz. boxes, \$2.25 1/2 to 2 1/4 c. for ounce vials and \$2.20 1/2 to 2 1/4 c. in 5-oz. cans, as to brand and quantity, less the usual rebate on large purchases.

QUININE.—A continued steady improvement in the continuing demand is reported, with the tone of the market firm, and a general advance in prices is looked for after the Amsterdam bark sale on Thursday next. The ruling quotations are 23 1/2 to 25 1/2 c. for bulk in 100-oz. tins, 23 1/2 to 24 c. in 50-oz. tins, 24 1/2 to 24 1/2 c. in 25-oz. tins, 25 1/2 to 25 1/2 c. in 15 or 10-oz. tins, and 30 1/2 to 30 1/2 c. in ounce vials, according to brand and quantity.

TOUR GRASS.—Supplies are more abundant and jobbing quotations have been reduced to 15 1/2 to 20 c. for cut. **SENDEIA ROOT.**—New crop is coming in more freely and the market is easier with jobbing prices showing a decline to 30c. to \$1.00 for whole and \$1.00 1/2 to 1.10 for powdered.

LOBELIA SEED.—Holders are more willing to sell and prices in a jobbing way have been reduced to 62 1/2 to 72c. for whole and 72 1/2 to 82c. for powdered.

SERIPENTARIA ROOT.—Owing to extreme scarcity the market is stronger and jobbers have advanced quotations to 52 1/2 to 62c. for whole, 55 1/2 to 65c. for ground and 57 1/2 c. for powdered.

PLASANTILLA HERB.—The tone of the market is easier and jobbing prices have declined to 30 1/2 to 40c. as to quality and quantity.

BETSWAX.—Liberal receipts have had a depressing effect to the market and jobbers have reduced quotations to 10 1/2 c. for city and 38 1/2 to 43c. for country.

ALOES.—Barhades in grounds are scarce and firmer with jobbing quotations showing an advance to 12 1/2 to 15c.

ACONITE ROOT.—Supplies are offered more freely and the market is easier with jobbing prices reduced to 20 1/2 to 25c. for whole, 23 1/2 to 28c. for ground and 25 1/2 to 30c. for powdered.

ELM BARK.—Stocks continue light and in consequence the market is firmer with jobbing quotations advanced to 5 1/2 to 7 1/2 c. for select in bulk and 3 1/2 to 3 3/4 c. for 5 lb. bundles.

WILLOW OIL SOAP.—Values are a shade easier, the revised jobbing figures being 51 1/2 to 52c. in 5-lb. and 50 1/2 c. in smaller quantities.

GLYCYRR.—The market is weaker and jobbers have reduced quotations to 5 1/2 to 6 1/2 c. by the bale and 10 1/2 to 11c. for 5 lb.

GLYCYRR.—Market firmer in sympathy with corresponding conditions abroad and jobbers have advanced prices to 14 1/2 to 15c. for whole and 10 1/2 to 11c. for powdered.

MADE.—Under a smaller influence jobbing quotations have been advanced to 13 1/2 to 15 1/2 c. for whole and 10 1/2 to 11c. for powdered.

SULLIAC.—Receipts are steadily hardening and all prices and values continue to show an advance to 60 1/2 to 65c. for 1 lb. and 10 1/2 to 11c. for Native.

PURITS PLUMPTIME.—Produce markets are stronger and prices are advanced to 1 1/2 to 2 1/2 c. for 100-lb. and 1 1/2 to 2 1/2 c. for smaller quantities.

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Avoid Errors.

It is so very easy to make a mistake, especially in numbering prescriptions. There are very few systems that can be used without errors. The safest way is to use a numbering machine, and there are many of these on the market that are far from being correct. The Follett Numbering Machine, made by the Cushman & Denison Mfg. Co., at 210 W. 23rd street, New York City, is one of the few good ones at a reasonable price. This machine has six wheels with steel figures, printing from one to one million, and numbering consecutively, also duplicates, triplicates, or repeats, at will. The manufacturers send one on approval to responsible parties, or upon receipt of the price \$5, will send one prepaid.

DIRECT IMPORTERS OF
ASAFOETIDA, INSECT FLOWERS, SAGE,
SENNA, HERBS and SPICES.

Write for samples and quotations
MCCORMICK & CO.,
Manufacturing Chemists, Importers and Refiners, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, JULY 30, 1903.

No. 5

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Established 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & Co., No. 8 Spruce Street, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum.
Foreign Countries in Postal Union - 4.00 per annum.

THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.) We supply a substantial Binder at 75 cents each, post-paid.

Address THE PHARMACEUTICAL ERA, New York.

Tel. No. 3572 John.

Cable Address "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

Is pharmacy a business or a profession?

The highly educated pharmacist who tries to conduct a store without a knowledge of business details will inevitably fail.

In the same way will a business man who tries to run a pharmacy without some knowledge of the profession inevitably come to grief.

Speculation as to the relative values of the two classes of knowledge is useless—both are necessary.

There are good business men who make poor pharmacists, and good pharmacists who make poor business men.

If you belong to the latter class, we feel sorry for you, if to the former there is a remedy, The Era Course in Pharmacy.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y., for a prospectus.



THE SOCIETY OF CHEMICAL INDUSTRY TO MEET IN NEW YORK.

While industrial chemistry and pharmacy have drifted rather widely apart, our readers will still be interested to learn that in 1904 the Society of Chemical Industry will meet in New York. This great international body of men, devoted to the useful application of the most useful of sciences, will find much of interest in our country where conservatism has seldom blocked the wheels of progress. It is proposed to hold the meeting in New York, but much of the visiting chemists' time will be spent in sight-seeing excursions to the larger cities and manufacturing centers. Two points of unusual interest to members of the society are Pittsburg, the immense laboratory where a large proportion of the world's iron undergoes its numerous chemical changes, and Niagara Falls, where the application of electricity to chemical manufacture has enjoyed such spectacular development. Both of these places as well as many others will be visited, but many of the most interesting processes are still carefully guarded secrets, and the visitors may be compelled to content themselves with a view of the surroundings and the outer walls of the plants. Still, being trained observers, they will doubtless learn much of profit to themselves and the world at large, and in any case they can scarcely fail to have a good time.

WAR CLUB METHODS, WITH DISASTROUS RESULTS.

The lack of a very little cool, careful judgment in the management of the Drug clerks' association in Chicago has spoiled, for the time being at least, all the promising plans of that ambitious body. The drug clerks of that part of the country have for some time been busily organizing and agitating for better conditions. Hitherto they have always enjoyed the good will and encouragement of the employers, but recent events have caused a decided change in sentiment. Either the members of the clerks' association are all extremely young men or they have permitted hasty and untried heads to do their thinking, for the management of their affairs has certainly fallen into very unsafe hands. The Chicago druggists were recently called upon to consider a number of extraordinary demands officially presented by representatives

of the "order" committee. In addition to recognition as a responsible body and sound conclusions as to wages and working hours, the proprietors were requested to employ members of the clerks' union throughout every clerk in the city to become a union man or seek other employment. The rejection of this proposition, demand seems to have incensed some of the lights in the ranks, for a circular presently appeared charging the druggists with oppression and wholesale law-breaking. This naturally caused considerable commotion, setting the employers' sensibilities on edge, and leading to counter demands for the punishment of the circular's authors. It now appears that the publication was entirely unauthorized and was issued by persons in ill favor with the association. The net results are a very serious loss of sympathy for the clerks' association, and nothing what ever gained. The entire disagreeable proceeding appears to have been a miserable mistake, and illustrates the danger of hasty resort to force. The times are not ripe, and it is to be hoped that they never will be—for war club methods in the drug business. He who undertakes to employ force to gain his ends does well to consider carefully the opposition to be overcome. Everyone finds it natural to yield to gentle methods, but force is invariably met with force.

SCHOLARSHIPS IN SCHOOLS OF PHARMACY.

An important departure from the beaten path has been inaugurated by the authorities of the Philadelphia College of Pharmacy. The college offers for the year 1903-04 one free scholarship for a full three years' course to each of a number of public schools of Philadelphia including high schools, normal schools and manual training schools. Each student to whom a scholarship is awarded is required to agree to follow pharmacy as a profession. The object of the movement is to promote the cause of public education and to encourage young men and women of higher education to undertake the study of pharmaceutical science and to make the practice of pharmacy their life work.

THEY MUST BE A SET OF RASCALS.

What a chance for a sarcastic rejoinder to the virtuous horror of the medical fraternity at the awful depravity of druggists, instanced and bemoaned in the recent New York City health department phenacetin crusade farce! The department last week summoned ten Brooklyn doctors to answer charges of incompetence, exonerating two and reserving decision on the other eight. They were accused of reporting scarlet fever patients out of danger too soon. Now then, will the drug associations please arise and preach? Can we not have a few sensational articles in the daily press? Isn't this indisputable proof that all doctors are rascals, and incompetent?

A TONIC FOR THE BUSINESS.

The trade as a general rule seems to be having a pretty good time just now. Many frolicsome "kidlets" are out gambling in mountains, woods and surl with their sweethearts and it may be hard to recognize in them retail druggists and their wives. The sun is helping to coax the wrinkles out and the head clerk can change things at home. And years are adding to love and sweetness to nature's. Something new to

think about. Bushels of time to loll around and convalesce from overwork. Who can't afford it? Isn't a vacation after all an asset? The druggist who can find time to mount a wheel and ride away once a week, or take a fishing trip now and then is the man who has a good store and a good trade, usually, and the trips contribute to the causes of his good trade. There is a tonic through the man for the business in these outings. Certainly he who throws care to the winds once in a while is far more agreeable to meet.

NOT ALL FOR MERE EXISTENCE.

The thing is sized up about right by Mr. George C. P. Stoltzenberg, one of the inveterate wheelmen of the Apothecaries' Bicycle Club. Some would say Mr. Stoltzenberg loses about two days out of seven. He doesn't think so. "I come back from these rides with something to think about," he said, "the country, the funning, the people we saw. I have something to anticipate in the next ride. And, oh, the fresh air we get, the country we see, and the cares we shake off. Afford it? Yes, sir! Business? Oh, I have a relief clerk." Mr. Stoltzenberg will live longer and get more out of every week of life. That man is best off who gets the most—enjoyment—out of life. Our stores should not be both our means and our end. Rather make them a means to an end and that end not mere existence, but joy of life.

ONE OF THE GOOD RESULTS.

There is another feature about the outing business that is very valuable. It was illustrated in that Coney Island trip of the Retail Druggists' Bowling Club, told of in the Era last week. Those nine men, self-admitted "kids" for the time being, chummed together, all day, just as they have many days before and will many days again. But, those men are all neighbors—competitors! Not only that, but a fair share of them were the leading partisans on either side of the recent salary-amendment misunderstanding in the Manhattan Ph. A. Yet, there they were, eating and joking, bowling and shooting the chutes together all day. Business rivalry and parliamentary disputes had no place in their thought. They were good fellows together, and, because they are good fellows, association differences and shop were alike buried out of sight. The coming burial of the salary dispute is all due to just this liberality of mind. And a powerful association passes a real crisis in its existence.

A DANGEROUS KIND OF PLANT.

Certain intances in the present prevalence of failures and foreclosures in the local retail trade have a suspicious look. It is possible that some of the unfortunates were victims, that their inexperience and credulity were preyed upon by what may be a legitimate—because within legal bounds—yet heartless practice. There are persons who make a comfortable living by "planting" stores. Drug stores take very readily to this practice and young aspirants to proprietorship and "independence" are often very susceptible. A store is installed somewhere, anywhere, be the neighborhood likely or bad, and some young chap who has raked and scraped together a few hundred dollars is induced to purchase. Up goes his cash and he gives a generous mortgage on the stock and fix-

tures, a mortgage that often could cover two stores like the one bought and then not be overworked. Usually the young proprietor fails and the store is sold over again and some one else has a try at living on crusts and trying to pay two prices for an undesirable property. The Era knows of one young fellow who invested \$1,000 in such a store. He starved for two years. Then, recently, he locked up the store one day and went to clerking. Look out for plants!

THIS IS A REAL OPPORTUNITY.

It is hard to see why a druggist can't be a millionaire. Look at his opportunities! In witness, this, that a Rochester pharmacist has embraced unto himself. Let his advertisement tell it: "Don't scorch in the sun when our black walnut oil and turpentine will do the work just as well and absolutely without pain; applied to the face and hands with a brush." Now, isn't that an idea? If he only would take it to Philadelphia, where it is an actual fact that scores of families solemnly announce their departure to the seashore for the summer and then lock themselves in the house, blinds drawn, until it is fashionable to come back. What nice coats of tan this inventive Rochesterian could furnish with which they might silently testify to the splendid times they had "on the shore." On this line, why wouldn't a pallor-producer be a good seller, for instance, with a baseball enthusiast who had buried all of his grandmothers?

Keep Busy to the End.

J. Pierpont Morgan is sixty-six years old and "just as young as he used to be."

Don't run away with the idea that age brings premature age. It's misuse that does that, and wears out the instruments through which vitality must act. The life principle is as strong at eighty as at eight years of age; the difference being the condition of the physical medium involved in the application of active life forces. You may keep young by proper employment of your mind and body. You will sooner rust out than wear out, if you hold to certain fallacious ideas on this subject.

Exercise the faculties to maintain them in normal activity. You keep your clock a going if you want it to continue in service after your own life-time. You don't neglect to treat it well, to supply it with oil, but you know it will last longer if you don't let it run down or remain idle on the mantelpiece.

Human mechanism, equally, was intended for continued use, and in it finds its supreme purposes fulfilled. Do not give up work because you hear the clock of time ticking away the last years. Fill them with the splendor of the setting sun, which sheds its greatest glory just before it drops behind the western clouds.—Business World.

Mention Prices.

Advertising that does not mention price, possesses only half of its possible value. The reader believes the price is withheld because it is high enough to scare away inquiries, or because the policy of the advertiser is to name to each inquirer the outside figure obtainable, regardless of the value of the article. And they are very often right. If you're ashamed of the price, don't advertise the article.

Let your ads be descriptive, brief and bright, with prices, and they will draw.—The Ad-Writer.

A Good Article to Advertise.

One can't do good advertising, unless he has a good article to advertise.—Printers' Ink.



AUGUSTUS KIEFER,

The Venerable Indianapolis Wholesale Druggist.

The oldest wholesale druggist in Indiana in the number of years continuously engaged in trade is Augustus Kiefer of Indianapolis, the head of the A. Kiefer Drug Co. He is not merely the nominal, but the actual head, and every day finds him at his place of business. This keen-eyed, alert veteran of the drug trade was born at the little town of Muenchweiler, in the Rheinpalz, Germany, and will be 75 years old next September. He came as a boy 16 years old to Miamisburg, O., where he went to school to learn the English language. He next went to Cincinnati and clerked in a grocery, and, in 1846, we find him in Dayton, O., clerking in the drug store of Dr. Koerner. In 1848 he removed to Edinburg, Ind., and soon after bought the retail drug store of Dr. Rush. While in Edinburg, in 1858, he was elected as a democrat to the Indiana legislature. He never, however, could be prevailed to accept office of any kind thereafter, though it was repeatedly offered to him, and recently his name was placed on a ticket from which he peremptorily withdrew. He was for years a valued counselor of his party and such leaders as Vice-President Hendricks and Senators Turpie and McDonald often asked his advice.

In 1863 he came to Indianapolis and began an exclusively wholesale drug trade.

To Mr. Kiefer is due the credit for having made it possible in 1876 to organize the N. W. D. A. At his suggestion there were called to Indianapolis by the wholesale drug firms of Cincinnati representatives of 102 firms, houses all in the territory between Pittsburg and the Missouri river. These representatives met at the Grand Hotel in Indianapolis, and the many conflicting interests were by tactful diplomatic handling molded into a community of interest which has been of incalculable value to the wholesale drug trade.

Give them a Hearing.

Subordinates find it rather depressing to be treated like unknown subjects whenever they appear with a new idea calculated to benefit the concern, or with an appeal for the correction of some fault that customers are talking about.—Printers' Ink.



A GRAPE JUICE WINDOW.
Pharmacy of Barrett Bros. Co., Camden, N. J.

"HOW TO BECOME A SUCCESSFUL PHARMACIST."

Under the above title a paper by Stewart Gamble, of Minneapolis, former president of the Minnesota State Pharmaceutical Association, was read at the annual convention at New Ulm and was awarded the second prize. The paper follows:

As a general thing I find young men in early life apt to forget their future needs and requirements, especially during their school years. Their only thought and desire seems to be to get through the graded schools, stop there, and then take up some business. I know without doubt that there are many young men compelled to do this, owing to circumstances that may make it necessary for them to aid either themselves or their parents, but I am also sure there are hundreds of young men who could just as well as not at least take a high school training, and often times even more than that; and could these young men only see what a help and power such learning and training would be to them in their future business career I am sure extra efforts would be put forth by them to obtain it.

I write the above in order that you may see my position more clearly, in what I consider the foundation of a successful career in the drug business. The young man who desires to enter pharmacy should have at least a high school training or its equivalent, and I would advocate that when he leaves school he put in say two or three years in some good drug store; this gives him a very practical knowledge of drugs, etc., a knowledge he will find invaluable later on. Then I would urge him to take a course in pharmacy. When he has done this, I believe he will find himself fitted to pass the State board of pharmacy.

The foundation has thus been laid for a successful and honorable business life, and though the young man be obliged to begin at the bottom of the ladder in some one else's business house, if he be a young man of good habits, quick to learn, prompt and courteous, and having his employers' interest at heart, he will soon advance and eventually find himself at the head of a like establishment, and the advisor and employer of other young men.

Now I believe it is necessary for the pharmacist in business for himself to be up-to-date, he must keep

himself well informed on all drug questions and be able to impart this information to others when called upon to do so. He should make it a point to employ good help; he will find it necessary to success to be always prompt himself, and he should also require his clerks to be prompt. He should keep a well regulated store, striving as far as possible to keep in stock what his customers call for, should be prompt and courteous as well in waiting upon them. His store should be clean and I think a different window display, say every week, would add to his success. Then I believe the druggist should put up good remedies of his own, and push their sale when others are not called for. Another point of merit, is discount your bills.

Try some judicious advertising and keep before the public as a man of honorable business integrity, as well as a man of knowledge in drugs. A man must have the confidence of the public to be successful. Always live within your means, and I am sure if the young man follows this advice and these suggestions he will be surprised at how soon he will be able to thoroughly establish himself in any community.

I think every pharmacist should connect himself with his local association, as well as the State body, and it seems to me he should lend his push and energy to the advancement of not only his own interests but the interest of the drug business in general.

CATALYTIC MEDICINAL AGENTS.

Dr. Pouchl (Nouveaux remedes) ascribes the physiological effects of a number of drugs to a catalytic action. He states that without the catalytic interference of some substance oxygen could not combine with the blood at the ordinary temperature of the body and life would be impossible. Spermine is extremely favorable to oxidation processes. Metallic magnesium, benzoic aldehyde and salicylic aldehyde have a similar action. Chloroform, carbonic oxid and illuminating gas have an opposite action. Spermine belongs to the class of positive catalysers in respect to oxidation processes while poisons like chloroform belong to the negative catalysers. The author shows that cerebrine exerts a favorable influence upon respiration. Thyroidin and adrenalin are also catalytic agents, adrenalin possessing an action contrary to that of spermine.

SHOP TALK

AVERAGE DRUGGIST UNAFRAID OF MUSEUM.

The Average Druggist's window still carries out his scheme of educating customers. Dental preparations now, arranged along the same lines as the tooth brush display.

The background was devoted to his own dental preparations, two washes, three tooth-powders, a tooth whitener—nothing more than peroxide of hydrogen. Tastefully grouped in the different sizes and styles, careful attention was given to the general color scheme. Each group had a card with a brief description of the article, its ingredients, uses, advantages, prices. For instance, "Orsiline—Unusually pleasant and efficient tooth powder. Made in our own laboratory, of English prepared chalk, Florentine orris root, imported castile soap and just the right amount of refreshing perfume from fresh natural oils."

In front, on floor and on raised steps covered with dead black smooth paper, was an exhibit of materials used in making dental preparations—the good A. D. used and the bad others used—in large and small jars and bottles. The explanatory notes told the name of the article, source, country, uses and virtues, or summed up impurities, and ill qualities. The A. D. used these contrasting exhibits to point the moral of his week's booklet. As he entered the first thing the Era man noticed was a small showcase at one of the soda-water counters containing the major part of the toothbrush window of last week. The A. D. explained:

"Between you and me, I thought that window full of toothbrush sense was too good to lose, so I fixed it up in the old candy case and am going to keep it right up front. It is the kind of ad that gives best results by being kept constantly before people. I got the idea from a customer, where a druggist can get some of his best pointers.

"I encourage customers to talk without letting on that I am pumping. Some of their comments on stores would surprise a man.

"No, it didn't cost much to fix up the permanent exhibit. A lot of the raw materials from manufacturers, a little I had to buy, and the odds and ends of "samples" I had already.

"You see I have kept samples of every line and price of tooth brushes in the case, all carded. The case sold a fifty-cent brush just now. The man came in for a glass of vichy and got interested while drinking it.

"I'm selling plenty of twenty-five and thirty-five cent brushes every day now, and I am more certain than ever that you can sell a thing that gives you a fair profit if you can only show that it is worth your price.

"I intend fixing up a series of small showcases, to contain the salient features of such of my window displays as warrant it, and will keep them on top of the long showcases, instead of sticking a lot of patent medicines there.

"It wouldn't do to fix up a lot at once, the strong point is to let the exhibit grow. I intend reserving a special showcase for the exhibits of the week before, and will keep it up front here on the end of the soda counter.

"Take up all of my room? Make my store look like a museum? Well, don't you worry about that. In the first place, no exhibit will be big—a foot, or at most, two feet of running space will be all one will take up—and I am going to put a long, high, narrow showcase on top of my present ones to accommodate them.

"You see that I now have the tops littered up with

bottles and a lot of miscellany. I'm simply going to replace this trash with something worth the space. As for the museum part! I'd rather have a museum that will be a standing demonstration of the quality of my stock than a side show of weird picture cards filled with chewing gum, tooth-ache wax, corn remover, breath perfumers and such. Don't you worry. If I get the dollars and reputation I'll run the risk of being known as a museum."

THE "DEADLY SHRUG" DISCREDITED.

A few weeks ago Shop Talk explained how one of the St. Paul druggists managed to discourage the sales of proprietary goods put out by houses whose methods he did not approve, and in which process he employed the Deadly Shrug with telling effect. Another druggist in the Minnesota city, after carefully weighing the question, concludes that such tactics will not do.

"When a customer comes into my store," said he, "and asks for a certain preparation, I might persuade him to take something else, but in that case he is bound to go away not entirely satisfied. He generally wants what he calls for. The next time he desires a preparation of this kind he will be very apt to seek it in some other store. Then, again, if a druggist during the 'rush' hours stops to dally and negotiate with a customer to induce him to buy something he didn't come to get, that druggist will be wasting valuable time and the first thing he knows a few customers will slip away and make their purchases at another store. The principle on which I conduct business is to keep a complete stock, no matter what grievance I may have against this or that proprietary house. I am thus in position to supply the demands of any purchaser who comes in, and do so without hesitation. This, it seems to me, is the best policy."

All of which by no means implies that the druggist quoted is not a fighter "from way back." On the contrary, he is full of resources wherewith to bring unfair manufacturers and jobbers to repentance.

ALL HIS DOUBTS WERE REMOVED.

W. P. Poytress, Richmond, Va., was the maddest man on a recent Saturday night that ever retained his polite bearing and did not explode. Mr. Poytress' store is on Main Street near Tenth, near the post-office. For years it has been doing a postoffice business on its own hook—all for the love of it. On the Fourth the postoffice window was open for the sale of stamps only two hours. From noon until 11 that night man after man came and informed Mr. Poytress that "The postoffice is closed; please sell me a stamp." Mr. Poytress heard it twenty times. The twenty-first was the last straw. Whirling the druggist said: "I have heard that only twenty times today." The man innocently replied: "Well, didn't you know it was so? It is closed, I've just come from there. An' you didn't believe it? Well, well, sur!" The kind heart of the pill-maker broke. He said gratefully: "Thank you very much, sir. I am very glad to have all doubts that it removed."

TRYING TO KEEP HIS WORD.

A tired-faced man wandered into a Euclid avenue, Cleveland, drug store the other day and asked for some hydrogen sulphide.

"What do want it for?" asked the druggist.

"Well," he replied, "you see I have a wife and four daughters who want to go to the sulphur springs, and I can't afford to send them. I promised them I'd get them some mineral water just as good, and I'm going to keep my word."



SOME PROMINENT KANSAS PHARMACISTS.

Snapshot taken at Chamute Oil Fields during the recent meeting of the Kansas Ph. A. From left to right—G. Gehring, Wichita, president; Ed. Lair, Topeka, secretary; J. W. Conkson, Kingman, an ex-president of the association, and W. E. Sheriff, Ellsworth; W. A. Evans, Iola, and F. A. Snow, Topeka, members of the board of pharmacy.

PLAIN SODA AND GLASS EYES.

A veracious account of what happened in a Philadelphia downtown drug store:

A wall-eyed man entered the soda department of a downtown store last Sunday, and, after calling for a glass of plain soda, sat down to chat with the dispenser. After the usual talk about the rain and chances of again seeing the sun, he remarked that sane people had to put up with many petty annoyances, himself among the number. He drank half of the soda with a sigh, then with a quick "scoop" took out a glass eye, saying that "the d—d thing was an awful bother", washed it off in the soda, polished it with his handkerchief, put it back in the vacant socket, and then drinking the balance of the soda, laid down his nickel and, with a courteous adieu, walked out. The druggist has since recovered.

ROOSTERS AS SODA FOUNTAIN BARKERS.

Handsome, strutting roosters, motherly, clucking hens, and fluffy, yellow chickens made their home in a big Boston retail drug store window last week. Their coop was at one side and baskets of eggs demonstrated their use. Jars of rich cream—the cow was not in the window—also stood around and boxes of luscious red, red strawberries. Then there were photographs of life on the company's own farm. Small wonder people blocked the sidewalk! It was all to show what was used at "our soda fountain." Of course, the chickens are not a requisite at fountains, but their mission was to make attention calling doubly sure. Raspberries have replaced the strawberries now, and peaches come soon. But the hens—they go on forever.

TOOTH BRUSH CLOCK.

Mutual Drug Co., 422 Third avenue, has an attractive clock dial in the window, the numerals made with tooth brushes. Tooth powder bottles surround the base.

Decide Promptly.

Don't quibble. Decide promptly after weighing the evidence, then say yes or no and stick to it. An occasional wrong decision persevered in, is better than vacillation. Never retract a decision until you are thoroughly convinced that you are in the wrong. Then do it promptly and frankly.—Ad-Writer.

THE LITTLE GREEN STAMP OVER THE CORK OF BOTTLED WHISKEY.*

Its National Significance and the Protection It Gives to Physician, Druggist and Consumer.

By J. W. GAYLE, Frankfort, Ky.

THE general term "whiskey" is used in America by many to cover two distinct classes—the genuine and the artificial. Both are often sold under similar labels, and the public has been perhaps more imposed upon in the matter of this commodity than in connection with any other article of commerce.

Whiskey is made in this country by the fermentation of grain—principally corn and rye. The mash is then distilled and the vaporization of the alcohol condensed. The resultant product consists of water, common alcohol, and a series of alcohols which are not common alcohol, but amyl and butyl alcohols which are contained in the fusel oil peculiar to new whiskey. The distillations, when new, contain essential oils, which maturation—or aging through years of storage—alone can oxidize into odorous essences and ethers. As stated by Dr. H. W. Wiley, chief chemist of the U. S. Bureau of Chemistry, in his testimony before the committee on manufacturers appointed by the 56th Congress to investigate food adulterations:

"The crude alcohols are not fit for drinking. The product is raw whiskey. It is colorless—water white—and has an unpleasant taste, and in order to make it a beverage it must be improved. This is done by aging. In the course of a few years, instead of having a mixture which is bad to taste and smells badly and irritates, you get a whiskey which has a delightful odor and taste, and which is soothing and not irritating. You get a whiskey fit to drink, instead of raw whiskey."

Maturation a Costly Process.

Now, experience has shown that the oxidation which eliminates the bad taste and the poisonous alcohols is Nature's province, and that time alone can convert whiskey into a palatable beverage, conducive to health and of great medical value. This aging process takes years. The raw whiskey is put into oak barrels charred on the inside and then stored in the U. S. bonded warehouses on the distillery premises to rest in privacy until it matures. During the process of maturation, the distiller has a costly investment. Season after season, the bulk of his volatile product becomes less and less by evaporation, and the costs of storage accrue.

While the legitimate distiller was keeping this product of his labor through years of anxious solicitude and patient testing, on storage in the bonded warehouses, the premium on the evasion of the expensive aging process demoralized so many astute merchants that a bogus, artificial, or "make-while-you-wait" species sprang up on all sides, until the markets were flooded with misbranded substitutes, masquerading as genuine whiskey. These continued to multiply until the people, and especially the medical fraternity, lost confidence. All sorts of concoctions were represented as whiskey, under the most attractive labels the lithographer could evolve.

In evading the expensive and all-important aging process, the maker of "artificial" whiskey begins with cologne spirits, which he gets in a few hours by rectifying high wines—the object being to eliminate all the alcohols, except ethyl. Perhaps enough genuine old whiskey is added to give a flavor. Coloring matter—burnt sugar, etc.—is put into the mixture. Essences from the chemical laboratory are added to imitate the evaded work of years, and in a few hours, by a tour de force, the alleged whiskey is produced—whiskey.

* Read before the Kentucky Ph. A. at Estill Springs, June, 1902, and contributed to the Era for publication by the author.

which, as Dr. Wiley says truly, has no right to be called whiskey, under the real meaning of the term.

The-Bottling-in-Bond Act.

It was to devise some method by which the genuine whiskey, so jealously guarded from adulteration by the Government during every step of distillation and maturation, could be actually placed in the hands of the consumer that Congress passed the Bottling-in-Bond Act. The act provides that the distiller whose genuine whiskey has ripened for four years or more in the ricks of the Government bonded warehouse on the distillery premises where it was made can have affixed over the bottles in which it is put (under proper Government authority) the little green stamp of the United States Government, as a pledge to the consuming public that it is absolutely free from adulteration.

The Little Green Stamp.

The act provides that the distiller, upon setting apart a bonded warehouse for bottling in bond, can have his whiskey put up under the watchful eye of a special Government officer. This bottling-house storekeeper, as he is called, must receive each barrel of mature whiskey from the U. S. gauger, who himself has secured it from the storekeeper of the bonded warehouse where it has matured. The method of transfer keeps the whiskey under supervision in its passage to the bottling-house, and this transfer must be covered by proper official permits. The steps in the process of bottling in bond are laid down in the internal revenue regulations formulated by the Department under the act. Every step is taken with a view to making the little green stamp which is affixed over the cork of each bottle at the close of the bottling operations, the Government's absolute pledge that the whiskey is unadulterated. The Government officer in charge of the bottling must see not only that the whiskey is unadulterated, but that the stamp affixed is the proper one, for it must describe in each case the particular contents in the particular bottle. It must tell the date the whiskey was made, the proof (100), the name of the distiller, the location of the distillery as to State and internal revenue district, the measure of contents, and the date bottled. Each stamp goes out on the market over the cork of its particular bottle, telling the essential facts to the consumer under imprimatur of the U. S. Government. These stamps are engraved at the bureau of engraving and printing at Washington. They can be issued only by the commissioner of internal revenue, with the approval of the secretary of the treasury.

Growing Interest in the Act.

Six years have passed since, in March, 1897, the Bottling-in-Bond Act became a law of the land. As it was not compulsory, only a few distillers at first began to bottle under its provisions. The method is expensive, and the masqueraded article—the "artificial," or "made-while-you-wait," whiskey—continued to be floated by vast advertising campaigns, which the bottlers of the genuine article could not afford. The public has been gradually learning more and more of the method, however, and with the current year the press of the country seems to have taken up the matter as of public news and interest, and the increase in the demand and the extent of the operations are matters of constant comment in Kentucky. No longer ago than two weeks, one of our leading metropolitan dailies stated that in the present fiscal year, now drawing to a close, the bottling-in-bond operations of the United States had increased 50 per cent. over those of last year, and that in the month of March alone the State of Kentucky had put up 42,400 gallons of this unadulterated whiskey under the little green stamp—two-thirds of the total output of the United States. Pennsylvania came second for the month in question, with 20,256 gallons; Illinois next, with 3,283; Ohio next, with 2,580, while Indiana put up 796 gallons.

Operations of the Act Not Sectional.

The act is national in its scope. It favors no section or locality. A New York physician can prescribe whiskey, and the New York patient can go to the New York drug store and get the genuine unadulterated article, just as if he had purchased it from the bonded bottling-house. The druggist who sells it to the New York patient has the satisfaction of knowing that he is giving his customer just what he wants to give him. The druggist has the little green stamp of the Government to do the recommending and guaranteeing to himself, as well as to the patient. There is a fixed standard of proof for New York, Kentucky and every other State alike. Quality will, of course, vary according to the brand—its method of manufacture, the care in its maturation, will cause this; but the essential feature which makes the bottling of whiskey in bond of interest to the druggist is, that the Government's absolute guarantee is behind it. It gives whiskey in the eyes of the physician a value which it had altogether lost, because of the ubiquitous substitute by which druggists themselves were often duped; for the substitute often tastes like, and analyzes like, the genuine, while its physiological effect is deleterious.

Significance of the Stamp.

The sooner the people begin to recognize the national significance of the little green stamp over the cork, the better for the public health. From the hospitals, the house of the invalid and the physicians has long come the question, "Since we must use whiskey, why can we not get it unadulterated?" The druggist has attempted to answer this question, and taken every precaution to furnish what was desired, but he has too often been unable to do this. Congress has now answered with the Bottling-in-Bond Act. The little green stamp is over the cork, or it is not there.

Both the druggist and the customer can distinguish it at a glance.

THEORY AND PRACTICE

ESTIMATION OF IODINE IN OILS.

L. Lafay (Bull. des Sciences Pharm.) states that the iodized oils of commerce usually contain much less iodine than advertised, and frequently hold in solution a considerable quantity of chlorine. For determining the quantity of iodine either alone or in the presence of chlorine, he recommends the following method: One gram of the oil is saponified and evaporated in a nickel, iron or copper crucible with 5 or 6 grams of caustic potash free from chlorine, and 5 or 6 Cc. of alcohol. When the residue begins to darken the crucible is covered and the heat continued until the mass froths up and the organic matter is destroyed. The residue is exhausted with water, and the solution acidulated with sulphuric acid and transferred to a 500 Cc. flask. Twenty or thirty Cc. of carbon disulphide, previously washed with potassium permanganate, and a few drops of concentrated solution of sodium nitrate are added, and the mixture well shaken for five minutes. The aqueous solution is transferred to a 2-litre flask and the traces of iodine still remaining removed by washing with fresh portions of carbon disulphide. The iodine is determined by titration with hyposulphite solution. To determine both iodine and chlorine, the calcined residue is treated with nitric acid, and both halogens precipitated with silver nitrate, the chloride being separated from the iodide by means of a solution of sesquicarbonate of ammonia.

SUBSTITUTES FOR MEAT EXTRACTS.

H. Zehner (Chem. Centr.) has studied the yeast extracts which have appeared on the market as substitutes for meat extract under the names, "Siris," "Ovus" and "Wuk." These three preparations are obtained from beer yeast. In preparing "Ovus," the yeast is steamed and the fluid mass obtained concentrated in vacuo until it has reached the required consistency. The product has a faint odor, dissolves in cold water to a turbid liquid, reacts faintly acid, and has a strong saline taste. "Wuk" is obtained from yeast suspended in an equal volume of water at 60 to 70 degrees C. and forms a light brown extract having a faint odor. "Siris" is prepared by the action of ether on yeast and concentrating the extract obtained. An analysis of this product by Fresenius gave the following results: Water, 29.54 per cent.; ash, 17.29; nitrogenous organic substances, 49.5 (ammonia, 3; albumoses, 84; substances precipitated by cupric hydroxide, 5.74; and nitrogenous extract substances, 42.6), gum, 3.65; substances extracted by ether, .07 per cent. The author thinks that yeast extracts can satisfactorily replace meat extracts as far as flavor and odor is concerned, but that they do not contain the valuable extractive matters and stimulants of genuine meat extracts.

FORM OF SILVER IN COLLOIDAL STATE.

M. Hanriot (Comptes rend.) is of the opinion that collargol and probably also other forms of colloidal silver are not merely metallic silver in a peculiar form, but salts of an acid, collargotic acid. When a solution of collargol is subjected to electrolysis, the black deposit formed on the positive pole is not metallic silver but a precipitate of this acid. The acid dissolves in alkalies producing a characteristic red color. Precipitation formed by metallic salts in solutions of collargol are never pure silver. Observers have noticed that it is impossible to obtain colloidal silver in an absolutely pure state, 68 per cent of silver being found the highest degree obtainable; when this is exceeded the result is ordinary metallic silver. The author has also isolated collargotic acid by treating collargol with acetic acid.

THE IODIC ACID TEST FOR MORPHINE.

N. A. Orlov (Farm. J.) states that the decomposition of iodic acid by morphine in acid solution is irregular and that the well-known qualitative reaction can not therefore be employed for quantitative determination of the alkaloid. The reaction is influenced by the amount of acid present, the temperature and the duration of action. Concentrated solutions of morphine cause immediate reduction with the separation of iodine, while in weak solution the reduction takes place only after standing, but is accelerated by the addition of sulphuric acid and still more by heating the mixture. The separated iodine seems to combine partially with the alkaloid.

POISONING BY CARBON DISULPHIDE.

H. G. Haupt (Chem. Zeit.) has studied the toxic effects of carbon disulphide employing, for the purpose of studying its effect on animals, subcutaneous injections of a solution in olive oil. In frogs 1.25 to 3.7 C. c. per kilo body weight was a fatal dose. No apparent effect was produced upon the blood except the darkening of the liver blood. Mammals showed signs of asphyxiation. Various organs were affected, the liver most so. Carbon disulphide is absorbed by the blood in the lymph glands and the veins. It decomposes the blood, an aqueous solution containing 5 to 8 parts per 1000 dissolving haemoglobin and producing so-called haemolysis and a precipitate of unknown composition.

CHLOROFORM IN THE PREPARATION OF CALF LYMPH.

In place of the fermented beef vaccine A. B. Green, of a paper read before the Royal Society, recommends the use of a vaccine from which extraneous bacteria have been eliminated by the use of a saturated solution

of chloroform in distilled water. It is stated that the extraneous bacteria are eliminated in from one to six hours, but the specific germ remains fully potent for vaccination. After the chloroform has done its work, it can be evaporated off entirely, and another advantage is that the vaccine could be distributed within a few hours of its collection from the calf—Pharm. Journ.

COMPOUND GLYCERIDES IN OLIVE OIL.

D. Holde (Berichte) has isolated from olive oil a mixed glyceride which by the action of Huhl's iodine solution yields a crystalline addition product. It contains oleic and palmitic acid radicals, in the proportion of one to two molecules. It is suggested that the presence of these compound glycerides may aid in explaining why oils which yield a large proportion of acids of high melting point do not solidify at corresponding temperatures, these mixed glycerides remaining fluid at ordinary temperatures.

RODAGENA.

A diet of goats' milk derived from animals whose thyroid glands have been removed is one of the most effective means of treating Basedow's disease (Pharm. Central.). To avoid the nausea which is the result of this treatment, a preparation called rodagena and containing the solid constituents of this special goats' milk and an equal quantity of lactose has been prepared. It is given in daily doses of 75 to 150 grams, and is said to possess all the therapeutic properties of the milk without disturbing the stomach.

OIL OF THE MONARDAE.

J. W. Brandel and J. J. Beck (Pharm. Rev.) gives some of the properties of the oils of different species of Monardae. Oil of Monarda didyma has a sp. gr. of .902 and an optical rotation of minus 10 degrees. It does not contain thymol or carvacrol. The yield is about 14 C. c. from 100 pounds. The oil from the corolla of Monarda fistulosa has a specific gravity of .958 and contains carvacrol, thymoquinone and thymoquinone. The oil from the leaves of the same plant has a specific gravity of .924.

SYNTHETIC HYPNOTICS.

Fischer and Mering (Pharm. Zeit.) find that the alkyl substituted acetyl and malonyl ureas possess very powerful hypnotic properties. The di-ethyl and di-propyl derivatives are the most effective, the ethyl-methyl compound having but a slight effect and the dimethyl derivative practically no action. A typical compound of this class is veronal, a crystalline substance soluble in water, having a slightly bitter taste and melting at 191 degrees.

ATROPINE METHYLBROMATE.

Methylbromate of atropine is a new salt of the alkaloid which has markedly less effect upon the heart than the free alkaloid (Jour. de Pharm. d'Anvers). It forms white crystals which are soluble in water and in dilute alcohol. Two drops of a one per cent. solution applied to the eye, produce dilatation of the pupil which disappears in four hours. It is also employed in doses of one tenth grain at night to check excessive sweating in phthisis.

ADULTERATION OF CITRONELLA OIL.

C. P. Hayley (Chem. and Drug.) states that oil of citronella containing as much as 15 per cent of petroleum will pass Schimmel's test. The statement of Parry and Bennett that resin spirit is used as an adulterant is disputed, the opinion being given that the adulterant used is Russian kerosene which can be easily and cheaply obtained by the natives who prepare the oil.

APOMORPHINE.

R. Pechorr (Berichte) shows that both of the two oxygen atoms of apomorphine are present in phenol-hydroxyl groups, and that the compound is a derivative of a phenanthrene group. This is contrary to the generally accepted view that one of the atoms has an etheral function and the other a hydroxyl

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Spavin in Horses.

(G. E. D.) The following treatment is recommended: During the inflammatory stage let the animal have rest, and apply cooling, evaporating lotions to the parts. The attached formula is said to produce a good application for the purpose:

Acetic acid	4 ounces
Water	2 pints
Diluted alcohol	2 ounces
Common salt	3 ounces

Apply as follows: Take a piece of sponge, slightly concave, corresponding as nearly as possible to the form and size of the hock, dip it in the mixture, and by means of tape secure it to the inside of the hock. After this keep the sponge constantly moist with the lotion. The inflammatory symptoms will soon subside, and anchylosis—which appears to be the only cure for spavin—will progress in a slow, yet favorable manner, without the usual pain and irritation. This treatment is recommended by a well-known veterinary surgeon as coming within your requirement, that the hair must be not removed.

"Veterinary Counter Practice" states that "the treatment of spavin commonly adopted is that of blistering and rest, with, if possible, a run at grass or three months in a straw yard. In blistering for the cure of bony growths we should always advise biniodide of mercury of a strength varying from 1 to 7 to 1 to 12 of vaseline, or lard, or lanoline. Some veterinarians prefer goose-grease as more penetrating, and having in itself a mollifying influence upon stiff joints."

Physiological Effects of Fusel Oil.

(Druggist) Fusel oil is said to produce the peculiar nervous and dyspeptic symptoms of those consuming large amounts of alcoholics; according to some authorities, the rapid intoxication produced sometimes being attributed to this body, occurring as an adulterant. Small doses are said to produce a tensile pain in the head, while in excessive quantities insensibility and profound narcosis result. Among the poisonous symptoms which have been reported are giddiness, staggering, headache, diplopia, unconsciousness, reduction in temperature, rigidity and subsequent relaxation of the muscles, marked cyanosis and death.

In this connection the authors of the National Dispensatory quote the record of a case in which about four ounces of the oil were swallowed. The respiration ceased, but the heart continued to beat. Life was revived by stimulants, including hypodermic injections of ether. The breath, etc., exhaled a strong fruity odor. According to the experiments of Rabuteau (Allen's Commercial Organic Analysis) amyl alcohol, the principal constituent of fusel oil, produces intoxicating effects of a similar kind to those due to ethyl alcohol, but fifteen times as intense. The researches of other observers have shown that the

physiological effect of the alcohols increases with the number of carbon atoms. Brockhaus who personally investigated the effects of propyl, butyl, and amyl alcohols on the system, found the disagreeable symptoms to increase with the molecular weight of the alcohols, and amyl alcohol itself proved to be a very violent poison.

Wood Filler.

(D. V. M.) The agent to be used for a "filler" depends much on the quality of the wood and the experience of the user. The following formulas have been recommended:

(1)
Four parts of white wax are added to three parts of oil of turpentine and the whole is heated in a flask or bottle, immersed in hot water, until the wax is liquefied and almost dissolved. It is then allowed to cool, and when it begins to turn white and harden, two parts of strong alcohol are added, under stirring. This mixture is applied by means of a woolen cloth, and thorough friction. The alcohol may be increased to four parts, but the friction must then be continued for a longer time.

(2)
One pint of linseed oil, together with 2½ ounces of alkannin root, are heated to boiling in a clean pot over a slow fire, and kept at a gentle boil for about two hours. When cool, the mixture is applied in a thin layer to the wood, and after the lapse of 24 hours, well rubbed in.

(3)
The best polish, particularly for fine woods, is milk! After all dirt and dust has been carefully removed, good fresh milk is applied to the wood, and well rubbed in with a woolen rag, until all moisture has disappeared. This must be repeated several times, and in the case of new utensils should be done once a week. Milk has this preference, that its fatty substance answers the same purpose as linseed oil, and its other constituents act as a filler, while it leaves no disagreeable flavor. For some light colored woods sublimed sulphur with boiled oil make a very good filling.

Marrow Pomade.

(A. B. B.) Try one of the following:

Beef marrow	16 ounces
Beef suet	8 ounces
Palm oil	8 ounces

Heat them together on a water bath for half an hour, then strain with pressure and perfume suitably.

Prepared lard	4 pounds
Prepared suet	2 pounds
Oil of lemon	1 ounce
Oil of bergamot	½ ounce
Oil of cloves	3 drams

Melt the fats and add the perfume.

(3)
Oriental Pomade.—Benzoyated lard, 6 pounds; benzoated beef-tallow, 2 pounds; oil of bergamot, 2 ounces; oil of cloves, 1½ ounces; oil of neroli, 5 drams; tincture of musk, ½ dram. Color red with alkannin or eosin.

(4)
Piesse gives the following formula for the "pomade called 'bears' grease':"

Rose oil	½ pound
Orange-flower oil	½ pound
Acacia oil	½ pound
Tuberose and jasmine oil	½ pound
Almond oil	10 pounds
Lard	12 pounds
Acacia pomade	2 pounds
Oil of bergamot	4 ounces
Oil of cloves	2 ounces

Melt the solid greases and oil together by water bath, then add the oils. Bears' grease thus prepared is just hard enough to "set" in the pots at a summer heat.



C. W. PETERS, Sharpsburg, Ky.
President Kentucky Ph. A.

Mr. Peters who was elected president of the Kentucky Ph. A. at Estill Springs last month, was born in 1852 in Bath County, Ky., went into the drug business in 1874 as clerk at Owingsville, and removed to Sharpsburg in 1882 where he has been engaged in the drug business ever since. Mr. Peters is very popular and has a large and increasing business.

To Preserve Garlic.

(G. E. D.) The usual way to preserve garlic is to hang it up in a cool, dry place. This method, however, only applies to preserving the bulbs from one season till the next. To keep the bulbs longer, the following plan was recommended in 1864 by A. P. Sharp in answer to a query of the A. Ph. A.: At the proper season carefully select the quantity needed, and after depriving the bulbets of their superfluous leaves, stems, etc., place them in a bottle provided with a good stopper, and pour upon them a small quantity of alcohol, say about two ounces to a quart jar. The vapor of the alcohol is soon absorbed by the bulbs and destroys their vitality, and, in consequence, their tendency to germinate. Garlic thus treated can be kept, it is said, for years, with all its virtues unimpaired!

Lactis Recentis.

(S. B.) I received a prescription recently reading as follows:

R. Lq. calens
Lactis recentis.....aa3ij.

M.

What is "lactis recentis" and what is the formula? "Lactis recentis" is the Latin for "fresh" or "new milk," from "lac," milk, and "recentis," fresh, new or recent.

As a remedy in nausea or vomiting, either alone or attendant on other disease, milk associated with lime water, in doses according to the severity of the case has long been considered most valuable.

Raspberry Sugar.

(Pounded.) An old formula for raspberry sugar follows: Put a bushel of sugar up side down, and pour, in small quantities at a time, well fermented filtered raspberry wine containing a little citric acid. Then let dry in a warm place. Repeat this operation if considered necessary. Dry and cut. Other fruit essences may be made similarly.

GATHERED FORMULAS.

Glue Paint for Kitchen Floors.

To three pounds of spruce yellow add one pound or two, if desired, of dry white lead and mix well together. Dissolve two ounces of glue in one quart of water, stirring often until smooth and nearly boiling. Thicken the glue water with the yellow and white lead after the manner of mush until the mixture will spread smoothly on the floor. Use a common paint brush and apply hot. This will fill all crevices of rough floor. It will dry soon, and when dry apply dry linseed oil with a clean brush. In a few hours the floor will be found dry enough to use by laying papers or mats on for a few days. When the floor needs cleaning, use hot suds.

Poultry Spice.

- (1)
Capsicum 1 dram
Lentils 2 ounces
Bray 2 ounces
Oatmeal 4 ounces
- (2)
Capsicum 1 dram
Gentian 1 dram
Foenugreek 2 ounces
Licorice root 6 ounces

The former preparation is recommended for fattening fowls and stimulating egg-laying; the latter is a general tonic and said to be a stimulant to egg laying during cold weather.

Paste for Patent Leather.

Melt pure wax over a water bath, place on a moderate coal fire, add first some olive oil, then some lard, and mix intimately by stirring, next add some oil of turpentine, and finally some oil of lavender, fill the resulting paste in boxes, where, on solidifying, the necessary consistency will be acquired. To restore the gloss of the leather, apply a little of the paste and rub with a linen rag. This will keep the leather soft and prevent cracking.

China Cement.

- Isinglass 1 ounce
Mastich (in powder) 80 grains
Glacial acetic acid 4 ounces
Water 2 ounces

Soak the isinglass in the water, and when all has been absorbed, add the acid previously mixed with the mastich. Heat gently till a clear solution is obtained.

Excessive Sweating of the Hands.

- Boric acid 5 parts
Gorax 15 parts
Salicylic acid 15 parts
Glycerin 60 parts
Dilute alcohol 60 parts
- To be rubbed on three times a day.

Carpet Cleaner.

- Sonp 6 1/2 pounds
Sul soda 3 pounds
Water of ammonia 1 quart
Methyl alcohol 1 pint
Water 12 quarts

Sea Salt.

- Salt 20 parts
Sodium bicarbonate 1 part
Magnesium sulphate 4 parts

This mixture will not become moist and can be put up in cartons or paper packages.

Blue Bed Bug Poison.

- Corrosive sublimate 1/2 ounce
Alcohol 12 ounces
Spirits of turpentine 4 ounces
Blue aniline 5 grains

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

VACATION DAYS ARE HERE.

And We Are All Going Away on More or Less Extended Trips to Sea, Lakes, Mountains and Woods.

Vacation announcements are beginning to be heard, though many are staying in the city later than usual because of the cool weather. But when August moves in many of our druggists, both wholesale and retail, will move out. Some retail recreationists:

Charles A. Hanson, 244 Sixth avenue, will drop down to Atlantic City with Mrs. Hanson as soon as his "boys" get back from their vacation. Clarence O. Bigelow and his family are living at Allenhurst, N. J., during dog days.

George E. Schweinfurth, Charles H. White and Otto Boeddiker are away for a fishing trip in the Pocono mountains, Pa. Each insists that he wants to fish, anyway, whether the others do or not.

R. Schenck of the Schenck Drug Co., Broadway, is getting dreamy over a trip to Europe next month, which he makes every year to buy chemical specialties and have a rest. John Kiehl, 105 Third avenue, tries Monticello, N. Y., in August. F. O. Collins, just above Mr. Diehl on Third avenue, will take his family to Dingman's Ferry, Pa., late next month. Mr. Collins does not design to fish, but to rest, and he puts in hours swinging under the trees in a hammock reading "something light." Zachary T. Benson, 2334 Third avenue, is now beside country forests and streams and will stay there until the end of August. Of course, his family is along.

Mr. Caswell of Caswell & Massey, is in Newport with his family. Mr. Massey's vacation is interspersed with business all summer and he makes trips nearly every week to Montreal, occupying Friday, Saturday and Sunday. Last summer was his first real vacation in years, when he went to Europe. William G. Greenawald of the Greenawald Drug Co., Broadway, will make a bee-line for London, his favorite European city.

John B. Sawdon of Cameron & Sawdon, Broadway, went to London, Ont., Can., with his family. London is his old home. Fred Borggreve, manager of the Bates pharmacy, Forty-second street and Sixth avenue, is just as popular in White Plains as here. They have gotten on to his faculty for getting up entertainments and he says it is almost as much work there as at home in the store. Emil Koller of Fifty-sixth street and Ninth avenue, will have a fishing and hunting vacation in August, staying with friends in Nyack, this State.

George A. Hitchcock of Kellogg & Co., 1031 Sixth avenue, will join his family at Conoshaugh, Pike county, Pa., in a week or two, and will have it easy for a couple of months. C. L. Kellogg of the company, is just back from a long rest in Homer, Portland county, this State. Charles S. Erb and Sidney Faber both had a few days in Philadelphia. Mr. Faber gets many pleasant days aweek, as do several other of his friends, so with them long vacations are not so popular.

Of course, Dr. William Muir is up in the Catskills as is usual in summer. Frederick P. Tutbill's

family is there with Dr. Muir's and Dr. Tutbill runs up semi-occasionally.

The A. Ph. A. in northern Michigan will be the mecca of many vacationists. R. R. Lampa, head of Lehn & Fink's traveling department, is looking forward with pleased anticipation to the trip. Dr. William C. Anderson and Mrs. Anderson will go. Dr. E. A. Sayre of Seabury & Johnson, is bound for there and has been hustling for weeks getting his work in shape to leave.

Some other vacations, well deserved, are those of J. J. Kane, general pricer at McKesson & Robbins, who has been at his post without absence for several years; D. Costello, manager of Caswell, Massey & Co.'s store at 1122 Broadway, who goes to his home in Indianapolis; S. Wyzant, manager of the prescription department of the same store, who tried Newport; Harry Hebblewhite, also of the same store, who went to the Pennsylvania mountains.

Will R. Anderson, who is well known as a member of Sharp & Dohme's office staff and as the writer of "Tessie" the "Silver Slipper" song hit, and other hits, is spending his vacation in the Catskills.

C. A. Atkins of Millau's, Broadway, is back, nicely bronzed, from a duck-shooting vacation in Charleston, S. C. William J. Gesell of Lehn & Fink, is just back from his trip abroad.

S. F. Haddad, the retailer at 89 Broad street, is having a good time in Lake Champlain regions for a few weeks. Gustave Ramsperger, one of the two surviving charter members of the German Apothecaries' Society, is having a long vacation in Europe, as is Carl E. Kessler, of 621 Second avenue, another good G. A. S. member. President Henry Imhof of the G. A. S., is away with his family in the country as is usual with him in summer.

Samuel Owen of Kress & Owen Co., the patent medicine people, has gone for his summer vacation in Europe. M. J. Breitenbach of the M. J. Breitenbach Co., is another New Yorker in foreign climes, as is George J. Seabury of Seabury & Johnson, who took in the international rifle match with his usual enthusiasm before moving on.

J. LeRoy Webber of Webber-Pepsin fame, for some years past associated with Bristol, Myers & Co., sailed on July 16 via North German Lloyd S. S. Bremen, and will make an extended European tour. His main objective points are London and Paris.

Ernest Stauffen, secretary-treasurer and general business manager of Sharp & Dohme, sailed on the 16th, also, for a month abroad. Louis Dohme will be in general charge of the New York office until his return.

At the Plaza Hotel, Asbury Park, A. Major, the popular Major's cement man, may be seen almost any evening now. Accompanying him are Mrs. Major and Lillian Dyott Major. Spencer Robinson of Hamill & Gillespie, is rusticiating up in Sullivan county nowadays.

F. Ehrmann of Lehn & Fink, locked up his desk this week and he and Mrs. Ehrmann are on board the Hamburg line S. S. Bleecher. Four weeks in Switzerland and then a trip along the Rhine will occupy their ten



PROFESSOR CHARLES EDWARD CASPARI.

The St. Louis C. P. elected Professor Charles Edward Caspari as professor of chemistry. Dr. Caspari is the son of Professor Charles Caspari, Jr., professor of pharmacy at the Maryland C. P., and secretary of the A. Ph. A. He was born in Baltimore and received his early education in the public schools of that city. In 1893 he entered the Johns Hopkins University and in 1896 received the degree of B. A. Continuing the study of chemistry under the guidance of Professor Remsen, he took four years of post-graduate work at Johns Hopkins and in June, 1900, received the degree of Ph. D. During his last year at the university he was Professor Remsen's assistant. From 1900 to 1901 he taught organic chemistry at Columbia University, New York City. In September, 1901, he entered the employ of the Mallinckrodt Chemical Works of St. Louis, where he has since been active in conducting their research work and directing their analytical department. Professor Caspari having grown up in an atmosphere of pharmaceutical chemistry, will prove a very valuable addition to the teaching force of the college.

weeks' vacation. F. Wichelns, the Greenwich street druggist, is making frequent visits at Mount Kisco, where his family is summering.

Every afternoon at 4 o'clock when the Asbury Park leaves her dock there are to be found in one corner Edward E. Wells of the M. J. Breitenbach Co., Brent Good of the Carter Medicine Co., who both live at Monmouth Beach, N. J., and Herbert B. Harding of the Humphreys Homeopathic Medicine Co., who lives at Highland Beach in summer. They put in most of the time singing anthems. Mr. Wells, who is deacon in the Rev. Dr. Abbott D. Kittredge's church, and his pastor play golf most of the time when at home. Arthur A. Stilwell is also an Asbury golfer, though Mr. Harding, who wields a stick himself, insinuates he is better at high balls than low ones. By the way, Mr. Harding has a little new grandson whom he is already talking of as a caddy. Albert Hunt of Lahn & Fink, goes down on the boat also, and so do John and Clement McKesson of McKesson & Robbins, and Moritz Bener, the Hoff's Malt Extract man. Mr. and Mrs. John McKesson are awed a great deal.

Charles H. Fletcher of the Century Co., is at Belmont, N. J., but is not well. Joseph Leeming of Thos. Leeming & Co., has a cottage on the Hudson, opposite Spavon Duvois, and is not going moosehunting this year. Samuel A. Bowne of Scott & Bowne, is in Europe.

The girls employed by the Humphreys' Homeopathic Medicine Co. get two weeks each and, if they desire, they are entertained free of expense at "The Helen Humphrey Rest," Copake, in the mountains of this State. The rest is connected with the Church of Heavenly Rest, this city, and was founded by the late Dr. Frederick Humphreys.

Dr. Virgil Cobbletz and family spent July in camp in the woods at Allens Mills, Farmington, Me. Raymond J. Nestell, instructor in analytical chemistry, New York C. P., and wife are at Constable, this State. President Charles F. Chandler of the college, is in Europe, part of his mission being attendance upon the meeting of the Society of Chemical Industry. Oscar M. Read, well known to McKesson & Robbins patrons, is at Cold-Springs-on-the-Hudson. Richard Hodnut, the druggist and perfumer, is at Narragansett. Colonel J. W. George, likely the best acquainted man in the jobbing trade and not the least popular, has deserted his desk at Schieffelin & Co.'s, and is taking life easy on Block Island, where every sailor knows him. Mayor J. J. Riker, senior member of J. L. & D. S. Riker, manufacturers' agents, left on Saturday for a three weeks' trip abroad.

Horatio N. Fraser, president of the Fraser Tablet Triturate Mfg. Co. and head of Fraser & Co., is just back from a trip through Europe. F. W. Kinsman, druggist at One Hundred and Twenty-fifth street and Eighth avenue, is having a \$5,000 cottage built in the Roach river region, Maine, where he spends his holidays. Dr. N. W. Hoffman, the N. A. R. D. organizer for this city, is in the New England States visiting and incidentally doing some organization work.

TRANSPORTATION TO BOSTON.

The usual concession of one and a third fares for the round trip to all persons attending the conventions, of the N. W. D. A. and P. A. of A. during the week of September 7, at Boston, who hold certificates from the ticket agent from whom tickets are purchased at the starting point, has been granted, so that the reduced rate will be available from all points east of the Rockies. Tickets not to be purchased earlier than September 3, nor later than September 9. Return tickets good for three days after adjournment, not counting Sunday.

Full fare must be paid to Boston and one-third fare will be charged for the return to those who present the certificate properly indorsed by Secretary J. E. Toms and the agent of the passenger associations, who will be in attendance at the convention on September 9 and 10. A certificate must be procured for every ticket. If going on the N. Y., N. H. & H., baggage is to be checked to Back Bay station. Boston & Albany R. R. baggage should be checked to Huntington avenue. The committee on transportation is composed of: Thomas P. Cook, chairman, New York; John M. Peters, New York; Frank A. Faxon, Kansas City, Mo.; I. A. Solomons, Savannah; P. P. Van Fleet, Memphis; H. Behrens, Waco, Tex.; C. H. West, St. Louis; L. L. Pope, Cleveland; A. M. Reid, Atlanta; E. H. Buehler, Chicago; Romaine Pierson, Chicago; Adolph Mack, San Francisco; William M. Warren, Detroit; E. J. Conger, Shreveport, La.

VERY SPECIAL

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STATE PH. A. COMMITTEES.

President William C. Anderson of the New York Ph. A., has appointed the following committees:

Legislation: William C. Anderson, Brooklyn; William H. Rogers, Middletown; William Miller, Brooklyn; George Kleinau, New York; George E. Thorpe, Syracuse; Warren L. Bradt, Albany; Thomas Stoddart, Buffalo.

Transportation: George Reimann, Buffalo; J. A. Kreizer, Salamanca; William R. Mandelbaum, New York; Albert Hamilton, Elmhurst; James E. Huested, Albany; Clark Z. Otis, Binghamton; Rufus E. Smith, Syracuse; C. S. England, Utica; Charles H. Butler, Oswego.

New remedies: Thomas J. Keenan, New York; Willis G. Gregory, Buffalo; George C. Diekmann, New York.

Pharmacy and queries: Frederick P. Tutthill, Brooklyn; Burr E. Nelson, Binghamton; William A. Dawson, Hempstead.

Adulterations: Henry W. Schimpf, New York; Edgar L. Mayo, Elmhurst; Charles D. Hibley, Syracuse.

Commercial interests: Judson E. Todd, Ithaca; Thomas W. Dalton, Syracuse; Osear Goldman, New York; Daniel J. Wood, Amsterdam; Osear C. Kleine, Jr., Brooklyn; Ulrich Wiesendanger, Yonkers; S. A. Grove, Buffalo; Byron M. Hyde, Rochester; Silas W. Tobey, Jr., Hudson; Gordon L. Hager, Rome; Peter J. Lutz, Elmhurst; Charles F. Brown, Cortland; Carman R. Lush, Hempstead; Joseph A. Downs, Ithaca; Charles F. Fish, Saratoga Springs; John E. Wynnan, Gloversville; A. S. Van Winkle, Hornellsville; R. C. Tutthill, Jr., Middletown; Orrel T. Larkin, Plattsburg; Clinton E. Williams, Ogdensburg; Edgar C. McKellar, Binghamton.

President Anderson also appointed the following delegates:

A. Ph. A.: Thomas Stoddart, Buffalo; Clay W. Holmes, Elmhurst; Casewell A. Mayo, New York; A. B. Huested, Albany; W. C. Anderson, Brooklyn.

N. W. D. A.: George J. Seabury, New York; S. H. Carragan, New York; W. J. Walker, Albany; J. L. Hopkins, New York; Charles Hubbard, Syracuse.

Pennsylvania Ph. A.: A. S. Van Winkle, Hornellsville; George E. Thorpe, Syracuse; Victor S. Cole, Corning.

New Jersey Ph. A.: W. R. Mandelbaum, New York; Mrs. B. G. Rutherford, Brooklyn; Clarence Miller, Newburg.

Massachusetts Ph. A.: Osear Goldman, New York; A. B. Huested, Albany; A. W. Rice, Hudson.

Connecticut Ph. A.: Warren L. Bradt, Albany; A. L. Goldwater, New York; G. H. Hitchcock, New York; Ohio Ph. A.: Gottlieb Bastian, Dansville; Joseph Weinstein, New York; E. A. Swanson, Jamestown.

Delegates to the N. A. P. D. will be appointed as soon as it is decided how many the State association is entitled to.

AND THEY ALL WENT OUT AND PLAYED.

Wednesday was a big day for the Rochester Ph. A. It was the third annual outing and there was a very large attendance, the druggists, their wives and sweethearts going in tallyhos to the Newport House, on the shore of Irondequoit Bay, where the affair was held. On the way down the tallyhos created interest. On the sides were immense pictures of the skull and cross bones, and the object of the outing was announced to be to extract pleasure from the fleeting hours.

A small rain interfered somewhat with the athletic features, and the baseball game between the East and West Sides, captained respectively by E. E. Chilson and H. B. Guilford, was postponed. The high jump was won by W. H. Gram, but there was no tape long enough to measure the leap. H. B. Guilford was a close second and C. E. Nagle third. Guilford was in the winning stride for the broad jump, and won a case of wine; D. H. Moore, second. The ladies strove manfully in the hundred yards' dash, and Miss Maple got first prize, Mrs. Hendrick second and Mrs. Lutt third. H. Hallock proved to be the best hop, step and jumper, while Moore came in second. Miss Maple was the best long-distance ball thrower, form also being considered. Miss McBay was second and, to keep it in the family, Mrs. McBay was adjudged an easy winner of third prize.

In the shoe race, Hallock won first, O. Moore second, and Guilford third. The fifty-yards dash for ladies was an exciting affair, with victory for Mrs. McBay. Mrs. Hadwick was second and Mrs. Guilford third.

The jollification was increased by the thoroughly-satisfying dinner served by Landlord William Sours. The committees for the affair were: Arrangements—H. B. Guilford, J. A. Vanderbelt, D. H. Moore; prizes—George L. Page, C. E. Nagle, William R. Hall; games—George Hahn, Oscar Lutt, H. B. Newman; reception—Mrs. W. T. McBay, Mrs. H. B. Guilford, Mrs. H. B. Newman, William T. McBay, George A. Mitchell, C. E. Nagle.

SOME NEW YORK COLLEGE ALUMNI.

John W. Patton, '98, and Mrs. Patton came up from Birmingham, Ala., and renewed acquaintances.

A. J. Palmer, '97, Americus, Ga., has been chosen to fill the chair of theoretical and applied pharmacy in a new college in that State.

John B. Luther, '03, has been appointed assistant to Prof. J. S. C. Wells, quantitative and analytical chemist at Columbia University.

William H. Wilson, '99, is now chief chemist for the Franklin Iron Works, near Utica, this State.

Miss Edith Morris, '02, has resigned as apothecary at the General Hospital, Paterson, N. J., because of ill health. Her place will be taken by Miss Lillian L. Levine, who has resigned for that purpose from St. John's Riverside Hospital, this city.

Dr. Fanny Robinowich, '00, is now a Mrs. It is said that her father bestowd \$30,000 and a house on her as a dot.

Miss Adele M. Thayne has resigned from the Eye and Ear Hospital, Twenty-third street and Third avenue, this city.

Max Levy has returned from his position as assistant chemist for the American Borax Co., at Daggett, Cal. Too hot there he says.

Guy H. McCoy, '96, is now assistant treasurer of the Hamilton Bank & Trust Co., Smethport, Pa.

Miss Eva Watson, '03, is clerking now at Wray's pharmacy, Yonkers, N. Y.

NEW PHARMACISTS IN THIS SECTION.

The following thirty-seven were granted pharmacists' licenses at the last examination by the Eastern branch.

Charles Banson, Victor Feitsen, Jos. S. Gross, Chas. E. Heyl, Clarence Y. Hubbs, Arnold Lewinsohn, Henry F. Nielson, James A. Orr, Max Oshlag, Jay R. Putnam, Wm. J. Quinn, Herman A. Schwarzwalde, Max Silverman, Charles J. Ipiess, August Stoff, Henry M. Thompson, Leon J. Trophy, Raphael Wiberg, Charles Wilhelm, Jr., Benjamin A. Betts, J. Francis Burt, Harry R. Clayton, Harlow E. Dunton, Herman Ilo, Jacob Kahn, David Katz, Elbert Laue, Denis J. McDonald, Morris Perla, Charles Rosentover, John P. Taylor, Katie Tulch, Le Roy D. Webster, Anna Weindrug, Samuel Weiss, Abram R. Witt. Homeopathic pharmacist: Fred W. Schaefer.



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ELIZABETH—IN THE NECK.

At last!

It is settled.

The Bayonne, N. J., druggists' base ball team and the Elizabeth, N. J., druggists' base ball team have met. A local paper said it was the first time in the history of the national game that teams composed of pillmakers had contested. The local paper has another guess.

Bayonne's frisky apothecaries had been telling what they could do to Elizabeth for months. They practiced with the preachers'; the lawyers', the doctors', the married men's and the unmarried men's teams and with the small boys. Then they would buy silence as to scores by setting up the soda water. But the game was finally arranged for last Thursday. Every druggist in Jersey who could get away was there.

Nine full innings; 12 @ 11; Bayonne wins. This was the line up:

Bayonne.	Elizabeth.
J. Cadmus, 3 b. p.	Rogers, c.
William Whitehead, p. 3b.	Eggers, c.
Dunne, c.	E. W. Parsons, l. f.
Gannon, 1 b.	Frank C. Stutzlen, 1 b.
C. H. Landell, s. s.	Israel Strauss, s. s.
N. Cadmus, 2 b.	William R. Richart, r. f.
Max W. Strauss, c. f.	Wimmer, c.
John N. Peterson, l. f.	Epstein, p.
J. H. Burball, r. f.	George H. Horning, 3 b.
	V. Richart, c. f.
	Palmer, c. f.
	Fantz, c. f.

Score by innings:

Bayonne	.....	2	0	2	1	4	0	0	2	1	—12
Elizabeth	.....	0	0	0	3	3	1	2	2	0	—11

Two-base hits—J. Cadmus, Dunne, N. Cadmus, Eggers, W. Richart, F. Richart. Three-base hit—F. Richart. Left on bases—Bayonne, 5; Elizabeth, 10. First base on errors—Bayonne, 6; Elizabeth 5. Struck out—By Whitehead, 8; by Cadmus, 2; by Epstein, 8. Time, 2:40. Umpire, Druggist Lewis W. Brown.

The game was for blood. Every decision was protested. All conch-like fiends. Umpire Brown is now in the funnyhouse. At the beginning of the ninth the score stood 11 and 11, Elizabeth to bat. Cadmus went in to pitch. Strauss singled, Richart and Horning fanned and Epstein was thrown out at first. Then Bayonne went in and the crowd stood up. Landell, first up, hit safe. He went to third on N. Cadmus' drive and scored on a passed ball.

A return game will be played in Elizabeth. Today, according to arrangement, the Bayonne druggists are playing the doctors. The fever is spreading and Henry Heineman, clerk for Druggist C. H. Bose, is organizing a nine of Bayonne drug clerks and is ambitious to arrange the first game with the drug clerks of Elizabeth.

JERSEY CITY'S FREE DISPENSARIES.

Jersey City has opened her free dispensaries again. This is the second season and is the continuance of a scheme that was found to be very successful last summer. Each dispensary is in a drug store and has a physician who remains on duty from 5 to 6 p. m., and from 8 to 9 p. m. every day. The board of finance pays for the dispensaries under an appropriation.

The first ward dispensary is at W. R. Laird's Washington near York street. It is near the tenement section and several big industries. Mr. Laird says there are no experiments of race suicide around him and that he had hardly get ready for business the first day before the store was full of mothers with ailing youngsters. Next and tenth James Goruley, 599 Grove street, also has many babies. Charles Zoller, 158 Central avenue, W. J. Cadmus, 229 Newark avenue, and Joachim Bru, 587 Broad street, also have dispensaries.

INFANT BUYING CLUB ALMOST WEANED.

The Brooklyn Consolidated Drug Co., in the name, hustowed last Friday, on the newest of the retail druggists' buying concerns.

The company will be incorporated in a few weeks, as soon as the constitution, on which John G. Wischerth and C. Dynn, the temporary—and probably permanent—president and secretary, are working, and business will be in full swing by September. At the meeting on Friday Albert E. Marsland was appointed chairman of a committee to appoint trustees, and these trustees will elect the officers, at the next meeting, when the stock book will be ready for subscriptions. The capitalization will be for \$10,000, or 100 shares of \$100 each. Nearly seventy-five Brooklyn druggists have already applied for stock and the required number will be easily secured. Mr. Wischerth will have charge of the store room, which will adjoin his pharmacy at Bedford and Green avenues, and the handling of goods will be patterned after the methods of the New York Consolidated Drug Co., the distribution being on a basis of about 3 per cent.

NEW OFFICERS OF THE NEW YORK R. D. A.

New officers elected at the last meeting of the New York R. D. A. were: President, Joseph Weinstein; first vice-president, Peter Diamond; second vice-president, Joseph Bakst; recording secretary, Charles H. Klysker, financial secretary, Samuel Bernstein; treasurer, Joseph Pick; trustees—Charles Bornstein, L. Marmer and I. Frieman.

The board of pharmacy, was criticized in the assertion that positive proof was in the possession of the association that the board had declared below standard samples which did not come from the stores credited with them at all.

FOUR DAYS AWHEEL.

Several enthusiastic members of the Apothecaries' Bicycle Club boarded a train for Poughkeepsie the other day. Then they mounted their wheels. A visit was paid to Vanderbilt's Hyde Park. Rondout and Kingston came next and the latter place was selected for the night's rest. Next morning they rode to Allenville and Port Jervis via Glenarie Falls. A trip to Delaware Gap on the third day was prevented by rain. On the fourth day the return trip was made. Another long trip will be made in a few weeks.

Charles L. McBride, the Kingston druggist was visited. Mr. McBride is getting full prices. Those in the party were Sidney Faber, Leon Wernert, Hugo Kantrowitz, Mr. Wander, George Leimicker, and Mr. and Mrs. George C. P. Stolzenberg.

NEW YORK NOTES.

—A certain individual, notorious for his attempts to seek notoriety in his attacks upon honest men and institutions, now claims credit for Sidney Faber's resignation from the board of pharmacy. Another incident, which bears inspiring resemblance to this fellow's methods, was the sending of anonymous postal cards to the daily press, asking them to call upon Mr. Faber for his "spicy reasons" for resigning. Needless to say, the torch lighted no conflagration, and the newspapers failed to find sensationalism in the "reasons."

—James R. Crawford, druggist at Ralph avenue and Mason street, Brooklyn, was much surprised when, after having a woman he knew as a Mrs. Nicholson, arrested for retaining property belonging to Dr. George Chappell Crawford, his son, who died three weeks ago, she revealed in court that she was his son's wife. She exhibited her marriage certificate, dated April 28, 1902.

—Charles S. Erb was elected secretary-treasurer of the Eastern Branch of the State board of pharmacy,

at a meeting of the branch held on Friday afternoon, vice Sidney Faber, resigned. Mr. Erb now walks around with a copy of the pharmacy law in his hand. If he masters it this year he is to be congratulated upon the possession of singular acuteness.

—While a cargo of fusel oil was being unloaded from the hold of a vessel the other day, two kegs of it broke. The effect upon some of the crew who were near was worse than any seasickness at which they ever laughed, and one is still in the hospital. Some would have died from the fumes except for the prompt work of ambulance surgeons.

—The factory of the Hayden Chemical Co., manufacturers of essential oils, near Passaic, N. J., was gutted by fire, causing a loss of \$250,000. During the fire, tanks of wood alcohol and essences exploded, and nearby residents deserted their houses for several hours. The factory was formerly owned by Fritzsche Bros. of 37 Barclay street, this city.

—Ten physicians of Brooklyn were summoned to appear before President Lederle of the board of health to answer charges of incompetence. Two gave satisfactory explanations. Decision was reserved in the other eight cases. The doctors were accused of reporting scarlet fever patients out of danger when they had not fully recovered.

—H. Koch's Sons' mineral water plant on First avenue, between Twenty-sixth and Twenty-seventh streets, had a small fire which caused \$2,000 damage to the Koch works and about \$200, by water, to John Matthew's Sons' mineral water factory, next to the Koch place.

—James Kerr, druggist at West New Brighton, this city, has been enjoined and restrained perpetually from selling or dispensing any pharmaceutical preparation, not manufactured by Fairchild Brothers & Foster, in imitation of or in substitution for Fairchild's Essence of Pepsine.

—A certificate was filed in the county clerk's office at Troy by the John L. Thompson, Sons & Co. drug concern, showing that all of the capital stock, \$200,000, has been paid in. The certificate is signed by W. Leland Thompson, Harry D. Cowee and H. Lewis Waterbury.

—Dr. Frank A. Bigelow, manager of the Koch Lung Cure Co., 50 West Twenty-second street, was held in \$200 bail for trial in the West Side police court on a charge that he had registered a false death certificate.

—Members of committee representing five pharmaceutical associations in Greater New York met at Brighton Beach, Coney Island, on Tuesday afternoon to organize for the entertainment of the State Ph. A. next year.

—Charles H. Candler has been succeeded in the management of the New York office of the Coca Cola Company by William B. Reeves, and is now in charge of a department at the main office in Atlanta.

—George S. DeLacey will be retained as clerk of the Eastern branch of the board of pharmacy. Mr. DeLacey personally and in his work has the commendation of every member.

—George Watman has sold at 28 Stanton street to Davidson Bros. of Eighty-ninth street and Third avenue. Mr. Watman has another store at 94 Avenue A.

—Horace Porter, druggist at Fulton street and Clason avenue, Brooklyn, overswan at Coney Island last week and was pulled out, nearly "gone."

—The Westchester Ph. S. had an outing at Rye Beach and ate, played games and saw the sights.

—Charles H. Lipscomb, 1299 Nostrand avenue, Brooklyn, has sold to Russell H. Marsh.

FROM JERSEY TOWNS.

—Frank C. Stutzlen of Elizabeth, secretary of the State Ph. A., has broken the record, with the assis-

tance of the publication committee, in getting out the proceedings. The meeting adjourned on June 11. On June 24 the publication committee had a meeting. On July 3 the query committee met. Both the proceedings, all printed, and the queries were mailed on July 27.

—State Senator and Druggist William T. Brown of Madison, has lost his race for the postmastership. Lewis Albert Waters, a member of the local council, gets the place. Mr. Brown put up the liveliest fight, and really was entitled to the office as he was a candidate when the former postmaster got it.

—Colgate & Co., the perfumers, are now going to utilize the land they have been acquiring lately by erecting upon it, at Grand and Greene streets, a new five-story and basement building, 100x76 feet in size. It will cost \$63,500.

—Jersey City man was arrested selling cigars and mint jubes on the street. He confessed that he had stolen both, because he was "starving." Police are trying to find out what druggist lost the jubes. Man got 40 days.

—A well-equipped pharmacy is being opened at Central avenue and Bowers street, Jersey City, on the heights, by Herman Roder of Roder & Rausch, druggists of 355 Central avenue.

—The American Chiclé Co., or the chewing gum trust, met in Jersey City and declared \$900,000 in dividends, leaving undivided profits of \$776,000.

—John G. Gallagher, Grove street, between Fourteenth and Fifteenth streets, Jersey City, has one of the new city dispensaries in his store.

—The Delaware Valley R. D. A. held its summer meeting at Belvidere. The fall meeting will be at Washington, on October 13.

—Burglars carried away a lot of stock from the pharmacy of Edward Deitman, Clinton avenue, Newark, the other day.

—A new store at Ramseys is one soon to be opened by S. I. Vanderbeck. It will be in the new Journal building.

AROUND SYRACUSE.

—In preparing a cockroach eradicator on last Friday, druggist J. H. Coogan came near burning up his house in Wayne street. In making the concoction Mr. Coogan was stirring it over the kitchen stove, when it ignited. When the firemen arrived the eradicator was pouring out of doors and windows in the shape of smoke and the cockroaches in the vicinity were laughing in their sleeves. The flames were soon extinguished.

—During July and August the country trade falls off as farmers are harvesting their crops and cannot get to town. One part of their trade which most druggists consider undesirable is in Paris green. In the first place they cannot sell the pure article and meet the prices of certain hardware stores which offer it to the farmers for 15 cents a pound, which is as cheap as druggists can buy it at wholesale.

—Ginseng growers experience great trouble with thieves. On Saturday night some one broke into Dr. J. E. Salisbury's ginseng bed and stole 1,300 roots worth \$300 and destroyed seed to the value of \$150. The thieves took the oldest and best roots in the bed.

OUR new price list is now ready for general distribution, and a copy will be mailed upon request. We have special inducements to offer to the up-to-date druggist that will enable him to save considerable money in his purchases. It will pay you to correspond with us.

H. K. MULFORD COMPANY, Philadelphia

ROUND ABOUT BUFFALO.

—Notwithstanding that druggists have been saying gravely that business is fine, there has been a very quiet season during the last two months. Concealing Buffalo to be the healthiest city on the map may show cause for the small consumption of medicines and explain the desicled slump in trade. However, a general visit to all sections of the city now shows a much more hopeful condition.

—Three ingenious boys executed a clever and daring scheme in order to steal from the pharmacy of Julius Bellini on Lovejoy street, near Gold street. They entered the store to buy ice cream soda. After eating their ice cream they arose, and in passing out one of the boys cut the wires connecting an electric bell with the door.

When the proprietor returned to the rear of the place they quietly opened the door, entered and stole several toilet articles and a quantity of patent medicine from the show window.

—Thomas Stoddart and family are spending a short vacation in Canada, visiting Mr. Stoddart's mother, who is 91 years of age. They return at the end of this month and leave again for Magnolia Beach for the remainder of the summer.

—J. H. O'Hara is to open a new store at Corning about August 10.

NEW ENGLAND.

SOME BUSINESS CHANGES.

Many Stores Change Hands.—Warren Smith Has Big Fire.—Barrel of Alcohol on a Rampage, And Other Fires.

Boston, July 28.—The Dean Medical Co. in Worcester, has sold to Frank W. Lavoine and his father, Napoleon A. Lavoine. Both have been identified with the company since it was incorporated in 1899.

Michael J. Heagney, formerly in the drug business in Clinton, has bought a drug store in Rochester, N. H. F. H. Ware's pharmacy in Turners Falls has been bought by H. E. Tucker, a Worcester druggist. Mr. Ware will remain in charge of the store for the present, and later intends to go into business in Boston.

William F. Roy, a Fall River druggist, has bought out a drug business in Woonsocket, R. I., and soon will take charge of the place. A new store to be opened in Worcester early in August will be that of Dr. G. E. N. Bohemier, in the Allen Block.

James O'Connell is the new proprietor of a store in Eastern avenue, Boston. R. C. Hovey, Emerson and Tremont streets, Melrose, has sold to W. J. Schoof of Melrose Highlands. Mr. Draper formerly conducted both the Schoof and the Draper stores and now Mr. Schoof will have charge of them both. Mr. Hovey retires on account of ill health and will spend the summer at Moultonboro, N. H.

CONNECTICUT.

—Alfred B. Norcross, who for several years has been the manager and owner of the Union pharmacy, one of the largest drug stores in New Haven, has sold his interest and has opened a small summer store at Woodmont by the Sea, where Col. John W. Lowe has been running a store for several seasons. Mr. Norcross thinks he will retire from the drug business at the close of the present season. Col. Lowe has opened his summer store but he is of the opinion that this will be his last season in the drug trade. Eugene E.

Mayer, for some time with Willis Mix of New Haven, is in charge of the Union pharmacy.

—Hubert F. Pierce, owner of the Bridge pharmacy, South Norwalk, went swimming at Roton Point and came back minus all his money and his gold watch. Mr. Pierce was grateful to the thieves that he didn't have to come home in his bathing suit. He was with a party of friends. The whole crowd went into the water but when Mr. Pierce came back to the bath house the pockets of his clothes were found wrong side out.

—The following drug druggists have been elected associate members of the State association: Bertrand S. Green, New York; E. J. Dowd, Boston; Robert E. Smith, New Haven; Fred W. Crocher, New York; S. H. Carrigan, New York; H. J. Droeke, New York.

—C. H. Talcott's old warehouse in Hartford, is being pulled down in the construction of the new Connecticut River bridge. The building has almost disappeared and the firm has moved into new quarters.

—The basement of L. H. Goodrich's store, New Haven, has been completely overhauled and the basement has been fitted up as a chemical laboratory.

—Dr. Tanner's new store at Park and Wadsworth streets, Hartford, is the seventh drug store opened on Park street.

—R. H. Kimball of Hartford, and Eli Mix of New Haven, are on a vacation trip to Ashbury Park, N. J.

FROM MAINE.

—A curious discovery was made at Williamson's pharmacy, Portland, at Congress and Free streets, when, in making repairs, there was brought to light an old-time sign bearing the name of "A. K. Carruthers, Apothecary." One of the old inhabitants recalls that early in the forties Mr. Carruthers was the owner of a drug store on this corner, succeeding a Dr. Sturtevant. In time Mr. Carruthers was succeeded by Dr. M. S. Whittier. Following him came Dr. Williamson, the present owner.

—Notwithstanding the announcement of future rigid enforcement of the prohibitory laws, in some places in Maine, where the unique "Bangor plan" has flourished, there still is much intoxication. Liquors still are sold by somebody. Possibly the druggists are not concerned at all. They nearly all surrendered their United States licenses and this gave a semblance of compliance with the laws.

—R. H. Marks, who formerly lived in Augusta, and who now is identified with the Ordway Medicine Co., Camden, has been visiting Augusta friends and old haunts.

Chemistry and Therapeutics of Ferrose.

"Ferrose, Its Chemistry and Therapeutics," by Raymond L. High, A. M., P. D., and Edward M. French, Ph. B. M. D., is the title of an interesting brochure issued from the research laboratories of Henry A. Wampole & Co., Philadelphia. Ferrose, one of the products of this enterprising firm, is stated to be a synthetic compound made by treating certain nucleins and proteins, in an autoclave, with acids and formaldehyde, the resulting compound being synthesized with a ferrie salt, the product containing ten per cent. of inorganic iron. Ferrose is a red-brown powder, insoluble in water, acid solutions or gastric juices, but is entirely soluble in an alkaline pancreatic, biliary and intestinal secretions. It is claimed to pass through the stomach chemically unchanged, but is gradually dissolved during its descent in the intestinal tract, where iron in a readily assimilable form and formaldehyde are liberated. Clinical experiments conducted by the authors seem to establish the manufacturers' claim that Ferrose is a "distinct organic compound, bearing a very close relationship to the iron bearing food stuffs."

PENNSYLVANIA.

NEW STATE ASSOCIATION APPOINTMENTS.

Lancaster, July 28.—William O. Frailey, president of the State Ph. A., announced the following appointments:

Delegates to A. Ph. A.—H. L. Stiles, Philadelphia, chairman; Charles L. Hay, Dubois; John F. Patton, York.

Committee on membership—David Horn, Jr., Harrisburg, chairman; Theodore Drake, Philadelphia; John Doll, Erie; John B. Haley, New Castle; William Dice, Allegheny; Henry B. Siegfried, Pittsburg; Charles Schron, Clearfield; H. S. Faulkner, Scranton; Stacy M. Hay, Philadelphia.

Committee on papers and queries—Dr. Julius A. Koch, Pittsburg, chairman; Dr. C. B. Lowe, Philadelphia; Louis Emanuel, Pittsburg; E. M. Boring, Philadelphia; Henry Kuhl, Manheim.

OTHER HAPPENINGS.

—An epidemic of robberies has been going on in the lower part of Philadelphia and the police finally rounded up three lads about 17 years of age as the principals. In each case the places were entered by forcing open a rear window or door with a jimmy. P. Keenan of Seventeenth and Mifflin streets, lost \$14.50 in cash and stamps, John Keenan, Fifteenth and Ritner streets, \$53, and George Keene, Seventeenth and Wharton streets, \$40. In addition to this inside raiding, about twenty slot machines on the outside have been rifled, and, in some instances, carried away.

—The Intercollegiate Y. M. C. A. through its executive secretary, Carl C. Rutledge, has promised its assistance to the committee for the proposed Philadelphia C. P. chapter house. There two bodies have met and elected Mablon N. Kline chairman of the joint organization. A third committee, consisting of Messrs. Kline Shinn and Remington, has been constituted to solicit funds.

—New Castle drug stores have stopped selling soda water on Sunday. Not knowing that the blue laws are strictly observed there, a horse broke loose from its stall and made a dash towards a drug store a considerable distance up the street. The animal walked through the plate glass window. It was with some difficulty that he could be induced to leave his position near the fountain.

—Wm. C. Van Dyke, goes to the Wingohocking Pharmacy, Germantown, Philadelphia; Frank A. Bunting to Souderton; John S. Wilson to Leedom's Twentieth and Cherry streets. David S. Snyder to Allegheny, and Charles A. Light to Greensburg.

—Pittsburg drug salesmen will be interested in one of the want advertisements which appeared in last week's issue of the Era.

—At the meeting of the Kentucky Board of Pharmacy, held at Dawson Springs, July 14, a class of seventeen was examined. The following passed: Thos. B. Bone, Madisonville; Chas. B. Fraser, Lafayette; John A. Moesker, Covington; William Rogers, Paducah; Anthony R. Williams, Pikeville; Rufus E. Hunt, Woodburn. The next meeting will be held at Winchester, October 13. Those intending to appear for examination should file their applications with J. W. Gayle, secretary of the board, at Frankfort, at least ten days before the meeting.

THE SOUTH.

IN OLD VIRGINIA.

They Talk About Poison Laws at the State Ph. A., and They Play Innumerable Games for Prizes.

Richmond, Va., July 28.—The Virginia Ph. A. closed the most interesting three-days' session in its history at Buckroe Beach. It was the twenty-second annual meeting. The attendance was excellent and almost every minute of the time was given over to pleasure.

President R. C. Petzold of Newport News, called order at ten o'clock on Tuesday, the first day. His annual address was read on the second day, when Dr. George E. Barksdale of Richmond, in a paper on the State poison law, suggested many improvements and better protection to all classes. He offered a rough draft bill, which was referred to a committee.

The president and other members of the Peninsular R. D. A. reported that one of their members, Joseph E. Johnson of Hampton, had been unjustly put on the cut-off list and had been very badly and discourteously treated by some of the N. A. R. D. officers. The following resolutions were unanimously adopted:

Whereas, this association has learned that Joseph E. Johnson of Hampton, a member in good standing, has been put on the "cut off" list by the N. A. R. D. and that Garnet & Hall have been taken off; and,

Whereas, letters secured by the police of Newport News show that this action was taken by the direction of the N. A. R. D. on account of a personal difficulty between Mr. Johnson and Mr. Keyser, the traveling representative of the N. A. R. D.; and,

Whereas, a respectful petition from the Peninsular R. D. A. of Newport News and Hampton, setting forth the facts and asking Mr. Johnson's restoration has been refused; be it,

Resolved, that the Va. Ph. A. regard this treatment of Mr. Johnson as exceedingly unfair; and be it,

Resolved, that the secretary be instructed to communicate these resolutions to the N. W. D. A. and request them to use their influence to have Mr. Johnson taken off the "cut off" list.

On Thursday it was decided that the next meeting shall be at Chase City. The following officers were elected:

President, G. T. Mankin, Falls Church; first vice-president, T. Ashby Miller, Richmond; second vice-president, George Farrar, Clifton Forge; secretary, C. B. Fleet, Lynchburg; treasurer, Dr. A. W. Ely, Suffolk; executive committee—R. C. Petzold, retiring president; C. L. Wright, Richard Gwathmey.

One vacancy occurs each year in the board of pharmacy. The association recommended five members to the Governor from which to make a selection, as follows: T. A. Miller, C. H. Lumsden, B. F. Hughes, E. L. Roly and W. W. Friend.

On Thursday night prizes offered in the various contests were awarded as follows:

Bowling contest for ladies—First, Miss Margaret Jackson; second, Miss Grace Wisheart; third, Mrs. T. A. Miller.

Rag dummy contest—First lady's, Miss Maude

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminium Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.



DR. JOHN H. ZWARTS.

Dr. John H. Zwarts, aged 60 years, proprietor of the Zwarts' Homeopathic pharmacy, Fourth and Locust streets, and one of the oldest registered pharmacists in St. Louis, died of malignant carbuncle, after an illness of two weeks.

Dr. Zwarts was proprietor of the Fourth street establishment for fifteen years, and, previous to that, was for twenty-five years connected with the Luytjes' Homeopathic Pharmaceutical Co., as secretary. He was born in Amsterdam, Holland. He was graduated from the St. Louis University. He was at one time president of the Catholic Knights of America and of the St. Vincent de Paul society. A widow and the following children survive: Frank N., Lilly, Charles, May, and Dr. John H. Zwarts, Jr.; Mrs. M. C. H. Arendes and Mrs. H. W. Luecke, all of whom reside in St. Louis. Dr. John H. Zwarts, will succeed to his father's business.

Pluckett; second, Mrs. C. L. Wright; first gentlemen's, J. S. Howell; second, R. C. Petzold.

Running high jump—First, S. H. Arrington; second, T. A. Harrison; third, C. H. Dorsett.

Swimming contest—First, T. A. Harrison; second, R. Y. Hulby.

Rule shooting for ladies—First, Miss Bessie Jackson; second, Mrs. R. C. Petzold.

Bowling gentlemen—First, Fred F. Allen; second, T. A. Harrison; third, G. T. Mankin.

Peanut push—First, W. F. Friend; second, Joseph Johnson; third, A. E. G. Klor.

Fifty yard dash—First, G. T. Mankin; second, T. A. Harrison; third, W. H. Washington.

Croquet ladies—First, Mrs. Parish; second, Mrs. M. L. Church.

Fielding—First lady's prize, Mrs. R. G. Petzold; second, Mrs. Bessie Jackson; first gentlemen's, J. L. Ayle; second, J. M. Trotter.

Games party—First lady's prize, Mrs. Petzold; second, Mrs. F. A. Miller; first gentlemen's, T. A. Miller; second, G. T. Mankin.

Prize mental quiz—First, T. A. Miller; second, A. E. G. Klor; third, G. T. Mankin; fourth, C. B. Fleet.

IN TENNESSEE.

At a Very Pleasant State Meeting Several Interesting Papers were Read and there were Many Sports.

Monteagle, Tenn., July 28.—The eighteenth annual meeting of the State D. A. at the Monteagle Hotel, was in every way a successful one. There was an attendance of about one hundred, and much interest was manifested. A trip to the Monteagle Wonder Cave was taken on Friday, and there was a banquet that night.

The address of welcome was delivered by E. W. Holcomb of Monteagle. President Eves delivered the annual address. Three papers were read on the subject, "Can a Pharmacist Manufacture His Own Non-Secret Preparations with Financial Success to Himself?" Those handling this question were I. B. Clark of Nashville, J. Goldbaum of Memphis and C. M. Greve of Chattanooga. A paper on "The Best Method of Preparing and Preserving Syrups of Iodide of Iron and Hydriodic Acid," was read by A. B. Rains of Columbia.

Outdoor amusements afforded much merriment, and included a hen race, which was won by C. L. Cook of Nashville; a nail-driving contest for the ladies, the prizes won by Mrs. E. F. Trolinger, Bell Buckle; Mrs. C. M. Greve, Chattanooga; Mrs. B. F. Crane, Tullahoma; Miss Violetta Weems, Nashville. The egg and spoon race for ladies was won by Mrs. Jarrell and Miss Lillian Roly of Shelbyville. A ball was given in honor of the visitors.

Officers were elected as follows: J. H. Wilson, Martin, president; Ira B. Clark, Nashville; W. G. Butler, Hallow Rock, and S. F. Dorris, Tracy City, vice-presidents; E. F. Trolinger, Bell Buckle, secretary, D. J. Kuhn, Nashville, treasurer.

The association will meet at Lookout Mountain on the third Wednesday in July, 1904.

At the banquet sixty-four plates were served. E. W. Holcomb was toastmaster and speeches were made by Dr. Drake, Monteagle; Dr. J. H. White, Bell Buckle; C. S. Martin, Nashville; E. F. Trolinger, Bell Buckle; President J. H. Wilson, Martin, and Dr. George Sunny, Monteagle.

MARYLAND.

—Among pharmacists in Baltimore last week were: W. C. Downey, Washington, D. C.; Fred. S. Boyd, Winchester, Va.; Dr. J. N. Simonson, Crisfield; E. M. Forman, Centerville; John Clugston, of Mentzer & Clugston, Waynesboro, Pa.; William Ireland, Dale & Co., York, Pa.; W. R. Rudy, Mt. Airy; H. C. Rudy, Hagerstown; Fred. Boesse, Annapolis, N. R. Tunstall, Stateville, N. C.; Dr. Levin D. Collier, Salisbury; James Forthman, Waynesboro, Pa., and J. B. Doster, Birmingham, Ala.

—The annual reunion and Grand Lodge convention of the Elks, in Baltimore last week, brought a number of druggists to the city. They had a big time. Bright red paint was liberally scattered. Among druggists present were: I. Paul Fletcher, Harrisonburg, Va.; N. H. Strabler, York, Pa.; Dr. Smith, Concord, N. C.; J. W. Cook, Hagerstown, Md., and O. L. Harris Fredericksburg, Va.

—J. C. Muth, of Muth Bros. & Co., Baltimore, is at Atlantic City, communing with the wild waves there and enjoying himself otherwise. Like Ulysses, he took precautions against being tempted by mermaids and other sirens by taking Mrs. Muth along.

—Prof. H. P. Hynson, of Hynson, Westcott & Co., found the sessions of the Maryland Ph. A. at Ocean

City so arduous that he deemed it expedient to go on a vacation trip.

—H. B. Gilpin, of Gilpin, Langdon & Co., is making arrangements to go on a protracted trip next month, probably to Europe.

LOUISIANA.

—The Louisiana Drug Clerk's Association is conducting a vigorous fight against persons practicing pharmacy without the requirements of the law, and have called the attention of the State board to a number of instances where unregistered persons have compounded prescriptions. Fifty dollars or sixty days was the fine imposed in one case. Another offender will be up for trial next week. The association is determined to stamp this evil out.

—The Parker-Blake Co., Ltd., wholesale druggists, New Orleans, gave an outing to their employees. Two especially chartered coaches, besides a car for edibles and refreshments, took the happy party out. A delightful day was spent at Magnolia, Miss., a beautiful little summer resort about eighty-five miles from New Orleans, by more than a hundred persons. This firm has thus established a precedent here, which will likely be followed by other houses.

—At the late meeting of the Louisiana Drug Clerks' Association five new members were elected, and eight applications for membership were read.

—F. L. Bernius, proprietor at Tulane and Lopez streets, New Orleans, has disposed of the business to Jule Sangarson.

MISSOURI.

—The St. Louis Retail Druggists' Society, clerks and proprietors, gave a delightful river excursion on the steamer Corwin H. Spencer, on the evening of July 23. These excursions are given almost every month, and the last one is said to have been the most enjoyable of them all. The boat with about 2,000 druggists and their friends went down the Father of Waters to Montesane Springs, twenty miles below St. Louis, returning at midnight. A vaudeville entertainment and band concert on board were among the entertainment features provided. Oh Yes! There was lots of dancing too.

—The Cook Avenue pharmacy, Vandeventer and Cook avenues, ranking as one of the finest in St. Louis, was purchased by George Wagner from Dr. Gideon C. Lyda, whose increasing medical practice forced the sale.

—A. A. Flanders, proprietor of Flanders' pharmacy, St. Louis, with his family is taking a Tennessee river trip of about two weeks.

—J. J. Holscher bought out Herman Fischer, at Whittier and Easton avenues, St. Louis.

BARON WILLIAM ERNEST DE BUSH, the chemist and head of W. J. Bush & Co., the European oil and perfumes supplies house, who have a branch at 5 Jones Lane, this city, disappeared from the sleeping saloon car of an express train in England, during the temporary absence of his wife, who was Miss Clara Pauline Joran, of Freeport, Ill. He was picked up unconscious on the track and died shortly after without speaking. Baron De Bush was born in 1860 and devoted his life to the study of chemistry. He was especially well known for his work in odoriferous principles, ethereal substances and the distillations of essential oils. In 1885 he served as British juror for the chemical section at the Antwerp Exhibition. He had a similar post in the exposition at Brussels in 1888 and 1897 and at Edinburgh in 1890. He was created, in 1889, a baron of the Duchy of Saxe-Coburg and Gotha, and received permission some years later to use the title in England.

AROUND THE GREAT LAKES.

DRUG CLERKS AGITATE.

A Set of Resolutions, Angustly Condemning the C. R. A., is Later Repudiated by the Drug Clerks' Association of Illinois.

Chicago, Ill., July 28.—Shortly after the recent meeting of the Chicago R. D. A. a series of resolutions appeared, purporting to have been issued by the drug clerks' association, taking the C. R. D. A. to task for not having taken up the cause of the drug clerks with sufficient vigor or formally acceded to the demand for shorter hours. These resolutions were at once repudiated by the clerks' association. It is asserted that the resolutions were gotten up by I. B. Kronberger, an influential member of the drug clerks' association. A meeting of the executive committee of the C. R. D. A. was held on last Friday at which a committee of the clerks' association appeared and formally repudiated the Kronberger resolutions, and it is said, promised to discipline Kronberger. The resolutions follow:

Whereas, the C. R. D. A. at their quarterly meeting repudiated the agreement between its executive board and the Drug Clerks' Association of Illinois, tending to reduce the hours of labor;

Whereas, drug clerks being subjected to labor from 15 to 18 hours a day, that such strain and confinement is nothing more nor less than slavery and contrary to public policy, in the performance of duties called upon, affecting the health of every man, woman and child;

Whereas, the Chicago druggists repeatedly have declared themselves against organized labor, and

Whereas, many Chicago druggists openly are defying the laws regulating the practice of pharmacy and child labor, notwithstanding the efforts on the part of the board of pharmacy and factory inspectors:

Be it resolved, that the Drug Clerks' Association at once submit to the executive board of the C. R. D. A. new articles of agreement, similar to those adopted and in full force in Lynn, Mass., reducing the hours of labor to 56 hours a week.

And be it further resolved, that the D. C. A. appeal to the Chicago Federation of Labor and all affiliated unions for moral support; and that a copy of this resolution be submitted to the Chicago press for publication.

These resolutions were sent out with a letter of the same nature signed by John J. Sorenson, secretary of the D. C. A., urging attendance at the next meeting. The meeting was the one at which the resolutions were repudiated.

It is asserted that the resolutions were a flat-footed reversal of what did actually take place at the C. R. D. A. meeting. "Whereas," No. 3 is a sweeping indictment of the entire trade and the friendly relations between the D. C. A. and the C. R. D. A. were considerably changed it.

FROM ILLINOIS.

—Chicago druggists opposed the granting of a charter to a new telephone company. The ostensible purpose was to get a new company into the field and by competition reduce the telephone rates; but it was feared that a new ordinance would serve to fetter unlimited privileges more firmly than ever. The franchise of the present company, according to a decision of the Supreme court, limits the rental. A new franchise might do worse, and probably would not be acceptable to the



Put up in One Ounce Bottles Only.

Powdered.....	Per ounce \$1.00
Pluk Top Capsules.....	Per ounce 1.00
Tablets, 2½ grain only.....	Per ounce 1.00

ETNA CHEMICAL CO., New York, U. S. A.

promoters of a new company if it did better for telephone users. It is reported that there is little hope of the new franchise.

—The following item is from a Freeport paper: "Hoyt Bros., who opened a drug store in the McNamara building a few weeks ago, have decided to quit business here and are packing their stock of goods, which they will ship back to Chicago. They found the drug business here well represented by the old established firms, and it was a hard matter for them to get a foothold."

—Charged by the board of pharmacy with keeping a drug store without being registered or employing a registered pharmacist and with selling medicines without affixing proper labels, Dr. N. Rex, 438 Dearborn street, was fined a total of \$90 on four counts. He appealed.

—R. W. Hull has just opened a handsome new store at 1299 Sheridan road, Chicago. Mr. Hull has been connected with several stores, and was manager of F. E. Stolze's store at Clark and Addison street. Recently he was with J. C. Belauke, at Clark and Wrightwood streets.

—The Illinois food inspectors are abroad in Chicago sampling soda fountain syrups in drug stores. The results of their analyses will be published. They should print the good reports as well as the bad, in order to be fair to all concerned.

—About thirty-five druggists and their families from Illinois have registered their intention of going to the annual meeting of A. Ph. A. at Mackinac Island. The party from Chicago will start on August 1 via the Steamer Manitou.

—It is again rumored that a new wholesale drug house will be opened in Chicago. This rumor is periodic and recurs every few months. The annual story about poisonous germs in soda fountains will be due early in September.

—The introductory portion of Mr. Eberts' history, of the Chicago drug trade and firms from 1830 to 1840, will be published in the forthcoming volume of the Illinois State Historical Library.

—F. C. Penley has moved into handsome new quarters in the Frederick block in Pekin, where he has a neat, up-to-date store.

—The drug store at Bardolph, near Macomb, has been sold to N. H. Jackson, who has taken possession.

—A. L. Leviton has bought the drug store of S. Aronson at Taylor and Loomis streets, Chicago.

—O. G. Rahlfs has succeeded Behrens & Rahlfs at 615 West Twelfth street, Chicago.

MICHIGAN NOTES.

—Young Lansing drug clerk and best girl, out driving, got stranded by lame horse. So the clerk went to a farmer and asked for a place to stay all night. The farmer asked him if he was a Woodman. The drug clerk said he was not, but that he was a Mason. The old farmer finally consented to let the couple stay. Next morning when they departed the farmer charged the young man \$1.50—50 cents for the lodging and \$1 for not being a Woodman.

—Bivins & Rhodes of Alma, have by mutual consent dissolved partnership, Charles G. Rhodes continuing the business. E. A. Bivins has purchased the H. S. Webb store building and stock. Mr. Bivins settled in Alma in 1865, taking charge of the store then owned by C. E. Miron. Mr. Webb will retire from active business on account of ill health and will give attention to his farm.

—The Central and City drug store mines of Manistee played a tie game on July 13, with scores of 20. The City team declined to play another inning and the umpire awarded the game to the Centrals. It is reported that the errors were as numerous as grains of sand in the dunes along the lake.

—F. H. Scott opened a new store on August 1 at Battle Creek, in the West end. D. D. Brown is putting in new fixtures at the Central store, Kalamazoo. J. C. West of Grand Rapids, will build a beautiful home at Pisk lake, near the eastern suburbs of the city.

—"Church's ginger ale, the popular drink," is the way Church & Son, the Flint druggists are talking now. They have just installed machinery in their Saginaw street establishment for making this refreshing drink, sometimes known as "belly wash".

—O. J. Parker is again proprietor of the drug store at Howell, having bought of William A. Reid his old stand there. Mr. Parker has been dispensing drugs and medicines in Howell for the last eighteen years.

—The drug store at the corner of Fifth avenue and Water street, Bay City, has been reopened and the business will be conducted by Fred V. Wilkin and Phil. A. Ralson, under the firm name of Wilkin & Co.

—Bugbee & Roxburgh of Traverse City, will move into new and more commodious quarters about August 1 and will be known in the future as the Bugbee & Roxburgh Co., Ltd.

—"Duke" Travis with J. S. Haggart of Owosso, has accepted a head clerkship with C. N. Ware at Alpena. F. J. Cochean has resigned from the Central drug store, Port Huron.

—Sam Robinson of Charlotte, who has been having merry whirls with the local optimists of Eaton county, has closed up his establishment, and is storing his stock.

—Jonia has a firebug, who set a match to a pile of oil barrels in the rear of W. B. Cutler's drug store. The block was saved and officers are looking sharp for the bug.

—The Eckel Drug Co. of Petoskey, has issued a handy folder for use of its resort trade, showing the times of arrival and departure of the U. S. mails.

—D. D. Pattie of Big Rapids, has gone to the Gibbs' drug store at Coral, and L. P. McQuillin has returned to the City drug store at Howard City.

—C. N. Woodworth succeeds to the business of the Eaton Drug Co. at 565 Cherry street, Grand Rapids, taking possession on August 1.

—C. L. Smith, pharmacist at E. S. Peterson's store, Decatur, is taking a vacation, with H. W. Andrews of Adrian, taking his place.

—Koomtz & Philips of Carson City, have formed a partnership and put in a drug stock in the Caldwell building at Crystal.

—Will Manning, a pharmacist in Jonesville for the last fifteen years, has opened a notion store in that village.

—C. A. Avery, formerly with Thompson & Gries, Allegan, has accepted a position in Bay City.

WISCONSIN.

—Albert Czerwinski, who conducts one of the largest drug stores in the Polish district on the South side, Milwaukee, last week had three young boys arrested on the charge of stealing soda water spoons. Later it was discovered that the boys in question were not guilty and their parents have entered suits for damages against Mr. Czerwinski. All efforts to settle the case have proved unsuccessful.

—The Wisconsin Drug Clerks' Association held its second annual trolley ride and ball on Thursday night at Tippecanoe, a suburb just south of Milwaukee. Dancing was enjoyed until midnight, Clauder's sextette furnishing the music. Seventy couple were present. The arrangements were in the hands of Joseph G. Otten, George Hartheim and Edward Schmidt.

—A. J. Strauss of Wauwatosa, has accepted the management of Billing's pharmacy on Chestnut street, Milwaukee. Carl Runkel, formerly of the pharmaceutical department of the University of Wisconsin, is now with the National Distilling Co. Frank J. Janda has left Molstad's drug store at Rio, for Menominee Falls.

—Yahr & Lange, the Milwaukee wholesale druggists, have purchased an Olésmobile runabout for the use of the city salesmen of their cigar department. The paneling of the auto is decorated with advertisements of the different brands of cigars for which the company acts as distributors.

—C. Russel of Sturgeon Bay, is now with John A. Dadd & Son, Milwaukee. Karl Schuri of the Wisconsin pharmacy, Madison, has accepted a position with T. W. Thiesen, who has resigned from the Kradwell-Thiesen Drug Co. at Racine, to open a store at Sheboygan.

—Alderman A. Weissenborn has purchased Hilmanthal's pharmacy on Fon du Lac avenue, Milwaukee. E. H. Cornwell has purchased all outside interests in the South Milwaukee Drug Co. J. A. Seaton has purchased the interests of Dr. Ennor at Potosi.

—James Hurley succeeds O'Reilly & Hurley at Merrill. Gold & Natwig have purchased Erickson's store at Soldiers' Grove. L. Krenitz has sold his interest in the firm of M. A. Dietz & Co. to M. A. Dietz, Milwaukee.

—George Jones, a drug clerk of Milwaukee, was arrested for sending improper matter through the mails. Arraigned in the district court before Judge Seaman, Jones entered a plea of guilty and was sentenced.

—W. A. Runge of Merrill, has become the proprietor of the Wausau pharmacy at Third and Washington streets, Wausau. Mr. Runge has the reputation of being a hustling young man.

OHIO HAPPENINGS.

—A large number of Cleveland druggists expect to attend the A. Ph. A. meeting at Mackinac Island. Lewis C. Hopp of the Mayell & Hopp Co., president of the Ohio Ph. A., is organizing a party to go on the D. & C. boat next Saturday morning. He wishes all those of Cleveland and vicinity who can join the party to send him their names.

—The Ki Ki Remedy Co., manufacturers of a nerve tonic in Cincinnati, with an office at 261 Broadway, New York, made an assignment to Bernard L. Finkelstein. The liabilities are less than \$10,000.

—K. C. T. Schneider, Prospect street, Cleveland, has sold his stock and fixtures to Charles Laub, who will open a store on Wilson and Payne avenues.

—Benton, Myers & Co., Cleveland jobbers, are extending and enlarging their office building to afford room for their increasing business.

—The Cleveland retail druggists will hold their annual outing on July 29 at Manhattan Beach. At that time the association will elect officers.

—Robinson & Hambley have opened a store in Lorain. Mr. Hambley was formerly a clerk in a Cleveland pharmacy.

WEST OF THE MISSISSIPPI.

IOWA HEARD FROM.

Its Annual Ph. A. Meeting, with Nearly Six Hundred Druggists in Attendance, Was a Big Event.

Council Bluffs, Ia., July 28.—Between 500 and 600 of the 3,000 druggists of Iowa attended the annual meeting of the State Ph. A., at Lake Manawa, near this city. The sessions were pronounced the most enthusiastic ever. The opening session was presided over by President Howard S. Baker. Whaley's orchestra enlivened the occasion with music and Mayor Morgan welcomed the visitors to the city. Frank Gressler of Chapin, responded, after which the president delivered the annual address. He urged the examination of college graduates and the abolishment of the \$1 annual fee for renewal of registered certificates.

In the discussion the majority favored the recommendations. Nebraska druggists present said that Nebraska laws were far more strict than those of Iowa.

Finally Professor Teeters of the State university, who had opposed the measure with regard to examinations won out with a compromise that:

"The present pharmacy law be so amended as to register graduates only from schools and colleges whose course of instruction meets with the requirements of the educational section of the A. Ph. A. Such graduate to be entitled to registration, shall have had at least two years' actual experience in a drug store, making four in all—certified to by the preceptor and bearing the seal of a notary public.

"In case such graduate lacks the required drug store experience he shall be entitled to an apprentice certificate until he has had at least twelve months' drug store experience, properly certified by preceptor and bearing the seal of a notary public. We further recommend that the board of pharmacy make all possible effort to secure a place in which to conduct a practical laboratory examination."

The following officers were elected:

President, Mayor Dell G. Morgan, Council Bluffs; first vice-president, George M. Pederson, Harlan; second vice president, J. Lindley, Winfield; third vice-president, M. F. Mullan, Pomeroy; secretary, Fletcher Howard of Des Moines; treasurer, J. B. Webb, De Witt; executive committee, E. B. Tainter, Carroll; F. J. Gressler, Chapin; Oscar H. Brown, Council Bluffs.

Delegates to the N. A. R. D.—E. B. Tainter, Carroll, George M. Pederson, Harlan, Dell G. Morgan, Council Bluffs.

Delegates to the A. Ph. A.—Gus Sherling Sioux City; F. J. Gressler, Chapin; Fletcher Howard, Des Moines; Howard S. Baker, Sioux City; A. A. Lenoecker, Oakland.

There were many exhibits of drugs by the wholesalers. There were trolley rides for the ladies to Manawa and Omaha, besides the ball at the club house and reception by the citizens of Council Bluffs. The next meeting place was not decided upon but it is thought that it will be somewhere in the Eastern part of the State.

These passed the examination of the board of phar-



many during the convention: Dan Wikoff, W. D. Craig, Richard Kuchery, S. Pearlmatter, P. T. DeWitt, J. C. Berry, Silvio M. Wearather, J. H. Eide, Lee Howarth, Frank Zastera, John L. Beann, Harry L. Swilart, Harry E. Aldrich, Charles J. Welker, D. Fitzpatrick, Edgar L. Scarr, Orin B. Wilson, B. W. Miller, Harry Schweusen, Roy Harshbarger, George C. Hanson, F. W. Stark, Eliza Troy, Council Bluffs.

The druggists of Council Bluffs were severely criticised the last day of the meeting because, with one or two exceptions, all stores were closed from 1 to 6 p. m., while employers and clerks attended the outing of the association at Lake Manawa. Many prescriptions, some of them urgently needed, were compelled to wait until evening.

IOWA'S BIG CLASS OF '03.

Des Moines, Ia., July 28.—Highland Park College, Des Moines, will turn out this year one of the largest classes of pharmacists ever graduated in the State. The following are the members of the big class of '03:

Ph. G.—Fred Leslie Ankrum, John Biesnecker, C. S. Berryman, George L. Coleman, Porter C. Cornell, Ray Chittick, F. B. Crook, John Elmer De Ford, J. W. Dunlap, G. M. Dunshee, Ernest H. EdBanks, W. A. Felker, Theodore L. Grady, John J. Gilsdorf, Howard T. Jensen, Winfred Kintner, William Arnold Kennedy, Arthur S. Knudson, Samuel T. Knox, J. B. Lyons, Stanley G. Miller, James F. McCreary, Mabel M. Meeker, P. N. Nysoe, Worth H. Ostrander, John L. Prezler, Sidney E. Ryan, E. M. Riedorf, Beryl V. Sands, Perry G. Sheer, William H. Sturges, J. C. Stickel, O. J. Severid, G. T. Simmons, Oscar Tunis Thompson, D. E. Tewey, James B. Tonner, J. P. Wingert, J. H. Wicks, Claude B. Walthall, Matthew J. Zender, Charles W. Botsford, Charles S. Boor, W. D. Ball, George A. Cotton, T. J. Cavanaugh, E. J. Carr, M. E. Canlanin, D. A. Dykstra, E. A. Downing, Leroy Doty, J. F. Elgin, Joseph Albert Goodrich, B. S., Otto H. Grauel, J. D. Hoffer, Albert William Johnson, James B. Kile, Lewis J. Kingsbury, C. B. Kain, Joseph E. Lindstrom, Alonzo T. Mellaffie, B. Mamer, Leroy Monroe, J. H. Musser, F. J. Naeck, George William Pugsley, H. A. Perriton, Joseph G. Roberts, Harlan Rupp, Guy R. Swan, John F. Sullivan, H. B. Shereans, C. Sydness, Walter Stickfort, G. M. Triplett, Willoughby M. Thompson, Ernest V. Thomas, Clifton H. Whitten, Chas. S. Wingate, F. L. Wicks, J. F. Yoeman, Frank L. Stoughton.

Ph. C.—J. Raymond Chittick, H. H. Hartman, N. H. Davis.

HEARD IN IOWA.

—The following pointed speech of Police Judge Silvarn of Des Moines, to a pharmacy student who appeared before him and pleaded guilty to being drunk a few days ago, caused considerable local comment: "You will find that you cannot afford to monkey with the liquor that you will be dispensing to other people. You had better learn that the Iowa State board has one requirement which you cannot fill and drink liquor. A pharmacist must keep sober because no man has to have a better head than a mixer of drugs."

—Des Moines drug clerks will organize and affiliate with the local Trades and Labor Assembly in the near future. No grievance has been suggested in the matter of wages but the clerks are complaining bitterly of long hours. The proprietors are disposed to grant the demands and recognize the union. A druggists' club will in all probability be organized to protect the interests of employers but there is no prospect of trouble.

—Webb Sourers, one of Des Moines' oldest druggists, has announced that he will dispose of his Sixth avenue store and organize a wholesale drug company. The new house will be known as the Iowa Drug Co., and will endeavor to cover Western Iowa, Nebraska and North Missouri. Salesmen will be put on the road in a few weeks.

—The wholesale drug house of the Harle-Haas Drug Co. at Council Bluffs, has moved into a new building at 117, 119 and 121 South Main street, occupying a three story and basement building with a total floor area of 30,000 square feet. The firm was established in 1872 and has outgrown three previous establishments.

—Alderman E. F. Whitney turned his business over to the clerks this week and spent his time hurrying for the Des Moines fire company at the Sioux City State tournament. Druggist Whitney represents Lee township in the city council and is a member of the fire committee. He asks a re-election.

—C. Moncreif's drug store in Muscatine, was recently sold to A. G. Bestenbender of Gladbrook. Earl Brinson has bought the drug store of Charles Bondann at Bayard. H. C. Ady, a Grande Center druggist, has retired and is succeeded by two young men, Messrs. Heibarger & Ladage.

—Druggists of Council Bluffs have combined and raised the price of drinks. Hereafter sundaes will cost fifteen instead of ten cents and frozen phosphates will have been raised from five to ten. It is said that other drinks may also follow the upward trend.

—A number of Des Moines pharmacists have their eyes on the twelve new towns which are to be opened up soon on the Great Western extension between Fort Dodge and Council Bluffs. Several good country trading points will be established.

—The Wood Drug Co., headed by I. C. Wood, of Logan, has purchased the C. L. Carstensen & Co. pharmacy at Perry. Manager Sager took charge last week. Mr. Wood had formerly been a member of Carstensen & Co.

—Reported that Raessler Bros. have opened a new drug store at Anthon. Ray Smith of Waukon, has gone into partnership with W. H. Grimm in the drug business at Traer, and it is now Grimm & Smith.

—The Salem Drug Co., Salem, has given a bill of sale. C. Traver & Co. of Stuart, have sold to Lon Smith. Frank Wheeler of Conrad, is selling out, and A. R. Weaver of Salem, has already done so.

—Miss Eda Kallenberg of Carroll, the very popular woman pharmacist employed by the E. R. Tainter pharmacy for the last five years, was married to S. R. Someland and will reside at Covington, Tenn.

—J. Jennings succeeds J. H. Wyman at St. Charles. S. E. Whaley & Co. Council Bluffs, have sold to the Allshense Drug Co. W. W. Townsend has acquired the business of T. B. Eslick of Renton.

—H. D. Smith is successor to Wilson & Co. at Bradgate. A. W. Cowles, salesman for the Des Moines Drug Co., is back at work again after a two weeks' vacation.

—The Iowa Drug Co. will erect a \$30,000 building in Locust street, Des Moines. Reported that J. F. Cochran will open a drug store at Columbia.

—E. D. Hully & Co. have bought out W. J. Wood & Co. at Elliott. Nelson & Maren of Guthrie Center, are succeeded by Charles H. Nelson.

—The Branson Drug Co. succeeds C. B. Doulina at Hayard. Earl Branson, formerly of Irwin and Scranton, will have charge of the store.

—C. A. Diddy of Bedford, and Mrs. Diddy have been travelling in Colorado this summer in the hope of benefiting Mrs. Diddy's health.

—Ed Dosh of Guthrie Center, is in Colorado. He was compelled to take a vacation on account of a severe attack of hay fever.

—M. E. Sherwin, manager of the Des Moines Drug Co., is spending a three weeks' vacation at Lake Minnetonka, near Minneapolis.

—John McClusky of Glenwood, has moved to Des Moines and is working for J. J. Ulrich on the Southeast side

—H. D. Harle, of the Harle-Hass Drug Co., Council Bluffs, is suffering from a slight stroke of paralysis.

—William A. Marean of Guthrie Center, has purchased the Mrs. I. F. Trumbull store at Adair.

—Dr. C. W. Williams has sold his pharmacy at Allendale, Missouri, to Dr. W. A. Robertson.

—The Coyne pharmacy at Ames has been sold to C. C. Gamble of Knoxville.

—Lon Smith of Lenox, has purchased the C. Traver & Co.'s pharmacy at Stuart.

—John W. Hass of Anthon, has been succeeded by Bert Hart.

—May & Parker recently opened a drug store at Dubuque.

OWL SUES SIXTY-FIVE DRUGGISTS.

San Francisco, July 24.—A test is to be made in the United States Court of the legality of a boycott on the Owl Drug Co., this city. This company had cut the price of proprietary medicines, and the wholesale and retail druggists united to boycott it. The company now sues sixty-five druggists for \$5,000 each for damages, and, if it succeeds, will also bring criminal suits.

The complaint declares that all the wholesale druggists refuse to sell to the Owl company, even when cash is tendered. As the articles which the company can't buy are manufactured outside of California and imported by the wholesalers, the complaint is made that the monopoly of the drug market created by the combine is a conspiracy contrary to the Sherman Anti-Trust law.

The plaintiff seeks to recover \$5,000 from each defendant, but under the law, the court may treble that amount if it so wishes. Counsel fees in \$2,500 are also asked.

COLORADO'S ANNUAL MEETING.

Cascade Canon, Colo., July 28.—At the fourteenth annual meeting of the State Ph. A. there were present about 175 delegates and 150 visitors. These officers were elected: President, Charles Clayton, Denver; vice-president, Mr. Love, Fort Collins; secretary, Charles E. Ward, Denver; treasurer, S. L. Bressler, Denver; local secretary, Dan Y. Wheeler, Denver.

HAWAII'S NEW BOARD OF PHARMACY.

Honolulu, H. I., July 14.—Governor Sanford B. Dole, carrying out the provisions of the pharmacy act recently enacted by the legislature of this Territory, has appointed as members of the board of pharmacy Dr. W. L. Moore, H. B. Reedy of the Hobronn Drug Co., this city, and S. S. Peck, a graduate of the California College of Pharmacy and now assistant in charge of the Hawaiian sugar planters' experiment station.

The new law requires that the board shall hold at least two meetings each year and such additional meetings for the examination of applicants as may be necessary. Honolulu is designated as the meeting place. The members of the board, which consists of one physician and two pharmacists, serve without pay and are

subject to removal by the Governor for cause. Application for license to practice pharmacy accompanied by a fee of \$10, must be made to the treasurer of the Territory who, in turn, is required to send a written request to the board to duly examine the applicant in "open meeting" as required by law. On recommendation of the board the treasurer then issues a license. Licenses may be revoked by the treasurer for "professional misconduct, gross carelessness or manifest incapacity on the part of the licensee" and the treasurer's action in such cases is final and not subject to appeal or review. The new act contains a number of provisions not to be found in the pharmacy laws of the older states.

OBITUARY.

GEORGE C. STILLSON of the Stillson-Powell Drug Corporation of Norwalk, Conn., one of the largest drug companies of the State, died very suddenly of heart failure. Mr. Stillson was in the drug store until a few minutes before his death. When the local telegraph manager came into the store for a drink of soda Mr. Stillson jocularly asked him if he wasn't "afraid of dropping dead this kind of weather." Mr. Stillson then left for his home, and was sitting on the porch talking to a friend when he suddenly lay back in his chair and died. He learned the drug business in Detroit when a boy. For thirty-two years he conducted the Stillson-Powell Corporation of which he was president. He was sixty-two years of age. He leaves a widow.

ELI M. MAYNARD of Geneva, N. Y., died on July 15, aged 85 years. He was at one time a prominent merchant and member of the drug firm of Maynard & Loring. He was a prominent Republican and had been honored by election as coroner of Ontario county three times, overseer of the poor and tax collector.

GEORGE S. BISCHOF died at the family home, 1008 Main street, Buffalo. Mr. Bischof, for many years was associated in the drug business at 606 Clinton street with his brother, Charles T. Bischof. He was 43 years old. He was born in Philadelphia, but spent the early years of his life in New York City.

WILLIAM O. GAUDELET, who for a long time was prominent as a druggist in Newton, Mass., died of cancer, in his fifty-third year. In more recent years he had been engaged in the manufacture of pocket-books. His wife and four daughters survive.

MRS. GEORGE A. KIMBALL, the widow of a former leading and well-known druggist in Haverhill, Mass., is dead, after a long illness.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address inquires to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

ONE MOMENT, PLEASE!

You may have overlooked some of the following goods advertised in last week's issue:

GLASS SYRINGES.—Special low prices may be secured upon glass syringes, medicine droppers and hypodermic vials by corresponding with the Chesapeake Glass Co., 117-121 Mercer St., Baltimore, Md.

TWEEZERS.—The Coe Mfg. Co., 50 Warren St., New York, will mail, upon request, a catalogue showing assortments of their "Perfect Point" Tweezers which they claim are the only kind made with ground points.

THYCALOL.—The standard mouth wash antiseptic made at the Elwin Laboratory, Poughkeepsie, N. Y., which is said to be used and prescribed by dentists, physicians and trained nurses everywhere. It retails at 50c. and 1.00. Write for literature.

HAIR BRUSHES.—Solid block, waterproof hair brushes, the kind that look and wear well, made by the Grand Rapids Brush Co., Grand Rapids, Mich.

LABELS AND PAPER BOXES.—David Heston & Sons, Frankford, Philadelphia, solicit correspondence. This firm have been long and favorably known to the trade.

PURE CASTLE SOAP.—The La Primera brand made by the Home Soap Co., 68-70 Clarkson St., this city, is a pure olive oil castile soap which is marketed in ten-cent bar cuts packed 180 in a box, each bar in a red and yellow carton.

TABLETS.—The Paine Chemical Co., Rochester, N. Y., make a full line of standard tablets and tablet triturates. Note their adv. on inside of front cover.

BOTTLE STOPPERS.—An absolutely air-tight bottle stopper called the "Perfection" is made by the Perfection Bottle Stopper Co., 290 Clark St., Chicago. It ought to be a very useful article in any drug store, and a first-class seller. Your jobber has them.

PUSHKURO AND COLD PUSH.—Two excellent remedies which Dr. Chas. A. Pusheok, 1619 Diversey Blvd., Chicago, Ill., is advertising very extensively in both German and English papers. See his adv. on inside of back cover.

VERNAL SAW PALMETTO BERRY WINE.—Made by the Vernal Remedy Co., 101-107 Seneca St., Buffalo, N. Y., who are pushing it in every way. They want to make you a proposition. Write to them today.

STEEL FURNITURE.—A 1903 product of the Yeshera Mfg. Co., Toledo, O., made of Half Oval Steel, elegantly finished in nickel or copper, cleanly, handsome, noiseless and lasting. Cuts may be seen on page 19. This firm send samples at their own expense.

VENDING MACHINES.—The Apex Vending Machine is something new and attractive. It vendes chocolate, chewing gum and salted peanuts in fancy penny packages, and yields a net profit of more than 100 per cent without taking any of your own or your clerk's time. Write to the Curtiss-Williams Co., Chicago, Ill., "Dept. E.", for a descriptive circular.

Angostura Bitters as a Trademark.

A decision in the proceedings undertaken by Dr. J. G. B. Siegert and Sons, Trumbull, B. W. I., manufacturers of Angostura Bitters, to stop the sale of the article alleged to be put up fraudulently by C. W. Abbott & Co., Baltimore, is early expected. In the several cases the complaining company has instituted to protect its trademark rights its contentions have been upheld. In its case against A. Bauer & Co., the defendants alleged that they used as principal ingredient angostura bark and, therefore, the name described their bitters. The court decided, however, that an article not shown to possess medicinal virtues or to be the main ingredient of the

finished product from which the latter derived its characteristics, could not be used as a pretext for infringing a well-known trademark.

In the case against A. & B. Goodman of Memphis the defendants claimed the words could not be exclusively appropriated on account of their descriptive and geographical significance. The court, however, decided that Messrs. Siegert & Sons were the exclusive owners of the trade name "Angostura Bitters," and granted them an injunction against the defendant company. Another interesting decision on this point was also rendered last month by Judge Kohlsant in the U. S. Court, Chicago, on a motion for a preliminary injunction brought by the Siegerts against Andrew McAnsh and others.

The 20 Mule Team Brand of Borax.

The value of borax as a detergent and disinfectant has long been recognized by the better informed class of people, but in the last few years the masses have come to know it as a hygienic necessity in the home. It is used for the toilet, in the nursery, in the kitchen, in general household work, and in the sick-room; in the latter case it is vitally necessary that it be strictly pure. Owing to the large demand for borax at the present time, there is a considerable quantity of the adulterated article on the market, and it is necessary for the retail druggist to test the borax he stocks unless he is sure of the source. The Pacific Coast Borax Co. are selling immense quantities of their 20-Mule Team Brand of chemically pure Powdered Borax for the simple reasons that druggists know it is pure without testing it, and it is well advertised. This firm have offices at New York, Chicago and San Francisco. They are supplying handsome window displays and pamphlets for distribution. If you haven't the 20-Mule Team Brand in stock, better write for particulars today.

Druggists' Rings.

We wish to call the attention of our readers to the advertisement of our old friends, the J. Arthur Co., 18-20 Colonial Arcade, Cleveland, Ohio, on page 21 of this issue. This firm are offering druggists' rings made of sterling silver, oxidized, with ruby or emerald eyes, at the exceptionally low price of \$2.50, which they will send prepaid to any address upon receipt of the price.

HARRY WOOD, aged 37, Council Bluffs, Ia., fell from the fourth story window of the Richardson Drug Co's building, Omaha, and died while being taken to the hospital. His neck was broken. No one knows how the accident occurred as Wood was alone in the wholesale liquor department of which he was the manager. But it is supposed that he climbed onto the window sill for the purpose of closing the window. Wood had been in the employ of the company for fifteen years, but had been in charge of the liquor department only two years.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$8.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPIDERM SOAP.....	2.00
EKEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Mercurine).....	8.00
COUGHLINE SYRUP.....	4.00
EDECURA OIL.....	4.00
CCCLINE BALM.....	2.00

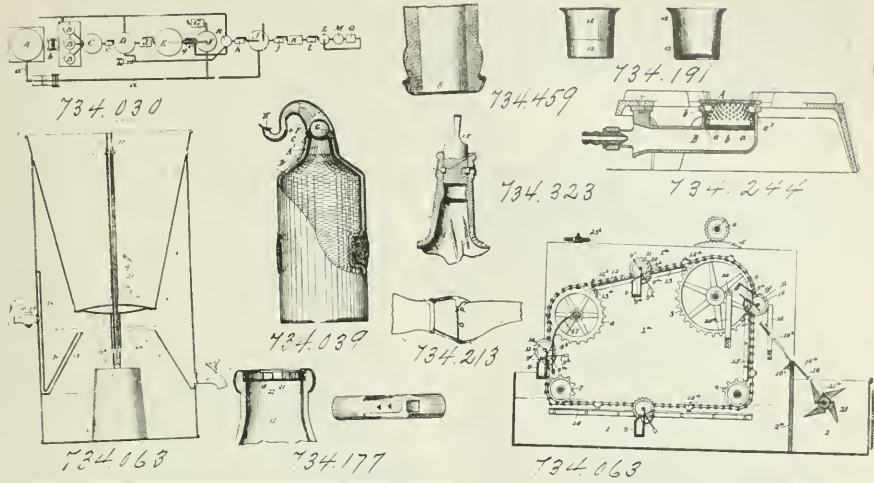
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

BUNDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 21, 1903.

- 734,030.—Frank S. Young, Norristown, Pa. Process of producing magnesium and calcium carbonates.
- 734,039.—Louis Brand, Los Angeles, Cal. Non-refillable bottle.
- 734,063.—John G. Hauck, Columbus, Ohio. Bottle-washing machine.
- 734,177.—Joseph V. Hull, Brooklyn, N. Y., assignor to Harry C. Blye, New York, N. Y. Safety-closure for bottles or jars.
- 734,191.—Albert T. Otto, New York, N. Y., assignor to Harry T. Blye, New York, N. Y. Bottle-stopper.
- 734,213.—Joshua Barnes, Smithtown Branch, N. Y. Hot-water bag.
- 734,323.—Frank M. Pratt, Decatur, Ill. Process of extracting oil from cotton-seed.
- 734,323.—William Harrison, Redhouse, W. Va. Bottle-closure.
- 734,325.—Otto Hess, Höchst-on-the-Main, Germany, assignor to Farbwerke, vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany, a corporation of Germany. Green anthraquinone dye and process of making same.
- 734,459.—George H. Gillette, New York, N. Y., assignor to Aluminium Bottle Cap Company, a corporation of Maine. Bottle-sealing device.
- 734,480.—Thatcher, P. Wilson, Easthaven, Conn., assignor of two-thirds to Jacob P. Goodhart, New Haven, Conn. Water-still.

- 40,793.—Blood and nerve remedies. The Powers Manufacturing Company, Philadelphia, Pa. A monogram composed of the letters "H", "M", "C", and "O" inclosed by a sylvan wreath.
- 40,796.—Chemical combination of double salt of lithium and sodium. Lith-Alkin Chemical Company, Pierre, S. D. A shield associated with the words "Lith-Alkin 'Wells'".

LABELS.

Registered July 21, 1903.

- 10,196.—Title: "Kola Celery and Pepsin." (For Kola Tonic Wine). Edward J. Cobean, Toronto, Canada.
- 10,198.—Title: "Colein." (For medicine). Benajah T. Davis, Huntington, W. Va.
- 10,199.—Title: "Shawmut Sure Cure for Rheumatism." (For medicine). H. N. Burch & Co., Perry, N. Y.
- 10,200.—Title: "Keynon's Wonderful Spasmodic Colic Cure for Beasts." (For medicine). W. D. Keynon, Bosworth, Mo.

PRINTS.

Registered July 21, 1903.

- 769.—Title: "Erdman's German Herb Cure." (For medicine). Erdman & Co., Philadelphia, Pa.
- 770.—Title: "Nu-lectric." (For medicine). Nu-lectric Chemical Co., Nanticoke, Pa.

A Valuable Curative Dietetic Article.

Kumyss is prepared by the action of various ferments on milk, and when correctly made, it possesses an undoubted value in all debilitating diseases. In the last few years many poor brands of Kumyss have been placed upon the market, so many of them, in fact, that the physician and the ordinary layman have begun to lose faith in the value of Kumyss as a curative dietetic article. This state of affairs should not exist. Good Kumyss is one of the most valuable remedies in digestive disturbances, and also rapidly increases body weight after disease. The good name of Kumyss should therefore be protected, and this can easily be done by selling and using Brush's Kumyss, a thoroughly reliable article and one which may always be depended upon. The New York depot for Brush's Kumyss is at 217 W. 123rd St., telephone 639 Morning-side. If you have any trouble in securing what you want, drop a line to Dr. E. F. Brush, Mount Vernon, N. Y., and your wants will have immediate attention.

TRADE-MARKS.

Registered July 21, 1903.

- 40,787.—Quinine and cantharides hair-tonic. Weaver's Pharmacy, Phillipsburg, N. J., and Easton, Pa. The representation of the body of a lion, etc.
- 40,788.—Tonic. Giuseppe Citro, Hoboken, N. J. The representation of a pestle and mortar having the initials "G. C." arranged in a monogram thereon, etc.
- 40,789.—Tonic. Joseph Saldmark, Ludington, Mich. The word "Alphosco."
- 40,790.—Diuretics. Nelson, Baker & Co., Detroit, Mich. The hyphenated word "Ze-an."
- 40,791.—Curative oil for certain named diseases. Alphonzo Marble, Penn Yan, N. Y. A bust portrait of the registrant with his autograph signature arranged thereacross.
- 40,792.—Remedies for blood and skin diseases. Charles B. Knox, Johnstown, N. Y. The word "Spim".

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FURTHER ADVANCES IN PRICES OF MORPHINE AND QUININE.

New York, July 28.—There is no perceptible improvement in the general consuming demand and continued seasonally quiet conditions prevail in nearly every department, with the materialization of the expected advance in values of morphine and quinine, the more noteworthy changes.

OPUM.—Business in a jobbing way has been less active during the past week, but foreign markets have continued to rule firm owing to unfavorable crop conditions, and spot quotations are steadily maintained, at the recent advance to \$2,066/3.85 for 9 per cent, and \$3,709/2.35 for 11 per cent. Powdered is finding at a moderate jobbing outlet and prices continue firm at \$1,566/4.75 for 13 per cent and \$5,066/3.25 for 16 per cent.

MORPHINE.—Values have hardened under the influence of the stronger position of opium and the expected improvement in values has materialized, manufacturers having announced an advance of 10c. per oz. The revised jobbing quotations are \$2,436/2.70 for eightles in ounce boxes and \$2,566/2.65 in 2½-oz. boxes, \$2,356/2.45 in ounce vials and \$2,306/2.40 in 5-oz. cans, as to brand and quantity.

QUININE.—Immediately after the Amsterdam bark sale last Thursday manufacturers advanced quotations, but per oz. and jobbers now quote 246/23½c. for bulk 1c. per oz. (ins., 21½c/25c. in 5-oz. oz. (ins., 256/25½c. in 10-oz. (ins., 266/26½c. in 15 or 10-oz. (ins., and 316/25½c. (ins., 266/26½c. in 15 or 10-oz. (ins., and 316/25½c. in ounce vials, according to brand and quantity.

GUAIACUM.—Lower primary markets and increased spot supplies have caused a reduction in jobbing quotations to 106/70c. for whole and 606/70c. for powdered.

ANGELICA ROOT.—An easier feeling has developed among holders and quotations in a jobbing way show a decline to 226/27c. for whole and 276/32c. for powdered.

GILL CALEPT.—Native is decidedly stronger in sympathy with corresponding firmness at producing points, and jobbers have advanced quotations to 80/600c.

OIL PEPPERMINT.—Continued weakness is a feature of the market and jobbing quotations have been further reduced to \$3,366/3.55 for Western, \$3,156/3.70 for Wayne Co. and \$3,706/3.95 for either H. G. H. or red-stalk.

STROPHANTHUS SEED.—An easier market is noted for the Koube variety and jobbing prices have declined to \$1,256/1.35 for whole and \$1,356/1.45 for powdered.

SILVER NITRATE.—Manufacturers' prices are 1c. per oz. higher and jobbers have advanced quotations to 416/46c. for crystals, and 436/48c. for fused.

VANILLIN.—Keen competition among manufacturers has influenced a weaker market and jobbers have reduced quotations to 806/95c.

ARNICA FLOWERS.—Unfavorable crop reports have caused the market to harden and quotations for jobbing quantities have been advanced to 186/22c. for whole, 226/25c. for ground and 286/30c. for powdered.

GLYCYRRHIZA.—Supplies are more abundant and the tone of the market is easier with jobbing quotations showing a reduction to 356/81.05 for whole and \$1.05 for powdered.

SERPENTARIA ROOT.—Spot stocks are light and quotations for jobbing quantities have been further advanced to 556/65c. for whole, 586/68c. for ground and 606/70c. for powdered, according to size of order. **PECUAC.**—Rio is lower abroad and the spot market is weaker with jobbing quotations reduced to \$1,706/1.95 for whole and \$1,806/2.05 for powdered as to grade and quantity.

BELLSAWN.—Laboral receipts from producing districts have weakened the market and jobbers have reduced quotations to 376/42c. for country and 396/44c. for city.

DIRECT IMPORTERS OF
 ASAFOETIDA, INSECT FLOWERS, SASSAPARILLA,
 SENNA, HERBS and SPICES.

Write for samples and quotations
MCCORMICK & CO.,
 Manufacturing Chemists, Importers and Grinders, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, AUGUST 6, 1903.

No. 6

Entered at the New York Post Office as Second Class Matter.

Established 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & Co., No. 8 Spruce Street, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - - \$3.00 per annum.
Foreign Countries in Postal Union - - 4.00 per annum.

THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.). We supply a substantial Binder at 75 cents each, post-paid.

Address THE PHARMACEUTICAL ERA, New York.

Tel. No. 3572 John.

Cable Address "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Education does not make fools, it develops them," writes the pork-packer to his son.

The Era Course in Pharmacy was not prepared for fools. It can do them no good.

But the same merchant informs his son that education also develops the opposite of fools.

Therefore, if you are wise—which, of course, you are—education will do you good, and the Era Course is suited to your needs, provided that you need development in the knowledge of pharmaceutical science.

Perhaps a college course would do you more good, but cleverness is, unfortunately not always blessed with an abundance of means, and the Era Course is much less expensive than a college course.

If you need a pharmaceutical education and have little time and money, write to the Pharmaceutical Era, No. 8 Spruce St., New York, for a prospectus which will tell you all about The Era Course in Pharmacy.



THE AMERICAN PHARMACEUTICAL ASSOCIATION.

The association which represents the professional side of American pharmacy is now in session at Mackinac Island. The attendance is probably not disappointing to the veterans who have seen many similar gatherings, but when we consider that this body is practically the only one in the country concerned with the promotion of the scientific side of the calling, the comparatively small representation of the thousands of persons financially interested in the calling is not gratifying. Perhaps many others would have attended if time and the essential for traveling expenses were not so woefully scarce, still we feel that a very much larger number of druggists could attend these meetings if they were sufficiently interested. There is at present a tendency to look upon the professional side of pharmacy as a more or less ornamental feature of the drug business, and to connect such meetings as that now assembled with the luxuries and refinements of life. In our opinion the importance of these matters in the every day life of the pharmacist is greatly underestimated. If the science of dispensing is of no practical importance why insist upon education and examinations?

"THE HIGHER AIMS."

The Western Pennsylvania Retail Druggist—this sprightly publication would be quoted much more frequently if its name were a little less formidable—thinks that we are in this column inclined to appeal to the "higher aims" prematurely. It says in effect that the higher aims should wait until more important matters are attended to, and quotes Mr. Bode-mann's famous remark, "To H— with raising the standard when we can't raise a living." This remark is characteristically picturesque and forceful, and it contains a very large element of truth, but we doubt very much whether its author intended that its principle should be applied indiscriminately. As a doctrine for the edification of the young, it is distinctly dangerous. It would be a sad world if the pursuit of all ideals and higher aspirations were put off until all the bodily wants are satisfied. Besides, we have always had a notion that "the standard" and living returns were related in some way. As a rule, the higher the intellectual qualifications and the popular

of a profession the more comfortable the remuneration. We still think that the hard cash principle of being overworked. We believe that "higher wages" and the "standard" might be made to pay good dividends.

MORE ABOUT THE NATIONAL BUREAU OF MEDICINES AND FOODS.

We print upon another page two letters in which are presented certain amendments to the plans recently proposed for the formation of a national bureau for the control of manufactured foods and medicines. The purposes of the amendments are to remove all suspicion of commercialism from this gratuitous governing body, and to turn over some or all of its duties to a department of the U. S. Government. All of which is very sensible and very commendable in every way, but it is difficult to see how this can render the proposal a particle more acceptable to the reluctant manufacturer than it was before. The producers of prepared solids and liquids intended to be applied to the internal economy of mankind are still blandly invited to come in and have their affairs regulated to meet the ethical standards of a body of gentlemen whose interests are purely humanitarian. Humanity and profits are not always closely related—more is the pity—and the average manufacturer being frankly out for profits, it seems a bit unreasonable to expect him to enter into an arrangement which might seriously interfere with the pursuit of margins. Everyone not financially interested will gladly admit that the manufacture of foods and medicines should be governed in some way, so as to prevent the practice of fraud upon a helpless public. There is no question of the desirability of such regulation, but the great difficulty is, how. If the manufacturing interests of the country have successfully resisted all attempts at legal restriction for fifteen years, it would seem to be a waste of time to try to accomplish the same desirable end by means of a body absolutely without authority of any kind. The regulation of great industries is, moreover, purely a government function which can not be lightly assumed even by national associations. Instead of devising plans and methods which involve such great responsibilities, it seems to us far more profitable to follow the line of action suggested in amendment A in the letter to Dr. Wiley: To devote all the combined energies of the pharmacists and physicians of the country "to secure the enactment of a pure food and drug bill such as was pending before the last Congress."

ENTERPRISING CLERKS.

The organization of drug clerks into associations separate and distinct from druggists' societies goes bravely on in spite of vigorous protests and frequent explanation that the interests of the pharmacist and his clerk are identical. Perhaps the proprietor and his employe are equally interested in the advancement of pharmacy as a profession, but in other ways. It is not always true that "what is good for the druggist is good for his clerk," and no one is better acquainted with this fact than the clerk. Whether the drug clerk is in any greater need of protection than the pharmacist is an open question, but at any rate

he has recently shown an earnestness in organizations and a vigor in presenting his demands that might serve his superior as a wholesome example. One of the most ambitious of these associations of young pharmacists is the Minnesota Retail Drug Clerks' Association. This society was formed less than two years ago, and in a handsome souvenir booklet recently issued we find the courageous statement, "We expect to enroll every drug clerk in the State by the beginning of next year." What State pharmaceutical association has similar hopes and expectations? The members of this clerks' association are organized for mutual and social protection, they admit to their ranks only registered pharmacists and they are not affiliated with labor unions. One of the most important of the society's many activities is assistance in enforcing the State pharmacy law. This is accomplished in an interesting manner. Violations of the law requiring the employment of registered men are cautiously investigated by secret committees of single members selected and appointed by the president. The evidence thus obtained is put in order and turned over to the board of pharmacy. The clerks are not upholding the law from purely unselfish motives. They derive very substantial benefits from the convictions. A druggist is, for example, convicted of leaving his store in charge of an unregistered man. He is promptly fined, and to avoid a recurrence of the disagreeable experience he immediately sets about securing a properly registered clerk. The result is, a new vacancy to be filled by the clerks' employment bureau, greater demand and higher wages. During the last year twenty-one positions have thus been rendered available. It is quite evident that the next generation of Minnesota druggists will be thoroughly alive to the benefits of organization.

CIVILIZATION AND ORGANIZATION.

The Minnesota drug clerks have enjoyed their association only a short time and are naturally enthusiastic believers in the benefits to be derived from organization. There are also in the ranks evidences of remarkable powers of clear thought. A statement in their souvenir pamphlet is so suggestive that it calls for comment. After calling attention to the perfection of modern organization, the writer says, "In fact, one might say, civilization is organization." In the sense that both involve the subordination of the immediate desires of the individual to the good of the many, this statement is no doubt true. There is, however, a marked distinction between civilization and voluntary association of individuals with similar interests. The civilized man bends his neck to the yoke of law and social custom because he is compelled to do so, while the member of a modern association lends his support to his organization consciously, voluntarily. In the growth of modern social conditions men have exerted themselves in the interests of humanity mainly because they were forced to do so by stress of circumstances or superior power, and still the aggregate of good to the many has been very large. It is reasonable to suppose that if every individual member of society realized fully that his efforts were directed toward a definite advantage to himself and consciously exerted his energies to that

end, the net result might be much more considerable. This is the dream of the socialists and an actual possibility in modern industrial organization. The members know what they are working for, and know what they expect to gain by concerted action. If civilization has done much for humanity, conscious, voluntary organization may do as much and more.

WHAT CAN A POOR DRUGGIST DO?

Our neighbor, the Druggists' Circular, spreads nearly two columns of alarm about a couple of curious decisions rendered by anti-alcoholic judges. These legal lights proceed upon the principle that whatever is capable of producing intoxication is to be utterly condemned, and refuse to recognize any distinction between an alcoholic mixture used as a beverage and one employed as a medicine. One of the cases which have caused all this trepidation is that concerning malt extracts, recently declared by the Supreme Court of Ohio to be intoxicating beverages and to be sold only by dealers who have paid the regular liquor tax. The other decisions are from Maine judges who class such remedies as beef, iron and wine and Jamaica ginger with intoxicating liquors. One judge held that the only questions at issue were whether the liquors were intoxicating and whether they were offered for sale. Our esteemed neighbor states that if this opinion is upheld any druggist "who keeps, sells, gives away or otherwise disposes of any one of a numerous class of articles he now deals in, will be subject to the penalties of the liquor laws of all prohibition States and all regions where local option obtains." This is all very true, but "it" is one of the largest words in the dictionary. To prohibit the sale of all essences, tinctures and fluid extracts is not the intent of any prohibitory liquor law, and we feel certain that these interpretations will never receive such sweeping application. A law or an interpretation of a law without a strong backing of public sentiment is of small account, and we have sufficient confidence in the good sense of the people to have no fears about the final result. People all need medicine occasionally, and they will take good care that the druggist who supplies these necessities will not be "cast into outer darkness." It will be a long time before the druggist finds himself compelled to limit his sales to tablets and vinegar bitters.

A SUGGESTION FOR ADVERTISERS.

An incident which recently occurred in Boston suggests an infallible scheme for thrusting wares upon the attention of the public. It might be a little difficult to apply it successfully in some cases, but it is certainly worthy of the attention of advertisers of the boundless-enterprise sort. A large express wagon laden with cases of a tonic of world-wide fame and bearing its name conspicuously emblazoned on the boxes, "got stuck" on a railway track. The team was disabled by a trolley car and blocked all car traffic for a long time. Meanwhile the passengers in the stalled cars made many remarks unfit for publication, and the tonic came in for much comment. The impatient passengers swapped opinions regarding its merits, and before the line of cars resumed their customary whir the panacea had received some of the most excellent advertising imaginable.



F. C. SAVAGE.

Mr. Savage was born in Paris—Illinois—in the first year of the War of the Rebellion. His first manual labor was in a Government blacksmith shop in Missouri. Then he was a schoolboy in Texas, a ranchman in the Chickasaw Nation territory, a high school graduate in Arkansas and a benedict there also, marrying the daughter of Judge William Hunter. Then he tried pharmacy, in Hackett, Ark., and politics, serving three terms as a republican city clerk in a democratic community. In Hartshorne, L. T., we now find him. He was vice-president of the Territorial Ph. A. in 1902 and now is president.



THE NATIONAL BUREAU OF FOOD AND MEDICINES.

New York, July 30, 1903.

To the Editor:—I was formerly very much interested in the idea of a National Bureau of Medicines and Foods to control the manufacture of foods and medicines, with a view of preventing fraud and dangerous ingredients without that fact being made known plainly on the label. In other words I have always believed that goods should stand on their merits and that the label should always plainly indicate the exact composition of the product in the package.

After the committee formulated their plans I was opposed to it because I believed that several ideas which they advanced were not judicious, and I have unhesitatingly opposed the proposed bureau, possibly without having carefully considered the fact that any error could be eliminated before the organization went into effect.

Since the meeting of the American Medical Association in New Orleans last May I have been conferring with Dr. Wiley, chief of the United States Bureau of Chemistry and I am convinced that certain amendments which he has suggested to the committee are good and that if they are adopted the proposed bureau would have the support not only of the



INTERIOR OF CARLTON C. SMITH'S PHARMACY, PATERSON, NEW JERSEY.

Like men, there are drug stores that stand at the head. Such a one is reproduced on this page. It arose from the ashes of the old C. P. Kinsella store, which was swept away in the great Paterson fire, two years ago. The new store belongs to Carlton C. Smith, who climbed from the position of clerk in Mr. Kinsella's employ to be his manager and then his successor.

The store was built after Mr. Smith's ideas. He says it is full of "cranks." The fittings are richly dark, the onyx, marble and silver fountain is heavily mirrored, and the soda incidentals are of silver and cut glass. Along the side are store and stock rooms, bi-

cycle room, night clerks' room and toilet rooms for ladies, the latter an innovation. A big cellar, contains several vaults.

Mr. Smith has the largest force of clerks with one possible exception—Petty of Newark—in New Jersey. The store acquired an enviable name under Mr. Kinsella's ownership and the present management is calculated to keep it intact. Mr. Smith's manager is Mr. Emerson. Mr. Smith is leaning on the end of the counter at the left, just to the left of the tall man with a hat on, and Mr. Emerson is behind Mr. Smith. Both are bareheaded.

medical profession but of pharmacists and legitimate food manufacturers and that the medical and pharmaceutical press should sustain their efforts.

I enclose a copy of a letter which I wrote to Dr. Wiley on July 24 and it shows in brief that the committee is now in harmony with Dr. Wiley and with those of us who have endeavored during the past few years to sustain the admirable work he has been doing in this line.

You may possibly see fit to publish these communications as it will be a further contribution to the subject which has been discussed so admirably recently by Dr. Kusby and your editor in the columns of the *Pharm.*

C. C. FITE.

The Letter to Dr. Wiley.

My Dear Dr. Wiley:—I wish to thank you for your very clear letter in reference to the proposed National Bureau of Medicines and Food. Since I received your letter I have had the pleasure of discussing the matter at length with Dr. P. M. Jones and I am convinced that the committee having the matter in hand agrees to the essential points suggested by you and I will say that I fully endorse them as follows:

A. The American Medical Association and the American Pharmaceutical Association in conjunction with the committee to make an earnest effort to secure the enactment of a pure food and drug bill as was pending before the last Congress.

B. The bureau to accept the standards for foods as fixed under the law by the Department of Agriculture and that any further standards so fixed shall be in every harmonious with the work of your depart-

C. That the bureau, if organized, shall be free from the objections that would pertain to a commercial enterprise.

I understand from Dr. Jones that the committee will fully endorse the above amendments to their proposition. Such being the case the proposed bureau will have my hearty endorsement and I will do all in my power to assist the committee in perfecting their plans.

The subject of some method of controlling the manufacture of foods and medicines in such a way as to prevent fraud, has had the support of practically every thoughtful sanitarian and humanitarian in this country for many years. But it goes without saying that while many have theorized you have acted, and I would consider any effort to work without your support and co-operation as worse than useless, because I might in a degree destroy the very important work you have built up after so many years of conscientious and ceaseless industry.

I am very glad indeed to see that everything now looks favorable to a consummation of some plan of harmonious action between the proposed bureau and your department. The question of this proposed bureau of medicines and foods is by no means a simple one and I trust that the opposition I have recently expressed to it will be understood to have been to certain features which are now eliminated, as it now stands, it is all right and should have the support of every physician, manufacturing pharmacist and druggist in the country, for, if these professions hold together, they can overcome any opposition which may arise from interested parties who prefer fraudulent to honest methods of business.

SHOP TALK

THE CURB PHILOSOPHER DISCOVERS A FEW MORE FAULTS.

"Got back safely, I see!"

"Why shouldn't I?" snapped the C. P.

"Tut, tut!" said the druggist. "Your trip doesn't seem to have agreed with you. What's the matter?"

"Trip was all right," returned the sage examining the tip of his sun-burnt nose with a pocket mirror. "But I didn't have the time I expected to have."

"Of course—of course! Nobody ever does. It's yourself that is always moralizing about the illusions that continually attract and disappoint mankind. You can't expect to find things exactly as you expect them to—o—"

"Ha! A fine paradox you've got yourself into. But I know what you mean. No, no! That's not the trouble."

"Didn't the fish bite at all?"

"Mighty poor fishing of the kind I was after! You see, it's like this. I, as general critic of the pharmaceutical world, am really interested in the calling. I hoped to exchange views with druggists in different towns on the broad, big questions of the day."

"That ought to be easy enough at this season. Wouldn't they talk?"

"Talked freely enough about politics and baseball, and horse racing and religion, but when it came to pharmacy, they'd look bored and change the subject."

"Perhaps you tried to do all the talking yourself," suggested the druggist.

"I don't know," said he sage reproachfully. "It might be, but I was very careful. Of course I had to do some talking of the corkscrew sort, but they ought to be used to that. I tried all sorts of ways to worm an opinion out of some sleek-looking chaps. They didn't seem to care a rap about the past, present or future of the calling that gave them a good living. Supreme indifference was the rule. In some cases, after I had cut my way into the attention of the drug man with a cold-chisel, so to speak, I found nothing there. Never seemed to have had any thoughts on the subjects that interest me. One chap—seemed to be fairly prosperous too—thought the A. Ph. A. had something to do with the Chinese in San Francisco. Another had never heard of the educational standard—wanted to know what was the use of educating the druggist anyway; after he had his certificate he was all right."

"About that time you looked bored."

"I felt like educating that fellow with a brick. Then I tried to find out about the pharmacy laws. 'Yes,' said a leading citizen druggist, there is a law in this State. It's a good one too, they say.' 'Well, what about it?' said I. 'Oh, I dare say, it's—' all the right. Ask old man So-and-So. He knows about those things."

"A law-abiding citizen need not trouble himself about laws, you know!"

"I can't say that the druggist I am talking about is so all-fired law-abiding, either. But he didn't care a hang about it."

"He must have been a commercial pharmacist. The law didn't directly touch his profits. Did you try him on the N. A. R. D.?"

"Yes, he had heard about that. Said an organizer had been around and fixed up a schedule."

"Did he live up to it?"

"Oh, yes! He had even paid his dues. But he wasn't particularly interested. He had never heard about the working of the plans in other places. I asked him what he would do if some one were to begin cutting. He said he didn't know—nobody did cut so what was the use of bothering about it."

"I say! He had you there, you know. What earthly

good does it do you, for instance, to bother about all these things?"

"Suppose everybody were to think that way! Where would pharmacy be then? What would become of the thing, if everybody were to leave everything to drift along? How long do you suppose it would take the pharmacist's natural enemies to gobble his little all?"

"Why didn't you fire those questions at the chap you've been speaking about?"

"I did. He said that there were plenty of cranks to attend to those things."

"Something of a humorist too, eh?"

"Perhaps he was. Measly kind of a joke anyhow! I spoke about some of the odd things that happen in the drug line and are snapped up by the journals."

"Missed your point of view?"

"Possibly! He didn't read any journals. I inquired about the drug papers that came to the store."

"Didn't approve of your favorite, I suppose."

"Worse! He didn't have either approval or disapproval. Said, oh, yes, several journals came to the store. He forgot which. He offered to call the boy to hunt one up and see—plenty of them lying around somewhere."

"Doesn't he read at all?"

"About like the average individual, I suppose—a dab here and there at the daily papers, the head lines, the jokes and a startling tale, here and there, an occasional magazine article, and the latest novel which nobody can escape."

"He's an exception!"

"Not so much as you think. At least half of the druggists are that way. You can't reach them in any way. They won't read the journals, they don't attend association meetings."

"What interests in life have they?"

"Local interests, like everybody else. Spend ten hours a day, gassing with cronies hanging around the store—the ball game, the short-comings of the preacher—principally gossip."

"What are you going to do about it?"

"Can't do anything! Pride of calling and interest in the future of the trade is largely a matter of education, I suppose. A man doesn't realize the possibilities in the business until he has spent time and good hard cash in studying the science of the thing."

"It ought to improve then. Education is looking up."

"It is improving. A much larger proportion of druggists are awake than even ten years ago. The colleges, the associations and journals are gradually having some effect. But it's slow—oh, how slow!"

"You're not discouraged?"

"N—no! But I have a tremendous respect for the leaders. It is as hard to arouse a bit of enthusiasm in that sort as to look a hole through that marble slab. Do you wonder that it is difficult to push reforms. I wouldn't blame the leaders if everyone of them were to throw up the whole business in disgust."

"Better fish for perch next time!"

"Hold on! I met the other kind of druggist too. The trip wasn't entirely without profit. I have a new stock of ideas about things, and several bran new schemes."

"For instance?"

"Of that later! There comes my car."

IF YOU CAN'T "GET ON TO" THESE WONDEROUS PSYCHOLOGICAL CURVES, USE PLAIN COMMON SENSE.

According to Dr. Silas S. Neff, of Philadelphia, a poor salesman can become a good salesman if he only exercises mental influence on the buyer. In other words, salesmen should be psychologists.

Said he in an interview—

"Abstain from all negative influences. Do not think of evil, crime, anger, hate, revenge or worry. Let your mind dwell on hope, ambition, love, friendship, sympathy, art and music."

"There are three predominant types of women shoppers—intellectual, the woman who thinks; emotional, the woman who feels; volitional, the woman who decides."

"This is the way to tell them apart:—Intellectual woman—logical in mind, fixed expression of face and not volatile; emotional woman—a mellow, varying voice, large, sympathetic eyes, shows outward influences; volatile woman—firm walk, talks quickly, decides quickly."

"If the woman belongs to the intellectual class she must be shown the advantage of the purchase. She must be convinced by reason. If she belongs to the emotional class she is a 'sure sale,' as things which appeal to the eye and the emotions catch her."

"All the talking in the world and all the winning smiles in the universe won't make the volitional woman buy a penny's worth more than she wants. Her mind is made up, and the clerk will employ his time better by devoting his attention to the next customer."

"How would you advise a salesman to treat a woman of wealth?" was asked.

"The woman of wealth is proud of the fact that she does not need to inquire the price, and the clerk who falls in with her idea of independence will be the most successful. He may talk style, quality and everything, but omit the cost."

"The woman of limited means is dangerous. Be accommodating, and she will buy what she needs."

"And the woman who is undecided?" was another question.

"In that case the will of the salesman must decide for her. If he has judged her correctly he can lead her to a decision."

"What about the bargain hunter?" was the last question asked.

"Show her the best bargains and recommend them."

Man seems to be built along the general lines of woman, as far as shopping goes, only not so much shoppy. So treat him psychologically also, in respect to his intellectual, emotional or volitional attitude of mind.

ADMIRE THE ADVERTISEMENT.

The wife of a well-known Grand Rapids, Mich., druggist assisted him one Saturday night, when his soda fountain clerk was away on a vacation. When business was over, and all made ship-shape for the night, they found it was after 12 o'clock.

"Now I'd better see you home," said the druggist, "and then come back to get shaved, for I can't go over Sunday like this. Or would you mind waiting in the store?"

"No, I'd rather do that," she replied. "I'm so tired I'll be glad to rest a little before walking home."

Thereupon she was locked into a darkened store, and settled herself comfortably by an open window to rest.

But suddenly she woke with a start and saw a man's face peering at her through the open window. No sooner had she jumped than the man himself gave a startled bounce, and exclaimed,

"O—g—g—g—you alive?"

"Well, I guess so," said the frightened woman. "Or I was until you scared me to death," she added, showing courage as she saw the policeman's uniform the man wore. And then she explained the situation.

"Well, it that don't beat all!" exclaimed the officer. "I thought at first it was somebody in here that had no business here after lock-up time, and then as I came nearer I thought Mr. Blank had put up a new advertising picture in the window, and I was n't wondering how in the world anybody could make a pic-

ture so natural. I thought it was an awful pretty picture, anyway."

This sufficed to soothe the ruffled feelings of the weary woman.

WE CALL THEM OUT WITH A BAND.

The majority of Syracuse druggists say that sales are now behind those of the corresponding period last year. One reason is that more people are away on vacations. Merchants are getting up all sorts of schemes to drum up business. One of the most successful so far is the band concert on Saturday nights in front of the drug store of R. E. Smith & Co., South Salina and Jefferson streets. The merchants in the vicinity paid the expense by making up a purse. Gaylord's band of 25 pieces furnishes the music. The streets are crowded with strollers and as a result R. E. Smith & Co., Hanna & Coling and W. H. Bissell do a rushing business throughout the evening. On the North side of the canal the merchants also had a band which did not play from a stand but marched up and down North Salina street. The concerts will be held every Saturday night.

BUT A PIANO IS USED IN THIS CASE.

South Haven, Mich., is a summer resort town, and the merchants do all kinds of things to draw trade. It remained for J. L. Congdon & Co., druggists, to introduce an innovation in drug trade drawing devices. They installed a piano in their store and secured the services of an artist from Detroit to "thump" it all summer.

The "Can't-Be-Done" Man.

Did you ever see the "can't-be-done" man? He is the agreeable individual who always has a pitcher of ice water ready to drown out every spark of enthusiasm that some other man may have kindled for the business. He is the man, who, when he sees some other man getting in shape to make a long pull for trade, stiffens his knees and pulls back on the traces so that the other fellow may not possibly accomplish anything. He carries a hammer constantly and uses it vigorously on any business idea advanced that does not happen to coincide with his own, the supposition being probably that he has beneath his hat the concentrated wisdom of the ages. The "can't-be-done" man is a barnacle, a drag, deadweight. His tribe is numerous, and the business afflicted with his influence deserves sympathy.

And this reminds us of a comment once made by an expert who was called in consultation by a large eastern corporation to see if he could find why they were losing money every year. After spending some weeks going over the details carefully he made an exhaustive report and advised several radical changes. The "can't-be-done" man was there to interpose his usual objections to anything that savored of progress. Finally the exasperated expert, addressing the president of the board, said: "I find to my chagrin, sir, that the most important recommendation I can make for your business is one that I have entirely overlooked until just now, but with your permission I will make it. What you need here most of all, gentlemen," and here the directors craned their necks to catch every word, "is an able bodied undertaker. I bid you good afternoon."—The New Idea.

Attention to the Waiting.

It does not take a person long to get tired waiting if no attention is paid him. On the other hand, a word or two from a salesman apologizing for the delay, will suffice to make him feel that he is not neglected and he will willingly wait his turn. A little thoughtful tact on the part of a salesman will often do more than pages of advertising, toward giving a customer a good impression of the store—Merchants' Record and Show Window.



The Wild Poppy.

THE ESCHSCHOLTZIA CALIFORNICA.

By A. C. ZEIG, Ph. C., San Francisco, Cal.

OF the different varieties of poppies growing wild in California the *Eschscholtzia* is unquestionably the most common and the most conspicuous. Its beautiful orange-yellow flowers cover large areas, virtually converting the landscape extending from the roadside in all directions into a yellow sea of bloom.

Named by the noted botanist, Adalbert von Chamisso, after his esteemed friend and companion, Dr. J. F. Eschscholtz of Dorpat, both members of the Russian exploring expedition which, under command of Captain Kotzebue, arrived in San Francisco Bay in the year 1816 in the ship "Rurick", after having explored part of the coast of Alaska, this extremely beautiful yet simple, golden-colored flower possesses more than ordinary interest both to native Californians, and the tourists that visit the State during the winter or spring time of the year. Owing to its distinctive brilliant coloring and satin-like texture, and by effect of its prolific growth, it surpasses in beauty the myriads of wild flowers which adorn the foot-hills, meadows and country road-sides throughout Central and Southern California.

In her book, "The Wild Flowers of California," Mary Elizabeth Parsons says concerning the *Eschscholtzia*: "It is difficult to exaggerate the charms of this wonderful flower. When reproduced in countless millions its blossoms fairly cover the earth, and far away upon distant mountain slopes bright patches of to the sun. Though cultivated in many parts of the world, one can form no conception of it; pale and languishing in a foreign garden, one must go to its native hill-sides to get an idea of its prodigal beauty."

Few flowers have been favored with as many names as the golden poppy. Long before Chamisso and his friend Dr. Eschscholtz beheld the plant in its flower, it had become a favorite with the Spaniards of the early Spanish missions of California, and it had been favored by them with a number of poetic names such as "Copa de Oro" (cup of gold); "Calce de Oro" or Calcedora (chalice of gold); "Amapola", "Dormidera", "Torosa", etc.

The Argonauts of '49, who often sent home pressed specimens in their letters, called it the "California Gold Flower."

The names used by the different tribes to designate the plant and its flower are many—too numerous to mention.

In the southern part of the State the blossoms begin to appear early in February, while in the central

part they do not unfold their golden petals until March, and appear in greatest profusion during the months of April and May. The writer has seen some stray blossoms along the roadside in October and November, the stray flowers, of small size, making their appearance after the autumn rains.

Inasmuch as the noted Chamisso and his esteemed friend, Dr. Eschscholtz, arrived in San Francisco Bay on October 2, spending about a month exploring the peninsula, undertaking several expeditions to Mission San Jose, Monterey and Bodega, it is not likely that the landscape presented a great variety of wild flowers at that time of the year, or that the flower in question was seen at its best, and it is probable that the specimens which the two naturalists collected, while not necessarily confined to the sand-hills bordering on the bay, were but small stray blossoms, which appeared after the first autumn rains.

The pale stems of the plant are from 6 to 20 inches long, being usually shorter when growing on sand-hills and mesas unsheltered to the ocean breeze than when growing among tall grasses of the lowlands or meadows of the interior. In the latter case, the large orange-colored flowers, perched upon an erect stem 16 to 20 inches in height, peeps out above the grasses in order that it may obtain its share of sunlight. In this respect, the *Eschscholtzia* is distinctively sensitive, for, unlike the wind poppy, it does not seek shady places, but revels in the bright sunlight and depends upon the sun to display its beautiful golden petals.

The juice of the stem is watery, and possesses a characteristic odor; the same is true of the juice of the root, which is of a yellowish color.

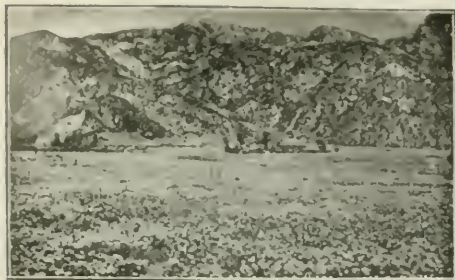
The leaves are finely dissected; each tiny leaf particle is tipped with deep red coloring, as is also the torus, or rim of the cup shaped receptacle upon the upper and inner surface of which are borne the calyx, corolla and stamens.

The flowers, varying in color from a deep orange-yellow to white, have four petals of fine satin-like texture, which generally measure two or three inches across, though the writer has seen exceptionally large specimens (var. *crocea*—*E. crocea*—Bentham) growing among tall grasses in the vicinity of San Jose, measuring five and one-quarter inches across.

The tightly-rolled buds are enclosed by a pale-green calyx, shaped like a pointed fool's cap, and when the bud is ready to unfold to the touch of the sun's rays, the tightly-fitting cap parts from the receptacle, and is pushed off by the expanding petals. The flower unfolds its golden cup when the day is well advanced, and as the sun sinks low on the western horizon it again curls itself up for the night, while if the day be cloudy or rainy, it droops its head, and draws its velvety petals even tighter. Some insects take advantage of this behavior, and seek shelter within its satin folds during the night, and, if the day following be cloudy, are made prisoners within the tightly-clasped petals. It is probable that the insect becomes a willing prisoner under its mild soporific



The Poppy in Its Habitat.



Field of Poppies at Base of Mt. Echo,
near Pasadena, Cal.

influence, drawing the spirit of the poppy from the walls of its san prison.

All parts of the plant are of interest pharmaceutically, because of the presence of alkaloids to the extent of 0.5 per cent in the dried drug, and it is to one or more of these alkaloids that it owes the mild analgesic and soporific action ascribed to it.

The plant was analyzed many years ago by Professor Walz who reported (*N. Jahrb. d. Pharm.* 1844) besides the usual constituents of plants, the presence of sanguinarine and two other alkaloids, which he designated as "bitter" and "acrid" alkaloids. In 1862 Walz reported (*N. Jahrb. d. Pharm.*) as the result of another analysis of the plant, the presence of aecic acid.

Wittstein and Dragendorff are also mentioned as having investigated the *Eschscholtzia* alkaloids, the former as having isolated chelerythrine; the latter, however, is non-committal, and refrains from definitely naming any constituent of the plant.

Considerable interest was manifested in the plant both in medical and pharmaceutical circles, when subsequently Bardet and Adrian reported (*Journ. de Pharm. et Chem.* 1888) the presence of morphine together with another alkaloid and a glucoside. The announcement of the discovery of morphine in the plant was regarded by conservative chemists, with a degree of uncertainty—perhaps bordering on a doubt, as it seemed strange that the presence of such a well known alkaloid should have been overlooked for so many years, and much more so that its presence should have escaped the attention of previous investigators, such as Professor Walz, Dragendorff and Wittstein.

The report of Bardet and Adrian soon led to other investigations of the plant. Rueter reports (*Pharm. Zeitung* 1889) the presence of two alkaloids neither of which, however, proved to be morphine. In 1890 Dankwort reports (*Monat. Diss. Marburg*) as the result of his investigations the presence of probably five alkaloids, but, like Reuter, was unsuccessful in his research for morphine. One of the alkaloids isolated by Dankwort having a melting point of 204 degrees he concluded from this, as well as its behavior toward alkaloidal reagents, that the alkaloid isolated was identical with protopine.

Battandier reports (*Comptes Rendus* 1892) having discovered fumarine in the plant and considerable quantities of chelerythrine in the root, the author drawing his conclusions solely from color reactions. Subsequently Wintgen undertook an investigation of the plant, and reports (*Monat. Marburg* 1898) as having isolated protopine and *B. homochelidonicum*, the identity of which he determined both by their melting points and color reactions. A third alkaloid isolated by him having a melting point of 242 degrees he was unable to identify.

Recently R. Fischer and M. E. Tweeden have undertaken an exhaustive study of the alkaloids of the plant and report (*Pharm. Archives*) the presence

of probably seven alkaloids, their investigations not being fully completed. Among the alkaloids isolated by the authors are Protopine B and G Homochelidonine, Sanguinarine, Chelerythrine and two other alkaloids differing in their properties from any of the alkaloids hitherto known.

Under the microscope the petals present a striped appearance not visible to the naked eye except when they are dried. This is due to yellow bands of color stretching across the petals and somewhat parallel with each other. The yellow bands consist of elongated parenchyma cells of irregular outline, almost completely filled by large droplets of yellow oleoresinous substance. (E. Schrenk *Bull. of Pharm.* 1888). The small round droplets which partly fill some of the cells, are of an orange color, and seem to differ from the oleoresinous masses in being less soluble. The striped appearance is due to the fact that the zones alternating with the bright yellow bands contain very little of the colored oil. The oily substances constituting 7.5 per cent. by weight of the dried petals, are soluble in ether, alcohol, chloroform, benzene, benzole and carbon disulphide and saponify readily with the alkalis. Ether and chloroform extract them from the dried petals together with the alkaloids. The percentage of total alkaloids contained in the petals is identical with that found in other parts of the plant.

For the first clinical reports concerning *Eschscholtzia* we are indebted to Stanislaus Martin (*Bull. Gen. de Therap.* 1887) who recommended them as a substitute for opium preparations. Subsequently Dr. Ter-Zakariant (*Gaz. Med. de Paris* 1889) states that the alcoholic extract acts as a depressant to the respiratory organs; also as a narcotic, affecting in toxic doses the spinal chord. Duardin-Beaumetz is also mentioned as having experimented with the extract of the *Eschscholtzia* and as a result of his observations concludes that it is a mild calmative, soporific and analgesic.

It is said that the San Luis Rey Indians chew the leaves with gum, also that the Spanish Californians prepare a hair oil by frying the plant in olive oil or bear grease, and adding perfume. It gives the hair a glossy appearance and is said to stimulate its growth.

The writer was informed that many years ago during a famine caused by a long drought, the Mariposa Indians and other Indian tribes subsisted almost entirely on the poppy for several months. The herbage was boiled for some time, and the resulting decoction containing the bitter poisonous principles (alkaloids) poured off and thrown away. After being boiled a second time it was used as the principal article of diet, while the famine lasted.

The Placer County Indians are said to treat the herb in the same manner, and then eat it as a green. Instead of boiling it, it is sometimes roasted on hot stones and placed in water afterward.

Of late the species *Eschscholtzia Californica* has been divided into quite a number of new species which, on account of their close resemblance are somewhat difficult of determination. There appears to be little or no reason for the division into numerous new species, inasmuch as the slight difference or modification in the plants and their flowers may be the result of the varying conditions under which the plants grow in different sections of the State. The first specimens from which the species were originally described by Chamisso being of the sand-hill form, common to the San Francisco sand hills and places in the immediate vicinity of the ocean, this form and the form common to the valleys and foot-hill region of the interior are that in the former the stems are short and the yellow flowers small with a narrow rim to the receptacle while in the latter or interior form, var. *coelestis* (E. crocea-Bentham) the stem is tall and robust, the flowers large and of an orange color with a conspicuous broad rim to the receptacle.

Concerning this form, Prof. W. L. Jepson in his

work. "Flora of Western Middle California," says: "In the latter part of May and June the tips of the petals become yellow, and by autumn the species produce wholly-straw-colored flowers, so that the dry-season forms simulates very closely the form common to the sand hills which is exposed to adverse conditions near the sea. Although the various large-flowered forms have been described as distinct from the original seacoast form, there is really not the slightest constant distinctions to be had; there are not only gradations between the forms, but the gradations are so numerous and moreover, topographically considered, cover such extensive areas of country that they are quite as likely to be found as the extremes. The maintenance of such forms as artificial species on the ground of convenience would in this case have no point whatever. Even in San Francisco county, arge-flowered forms with a broad rim to the receptacle are common."

Assays made of true specimens of the sand-hill form gathered on the Mission Hills of San Francisco, and also of the large-flowered form of the interior show in either case a total alkaloid content of 0.5 per cent. The alkaloids were extracted with ether and chloroform (3 and 1), the ethereal solution shaken out repeatedly with diluted hydrochloric acid, the acid solution rendered alkaline with ammonia, and shaken out with ether, and ether and chloroform (3 and 1) the ethereal solution evaporated. The alkaloids, completely soluble in acid, were finally dried and weighed.

Because of the distinctive beauty of the flower, and the fact that it is common to nearly all sections of the State, its abundant growth and rich yellow coloring, emblematic of the gold, sunshine and oranges, the Eschscholtzia was almost unanimously chosen some years ago by the members of the State Floral Society as the state flower, or floral emblem of California, since which time its popularity has steadily increased, and as a result the golden poppy has been woven into prose, poetry and design.

Prof. Emory E. Smith, in his book, "The Golden Poppy," which is a compilation of the records of the poppy, says: "Few flowers have a history so rich in incident, and no other in later years has so charmed the poet's muse and quickened the artist's touch."

THEORY AND PRACTICE

FLUORESCENCE AS A TEST FOR QUININE.

G. Deniges (Journ. Pharm. Chem.) states that the fluorescence of a solution of quinine sulphate affords a delicate test for the base in extremely dilute solutions. In applying the test the fluorescence is rendered more evident by means of the light of burning magnesium. In this way two parts per million may be detected directly, and smaller amounts by extracting and concentrating with immiscible solvents. To detect quinine in urine, 10 G. of the sample are rendered alkaline with 10 drops of ammonia, and shaken with 15 G. of ether. The ethereal layer is removed, filtered and shaken with 10 Cc. of 5 per cent. sulphuric acid. The acid liquid is then observed by the light of a burning magnesium ribbon held 6 to 8 centimetres from the lower part of the tube. One-half milligram of quinine per litre produces a distinct fluorescence. Bile and saliva are treated in a similar manner, care being necessary to avoid emulsification, and using a larger proportion of ether. The fluorescent bodies which bile normally yields to ether do not interfere, for they do not enter the acid solution. In the case of blood, 10 Cc. are first treated with oxalic on hydrofluoric acid, and then with 10 to 15

Cc. of 5 per cent. sodium metaphosphate solution and 3 to 5 Cc. of 5 per cent. sulphuric acid with enough water to make 25 Cc. The mixture is agitated, heated for a few moments on the water bath, and filtered. The filtrate is then shaken with ether and the acid extract of the ether observed as described above. Milk is treated in a similar manner. In making the observations the eyes should be protected from the bright magnesium light by means of suitable screens or spectacles.

ESTIMATION OF ACONITE.

A. B. Stevens (Pharm. Archiv.) has studied the chemical and physiological methods of assaying aconite, and finds that the decomposition of aconitine by heat does not produce the same compounds as those formed by natural decomposition. The products of the former neutralize acids, while those of the latter do not. The quantity of the drug necessary to kill a frog was found to be entirely unsuitable as a basis of standardization. Although valuable as a means of determining the quality of aconite preparations, Squibb's physiological test is not so useful for purposes of standardization as the chemical assay. The ordinary chemical method gives very satisfactory results when applied to the assay of the root or preparations which have not been subjected to heat, but is not reliable in the assay of the extract.

A FAT SAPONIFYING FERMENT.

Constein, Hager and Wartenberg (Berichte) suggest an improved method of preparing fatty acids by which bodies of greater purity may be obtained than those prepared by means of chemical processes. It had previously been shown that when oily seeds are crushed in water the liquid acquires an acid reaction, and fatty acids are liberated. The authors confirm the hypothesis that this change is due to a distinct ferment which is only active in an acid medium, the acid combining, with the ferment and splitting up the glycerides. This change takes place in nature during the germination of oily seeds and is analogous to the alteration of starch by diastase in seeds containing that substance. The ferment is extracted from the residual press cake after extracting the oil by pressure.

TO KEEP BATTERY ZINCS AMALGAMATED.

C. N. Turner (Model Engineer and Electrician) has devised a method of keeping the zinc rods employed in the common Leclanche battery thoroughly amalgamated. A disk of thin sheet zinc is soldered to the bottom of the rod and the edges bent up as to form a sort of cup. The cup and soldered portion are painted with Brunswick black and the cup filled with mercury. Capillary attraction causes the mercury to creep up the surface of the rod, thus keeping it uniformly amalgamated. When the zinc is replaced with a new rod the mercury is simply transferred to the new cup, so that there is absolutely no waste.

TITRATION WITH FEHLING'S SOLUTION.

S. A. Vasey (Lancet) makes the end reaction of titrations of sugar solutions with Fehling's solution more distinct and sharply defined by adding to the measured solution about two teaspoonfuls of an inert white powder, precipitated calcium carbonate or barium sulphate. The mixture thus prepared is raised to the boiling point, stirring constantly with a glass rod, and the sugar solution run in. The reduced cuprous oxide is deposited on the particles of chalk or barium sulphate which rapidly subside so that the color of the clarified supernatant liquid can be easily seen.

PROCESS FOR FORMING EMULSIONS.

A process for preparing fats and oils that they may be readily formed into permanent emulsions with water has recently been protected by a French patent. The process consists in adding pure cholesterol or wax alcohols to the fat or oil. The mixtures form permanent emulsions with water.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Etching on Glass.

(T. D. S.) Fancy work, ornamental figures, lettering and monograms are most easily and neatly cut into glass by the sand-blast process. Lines and figures on tubes, jars, etc., may be deeply etched by smearing the surface of the glass with beeswax, drawing the lines with a steel point, and exposing the glass to the fumes of hydrofluoric acid. This acid is obtained by putting powdered fluor spar into a tray made of sheet lead and pouring sulphuric acid on it, after which the tray is slightly warmed. The proportions, will, of course, vary with the purity of the materials used, fluor spar (except when in crystals) being generally mixed with a large quantity of other matter, but this point need not affect the success of the operation. Enough acid to make a thin paste with the powdered spar will be about right. Where a lead tray is not at hand, the powdered spar may be poured on the glass and the acid poured on it and left for some time. As a general rule, the marks are opaque, but sometimes they are transparent. In this case, cut them deeply and fill up with black varnish, if they are required to be very plain, as in the case of graduated vessels. Liquid hydrofluoric acid has been recommended for etching, but is not suitable, as it leaves the surface on which it acts transparent. The agent which corrodes the glass is a gas which does not remain in the mixture of spar and acid, but passes off in the vapor. The following formula has been published under the title of

ETCHING INK

Ammonium fluoride 2 drams
Barium sulphate 2 drams

Reduce to a fine powder in a mortar, then transfer to a lead dish and make into a thin writing cream with hydrofluoric acid (some make use of fuming sulphuric acid). Use a piece of lead to stir the mixture. The "ink" may be put up in bottles coated with paraffin which can be done by heating the bottle, pouring in some melted paraffin, and letting it flow all around. The writing is done with a quill, and in about half a minute the ink is washed off.

Extreme caution must be observed in handling the acid since when brought in contact with the skin it produces dangerous sores very difficult to heal. The vapor is also dangerously poisonous when inhaled.

Powdered Camphor in Permanent Form.

(M. C.) A method of "reducing camphor to a powder which will not become lumpy or run together again" recommended by a number of writers, is the following:

Put the camphor in the usual manner with the addition of a little alcohol. When it has nearly reached the proper degree of fineness, add a few drops of cold petroleum and immediately triturate in the manner a powder as fine as flour is

obtained which does not cake together. This powdered camphor may be used for all purposes except for solution in alcohol, as it will impart to the latter a faint opalescence, owing to the insolubility of the petrolatum in the liquid.

A similar method recommended some years ago by John K. Williams, an English pharmacist, consists in taking equal parts of stronger ether and alcohol to reduce the camphor to powder, the claim for this method being that it only takes one-half of the time required when alcohol alone is used, and the camphor dries quicker. Before sitting add one per cent of white vaseline and 5 per cent of sugar of milk. Triturate fairly dry, spread out in the air, say fifteen minutes, then pass through a moderately fine wire sieve, using a stubby slaving brush to assist in working it through.

Ink Erasers.

(T. D. S.) Various formulas for ink erasers have been published in previous volumes of the Era. However, inks made with nutgalls and copperas can be removed by using a moderately concentrated solution of oxalic acid, followed by use of pure water and frequent drying with clean blotting paper. Most other black inks are erased by use of a weak solution of chlorinated lime, followed by dilute acetic acid and water, with frequent drying with blotters. Malachite green ink is bleached by ammonia water; silver inks by potassium cyanide or sodium hyposulphite. Some aniline colors are easily removed by alcohol, and nearly all by chlorinated lime, followed by diluted acetic acid or vinegar. In all cases apply the substances with camel's hair brushes or feathers, and allow them to remain no longer than necessary, after which rinse well with water and dry with blotting paper.

Examinations, New York Board of Pharmacy.

(J. W. A.) The New York Board of Pharmacy is composed of three branches for the eastern, western and middle sections of the State. Each branch is required by law to "conduct examination of applicants for licenses monthly, when so determined by the board, except in July and August, and not less frequently than once in three months." For specific dates we suggest you write to the general secretary of the board, Warren L. Bradt, 55 Washington avenue, Albany, N. Y.

Removing Gum of Sticky Fly Paper from Furniture.

(J. B. D.) In further reply to your query, this journal July 6, page 26, J. C. Allan, 761 Woodland Hills avenue, Cleveland, O., says he can give you information about a "cleaner" that will remove gum of tanglefoot flypaper from furniture without injuring the varnish.

Formula Wanted.

(W. A. A.) Dr. Skene's "puly. ac benzoic"?

FORMULAS.

Glycerin and Cucumber Jelly.

Gelatin (160 gr. to 1 ounce) 240 grains
Boric acid 240 grains
Glycerin 6 fl. ounces
Water 10 fl. ounces

Perfume to suit

The perfume must be one that mixes without opalescence, or otherwise it mars the beauty of the preparation. Orange flower water or rose water could be substituted for the water if desired, or another perfume consisting of—

Spr. vanillin (15 gr. per oz.) 2 fl. drams
Spr. coumarin (15 gr. per oz.) 2 fl. drams
Spr. bitter almonds (80) 8 minims

to the quantities given above would prove agreeable.

NEWS DEPARTMENT.

ON THE UP TRACK.

State Associations Are Prospering—Membership Gain for Forty-Three Associations Will Average About Sixty—Features of the Meetings.

When the returns are all in it likely will be seen that this has been the banner year for State associations. Eight associations are yet to report, but they cannot hurt the general average. They are Michigan, Montana, North and South Dakota, Oregon, Vermont, Washington and Wisconsin. And a study of these assembled reports is interesting.

The associations are growing not only in membership but in breadth of work. A better realization of their suasive power with legislators and the examples of victories for organization in notable instances is inspiring all. The social leaven is working and the educational value of these gatherings is becoming more apparent. This year has emphasized the assertion that this is the era of organization. In a very few years the State druggists' associations will be conspicuously at the front of all other commonwealth societies. The pharmaceutical press, bringing to each member of each association the experiences, deliberations and work, be it along social, educational, legislative or commercial lines, of all the associations, is no small stimulant in the march to this desirable position.

In a short time from now the retail druggist who is not an association man—a State association man—will be conspicuous. As a partaker in the fruits of others' efforts this conspicuousness will brand him as a sponger. He will be "small potatoes" indeed. Already the wholesaler or manufacturing firm that does not belong to one or both of its national associations is of small consequence.

Twenty-seven States and two Territories have held their annual meetings thus far. Mississippi and Wyoming are new-comers to the assemblage and start off with a vim. New Jersey, the oldest—thirty-two years is its age—true to past record, is in the front in an attack upon product patents and finds its action popular with the others. A reduction in the alcohol tax is the formal request of nearly every association. New Jersey, Massachusetts and Connecticut lampoon their State boards of health. The boards of pharmacy are generally in high favor, though Texas' sixty-four boards make a pitifully inefficient total, and Delaware requests a little more "elbow grease" from her board. The Connecticut board finds no violations, because, its members assert, there are none. Connecticut pharmacy should have a monument.

Social features grow more prominent. New Jersey refused contributions from manufacturers for this purpose. Colorado seems to have staked her all on a grand vaudeville entertainment. Base ball and three-legged races are everywhere indulged and the ladies are always provided with chances to exploit their skill in athletics. These entertainment features undoubtedly are a great card at the meetings and make them a relaxing outing. At the same time a live presiding officer can make way for a wonderful lot of business and instruction in the formal sessions. The annual reports and the press save much that social events crowd out.

Talking about those annual reports, why are they usually so slow in appearing? Publication committees

and secretaries should note that the Missouri and New Jersey reports were out last month, Missouri first, although the former State did not adjourn its meeting until June 12 and the latter until June 11. Secretaries H. M. Wheelpley of St. Louis, and Frank C. Stutzien of Elizabeth, should issue a brochure on how to do it. Six of the societies met in May.

The cocaine question was urged for legislation by many of the States, most earnestly by Illinois, Indiana and Minnesota. Louisiana comes to the front with a "code of ethics" for its members. Oklahoma and Indian Territories have had the first joint meeting. Louisiana and South Carolina were the first to meet, both in the second week of May, and Oregon will be the last, in October.

Pennsylvania met "above the clouds." A remarkable feature was the infusion of barrels of new blood. Carlods, perhaps is a better expression, for there was accomplished the very remarkable feat of electing 414 new members! New York had 130, Kansas 72, Louisiana 57, nearly every one from New Orleans; Connecticut 52, Minnesota 47, Nebraska 41, 37 of whom were brought in by Mr. McFadden of Bryan's town, who received a china closet as a prize, and Little Rhode Island 1. But Rhode Island had an attendance of 70 at her semi-annual meeting, and she has a balance in the treasury of \$800, too. The average gain for the 43 States and Territories having associations is 60, making 2,580 in all.

The Western States have all the honors in attendance. Iowa and Minnesota with 600 each, are at the head. Nearly every association reached its "biggest yet" stage in attendance. It is interesting that New York, Missouri, and Ohio were celebrating their silver jubilees. It was especially a silver jubilee with Secretary Hopp of Ohio, who received a handsome silver service in token of his twenty-fifth year as secretary. Dr. R. H. Land of Augusta, and Dr. E. C. Durban of Augusta, were "caned" by the Georgia Ph. A. Probably Nebraska had the most papers, though several others were well up, especially Missouri and Kentucky.

The travelers' auxiliaries were out in several instances. In Illinois it was their first time. New York, Missouri and Minnesota also had such meetings, and the last State will have a woman's auxiliary. Connecticut and several other States have associate memberships for the traveling boys.

Alaska, Arizona, California, Florida, Idaho, Nevada and West Virginia have no associations. The district of Columbia meets bi-monthly.

NOTES ABOUT OUR ARMY BOYS.

Among the recent arrivals from the Philippines on the transport Thomas were Joseph Dykstra, H. W. Riess and Leo E. Kennedy, sergeants first class, Hospital Corps, U. S. A.

H. W. Riess, sergeant first class, is spending a two months' leave at his home in Washington, D. C., and upon expiration will report to Fort Leavenworth, Kas., for duty.

Jason D. Byers, has been sent to the P. I. for duty; he is assigned in the C. S. O. of Dept. of Luzon, in Manila.

W. J. Donahay returned to the U. S. sick and ia



T. A. MILLER,

President of the Virginia Board of Pharmacy.

now under treatment at the Presidio, San Francisco General Hospital.

We note the discharge from the service of Robert Leighton after a two years' term in the Islands.

The following assignments to U. S. A. transports are filed: "Summer," K. G. Kincaid; "Thomas," H. Meade; "Logan," B. L. Jacobsen; "Sheridan," P. Haughey.

Christopher Herman, has been assigned to Fort Lawton, Wash., for duty.

The Hospital Corps School of Instruction at Washington, D. C., with Sergeants, first class, Newport, Thomas and Leidinger, are attending the manoeuvres at Ft. Gretna, Pa.

Sergeants Lathrop, Fair and Fontegne have applied for service in the Tropics again instead of being ordered to duty in the U. S.

G. W. Muller, at Fort Leavenworth, Kas., is ordered to the Presidio General Hospital, at San Francisco.

C. M. Shaw still holds down the old Hospital No. 3 at Luneta Barracks, Manila, P. I.

Fourteen applicants for the grade of hospital steward with the rank of sergeant are on file at the surgeon-general's office, all being from the P. I.

Gus. J. Westerdahl, recently at the large military hospital, Holo, P. I., is ordered to the U. S. and will arrive on the next transport.

Recent changes in the P. I.: R. M. Walker, to Nueva Caoceros, South Camarines; Isaac C. Clarke, Binua, Laguna; Otto Schimann, Taal, Batangas; Theodore Solomon, Santa Cruz, Cavite; James C. Gunn, Cuyayan, Mindanao.

Of the sergeants, first class, on duty at or around the capital are Franz Luwe, H. Harberas, F. M. Marshall, Oscar Gabich, and J. B. Copping.

A daughter was born to the wife of sergeant, first class Patrick Looby, at Fort Mott, N. J.

The new uniform recently ordered for the pharmaceutical branch of our army is slowly being introduced, but at most points the old blue lingers yet. The emblems take the place of the red cross and the color of facings is changed from green to maroon.

COMMERCIAL TRAVELERS

Now Jones Can Say He Pays the Freight—There Are Wedding Bells—and Belles—for Messrs. Tupper and Dodd.

A mackerel, weighing 750 pounds, dressed and cooked, escaped from John F. Sprague, the manager of Sharp & Dohme's traveling department, and the rest of the boys at Monroehad City, S. C. There is some secret thing about that fish that Mr. Sprague cannot be induced to tell.

W. P. McGehee, Colorado, and Dr. M. C. Cornell, Texas, Sharp & Dohme men, are in town.

C. Crawford, salesman for the Hazeltine & Perkins Co., Grand Rapids, has been "crippling" about with rheumatism for some time. He still manages to see the trade.

C. B. Edwards, genial representative of Gilpin, Langdon & Co., called upon his Buffalo friends last week. He is enthusiastic in his praise of the good-fellowship of the Rochester druggists. He was a guest of the Rochester Ph. A. at their third annual outing. George Moore was in Buffalo last Thursday, calling in the interest of Dodge & Oleott. Mr. Whitman, with Merck & Co., New York, was in Buffalo on the same day.

J. C. Wolfinger, traveling for the Miles Medical Co., is spending the summer vacation at his home at Sturgis, Mich. In order to escape any suggestion of ennui he is assisting in Tobey's drug store, while Mr. Tobey and family are keeping cool in their summer cottage at Klinger Lake.

George Schaub, the Cleveland representative for Parke, Davis & Co., has gone for a trip up the lakes on his vacation.

John Paul Jones, Sharp & Dohme's state man, may now use the phrase "John Paul Jones—He pays the freight." Some time ago he was enjoined from using it by former Lieutenant-Governor Jones of this State, who asserted that the phrase was his, by priority of use. Now Mr. John Paul Jones has a letter of permission from the former L. G.

We may congratulate Charles E. Dodd, Parke, Davis & Co.'s representative in Spanish America, who is here engaged in honeymooning at Center Moriches, L. I. She was Miss Carolyn Elizabeth Mitchell of Albany, N. Y.

In a changing automobile, Dr. W. R. Clements, Brooklyn detail man of Sharp & Dohme, is off for a trip to Virginia with a party of friends. H. S. Kendall, that firm's Pennsylvania man, is resting for a short time in this burg.

E. Plummer, city representative of Parke, Davis & Co., is at the annual reunion of the "London Boys," Brooklyn detail man of Sharp & Dohme, is off for a trip to Virginia with a party of friends. H. S. Kendall, that firm's Pennsylvania man, is resting for a short time in this burg.

The Era is pleased to announce the marriage of Frank E. Tupper, of this city, at one time an Era scribe and now the State representative for Fox, Fultz & Co. Mr. Tupper's bride was Miss Maude W. Pugsley, of New Glasgow, Nova Scotia. The young people sailed for Boston and this city.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

P. O. Box 71.

NEW YORK CITY

NEW YORK AND VICINITY.

FOR NEXT YEAR.

Plans Already Well Under Way for Entertainment of State Ph. A. at Brighton Beach, Coney Island, Next Year.

Representatives from the pharmaceutical societies of this city, called by S. V. B. Swann, who wisely deemed it best to get an early start, met at Brighton Beach Hotel, Coney Island, last week to organize for the entertainment of the State Ph. A. next year.

Dr. William Muir of the Kings County Ph. Soc., was elected chairman of the executive committee; Peter Diamond of the N. Y. R. D. A., vice-chairman, S. V. B. Swann of the Manhattan Ph. A., secretary; Carl Schur of the German Apothecaries' Society, treasurer. The other members of the executive committee are Dr. A. L. Goldwater of the G. N. Y. Ph. Soc., and Dr. Joseph Kahn of the Drug Clerks' Circle. Other committees are:

Finance—Oscar Goldman, chairman; Dr. F. P. Tutthill, Thomas P. Cook, Charles S. Erb, Max Mariamson, Joseph Weinstein, Louis B. Epstein.

Entertainment—Fred Borggreve, chairman; A. Bakst, Arthur C. Searles, David Kantor, Henry Imhof, Isajah Lewin, Andrew E. Hegeman.

Printing—A. B. W. Firman, chairman, E. C. Goetting, M. G. Kantowitz, Oscar C. Kleine, Jr., G. Pfingsten.

Badges—Oscar C. Kleine, Jr., chairman, George H. Hitchcock, Dr. F. P. Tutthill.

Press—The pharmaceutical papers.

Ladies—Mrs. William C. Anderson, chairman; Mrs. Oscar C. Kleine, Jr., Mrs. Felix Hirsman, Mrs. A. L. Goldwater, Mrs. Thomas J. Keenan, Mrs. Joseph Kahn, Miss Muir, Mrs. Peter Diamond, Mrs. F. P. Tutthill, Mrs. Joseph Weinstein, Mrs. Charles S. Erb, Mrs. Adolph Tsheppe, Mrs. Hugo Kantowitz, Mrs. Henry Imhof, Mrs. Carl Schur.

Reception—Dr. F. P. Tutthill, Theodore Weicker, Timothy L. Woodruff, Horbert McKesson, W. J. Schiefelin, Thomas P. Cook, Clarence G. Stone, W. O. Allison, P. O. Haynes, A. R. Elliott, Edward G. Wells, George J. Seabury, R. W. Johnson, H. N. Fraser, Emil Levi, Albert Plaut, Carl Brucker, Eimer & Amend, Mr. Wackerberg, Joseph Weil, J. Stend, William H. Griffith, Col. Elmer W. Fitch, Wm. P. Ritchey, Dr. Ernest Stauffen, Wm. R. Warner, Jr.; Dr. E. H. Squibb, C. W. Meinicke, and others.

It was recommended to open the meeting on Monday, June 20, at 2:30 p. m., by an informal reception. Dances and greetings will occupy that evening. On Tuesday, Wednesday, Thursday and Friday the business sessions will be from 9 o'clock to 1. The travelers' auxiliary will have charge of transportation matters, subject to approval of executive committee. All actions of the sub-committees will also be subject to the executive committee's approval.

If a souvenir book is issued it will not be by outsiders, and any contributing jobber is entitled to an advertisement.

The Brighton Beach Hotel, a model one, will be headquarters. Rates will be: American plan, \$3.50 a day; European plan, with one person in room, \$2 a day; with two in room, \$3. Separate dining, committee, ball and reception rooms will be free. Landlord E. Clark King will send a booklet to every member of the State association.

SOME MORE WHO CHOOSE TO REST.

A few of the recent vacations: Colonel Elmer W. Fitch, manager of Parke, Davis & Co.'s New York house, is temporarily a resident of Nova Scotia, where he likes to loat and fish at this season of the year. William J. Carr, superintendent for the same firm, is

at Asbury Park with his family, and varies salt bathing with bowling. William B. Kaufman, manager of the export department, is at Saratoga Springs.

Joseph Weinstein, president of the N. Y. R. D. A., is living at Seabright, Coney Island, with his family for the summer. A. Bakst of Bakst Bros., was at Rockaway for a few days' outing. C. H. Bernstein, the Hester street druggist, is in the Catskills with his family.

E. H. Holton of Holton & Adams, 54 Beekman street, tries his fishing skill in Orange county late this month. Commodore Charles H. Tompkins, of Schieffelin & Co., has gone out on the briny for a few days. Then he will go to the Catskills to view the interesting places his wife has there discovered during the summer, and then, inveterate yachting enthusiast that he is—his title was well earned—he comes down to see "Sir Thomas lift the cup."

McKesson & Robbins' wholesale plant is nearly depopulated just now. T. F. Farrell, southern trades manager, is cooling in the breezes of Block Island; William E. Jennings, manager of the export department, up the State; Charles Weiss—everybody knows him—in Norway, Me.; Herman Breiting, German salesman, who also owns a pharmacy at 2393-5 Broadway, is somewhere; William Burnett of the jobbing department, Rhode Island, and Benson McManus of the export department, in Sullivan county.

John G. Wischerich of Bedford and Greene avenues, Brooklyn, will join his family at Lake George soon.

CRUDE DRUGS FROM A NEW SOURCE.

A number of common plants, occurring in some cases as weeds, furnish, when properly collected and cured, crude drugs such as are now imported in large part from Europe and elsewhere. The bureau of plant industry of the United States Department of Agriculture is now engaged in the preparation of a farmers' bulletin pointing out the desirability of satisfying the demand for these drugs from domestic sources. The bulletin will contain descriptions and cuts of the plants, and methods of collecting, handling, and curing will be given.

In order to increase the effectiveness of the bulletin it is thought necessary to bring the prospective collector in touch with buyers. Therefore, circular letters are being sent to dealers in drugs asking if they wish to be included in the list of firms to whom the bureau is authorized to direct those wishing to submit samples and get prices.

PURVEYORS TO A STRANGE ORGANIZATION.

Hoboken, N. J., druggists are the purveyors to a club, the likes of which may not exist anywhere else. Indeed, the report that there was such a club in Hoboken was long scoffed at. But it is now known to exist and it is named the Hoboken Suicide Club. Poison is the favorite manner of taking off, and the druggists,



WHEN YOU HEAR OF A BABY

Think of the dollar you can make selling us

ARNOLD MILK STERILIZER AND PASTEURIZER

We will supply you with free literature with your name to distribute on application.

WILMOT CASTLE COMPANY.

26 Elm Street, Rochester, N. Y.

whose responsibility ends when they have complied with the poison laws in selling, are much in evidence at coroners' inquests. They do not like the notoriety, but it is well known that no blame can be attached to them.

A man bought Paris green at G. C. L. Maes' store, 151 Oakland avenue, last week. In a few minutes another man rushed in with the information that the Paris green had gone into the purchaser's crop. Mr. Maes advised dosing with mustard, and the severe retching that was brought on saved the would-be suicide's life.

A man named Rock got rough on rats at William S. Branner's store, 110 First street, Hoboken, and carried it to a saloon, where he and a friend divided it into two glasses of liquor and bumped glasses, draining the contents. Rock then staggered back to the drug store and sat down, soon rolling to the floor, whereupon the clerk dashed out for the ambulance. It was at Branner's that Ruello of the suicide club, bought carbolic acid a few weeks ago. Two other fellows, tired of life, bought carbolic acid at Willow avenue and First street, in a drug store, recently. It was designed for three, but one backed out.

NOW WE KNOW WHERE WE ARE AT.

July 28, 1903.

Hon. Seth Low,

City Hall, New York City.

Dear Sir—Many of our readers are enquiring why the regulations endorsed by the druggists at their meeting with the municipal explosives commission have not been signed by you. Will you kindly advise us when they may be expected?

Yours very truly,

THE PHARMACEUTICAL ERA.

July 29, 1903.

The Pharmaceutical Era,

8 Spruce St., New York:

Gentlemen—In reply to your letter addressed to the Mayor, I beg to say that the Mayor signed the regulations submitted by the municipal explosives commission, covering drugs and chemicals. You can obtain a copy and particulars from the secretary of the commission, 157-9 East Sixty-seventh Street, Manhattan.

Respectfully,

JOHN C. CLARK,

Assistant Corporation Counsel,

Office of the Mayor.

NEW JERSEY PH. A. COMMITTEES.

New committees announced by President George S. Campbell of the New Jersey Ph. A., for the year are:

Trade interests—S. D. Wooley, Ocean Grove; E. T. N. Stein, Jersey City; W. F. Ridgway, Atlantic City.

Query—Henry Schmidt, Elizabeth; David Strauss, Elizabeth; Herman J. Lohmann, Jersey City.

Membership—Clarence P. Smith, Newark; Charles E. Williams, Orange; T. S. Armstrong, Plainfield.

Procter memorial—Charles Holzhauser, Newark; William C. Alpers, New York; George M. Beringer, Camden.

Dr. Charles Rice Memorial, presentation—Herman J. Lohmann, Jersey City; George M. Beringer, Camden; Edward A. Snyder, New York; Frank C. Stutzlen, Elizabeth; James Foulke, Jersey City.

The county committees to form local associations are: Albany—W. F. Ridgway, H. H. Donkeyne, A. D. Calkoden; Middlesex—G. W. Parson, S. S. Rust, Charles Drake; Bergen—Eugene M. Fadden, L. Rockefeller, A. D. Miles; Monmouth—S. D. Wooley, D. H.

Hills, J. H. Rosell, Jr., Burlington—H. P. Thorn, H. B. Weaver, George F. Denon, Morris—William T. Brown, H. M. Smith, James A. Goodale, Camden—George M. Beringer, Jochim R. Moon, Lewis H. Wilson, Ocean—Charles A. Rye, W. J. Harrison, C. B. Mathias, Cape May—W. R. Wales, Cumberland—Charles W. Darr, O. K. Whipple, Henry A. Jordan, Essex—Charles Vinograd, L. L. Stuehle, Clarence S. Abrams, Gloucester—E. G. Thomas, A. S. Marshall, J. W. Merritt, Hudson—Charles Kuehne, Charles H. Landell, John B. Thompson, Hunterdon—George M. Shamalia, E. M. Roche, W. H. Baker, Mercer—George T. Fitzgeorge, W. S. Taylor, C. H. Young, Passaic—C. C. Smith, J. V. Folkesson, J. B. Keller, Salem—George M. Andrews, William H. Dumm, Frank Luerssen, Somerset—J. D. Cate, J. C. Thatcher, George W. Burns, Sussex—H. O. Ryerson, C. H. Linn, J. V. Rosenkrans, Union—George H. Horning, T. S. Armstrong, A. P. Kirstein, Warren—Clarence E. Griffin, Joseph S. Carter, Theodore Crane.

MERCK GETS HERF & FRERICHS CHEMICAL CO.

Merck & Co. of this city have announced their purchase of the works of the Herf & Frerichs Chemical Co., St. Louis, excepting the ammonia plant, which that firm will continue to operate. The main offices of Merck & Co. will remain in this city and their works at Rahway, N. J., and Darmstadt will remain as they are, but the branch house at Chicago will be removed to St. Louis.

VACATION THAT COST NOTHING.

Two young women, employes of the Humphreys Homeopathic Medicine Co., went to Niagara Falls for a few days' vacation recently, prepared to spend about \$40 apiece on the trip. Their train had a collision, hardly jarring them. They went on, undisturbed, had their time and came home, when they were immediately visited by an agent of the railroad company, who paid them \$40 each for resigning any claims for damages. No doubt he thinks his employers got a bargain; the girls know they did.

NEW YORK NOTES.

—Among the week's visitors: E. B. Norton, the famous cutter of Birmingham, Ala., and children, who are often on the new board walk at Ashbury Park; George P. Norzgren, druggist of Sherburne, Minn., and Dr. R. C. Farrish of the same town, who were on their way home from a European trip; Adolph Suro, the Ponce, Porto Rico, druggist, who came on an annual buying trip; J. M. Tague, buyer for the Van Fleet-Mansfield Drug Co., Memphis Tenn., and his wife and two daughters; Justin T. Smith, Scranton, Pa., who was on his way East to see relatives; R. L. Palmer, Atlanta, on his annual buying trip; George Worley of T. R. Worley & Son, Covington, Ohio, who was buying for that store and for Worley & Albaugh, Franklin, Ohio, and Branson & Worley, Piqua, Ohio.

—The venerable William Blaikie of Utica, accompanied by his daughter Margaret, sailed on last Saturday morning for a six weeks' visit to Scotland. They will go direct to Glasgow, and will make such trips through Scotland as Mr. Blaikie decides upon when once he reaches the other side. William Blaikie is president of the St. Andrew's Society in Utica and twelve or fifteen of its members gathered at the depot to bid him good-bye and wish him a pleasant journey and safe return. The members surrounded their president and sang the concluding stanza of "Auld Lang Syne" in true Scotch style.

—"Umpf!" said the assistant cashier of the Chemical Bank, 270 Broadway. "That story came out first in a New Jersey country paper. This concern organized to manufacture chemicals with a banking charter.

When we began banking we soon reorganized, and dropped chemicals. That was a hundred years ago—almost." The story was printed in a drug paper last month that the bank, compelled to do so by its charter, still retained a little shop where castor oil might be obtained by the astonished patron of the bank.

—John C. Stubenrauch, drug salesman of No. 944 Trinity avenue, Bronx, filed a petition in voluntary bankruptcy; liabilities, \$10,516.41; assets, \$100. Among the creditors are: Howard Menn, Forest avenue and One Hundred and Sixty-fifth street, \$6,193.37; Schieffelin & Co., \$474.87; Fred C. Anthes, 125 East Eighty-third street, \$1,000; C. N. Crittendon Co., 115 Fulton street, \$475. Stubenrauch once had a wholesale trade. He failed in business several years ago.

—Dr. George W. Jewett, examiner in the Seventh division of the Government appraisers stores, this city, whose recent dismissal by Secretary of the Treasury Shaw is severely criticized by the wholesale druggists, will be reinstated, the proceedings against him begun over again in accordance with civil service rules and his discharge ordered. The druggists, who are a unit in supporting Dr. Jewett, may take their plea for his retention to President Roosevelt.

—The drug store of Julius Finklestein, Forty-seventh street and Eighth avenue, which is only half a block from the police station, was robbed by thieves who entered through a rear window, which is a foot wide and two feet high. The cash register was broken and \$30 taken, but a bank book, in which were \$110 in bills and a diamond ring, was overlooked. The thieves also took two ounces of cocaine.

—Members of the New York R. D. A. deny that there was serious talk of mandamus proceedings because of the recent appointment of Charles S. Erb to the board of pharmacy. The feeling that their association should have been drawn on for the appointment prevails, but there is no question of the legality of Mr. Erb's appointment.

—Rudolph A. Witteman of Witteman Bros., importers of bottlers' supplies and soda water fixtures at 188 William street, was arrested charged with making fraudulent entries at the Custom House. It is alleged he misrepresented the value of thirty-seven cases of metal capsules and defrauded the Government of \$20,000.

—Sixty trained nurses made Parke, Davis & Co.'s Maiden Lane laboratories and offices look like a teachers' institute one day last week. They were shown the big stocks of pharmaceuticals and crude drugs, were sampled with toilet and dietetic preparations, and because it was warm were cooled with ices.

—And then the cold weather came along and lumped our soda water story of July 16, in which it was shown that there should be 189,000,000 glasses of the beverage sold this year because there should be 27,000,000 sold in each of the three hot months. But there are no hot months.

—W. R. Sayer, druggist at 2308 Third avenue, bought the stock of Adolph S. Katzmann of One Hundred and Twenty-second street and Third avenue, who assigned recently, of the assignee, Bernard Shaw of 208 Broadway. Mr. Sayer will use the stock in his own store.

—Paul Armstrong has privately sold the store at 797 East One Hundred and Thirty-eighth street, which he recently received by assignment from A. Friedberg. The stock will be used in opening a new store somewhere in the city.

—There will be no meeting of the committees appointed to solicit funds for raising the New York C. P. debt

for two weeks. Prospects are that the total gathered will amount to \$15,000—1 comfortable decrease in the debt.

—Frank A. Gundlach, who recently sold his pharmacy at Columbus avenue and One Hundred and Sixth street to Paul Nicolai, is now secretary-treasurer of the Lineman's Supply Co., this city.

—The Apothecaries' Bicycle Club pedals to Giffords, S. I., today, to fish, meeting for the start at the West Twenty-fourth street ferry and dining at Fitzgerald's.

—The pharmacy of the H. L. Hasenohr estate, 466 Grand street, has been bought by J. Cherey & Co. of 464 Grand street, and the two stores will be combined.

—The Frederick Hauck pharmacy at 169 Bushwick avenue, Brooklyn, has been purchased by J. Rothmann, lately with W. E. Golden at Freeport, L. I.

—Dr. Herman Seaton, 104 Canal street, was sold out on a mortgage at public auction on July 28. E. Dreyfuss being the auctioneer.

—Reid & Veonius have doubled the size of their store at 752 Union street, Brooklyn, by taking the building adjoining.

FROM JERSEY TOWNS.

—The five free dispensaries in Jersey City have been rushed during the last week. Altogether 488 prescriptions were put up. At Charles Zoeller's store, 458 Central avenue, 37 cases were treated; W. R. Laird, 250 Washington street, had 50 cases; John G. Gallagher, Grove and Fifteenth streets, 69; Cadmus', 229 Newark avenue, 211; and the Newman Rescue Mission, 91 cases. Dr. Saur of the city board of health, says that skimmed milk is causing a large part of the illness and some of the deaths among the children.

—William Herd has left the employ of George Hoffman, Garden and Fifth streets, Hoboken, to clerk for C. F. Atherton, Flatbush and Church avenues, Brooklyn. S. N. English, lately with Davidson & Buckley, Brooklyn, is now clerking in Asbury Park. James C. A. St. James, New York C. P., '03, has gone to Colorado for his health, resigning his position with George W. Parisen, Perth Amboy.

—The Bayonne Druggists' Base Ball Club, with Congressman Benny as catcher, tried conclusions with the doctors' team the other day. The score was tied at nine to nine. Captain William Whitehead received a soak on the jaw from a pitched ball, but hung until the end of the game.

—The Employes' Mutual Aid Society of Colgate & Co., Jersey City, will have a picnic at Greenville Schutzen Park on Saturday, September 5. More than 1,000 tickets have already been sold. There will be souvenirs for ladies.

—Edward Smith, formerly an expert in the works of the New York Glueose Co., has gone to Greenport, L. I., to take charge of the Laurel Hill General Chemical Company's plant.

—Druggist Bollie Weisman of North Hudson, was arrested for selling liquor without a license. After a hearing his case was set over until Wednesday of this week.

—The Atlantic City retail druggists have organized and affiliated with the N. A. R. D.

MULFORD'S pre-Digested Beef contains the entire nutritive value of fresh lean beef, pre-digested, in a form ready for immediate absorption. Special inducements are made to live druggists to handle this preparation. Write us for particulars, sending a correct mailing list of your physicians.

H. K. MULFORD COMPANY,

Philadelphia.

AT ROCHESTER.

—The drug clerks of Rochester have been approached by an outsider who endeavored to interest them in a scheme to form an organization to secure shorter hours. On all days except Saturday they now work until 9:30 p. m., and on Saturday until 10:30. They would be willing to work Saturday nights, some of the clerks say, if they could only get away the other nights. The man who broached the plan did not stay in Rochester long enough to give the clerks a chance to hold a meeting. The owners would be willing to close early if all stores adopted the plan.

—J. K. Post, whose business was established by his father in the old Smith's Arcade in 1838, and who was brought up in the store and has conducted it since his father's death, was recently obliged to remove, owing to the proposed razing of the Smith block to make way for a modern structure. Mr. Post was fortunate in getting quarters in a larger store at 17 Main Street east. Asked how he liked his new store, Mr. Post, who was hunting for a bottle of something or other, frowned and said: "Don't like it at all; can't put my hand on anything."

—At Guilford's "Cut Rate Drug Store," corner of State and Andrews street, they are making a run on wines. This sign attracts attention: "Realizing the fact that wines and liquors should be obtainable other than at the saloons, we have added a fine stock of wines and liquors, which we sell at cut prices in any quantity less than five gallons. No prescription required."

—The Grocers, with their numerous fruit and candy stores located in the center of the city, have cut into the soda water business until now they almost control it. This is partly the reason why the downtown drug stores do not all sell soft drinks.

—Ilyron M. Hyde of the State board of pharmacy, has been away for a week. Mr. Hyde has doubled the size of his store this summer by leasing the store next door.

—The Paine drug store on Main Street east, established in 1872, is being entirely renovated. The company is working more into the wholesale business.

—M. I. Baldwin, druggist of 90 Reynolds Street, has gone exclusively into the manufacture of soda syrups.

—C. F. Maid, whose drug business is at 379 Lyell avenue, is ill in one of the local hospitals.

—William Oberly, a clerk of I. Barrowbough, on Main Street west, has resigned.

'ROUND ABOUT BUFFALO.

—Some changes in clerks—John Buetner, formerly with C. J. Dwyer, Elk and Louisiana streets, is now with Leo A. Borget; Joshua Stillberg, to C. J. Dwyer, Broadway and Michigan street; H. G. Stillwell, to the 1316 pharmacy, Niagara street; Max C. Salehow, to R. K. Smith, 588 Niagara street; W. H. McCoach, to H. C. Cleveland, 242 Forest avenue; F. S. Grotjan, to F. Sponer, 1985 Niagara street; R. B. Aylsworth, to A. J. Werner, 316 Elmwood avenue; William Naish, to Smith & Thurston, 281 Bryan street; G. E. Tammhauser, to W. Theobald Rose, 1164 West avenue; W. R. Schooley, to E. H. Brockton, Chenango and Massachusetts avenue; H. S. Vaughn, to H. M. Grove & Co., Batavia.

H. M. Grove & Co. have bought the drug business of W. S. & J. J. Patterson, Batavia. C. R. Taylor has bought the pharmacy of Webber & Gardner, Middleport.

George Remann, secretary of the Western branch of the State board, and Mrs. Remann went to Mackinac Island and the A. T. A.

NEW ENGLAND.

A TROUBLED MORTAR AND PESTLE.

The Road Commissioners Persecute Wilcox's Sign Again—Robberies Galore—Vacations—The Notes Contain Marriages, an Elopement, and Many Other Interesting Items.

Boston, August 4.—Era readers may recall the controversy two years ago between the board of selectmen and the road commissioners of Chilton. It all came about through an illuminated mortar and pestle sign, of colored glass, suspended in front of the store of Merchant & Wilcox. An order was issued for its removal on the ground that it was objectionable. But the druggists, backed by the selectmen, refused to take it down. Then the valiant superintendent of streets mounted a ladder and removed it himself, carrying it off, and was arrested for theft, found guilty, and fined \$15. He appealed, but the trouble was settled privately. Now, the board of selectmen has again given permission to hang out the sign on the ground that it illuminated and may be classed as a street light. The town solicitor says that the selectmen are right. But the road commissioners say not, and they have notified H. A. Wilcox, the present proprietor, that injunction proceedings will be instituted if he again puts up the sign. The end is not yet.

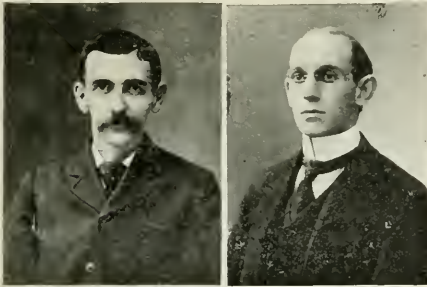
BURGLARS MANY IN MASSACHUSETTS.

Boston, August 4.—In Lynn, Haverhill, Worcester and Brockton, burglaries have taken place in drug stores within a week and the epidemic is spreading. In Lynn, the Bulfinch pharmacy, Lewis and Cherry streets, was entered and robbed of \$10 in cash, cigars and other articles. In Haverhill, Fred E. Stevens' and Frank M. Breed's stores were visited. At the first place razors, postage stamps and Turkish cigarettes were confiscated and Mr. Breed lost \$10 in money, two watches and cigarettes and cigars. In Worcester, a fourteen-year-old boy was convicted of stealing money from Green's store and the court sent him to the State reform school. Three boys in Brockton were caught at Frank Randall's store one afternoon while taking the key to a rear door.

ON OUR VACATION LIST.

Boston, August 4.—J. H. Potter, druggist in the Roslindale district, is enjoying a vacation in Maine, J. H. Wellington assuming his duties. Romauld Fernier, clerk for A. J. Brunnelle, Fall River, is also in Maine. Clifford Ramsdell, a New York drug clerk, employed by a prominent wholesale house, is having a vacation at the home of his mother, Mrs. Rebecca Ramsdell, in Whitman. Thomas Wallowork, clerk in Grover's pharmacy, Winchester, has started for a three months' vacation at North Andover. It is ill health in his case. Wallace Courtney of Dana's drug store, Franklin, is at Boothbay, Me. After a vacation of a fortnight, Herbert Dow, of Hunking & Christie's store, Haverhill, has returned from Hampton Beach, N. H. H. H. Parkis of the Garland pharmacy Gardner, is in Nova Scotia for rest and change. Robert Barrett of Lowe's drug store, Andover, is on a vacation. Richard Cooper, clerk at the Quimby pharmacy, Palmer, is convalescing from illness in New Hampshire.

CHARLES HERBARD, severely scalded early in July by the explosion of a tank of acid at the Avery Chemical Works, Littleton, Mass, died at a hospital in Boston. His home was in West Acton.



ROY E. MAYO, Pres. R. D. JUDD, Sec.
Officers of the Worcester (Mass.) North Pharmaceutical
Association.

FRAUD ORDER AGAINST CROWN MFG. CO.

Boston, August 4.—The mail fraud order issued by Postmaster General Payne against the Crown Manufacturing Co. has been sustained by the United States Circuit Court. L. V. Cushman, manager of the company, applied through his attorney for an injunction to restrain Postmaster Hibbard from denying the company the use of the mails. It was contended for the company that the statute governing the case was unconstitutional. This was not acquiesced in by Judge Colt. By his ruling the use of the mails is denied the company. The alleged grounds for the issuance of the fraud order is that the company, which handles almond cream and stamping outfits, has been misrepresenting its business to the public through the mails.

THE BAY STATE.

—A barrel of alcohol exploded with force and noise in the basement of Green's drug store, Main street, Worcester, and only exceedingly courageous and prompt work on the part of the clerks prevented a more serious result. Loss was \$100, covered by insurance. A carelessly-thrown lighted match caused explosion of a five-gallon tank of alcohol in Currier's pharmacy, Pittsfield, setting fire to the basement. The fire was extinguished after an hour's work. A clerk, Otis Covey, was severely burned on his arm. Fully insured. Work of renovating Green's store, Springfield, after explosion damages on the night before the Fourth, has begun.

—Recent raiding of the store of Joseph Thibeault, Broadway, Lawrence, brought to light the fact that the proprietor is not a druggist at all, but a plumber. He did not have a registered pharmacist in his employ. At the raid he ran into the rear room, apparently to warn two men, who were found with half-finished bottles of beer. In Thibeault's coat pocket was found a small bottle of whiskey and also a small quantity under the soda fountain. He admitted that he was caught "hands up," when placed under arrest. Thibeault was fined \$75 and paid promptly. He had an alternative of serving a sentence of three months.

—At Klein's pharmacy, Tremont and Boylston streets, Boston, Harvey S. Garcelon, for years owner of a store in West Somerville, has been made night manager. William Christy is an addition to the force at F. E. Berry's store, Beverly. William Boyle, formerly clerk at Thompson's, Shelburne Falls, has returned there from a local railroad office. At the C. E. Ball Company's pharmacy, Holyoke, Miss Anna Parker has been engaged as clerk. Michael Dillon, Jr., is a new clerk at LeGiro's, Palmer.

—People of Newton are somewhat excited over the

elopement of Harry S. McDaniels, clerk for Dr. Paine, with Miss Edith McMann. She is said to be pretty and accomplished. In the temporary absence of the bride's parents they went to another town and were married. Mr. McDaniels for some time was a drug clerk in Boston, before going to Newton. When Dr. Paine heard of the runaway marriage he promptly demanded Mr. McDaniel's resignation, and now no one knows where they are.

—A new scheme of swindling has been tried with success in East Bridgewater. A well-dressed man entered a store where the proprietor's wife was in charge. He looked like a traveling salesman, grip in hand, and tried to induce her to buy some new headache powders. He induced her to sample one, rubbing a white powder on her forehead. She lost consciousness and when she revived the contents of the money drawer were gone.

—To study methods used in the preparation of antitoxin and vaccine virus, Dr. Theobald Smith of Boston, and of the State board of health, has gone to Europe. He has had charge of the manufacture of antitoxin for the State at the Bussey Institute, and it is expected that his investigations will be of marked value to the board of health which has been given authority to manufacture antitoxin and vaccine virus at the institute.

—Thieves continue to break in and steal. C. E. Cain, Summer and Church streets, Lynn, lost \$6 in cash and sundries. Two attempts were made to enter the Gilman pharmacy, Wakefield. In Fall River burglars got into O. G. Polvert's Maplewood pharmacy by forcing a large front show window. Four or five hundred cigars, a small amount of money and a few other things were taken.

—Fire almost cleaned out the store of Warren Smith, Exchange street, Chicopee, involving a loss of \$10,000, fully covered by insurance. The cause is believed to have been spontaneous combustion of chemicals in the rear where there was a quantity of ammonium chloride and chloride of lime. Firemen swept everything from the shelves with water.

—Thomas J. Hartnett, clerk at Hanover and Salem streets, Boston, made several attempts to take his own life with morphine. The last time a woman customer engaged in a struggle to thwart him after he had informed her of his purpose. On the technical charge of drunkenness, he was arrested and held pending investigation.

—William Strong, a Fall River clerk, had boasted of his success in catching fish. He could put all stories of rival anglers in the shade. While people were waiting for him to come triumphantly home with a big string the other day he quietly came around the back way through the woods, not saying a word.

—Daniel Driscoll's store in Malden is to be removed to another location because of grade crossing improvements. M. L. Proulx has removed his store in Fall River to the store John A. Tuite's old stand at East Main and Peckham streets. The Elm Park pharmacy, Groveland, is undergoing renovation.

—Stanley B. Weld of Falmouth, has withdrawn from his connection with Ticketts & Banks, expert chemists, assayers, etc., to become a member of the firm of Polke

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO. - - Boston

& Parmelee, engaged in the same business in Denver, Colo., where he succeeds Edwin C. Pohl.

—George L. Dauphinee, clerk for Lewis & Co., Washington street and Cornhill, Boston, has gone to Waltham as clerk at the Bacon & Sawyer pharmacy, where he succeeds Frank Bacon, who has been appointed to the United States internal revenue service.

—Two suits have been instituted against the White Perfection Handage & Supply Co. at Brockton, one by the Insinger Company of Philadelphia, and the other by Charles Sweetser of Lowell. In each case an attachment of \$1,000 has been placed.

—Theo. F. Rice & Co., druggists at South Framingham, have engaged Horace J. Sloan of Lowell, as clerk. John Gulligan, employed at the Goldthwaite store in Whitton, has been transferred to the same proprietor's pharmacy in Taunton.

—Charles E. Rogers, druggist, disappeared from his home in Roslindale, early in July. He gathered up all his clothing on the plea of sending it to a tailor to be cleaned. His wife believes that he went to Cuba. He bore a good reputation.

—Frank Parrott has resigned as clerk for the C. E. Hall Drug Co., Holyoke, and his place is filled by John A. Quigley. Messrs. Blight and Blake, for some time at Hendry's pharmacy, Boston, have both left the drug business.

—Edwin F. Leonard, a Springfield retail druggist, has purchased a large brick block situated at Main and Sargent streets in that city, for investment purposes, paying about \$80,000. This shows that he has been prosperous.

—James C. Butler, druggist in Gloucester, has gone and got married. The bride was Miss Grace E. Wood of Derry, N. H., and the ceremony was in Haverhill, the home of the bridegroom. They will live in Gloucester.

—Explosion of carbolic acid placed near a fire in H. S. Richardson's store, Concord, caused a blaze in which disaster was averted through prompt use of a hand extinguisher by the proprietor.

—In old Marblehead, the Atkins drug store has been opened with Dr. Kelley and Ernest Snow of Boston, in charge. P. J. Donahoe's new drug store in Milford is about completed.

—A rumor is current that Fred A. Tarbox, the Newton chief of police, who during the last year has made great war on druggists whom he thought sold liquors illegally, has resigned.

—Henry Maloney, clerk at the Weeks-Hill pharmacy, Quincy, narrowly escaped being drowned while bathing at Nantasket Beach. Several small boys went to his rescue just in time.

—Hon. Charles L. Denn, mayor of Malden, senior member of the wholesale drug firm of Denn, Foster & Co., Boston, has been on a vacation in Stafford Springs, Conn.

—John H. Cronin, druggist in Lawrence, went to Baltimore for the annual convention of the Benevolent and Protective Order of Elks.

—Louis P. Collet, a Worcester drug clerk, is still a patient at the City Hospital as the result of taking morphine. He is much improved.

—Arthur H. Millette, a well-known Brockton clerk, is now attached to the regular army hospital corps at Long Island, Boston Harbor.

—The American Chemical Co., Danvers, may remove to Worcester, where there is felt to be larger opportunity for enlarging the trade.

—In a fire in Wheeler's Block, West Brookfield, loss was incurred by C. H. Clark, a druggist. The damage was chiefly from water.

—J. E. Robillard, a Gardner druggist, has just met

with the loss of his father, Jean Baptiste R. Robillard of Montreal.

—Friends of Harry M. Church, a New Bedford druggist, presented him with a handsome large Howard clock.

—Andrew McConnell, who recently passed the board of registration, intends to locate in business in Worcester.

—In Lowell, cholera morbus and summer complaint are keeping the druggists busy.

RHODE ISLAND.

—The courageous presence of mind of James Murphy, a clerk in the employ of T. Roswell Parker, Providence, prevented a serious explosion and fire at his employer's place of business. The young man picked up a gallon can of benzine, ablaze on the outside, and threw it into the yard. Murphy's hands were severely burned and he will be unable to work for some time. The benzine was kept in a room in the rear of the store. A small quantity had been drawn from the can a few minutes before and Murphy, returning to the room, found the can in flames, supposed to have been caused by stepping on a match.

—The trustees of the Rhode Island C. P. have not yet elected officers for the ensuing year. At the recent meeting there was one short of a quorum and an adjournment was taken. The illness of President James O'Hare has since prevented the calling of another meeting. It is understood, as a matter of course, that the old officers will be re-elected. It is proposed to add one or two new courses to the curriculum. President O'Hare has gone to Sharon Springs, N. Y., to recuperate.

—S. Winfield Himes of Phenix, manages to get away from his store from Friday to Monday morning every week and spend a few days with his family at his summer cottage at Matunuck.

Summing up the Advantages.

We want to say a little something upon a subject which interests the majority of the public, viz., court plaster. Everybody is familiar with old style court plaster, its advantages and disadvantages, and the disadvantages, we are inclined to think, offset the advantages. It only acts as a protection at the best, and then only when it adheres closely to the wound, an accidental dampening or profuse perspiration causing it to wrinkle or peel off, and in case of severe laceration it is apt to irritate. To the Carpenter Chemical Co. of Detroit, Mich., we are indebted for a new kind of court plaster with all the foregoing disadvantages eliminated. It is called Carpenter's Water Proof Liquid Court Plaster, and in summing up its advantages and qualities the manufacturers say it is an invisible, absolutely water proof plaster which is pliable and elastic, will not break, wrinkle or wash off, can be applied instantaneously, hardens quickly, is highly antiseptic, and is guaranteed to contain no collodion, acid or gun cotton. This preparation is put up in 10c and 25c collapsible tubes, and may be secured from any jobber.

Not in the Trust.

In the advertisement of the Savage Manufacturing Co. on page 11 of this issue, attention is especially called to the fact that this firm are "not in the trust," but they are nevertheless large manufacturers of all kind of decorated tin boxes, and livery. Their factory is equipped with all the latest and best machinery, and we would suggest you correspond with this firm, whose address is Richards & Coffey Sts., Brooklyn, N. Y., before buying elsewhere, particularly if you want something in the line of special designs.



THE NEW PHILADELPHIA COLLEGE HOUSE.

Philadelphia, August 4.—With the development of colleges and universities there has arisen a need for the protection of students by improving their environment, surrounding them with the comforts of home, and strengthening their characters by providing means for the closer association of kindred and congenial spirits. When a college is located in a large city, many young men from a distance, finding themselves suddenly thrown upon their own resources, yield to the fascinations of city life and are confronted with grave dangers.

The Philadelphia C. P. committee recently furnished the Lucas mansion, a fine, large, four-story, brown-stone structure at 1913 Arch street, as a modern apartment house. It contains on the first floor, parlor, reception and toilet rooms, a dining room, 18x45 feet, and two kitchens, with hotel range. On the second, third and fourth floors there are twenty-six sleeping rooms. There are nine bath-rooms, complete fixtures, latest sanitary plumbing, and tiled floors and walls. There is an electric elevator, and a fire escape on the outside. Every room has steam heat. A large tank on the roof insures a uniform supply of water to the bath-rooms, and an independent hot water apparatus in the cellar furnishes an abundant supply of hot water. A well equipped laundry in the basement is also a part of the permanent fixtures.

A better location for such a purpose could not be found. It is within easy walking distance of the college, in an excellent neighborhood, while two trolley lines on Arch street, give, in inclement weather, quick transit to and from the college.

A similar, although smaller house, was occupied last year by the students of Jefferson Medical College. The Intercollegiate Y. M. C. A. will have charge of the running of the house. The success which they had in taking charge of the Jefferson College house fully

justifies the committee in entrusting to them this part of the work. A nominal board is charged each student, much less than he would have to pay for much poorer accommodations elsewhere.

Students will use their rooms for study, but on the first floor a reading and recreation room will be provided, with a piano, and every effort will be made to establish and promote home life with attractive surroundings. Of course, some regulations will be necessary, but it is not the intention to restrain the students in any way.

The leasing of this house marks an era in college life, and doubtless will lead to the establishment of other houses of the same character. A college club will undoubtedly be formed.

PENNSYLVANIA.

President Frailey Appoints Delegates—Pure Food Law Violations—Vacations—Blue Law Troubles—Soda Sales—Fines.

Lancaster, August 4.—These are new appointments made William O. Frailey of Lancaster, president of the State Ph. A.

Committee on legislation—William L. Cliffe, Philadelphia, chairman; J. R. Redsecker, Lebanon; Mahlon N. Kline, Philadelphia; Charles T. George, Harrisburg; C. N. Boyd, Butler; J. M. Baer, Philadelphia; H. W. Zeamer, Columbia.

Trade interests—Charles Leedom, Philadelphia; chairman; Edwin E. Frontz, Williamsport; J. H. Knoutz, Pittsburg; Fred S. Nagle, Wilkes Barre; Frank T. Wray, Apollo; Frank E. Dennis, Carbonate. Adulterations—D. J. Thomas, Scranton, chairman; J. W. Rewalt, Middletown; D. M. Krauser, Milton; R. H. Lackel, Philadelphia.

Delegates to N. W. D. A.—Miers Busch, Philadelphia.

Delegates to N. A. R. D.—William McIntyre, E. E. Heck, Pittsburg.

Delegates to Medical Society of Pa.—Professor Joseph P. Remington, Philadelphia chairman; J. R. Redsecker, Lebanon; Dr. J. A. Miller, Pittsburg; E. A. Cornell, Williamsport.

OTHER HAPPENINGS.

—A dose of castor oil went astray in Bryn Mawr. Three men fail to see the joke. One wanted the oil and didn't get it; another had no desire for it and took it, and the third, Charles White, salesman at Moore's pharmacy, mixed the medicine and the other men. A man with a pain asked Mr. White to fix up a palatable dose of castor oil. While waiting the customer became interested and moved away. Man No. 2 appeared. Mr. White completed his labors. He had not particularly noted the appearance of the first man, so he set a foam glass of soda water down in front of the other one, and remarked, "Drink it right down; it will do you good." Man No. 2 was surprised, but thinking that it was "on the house" did as he was bid. A painful explanation was up to Mr. White. He made it, but he does not consider the affair funny.

—Thirty-six Western Pennsylvania grocers, were arrested, charged with violation of the pure food laws of the State. All Pennsylvania will be gone over in a

PHENALGIN

Put up in One Ounce Bottles Only.

Powdered.....Per ounce \$1.00
 Pink Top Capsules.....Per ounce 1.00
 Tablets, 2½ grains only.....Per ounce 1.00

ETNA CHEMICAL CO., New York, U. S. A.

cleaning out of this crime. Lard, jelly, honey, spices, etc., are the articles involved. The inspectors were wont to stroll innocently in market basket on arm, and make supposed family purchases. Forty-three of 57 samples analyzed were found to be adulterated. Some were let go on the plea that the manufacturer was to blame.

—The crusade against the sale of soda water in drug stores on Sunday in the borough of Wilkinsburg, near Pittsburg, under the old blue laws, took a peculiar turn on Sunday. The druggists had representatives at the churches, and suits were filed against all of the paid singers who appeared. They were arrested and gave bail for their appearance. Sunday, the druggists defied the burgess, sold soda water, and paid their fines on Monday.

—In Philadelphia: Business dull, everybody kicking, clerks away, proprietors home, trade flat. No other department store has followed the lead of the one lonely clothing and dry-goods emporium that installed drugs a few months ago. The scarcity of clerks continues, 41 stores asking, 12 men offering being the advertising record for one day.

—Harry C. Hughes, clerk at the Eagle pharmacy, Plymouth, is spending his vacation at Mount Pocono. Druggist F. S. Naglo and wife of Wilkes Barre, spent their vacation in Columbia county. W. D. White, druggist on the public square, Wilkes Barre, was a loser through the robbery of his cash register.

—Charles F. Hulber, who has been manager of the Joseph Riessenman pharmacy in Liberty street, Franklin, has resigned to accept a similar position in the Crystal Palace pharmacy, Liberty and Market streets, Pittsburg.

—H. G. Craig of St. Petersburg, has assumed the management of the Third ward pharmacy for the Franklin Drug & Chemical Co., Franklin.

THE SOUTH. COLLEGE CHANGES.

T. Ashby Miller Resigns Management of College— Maryland Is After Drug Adulterations.—Other News of the South.

Richmond, August 1.—T. Ashby Miller has resigned the management of the department of pharmacy of the University College of Medicine to take effect upon the election of his successor. The faculty announces the election of Roshier W. Miller, M. D., Ph. D. as professor of theory and practice of pharmacy and chairman of the department of pharmacy. Dr. Miller for several years occupied the chair of pharmaceutical chemistry. Great things are expected of his administration. The faculty accepted T. A. Miller's resignation with expressions of deep regret and at once elected him emeritus professor of theory and practice of pharmacy. He gave as his reason for retiring that the rapid growth of his various drug stores has made it necessary for him to devote his entire time to them. He has agreed, however, to deliver during the coming session a series of special lectures on "Store Management."

Dr. E. Govan Hill, long connected with E. W. Weingart's store in Manchester, has been elected to the chair of pharmaceutical chemistry. For several years Dr. Hill has been an adjunct professor in this department.

"The good old summer time" is a bad one for the druggists as far as making window displays is concerned. The C. I. Hood Co., call attention to this fact in their advertisement.

WELL, CAN YOU BLAME HER?

Baltimore, August 4.—Owen C. Smith, prominent in the retail drug trade of this city, and secretary of the Maryland Ph. A. was the hero last Wednesday morning of an exciting adventure, or rather, he would have been, but his wife didn't let him. He had to content himself with firing three shots from his blunderbuss—all the charges the weapon contained—out of the front window of his bed-room, which brought the police and a number of neighbors and relieved his better half of all fears for his personal safety.

The cause of the excitement was the smashing of two large front windows in the Mr. Smith's drug store, 1501 North Fulton avenue. He sleeps just over the store and was awakened by the crash of the glass. At first he thought burglars were in the sleeping apartment. When he found that the noise was down stairs and started to investigate, his wife would not let him leave the room, and he did the only thing he could under the circumstances. The only articles stolen were two bottles of medicine.

TO PROSECUTE DRUG ADULTERATION.

Baltimore, Aug. 4.—The discussion at the State Ph. A. meeting on a paper by Dr. A. R. D. Bohne on the adulteration of borax and mustard resulted in the adoption of a resolution to appropriate a sum not to exceed \$100 to enable the committee on adulterations to continue actively on the examination of adulterated drugs and food products of the State. This committee is to report all cases of adulteration to the board of health, which is to prosecute. But little is done in Baltimore and less in the State in this direction, and adulteration is practiced to a large extent.

MARYLAND.

—Considerable misapprehension prevails with respect to that part of Retiring-President J. Webb Foster's address at the annual meeting of the State Ph. A., which related to the N. A. R. D. It was proposed that the State organization again affiliate with the N. A. R. D., and this recommendation was not reported favorably by the committee on the address. The report of the committee being adopted, it appeared as though the association was hostile to the N. A. R. D., which is said not to be the case. It was explained that, as the association is a body composed of wholesalers and manufacturers as well as retailers, it could not be expected to affiliate with an organization made up only of retailers.

—Paul Lotz, son of Druggist William H. Lotz, Warner and Conway streets, Baltimore, is ill with typhoid fever. Druggist William Lauer, Edmondson avenue and Schroeder street, Baltimore, has gone on a two weeks' vacation trip to Atlantic City.

—Ernest Hasenbalg has accepted a position with Joseph B. Hall, North avenue and Aisquith street, Baltimore.

—Druggist George Vogel has opened his new pharmacy at Helldville, a suburb of Baltimore.

VIRGINIA.

—Dr. H. N. Stephenson of Tanno, has leased one-half of the first floor of the new bank building there and will in the next few weeks open a drug store, the first at this growing town. The unique fact about it is that Dr. Stephenson will be allowed under a law passed last winter to compound drugs without ever making a special study of pharmacy or holding a certificate from the State board of examiners. The law says that any regular practitioner of medicine, who lives a certain number of miles from a registered pharmacist

may himself compound drugs. No registered pharmacist is nearer than Williamsburg, ten miles distant.

—The wholesale and retail firm of Owens & Minor, Richmond, have added another store to their chain which now almost surrounds the city. Their latest acquisition is the commodious brick stand at Pine and Albemarle streets, owned by the John Gross estate. For twenty years a family drug store has been in this building. The price paid was \$3,400. Improvements are to be made and John W. Rison & Son will lease it. The number at the sale and the spirited bidding was indicative of the fact that drug-store property is in demand in Richmond.

—Edward C. Schefer, one of the younger pharmacists of Richmond, of Warriner's store, and Miss Lillian Jenkins were married last week. Mr. and Mrs. Schefer left immediately after the ceremony for Hot Springs, Va. One of the bride's presents was a chest of silver given by the friends of the groom who have met him about the store.

—The druggists of Staunton, have decided during the summer months not to keep open all day Sunday. The hours decided upon as most convenient to the public were 9:30 A. M. to 10:30 A. M. and from 5 to 6 P. M. One firm, F. W. Bell & Co., did not go into the arrangement.

—Roy Childrey, manager of the Broad street, Richmond, store of the Polk Miller-Coleman Drug Co., has been admitted to the firm, succeeding the late H. A. Coleman. The corporation commission has authorized a change of name to the Polk Miller-Childrey Drug Co.

—T. A. Miller is having extensive improvements made to his store on Broad streets, Richmond. The entire front has been taken out and a new French plate glass front is being put in.

AROUND THE GREAT LAKES.

BETA-EUCAIN A SUBSTITUTE.

Though It Has None of the Stimulating Properties of Cocaine, Its Agents Say.—But Illinois Board of Pharmacy Will Put Purveyors Through a "Course of Sprouts."

Chicago, August 4.—"Beta-eucaine, Shering—a safe and efficient substitute for cocaine," is the beginning of a circular sent out by E. Shering, manufacturing chemist of Berlin, Germany, through his agents, Schering & Glatz, New York. The circular is well worded, and doubtless the preparation will accomplish what is claimed for it, but that is not the issue in Illinois, where a peculiarly stringent cocaine law has just gone into effect.

The enormity of the cocaine traffic on the levee districts of Chicago and elsewhere in the city was beyond belief. One levee druggist is reputed to have made something like \$25,000 a year from the sale of cocaine and "dope." He bought 1,500 ounces at a time, it is said, and sold an average of 500 ounces a month. Another concern which had to give notes and a mortgage on its store to start in business on the levee, made so much money the first year that it paid all its debts and bought a handsome branch store in a residence district, paying cash down. How this was done, of course, nobody can testify but the owners.

But along came the anti-cocaine law, drawn so as to include other forms of "dope" as well, and empowered the board of pharmacy to revoke the certificates of those druggists who sold the stuff in violation of the statute, at the same time imposing other penalties. That

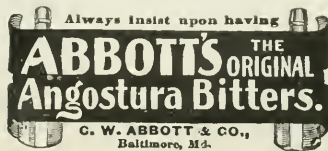
struck at the root of the matter and those who have been notorious as purveyors of narcotic drugs for "fiends" have generally discontinued the practice. The board of pharmacy gave out that certificates would be revoked without mercy; that the practice must stop and stay stopped or somebody would have to move out of the State to practice pharmacy. "Why," said one of the best known druggists in the city, "the night after that word went out the fiends came in here, although they knew we never sold the stuff to them, and offered us dollars in ones, twos and fives for cocaine in any quantity, and begged for it. They couldn't get it at their old haunts and tried their luck here. It was remarkable and gave me an insight into the enormity of the traffic such as I had never had before."

Now, to return to the beginning of the story: The manufacturers are, apparently, putting out their preparation in good faith, but it is positively charged that there are representatives of wholesale houses canvassing the trade with the suggestion that it will be a substitute for the dope fields to use and will bring back the trade again. It is even said that the suggestion has been made to mix eucain and cocaine, and the chemical constituents being similar, it will be almost impossible to tell the cocaine in the mixture, thus evading the law and fixing things again for the fiends and the crooked druggists. The board of pharmacy is awake to the situation and promises to put the eucain purveyors through a course of sprouts to the full limit of the law, looking upon eucain as in the same category as cocaine. Any druggist who appeals a decision against him on the eucain charge will have to be prepared for a long, expensive fight, for the board will not rest until it gets an expression from the highest court in the State, if necessary.

New York, August 4.—Carl F. Stiefel of Schering & Glatz, this city, sole American agents for beta-eucain and other of Schering's chemical products, said there was no such thing as the "eucain habit." In the literature his firm sends to physicians and pharmacists it is stated on the authority of prominent physicians and surgeons that beta-eucain is devoid of the stimulating properties which render cocaine, especially when used in the nose and throat, so seductive a drug. It produces no exhilaration and is recommended as a perfect substitute for cocaine only in the sense that it is an absolutely safe and non-irritating local anaesthetic. Antidotes are unnecessary, it is said, even when two or three times the maximum amount allowable for cocaine are employed.

LOTS OF PEOPLE AND LOADS OF FUN.

Cleveland, August 4.—The Northern Ohio D. A. had its annual outing at Manhattan Beach, near Cleveland, on July 29. The picnic was unusually well attended. Druggists from Cleveland and vicinity with their wives and children, nearly five hundred in all, were present. They arrived shortly before noon and did not leave until late at night. It was intended to hold the annual election, but immediately on the arrival of the picnic party numerous little coteries of merry-makers were formed and all were enjoying themselves so well that business was out of the question. The election was



therefore postponed until the next meeting, on the first Friday of August.

An elaborate and fruitful programme was carried out under the direction of a committee consisting of O. R. Goodyear, chairman, William Emrich, L. Herold, J. H. Sberling and Eugene Selzer. There were ball games, tugs of war, running races for men, women and children, indefinitely. Various prizes were donated by Cleveland firms. The picnickers spread over the grounds in families and partook of luncheon. Then came the contests, with boating and swimming in Lake Erie, until evening. During the evening there was dancing and refreshments.

ONLY THREE GALLONS AT A TIME.

Detroit, August 4.—Van Buren county is run on the local option plan, and the druggists are having a decidedly strenuous time of it. There are sundry individuals who go about all the time with that "dark brown taste" and it must be satisfied. It seems to have fallen to the lot of the druggists to assume the role of good Samaritans and relieve sufferings.

But minions of law cannot see it in that light, and as a result one or more of the profession are before the bar of justice nearly every week. The latest to face a charge are John H. Charles and Ed. B. Longwell, Paw Paw pharmacists, who were arraigned before Justice Lowland at Paw Paw. They gave bail to appear for trial in September. The charge is selling liquors in quantities of more than three gallons or more than twelve quart bottles to the same person or persons at one time, and so becoming wholesale dealers under the general liquor law of the State.

CHICAGO NOTES.

—Otto Schick, who lives at 924 Marshfield avenue, on Thursday last declared himself to be insane. He has been committed to the detention hospital. For twenty years, it is said, he has been in the habit of visiting his insane mother at the Kankakee asylum. He informed the court before which his examination was conducted that his father had committed suicide. Otto Schick was at one time a well known druggist, but has not been in the business for several years. He is about fifty years of age. Many old time friends and acquaintances in Chicago will be pained to learn of his affliction.

—"The new organizer of the Chicago R. D. A.," said Mr. Wooten, "is going about his work in a quiet, yet capable manner, and is getting results. We hope to have the association in good shape. Mr. Avery, the new president, is himself thoroughly in touch with the work and is one of the most capable men in the city. From this time onward publicity will be the watchword. We intend to have the druggists know what we are doing, and you will find Mr. Avery ready at any time to give you whatever assistance he can in the line of information about the doings of the association."

—A receiver was appointed for the W. H. Heegard Co., cigar and tobacco dealers, Lake and State streets. Lord, Owen & Co. handled their brands. They made the "El N. A. R. D." and the "Chicago Retail Druggists' Association" cigars.

—Over fifty druggists left Chicago on Saturday via the steamer Manitou for Mackinac Island and the A. Ph. A. They came from all sections of the South and West, as well as from Chicago. Albert E. Elbert was one of the number.

—The Fifty first street pharmacy, at Fifty first street and Indiana avenue, Chicago, is the name of the concern which recently succeeded C. S. Terrell & Co. at that address.

—Oscar Leatner, manager Western office of William L. Strauss & Co., New York, has just returned from a successful trip West.

—Chicago jobbers say that country trade is ahead of city business and that buyers from out of town are ordering liberally.

—E. W. Von Delden has sold his store at 686 West Taylor street, Chicago, to the Lucille pharmacy.

—Hattenhauer & Anderson, Streator, have been succeeded by Hattenhauer & Co.

Cod Liver Oil.

The greatest gain, a buyer of any class of goods can possess is the ability to correctly estimate the future demand and to purchase in advance the correct quantities for supplying that demand. In this instance, we wish to suggest to the buyers in the drug trade that they estimate their future demand for cod liver oil and secure their supply at once, as the yield of oil this season has been very light and only the larger dealers have been able to secure any considerable quantities. By reason of this scarcity the price will necessarily advance with the season, and it will pay the druggist to secure his supply at the present price. We take pleasure in calling attention to Parke, Davis & Co.'s Advertisement on the outside back cover of this issue. This firm can fill all orders with the new crop of either Norwegian or New Foundland cod liver oil, and will be pleased to furnish samples and quote prices. Address the Importing Department at 90 Maiden Lane, New York City.

They Are Thoroughly Antiseptic.

In the advertisement of the Florence Mfg. Co., Florence, Mass., which appears on another page of this issue, is a cut of a "Keepclean" hair brush full and running over with money, and from our knowledge of "Keepclean" brushes we assume that the stream of money flowing from the brush flows directly into the pocket of the druggist who sells them. It certainly is not the fault of the brush if the druggist does not make money selling them; it is his fault for not having them to sell. The "Keepclean" line includes hair, military, hat and clothes brushes, all made in an entirely new design with solid wood backs, aluminum faces and composition bristle settings which render them impervious to moisture and dirt. Since the advent of "Keepclean" brushes upon the market, they have come rapidly to the front, as they are sold at popular prices and it pays the druggist to handle them, both from the monetary point of view and the satisfaction afforded the customer. Write to the manufacturers and receive some profitable information on good brushes that yield nice profits.

Bioplasm (Bower).

With this issue we are pleased to introduce to our readers a practically new product which is being advertised very extensively to the medical profession, Bioplasm (Bower), manufactured by the Bioplasm Company, 100 William St., New York, who state that it is a wonderfully effective enzymic product, sustaining Dr. Sajou's evidence that adrenoxin in the blood is the foundation of vitality. Every retail druggist knows what an unfavorable impression he produces when he tells the physician he has not the article in question, and perhaps his best customer gets into the habit of calling at his competitors for the very reason that the competitor keeps up with the times. At any rate, we think there is going to be a good, healthy demand for the Bioplasm products, and we believe it will be to the druggist's advantage to stock them. More information and prices may be found on the inside of front cover.

OUR CANADIAN LETTER.

Toronto, Canada, August 4.—At the meeting of the council of the Ontario College of Physicians and Surgeons in this city, the special committee on legislation presented a voluminous report suggesting a number of amendments to the medical act. Among other restrictive measures proposed was one against "counter prescribing by druggists who undertake to advise their customers as to what proprietary articles or medical prescriptions are best suited for their ailments." The following recommendation was made as to patent medicines: "Regarding patent medicines, containing not only large quantities of alcohol, but sometimes poisonous doses of drugs, the public could be benefitted if every bottle or package was labelled with the formula or, at all events, the names of the constituent substances. The executive committee of the council was recommended to call the attention of the Provincial legislature to these suggestions. The report was adopted.

At the first meeting of the new Council of the Pharmaceutical Association of the Province of Quebec, in Montreal, the following officers were elected: S. Lachance, Montreal, president; J. E. Tremble, Montreal, first vice-president; A. E. Du Berger, Waterloo, second vice-president; W. H. Chapman, Montreal, treasurer. A resolution of condolence with the family of the late Hon. Mr. Duffy was passed.

The Robert Greig Co., Limited, has been incorporated with a capital of \$65,000 to take over the business of Robert Greig & Co., Toronto, and deal in druggists' and grocers' supplies. The provisional directors are William Cooke, Robert Greig, Ella Moir Greig, William B. Aikins and Samuel Bastedo.

The chattel mortgage on the stock of Whitesell & Co., druggists, Newmarket, Ont., was foreclosed and the stock sold at auction.

A meeting of the drug clerks of Toronto was held on Friday evening in the Medical Building, about 125 being present. The bylaws and constitution previously drafted were adopted and an organization effected by electing the following officers: President, Charles Wilson; vice-president, Stanley M. Tarrant; secretary, I. Blake Cook; treasurer, J. F. A. Wylie; chief of employment bureau, R. B. Cameron. A resolution was adopted that the officers should constitute a committee to wait on the council of the Ontario College of Pharmacy and urge that there should be no interference with the present educational standard required from apprentices. The objects of the association are union for social and business purposes and especially to assist members in obtaining employment.

Harry L. Bury of the inland revenue service, Port Dover, Ont., has been appointed Government analyst for Parke, Davis & Co., Walkerville. Albert Grant has purchased the drug business of R. W. Shaw, Springfield, Ont.

The monthly report of the Canadian Department of Trade and Commerce for the month of May, just issued, shows imports for home consumption of drugs, dyes, chemicals and medicines to the value of \$714,457 as compared with \$609,156 in May, 1902. The returns for the eleven months ended May 31, are \$5,224,436 for the current year and \$4,935,803 for 1902. The imports from the United States were as follows: May, 1903, \$303,431; May, 1902, \$209,446; eleven months ended May, 1903, \$2,937,206; eleven months ended May, 1902, \$2,780,181.

The exports of drugs, dyes, chemicals and medicines of home production were as follows, May, 1903, \$60,263; May, 1902, \$40,146; eleven months ending May 31, 1903, \$624,937; corresponding period of 1902, \$540,756. Exports to the United States were: May, 1903, \$14,031; May, 1902, \$16,946; eleven months ended

May 31, 1903, \$286,662; corresponding period last year, \$265,397.

James A. Scott, druggist of Tavistock, Ont., has sold his business to Mr. Brawn. W. W. Loucks has purchased the drug business of J. H. Colling, Clarksburg, Ont.

The drug store of A. T. Budd of Arnprior, was badly damaged by fire. His loss is covered by insurance. W. W. Homing, druggist, of Swan River, Manitoba, has disposed of his branch business at Grand View in that province to Mr. Priest of Toronto.

THEOPHILUS SMITH, an old-time Boston pharmacist, died at his home in New Bedford, Mass. Mr. Smith was born in South Dartmouth in 1841. At the age of 15 he went to sea on his father's vessel, the Tropic. When 17 he became an apprentice in the drug store of the late Thomas L. Jenks of Boston, and some two years later became clerk for Orlando Tompkins of Boston. When war was declared, in 1861, he promptly enlisted in the famous "Boston Tigers." Returning, he purchased the drug store at Shawmut avenue and Canton street, Boston, and soon after bought the famous "Z. Sampson" store, Court and Hanover streets. In 1875 he located at Broadway and D street, South Boston, and in 1887 opened a modern store in New Bedford. Failing health compelled him to retire permanently from active business life in 1895. He leaves a wife, a son and two daughters. Mr. Smith was very well loved. He and H. G. Shaw of McKesson & Robbins, this city, were school boys together.

PERCY COLLINS died in Brooklyn, N. Y., aged twenty-three years.

ROBERT I. DAY died in Somerville, N. J., aged fifty-nine.

Cystogen, Indicated in Surgical Treatment of the Urinary Tract.

Cystogen, manufactured by the Cystogen Chemical Co., St. Louis, Mo., is said to be of great value in the treatment of acute and chronic gonorrhoea, cystitis, prostatitis, urethritis, phosphaturia and as a solvent of uric acid. The manufacturers claim that Cystogen is indicated before, during and subsequent to any surgical treatment of the urinary tract, as it will flush the urinary passages from the kidney to the meatus with a dilute solution of formaldehyde, and thus render the urine aseptic. We believe the manufacturers, in placing this preparation upon the market, have simplified the treatment of diseases of the urinary tract, and as Cystogen is being extensively advertised to the medical profession, there will undoubtedly be a large demand for it. The progressive druggist probably already has it in stock.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.
Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

DO IT NOW!

Look over the advertisements in this issue NOW. You may get in on something good ahead of the other fellow. Perhaps you missed something good in last week's issue. Glance over the following and be sure:

ALCOHOL.—The old reliable Webb's Alcohol, made by James A. Webb & Son, 165 Pearl St., New York, who quote it F. O. B. Chicago or New York.

POMPEIAN MASSAGE CREAM.—An elegant toilet preparation which is being extensively advertised by the Pompeian Mfg. Co., 1063 Pearl St., Cleveland, O. For sale by all jobbers. Are you ready to supply the demand?

DIOSGENIN—H₂O, 3 per cent. "The kind that keeps." Made by the Oakland Chemical Co., 161 W. Broadway, New York, and sold by all jobbers. Why not stock the good kind, it makes friends for your store.

SPINOLIUM SICULUM.—An organic vegetable iron compound marketed by the Fischer Chemical Importing Co., 14 Platt St., New York. See their adv. on inside front cover.

WINE OF CARDUI.—A female remedy of value. Made by the Chattanooga Medicine Co., Chattanooga, Tenn. Costs \$5.00 per dozen.

AN ATTRACTIVE PROPOSITION.—J. N. Ferrer, P. O. Box 71, New York City, has one to offer to a limited number of live druggists in the larger cities. Are you one of them?

PURE RYE WHISKY.—Made by Clarke Bros. & Co., Peoria, Ill., established since 1896, in itself a guarantee of good goods.

RIPE PINEAPPLE.—Have you secured a sample can of that delicious "Sultan" grated pineapple, which was thoroughly ripened on its own root and put up with a small amount of sugar on the plantation where it was grown? If you haven't, better send 30 cents today to pay for packing and express charges, and secure a can before the offer closes. It is far and away ahead of the pineapple picked green and ripened in transportation. Robt. Stevenson & Co., 32-34 Lake St., Chicago, Ill., are the distributors in this country.

ANTIPILOUSINE.—Prescribed by the active practitioner for every type of inflammation. An extra 5 per cent may be secured by ordering \$24.00 worth. The Denver Chemical Mfg. Co., 57 Lighthouse St., New York, or of any jobber.

CONCENTRATED FRUIT SYRUPS.—Made from selected ripe fruit at Sandusky, Ohio, by the Duroy & Haines Co., and known to the trade as standard goods which draw trade to any fountain. Write for samples and prices.

KENT'S BRUSHES.—Made by G. B. Kent & Sons, Ltd., London, England. Every brush warranted. They add prestige to any store. McKesson & Robbins of this city are selling agents for the United States.

WITCH HAZEL.—Get the kind that keeps. E. E. Dickinson & Co., Essex, Conn., make it; a distillation of young twigs, pure spring water and the finest quality of grain alcohol.

MRS. W. C. SIMPSON died at Vienna, after a two months' illness. Mr. Simpson is an examiner of the Illinois board of pharmacy and has many friends among Illinois druggists who will be grieved to hear of this great loss. Mrs. Simpson was a lovely woman who had a host of friends.

CAPT. THOMAS G. FORWOOD of Behair, Md., died on July 29 of injuries received in a driving accident. He was 41 years old. He was commander of Company D First Regiment, M. N. G., and took a prominent part in military matters. For a number of years he con-

ducted a drug store at Behair, but later took up farming.

MRS. H. BIDDLECOMBE of Detroit, wife of a well-known pharmacist, passed away on July 22. Mrs. Biddlecombe's illness dates back 25 years, and was borne with the greatest patience and fortitude. She was 63 years old.

HENRY COHRT, Gladbrook, Iowa, died last week. His business will be closed out by an administrator, Mr. Cohrt had been in the drug business in Gladbrook for ten years.

MRS. C. A. DUDDY, wife of the Redfield, Ia., pharmacist, died last week in Colorado and was brought home to Iowa for burial. Mr. Duddy had taken her to the Centennial State in the hope of bettering her physical condition.

A Perpetual Injunction.

The Pisco Co., Warren, Pa., have, at a great expense to themselves, proved to the satisfaction of the courts that "Pisco's Cure for Consumption" contains no opium, morphine, or any other dangerous or deleterious ingredient. For the last year the Pisco Co. have been engaged in a law suit with certain counterfeiters of Pisco's Cure, and in the course of the trial it became necessary for them to establish their claim that Pisco's Cure contained no morphine at all. This they did by calling to their aid many of the leading chemists of the country, who, after careful analyses, testified to the truth of the Pisco Co.'s representations. On top of this testimony came that of several physicians and a multitude of customers who told of absolute cures of consumption in its earliest stages by Pisco's Cure. The effect of all this valuable testimony was a decision by the court pronouncing the counterfeiters' defence baseless and unsubstantiated, and granting the Pisco Co. an injunction perpetually restraining the infringers. The result of this case will be gratefully received by the drug trade, which has always been friendly to Pisco's Cure on account of its quick-selling properties and general satisfaction to customers.

The offer of the Standard Remedy Co., 123 Liberty St., New York, is an attractive one, and we call attention to the letter they have received from a pleased stockholder which was published in their advertisement last week. They issue preferred stock to the druggist to the amount of goods he buys, and guarantee minimum dividends. The general manager of the company states that they intend to give their profits for the next four years to the dealers who sell their goods, believing that this very liberal policy will pay in the long run. The Standard Remedy Co. have just been obliged to move into larger quarters, formerly situated in the same large building which they have heretofore occupied.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$8.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EBDERMI SOAP.....	2.00
EMERALINE CEMENT.....	4.00
DR. KENNEDY'S TONIC (Mercurial).....	6.00
COUGHLINE SYRUP.....	4.00
EBDESCUDA OIL.....	4.00
COUGHLINE BLM.....	2.00

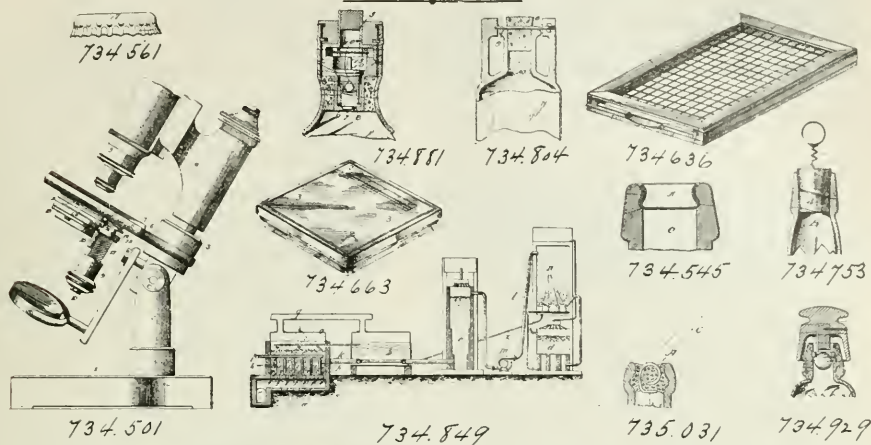
5 c. per doz. counter advertising end—few displays provided.
Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy, Rev.,

ROUNDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 28, 1903.

- 734,501.—Edward Bansch and George Hommel, Rochester, N. Y., assignors to the Bausch & Lomb Optical Company, Rochester, N. Y., a corporation of New York. Microscope.
- 734,545.—Robert A. Hall, Baltimore, Md., assignor to the Crown Cork and Seal Company, Baltimore, Md. Bottle-closure.
- 734,551.—Heinrich Helbig, London, England. Cork.
- 734,561.—Herbert D. Jones, Chicago, Ill. Bottle-cap.
- 734,636.—Louis B. Truslow, Great Neck, N. Y. Fly-paper holder.
- 734,663.—William Bower, Olney, Ill. Ointment or pill slab.
- 734,753.—Julian H. Rivers, St. Louis, Mo., assignor to the U. S. Fiber Stopper Company, St. Louis, Mo., a corporation of South Dakota. Closure for receptacles.
- 734,804.—Alfred Boisleire, Belt, Mont. Bottle.
- 734,809.—William E. Brown, Los Angeles, Cal., assignor to Brown-Winstanley Manufacturing Company, Los Angeles, Cal., a corporation of California. Bottle-filling machine.
- 734,849.—Gustave Gin, Paris, France. Process for making sulfuric acid.
- 734,881.—Fred Jost, Susanville, Oreg. Non-refillable bottle.
- 734,929.—Robert W. McGowan, Queenstown, Tasmania, Australia. Device for unstopping aerated-water bottles.
- 735,031.—Henry Campbell, Baltimore, Md., assignor to Keystone Cork Seal Company, Camden, N. J., a corporation of New Jersey. Stopper.

TRADE-MARKS.

Registered July 28, 1903.

- 40,818.—Certain named toilet preparation. Orator F. Woodward, Leroy, N. Y. The hyphenated word "Easy-shave."
- 40,819.—Cough tablets and drops. William I. Nichols, Bridgeport, Ct. The word "Menthoelm."
- 40,820.—Remedy for disorders of the spine and nerves and general disabilities. The word "Spinine."

LABELS.

Registered July 28, 1903.

- 10,205.—Title: "Dr. James English Cooling Powders." (For powders). The Dr. James English Cooling Powder & Remedy Co., Philadelphia, Pa.
- 10,206.—Title: "Mexican Disinfectant, Deodorizer & Germicide." (For disinfectant, deodorizer and

germicide). Mexican Disinfectant Company, Carrollton, Ill.
 10,207.—Title: "Mister Skeeter." (For a preparation to keep away mosquitoes). P. C. Bilisoly, Norfolk, Va.

Not Guilty.

The Van Stan's Stratena Co., Ltd., Philadelphia, is sending out to the trade the following notice:
 Philadelphia, June 22nd, 1903.

To Whom it may concern:

In view of the character of the notices, which were sent out to the trade, in reference to the libel case, brought against our manager personally, by an individual against whom he was contending, in defense of our Trade Mark and Trade Name interests, officially, we deem it fit that information should be given of the final result of this proceeding.

In the Court of Oyer and Terminer and Quarter Sessions of the Peace for the City and County of Philadelphia.

Philadelphia, June 17th, 1903.

Commonwealth vs. Robert L. Pettet

libel
 I hereby certify, That on 17th day of June, A. D. 1903, The within named case was submitted to a jury and a verdict of Not Guilty rendered.

C. H. Good, Jr., Clerk.

Our Trade Mark litigation is still pending. In view of an unsatisfactory decree in the Court of Common Pleas No. 2, we will appeal the case to the Supreme Court.

Respectfully,

VAN STAN'S STRATENA CO., Lim'td.
 No. 1211 N. 60th Street, Philadelphia.
 Per R. S. Pettet, Manager.

Manufacturers who want representation in a western territory, can secure the services of an experienced gentleman with means, who would, if desired, take stock in the concern. Notice the advertisement in this issue.



BUSINESS COMPARES FAVORABLY WITH THE SAME PERIOD LAST YEAR

New York, August 4.—Prices are firm generally, the market is fairly active, conditions are satisfactory and business is as good, if not even better, than for this period last year. The city retail trades is not contributing to these favorable conditions, for it was never so poor, but country trade is remarkably good, seashore and mountain resorts, though not overpopulated in these cool days, still are doing well by the retailers and swelling the volume of business done in every branch.

OPUM—There is no quotable change, though trade is moving faster. Jobbers are asking \$3.60 to \$2.85 in small lots, as wanted, \$3.50 a pound will buy a case. These prices are for 3 per cent, and a ten-cent advance a pound will give the price for 11 per cent. Powdered, 13 per cent, is worth \$1.75 and powdered 16 per cent is quoted at \$5.25, with none selling.

MORPHINE.—Values remain hard and the good position of opium keep them there. After the advance of 10 per cent, an ounce last week there has been no change, and the revised jobbing quotations are \$2.00 to 2.70 for eighths in ounce boxes, \$2.55 to 2.65 in 21-oz. boxes, \$2.35 to 2.45 in ounce vials and \$2.50 to 2.40 in 5-oz. vials, as to brand and quantity.

QUININE.—Prices remain as after the 1 per cent advance two weeks ago, and jobbers quote 24 to 21 1/2c for bulk in 100-oz. tins, 24 1/2 to 25c in 50-oz. tins, 25 to 25 1/2c in 25-oz. tins, 26 to 26 1/2c in 15 or 10-oz. tins, and 41 to 51 1/2c in ounce vials, according to brand and quantity, but demand is small.

COCOAINE.—There is only an ordinary demand, but prices are very firm, owing to the strong position of the crude material. Such business as is transacted is principally in the shape of deliveries on contracts.

WOOD ALCOHOL.—A decline of 10c per gallon was announced, quotations now bring 65 to 80c per gallon.

COD LIVER OIL.—Indications point to a continuation of the prevailing high prices, though the demand is quiet as usual at this season.

MEXICAN SARSAPARILLA.—Prices were advanced to 20 to 28c, a pound, cut, and 25 to 31c, powdered.

CATTLEBUSH BONE.—It is more or less in demand on account of good, warm competitors among importers. Nominal quotations are 24 to 28c.

SERPENTARIA ROOT.—The supply for jobbing delivery is light, nevertheless, the price is firm at 55 to 65c. A new crop is said to be offered at lower than 55c in the West.

CITRIC ACID.—Has been reduced 2c per pound by manufacturers, and the revised quotations are 25 to 41c for crystals, per pound, and 38 to 46c for powdered.

JAPAN WAX.—Stronger primary markets make it firmer, and spot quotations have gone up to 24 to 26c, as to quantity and seller.

CITRONELLA.—Owing to scarcity citronella is firmer, if the quality be strictly prime, and the quotations are 5 to 9 1/2c a pound, inferior qualities lower.

IOWA DON'T WANT TO BE A DUMP.

Des Moines, Ia., Aug. 4.—Iowa druggists want the repeal of a section of the State law which permits pharmacists from any recognized school with a diploma to register with the State board. They say that such a law exists in few other States in the Union and that it is the means of making Iowa a dumping ground for all "leg" clerks from recognized colleges who may have been able to get a diploma but who are unable to pass the State examination at home.

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NEW OFFICERS OF THE A. P. A.

(Special to the Era.)

The election of officers at the annual meeting of the American Pharmaceutical Association in session at Mackinac Island resulted as follows: President, Lewis C. Hopp, Cleveland, Ohio; first vice-president, William C. Alpers, New York, N. Y.; second vice-president, Albert H. Rodrig, F. S. N. Hospital, Stapleton, Staten Island, third vice-president, Otto F. Chaus, St. Louis, Mo.; treasurer, Samuel A. D. Sheppard, Boston, Mass.; secretary, Chas. Caspari, Jr., Baltimore, Md.; reporter of progress in pharmacy, C. Lewis Diehl, Louisville, Ky. The new members of the council are: Leo Elbel, South Bend, Ind.; George F. Payne, Atlanta, Ga.; and Eugene G. Eberle, Dallas, Texas.

DIRECT IMPORTERS OF
ASAFOETIDA, INSECT FLOWERS, SAGE,
SENNA, HERBS AND SPICES.

Write for samples and quotations

MCCORMICK & CO.,

Manufacturing Chemists, Importers and Distributors,

BALTIMORE,

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, AUGUST 13, 1903.

No. 7

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THE PHARMACEUTICAL ERA,

Published Every Thursday,

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SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum.
Foreign Countries in Postal Union - 4.00 per annum.

THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.) We supply a substantial Binder at 75 cents each, post-paid.

Address THE PHARMACEUTICAL ERA, New York.

Tel. No. 3572 John. Cable Address "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Education does not make fools, it develops them," writes the pork-packer to his son.

The Era Course in Pharmacy was not prepared for fools. It can do them no good.

But the same merchant informs his son that education also develops the opposite of fools.

Therefore, if you are wise—which, of course, you are—education will do you good, and the Era Course is suited to your needs, provided that you need development in the knowledge of pharmaceutical science.

Perhaps a college course would do you more good, but cleverness is, unfortunately not always blessed with an abundance of means, and the Era Course is much less expensive than a college course.

If you need a pharmaceutical education and have little time and money, write to the Pharmaceutical Era, No. 8 Spruce St., New York, for a prospectus which will tell you all about The Era Course in Pharmacy.



TO INCREASE THE PROFITS OF THE DRUG STORE.

The report of Chairman Thos. V. Wooten of the A. Ph. A. section on trade interests presented at the Mackinac Island meeting last week, is a notable document which deserves a careful reading by every one interested in retail pharmacy. It goes to the root of things in the discussion of, not one but pretty nearly all of the evils which are destroying the retail druggist's peace of mind. Certainly, no one is better qualified to speak of these matters than the secretary of the N. A. R. D. and he has marshalled facts and summarized conclusions in a manner indicative not only of great breadth of view, which is his by reason of his office, but also of careful study and deep thought. Mr. Wooten admits that the present commercial status of the pharmacist is not altogether satisfactory, but he thinks that there is a tendency to howl calamity too loudly. The facts of the case are bad enough, and they should be looked squarely in the face, but continual lamentation and wagging of heads about the dislocated times is not only useless but also vicious, for it discourages efforts to correct matters that are not absolutely beyond repair. There are some evils that can not be helped; it is wholesome to examine all sides of these carefully so that we may avoid them. But there are others that admit of cure, or at least of an acceptable modification, and it is certainly not wise to destroy faith in the remedy before it has been fairly tried. Nearly all the remedies proposed depend for success upon organized effort. He who discourages organization helps to block all attempts to improve the druggist's condition.

THE EXCESSIVE NUMBER OF STORES.

The greatest hindrance to success in retail pharmacy, is according to the report, the excessive number of stores. Drug stores have not only multiplied out of all proportion to the population of the country, but the total demand for drugs has fallen off. Christian science, osteopathy and other forms of faith therapy, as well as improved sanitation, free dispensaries, hospitals and sanitariums, have cut into the druggist's trade which has been further reduced by the tablet and proprietary dispensing physician. The causes of the undue increase of stores are clearly shown to be the hard lot of the drug clerk, the inducements offered by wholesale houses and the glittering hope of

cutting a wide swath as one's own boss. To prevent the addition of still more stores to the struggling one and already in the field, it is suggested that clerks should receive such treatment as to make them satisfied to remain clerks. Mr. Wooten thinks this might be accomplished by providing more comfortable sleeping quarters, shortening working hours as much as possible and possibly by adopting profit-sharing methods. It is further suggested that concerted action on the part of druggists already in a given territory might prevent jobbing houses from encouraging clerks to open new stores. The disturbing element at the bottom of the greatest hindrance to the success of retail pharmacy is, therefore, the discontented clerk. To keep him contented and to move the jobber to stop stirring him up to discontent then seems to constitute the druggist's chief hope for the future. This and the fact that clerks are very generally scarce in spite of the large number of graduates annually furnished by the colleges, seems to show that the position of drug clerk is a peculiarly unpopular job. And still the veterans are constantly telling us that the position is much less irksome than formerly. Does this signify that the condition of the wage earner in general has improved amazingly or that the present generation of graduates is a singularly perverse one? However that may be, we must admit that the present generation of proprietors is equally perverse, for extremely few ever return to the subordinate position of clerk after they have once experienced the vicissitudes of ownership.

TO INCREASE THE VOLUME OF BUSINESS.

After pointing out that the principal trouble with the drug business is over-crowding, Mr. Wooten proceeds to discourage the would-be druggist most thoroughly. He says plainly that the ideal of almost every young man who graduates from a school of pharmacy, to conduct a purely professional establishment, is out of the question. The demand for the professional services of the pharmacist is wide-spread, but only in very few localities is it of sufficient volume to support an unmixed establishment. The druggist must carry side-lines in order to secure a living volume of patronage, and it rarely pays to employ professionally-educated salesmen to handle general merchandise. It is necessary to increase the volume of business of each store so that less expensive salesmen may be employed for unprofessional service. Several plans are offered for securing this increased trade, one being little short of startling, namely, the consolidation of several drug stores under one management so that the different branches of the business could be segregated into separate departments. The writer admits that this conversion of the drug store into a miniature department store will be unpalatable to the average druggist, but he points out that the tendency of the times is in that direction, and that it is useless to try to stem the tide of commercial development. It is a significant fact that Mr. Wooten does not point to price-cutting as the only or even the greatest of evils in the drug trade, but calls attention to a long list of abuses for each one of which the only remedy that promises any measure of success is organization.

FIRE INSURANCE AND DRUG STORES.

It is not only in correcting abuses that organization is useful. It offers positive as well as negative advantages. Druggists find it profitable to club together not only for the purpose of defending their own rights and privileges, but also to invade other fields of industry and gather some of the rewards there offered. The Era has during the past few weeks been stimulating interest in a very promising enterprise now being brought into form by the German Apothecaries' Society of this city. Fire insurance is a thoroughly legitimate business, and is one of the great blessings of modern civilization. For the real service rendered it is proper that there should be a substantial reward; but when the powerful organizations which now in a very considerable measure control the insurance business arbitrarily increase this reward without reason or justice, a counter-organization may profitably step into the ring and relieve them of their duties. Insurance men and people in general have an insane idea that the drug store, because its stock is composed largely of "chemicals," is peculiarly explosive and combustible, and the premiums demanded of druggists are, therefore, out of all proportion to the risk involved. Drug stores are not more liable to damage by fire than other buildings; they are, in fact, much less so, for the very good reason that the stock is not very combustible in itself, and is mostly protected in small containers. The best of materials for putting out fires are, moreover, always at hand, and there is almost always someone on the premises who knows how to use them. Druggists are commonly asked to pay much more than their share of insurance premiums, and as an article in the news columns of the present issue clearly shows, can effect a very considerable saving by organizing companies among themselves. We hope every one of our readers will consider carefully what pharmacists who have tried the plan, have to say upon the subject. The saving of thousands of dollars to the comparatively few druggists of South Dakota shows what may be done elsewhere. A dollar saved is a dollar made. Saving should be quite as agreeable to the average pharmacist as making, and a chance to show the way is a privilege for which we are always grateful.

LAWS THAT ARE IGNORED.

Laws that restrict the performance of an important public duty to a class of specially qualified individuals tend to add dignity to the persons thus favored and raise them in popular esteem. Pharmacy laws and regulations for the exercise of proper precautions in the sale of poisons are enacted for the protection of the public, but a secondary effect is an increased respect—and respect pays—for those privileged to perform this important service. It would seem, therefore, that the pharmacist should be foremost in upholding these laws which are so clearly to his own advantage. One would naturally suppose that he would guard his special privilege as he would any commercial advantage. Is this the attitude of New York druggists toward the law? Secretary Erb of the board of pharmacy informs us that the statute requiring the registration of poison sales is very generally ignored. No one encounters much difficulty in

purchasing poisons of any kind and in almost any quantity without being required to answer so much as a single question. In one store no sale of poison had been registered in more than ten years! If the druggists have so little respect for the law what must the people think of the pharmacist who ignores it? In other countries pharmacists recognizing the care and supply of poisons as their chief professional duty, are making constant efforts to increase the stringency of the poison laws. Can the druggists of New York afford to permit their law to become a dead-letter. If the pharmacist is not to be trusted to surround the sale of these dangerous materials with every possible—not to say, necessary—precaution, why should he be granted a license or receive any consideration not also extended to the dealer in groceries or hardware?

HAS CONFIDENCE BEEN MISPLACED?

The forty-three gentlemen who were appointed on the collection committees for raising the college debt accepted with their appointment high responsibility. Their appointment was a compliment to them, a recognition of their past work, of their loyalty to alma mater, of their influence, of their ability to hustle. Is their enthusiasm manifest in the results thus far obtained? Have they shown either their loyalty to alma mater or their ability to hustle? At first thought it is not encouraging, and one is led to wonder if confidence has not been misplaced and if the interest of the trade at large in the New York College of Pharmacy has not been overrated. When the appointments were made we were told that the purpose was to raise the entire debt of \$125,000, and that that purpose might be—surely, almost would be—accomplished during this summer. The season is well along toward the last days now and one-eighth only of the project has been accomplished.

IT SEEMS NOT, BUT THERE SHOULD BE A BRACE-UP.

But we feel that the confidence of those who selected the committees has not been misplaced. All that is needed is a brace-up, a stimulus. It is time for the committees—those that have not already done so—to “get a move on.” Human nature is too prone to postponement to the last moment. The hot months find many out of town, someone else is known not to be working, another sees no rosy prospect of getting very much money, another procrastinates for some other reason—and the whole machine lags. This is not the way great things are accomplished. The success of this movement as of any other depends upon every individual. The man who holds back does no inconsiderable amount of harm. Because some one else is not working does not excuse you. Take your brace together. Everyone is not out of town. Get after those in reach and get after them in earnest. Then, after the vacationists return you are free to approach them. Your work will be well in hand. You will have given it the honest, earnest attention expected of you and will not be left at the last moment with your district half covered. There will probably be an average of seventy-five druggists in every district. A certain number you may depend upon to contribute without special effort on your part. The remainder do not make an appalling number.

Your work isn't so hard after all. A fair amount of enthusiasm will carry you through it before you know that you have been at work.

FROM THE ECONOMICAL SIDE OF THE QUESTION.

That debt should be raised. It has hung, an incubus, on an institution that does not deserve to be thus hampered for a long time. Interest keeps on adding, and every year's interest is that much money lost. A few years of that lost money would raise the debt. To leave the debt unraised is only that much waste. But the waste will have to be paid and paid by the druggists of Manhattan, largely. Isn't it cheaper to get down to work now and wipe out that debt? Since we are on the economy side of the question: You realize the power of money. Do you realize the persuasive power \$50,000 or \$75,000 would have in asking philanthropic—outside—aid? There are influential men on your committees and rich men within their circles. It is not only possible, it is highly probable, that with nity or seventy-five thousand dollars raised by one good, rapid effort a rich man or rich men, from philanthropic motives and by the aid of influence that could be brought to bear, would come forward with the balance. Then you could rest and take a long breath of pure satisfaction. Then, again, with a disposition shown to do something for yourself, shown by a decent sum collected, small contributions would be obtainable from other outsiders—customers. A neat letter, such as your chairman, Ewen McIntyre, could write, placed in the druggists' hands, would bring speedy results from customers. The Era has personal assurances from good druggists with wealthy trade that such a letter would certainly be cheerfully referred to their customers.

DROP FREAKS, GET TOGETHER, AND PULL!

Fifteen thousand dollars is already raised. And how? By hard work? If any perspiration appeared there were only a few who showed it. You see what a very little hard work has done. Then why not put on all available steam and have it no longer said that New York, the biggest and richest city in the United States with more pharmacists than any other city in the world, permits one of her colleges of pharmacy to struggle under a load that not only is almost unbearable but that sadly hampers the high stride our better professional instincts demand. Do not let this movement drag along a weary way with Ewen McIntyre, your oldest graduate—whose old age holds no dearer wish than to see the debt liquidated—and your alumni president, Charles S. Erb, and Clarence O. Bigelow and a dozen or so others struggling, almost unassisted, to do the work. Drop hippodrome ideas. Get together, gentlemen, and give a long pull and a strong pull, and something will give. On September 3 the Era will again announce results by committees. And we anticipate a gain.

The Reposeful Employee.

Probably the most aggravating person on earth, to the active, progressive business man, is the sloppy employe, male or female, who attempts to assume the “reposeful” air, praised by the general magazine writers. Reposeful is usually another name for impertinence and laziness combined.—The Ad-Writer.



DR. LEANDRO ECHEMENDIA.

WHERE BUSINESS IS DONE ON A FRIENDSHIP BASIS.

There is plenty of time in Latin America. Don't be in a hurry. Nature is partial of big demonstrations, and Spanish-American blood heats into many overgrown feuds. But beyond those things, which it is hoped the drug salesman doesn't get to monkeying with, go easy.

If you are wise you don't rush in, slap your prospective customer on the back, hurriedly ask what he wants today and rush out again. You go at it differently. This is the method of a salesman, who is experienced in dealing with the people of Central and South America and Mexico, when he enters a new town, according to Dr. Leandro Echemendia, manager of Sharp & Dohme's Spanish department:

Perhaps he gets in at noon. After settling in his hotel and eating, he starts out for a stroll, without grips or samples of any kind, and, perchance, drops into a store. In an ordinary way he begins conversation with the proprietor, after handing him a card. Perhaps they sit down and talk, sometimes for several hours, about the weather, the political situation, the plague, if there is one, but nothing of the salesman's business.

When he leaves it is with a promise to come in again. In a day or so he does for another chat. But business, though the drummer's blood may be at fever heat to approach it, stays in the background until curiosity or friendly interest on the pharmacist's part makes that gentleman broach the subject, perhaps in chat on viewing goods and samples. Then, he turns salesman, with sundry shruqs, compass, of course only a friend, not to get business; mind that. He keeps his enthusiasm within bounds or lets it wax over the professional value of his goods, not on prices, discounts and selling qualities. He will get an order, and a good one.

It is a friend that makes the sale, not prices. The average Latin American pays no heed to the price, sure as a rule. With the German pharmacist in Spanish America it is different. He compares price lists. But the American travelling man cannot sell medicine anyway, as he buys all of his goods from Germany.

It's an old chest maxim for beginners, "Never make a move without a well thought-out object." This applies equally well to business. The Ad Writer.

JACK TAR'S DRUG STORE.

By IAMINO.

I wonder how many people, who think frequent visits to their apothecary one of the essentials of life ever stop to think how the sailor on his long voyages of from four to five months manages to exist without the luxury of a drug store. He is not, however, entirely bereft in this respect. Every merchant ship carries what is known as the "medicine chest," a time-honored institution, which conservatively clings to the good, old-fashioned remedies our grandfathers knew, and leaves land-lubbers to coddle themselves with new fangled notions.

The captain is pharmacist, physician and surgeon all rolled into one, and his knowledge of the healing art is picked up from the medical works on board. Some captains show a surprising aptitude in this direction, and the results of their treatment of severe cases of illness, or setting broken bones is often quite wonderful when one considers the scanty sources of information at hand.

The medicine chests of the average merchant ship are all equipped on pretty much the same plan, their stock in trade consisting mainly of such staples as epsom salts, calomel, friars' balsam, quinine, rhubarb powders, piceac, sweet spirits of nitre, etc., some forty or fifty mixtures, splints and bandages. With this scanty stock in trade the captain is often called upon to battle with the most dreadful diseases that afflict mankind, contracted in foreign ports.

"How do you know what to prescribe, Captain?" I enquired.

"When a man comes aft and tells me he's sick," said the captain briskly, "I enquire what's the matter. If I think it's simply a cold I give him a dose of 'black draught' and tell him to stay below one 'watch.'"

"And does that cure him?" I asked.

"Well," said the captain with grim humor, "I guess so, for he never comes back to ask for another dose."

"But where are your scales, etc., for dispensing?" I enquired.

"Scales!" said the skipper scornfully, producing a jackknife well encrusted with tobacco, "that knife, sir, is all the scales I need. That knife has been in the business so long that it knows the dose a sailor needs to a grain, and never was known to make a mistake."

I was silenced if not convinced.

One might naturally conclude from this that there is little shaming among sailors to escape from work, and even the prospect of an extra "watch below" in bad weather will not compensate for the nauseousness of the doses dealt out to them, for sailors are perfect babies when it comes to swallowing medicine.

Probably the disease most frequently contracted in foreign ports is fever in some form—yellow fever being the most dreaded. For fevers the common remedy is a fever mixture composed of:

Nitrate of potash	..... 11/2 drams
Sweet sps. nitre	..... 3 drams
Add water to	..... 6 ounces

Dose 2 tablespoonfuls.

This is administered three times a day, and the patient kept on "slop diet," and after the fever has abated he is given a dose of quinine three times a day for a week.

While as a rule sea captains are a wide-awake and intelligent class of men, yet no doubt there are some ignorant and careless members of their class who make as absurd blunders as the story of the old salt who could find in his medicine chest no number 11 mixture such as the medical work prescribed for a certain malady, and very promptly got over the difficulty by mixing together mixtures number 5 and 6. And yet the sailor patients usually pull through, not because of the treatment they receive but in spite of it, their tree life in the invigorating sea air giving them splendid physiques which can withstand hardships the mere recital of which makes a landsman shudder.

SHOP TALK

TIME—MONEY—COLLEGE—FRIENDSHIP.

"I feel sorry for the man who has never been to college," remarked the C. P.

"Feel sorry for him! And that after all this talk about wasting valuable time?"

"Valuable time be hanged! These fellows who pretend to see no good in higher education, figure on time as so much commodity to be turned into cash. As a purely money-making proposition a college course may pay or it may not, but I consider it a good investment. Anyhow I pity the poor chap who feels that he has got to cash in all his moments."

"Time is money, you know!"

"Time is a heap more than money," replied the sage, "You can spend time in getting a lot of things that money can't buy."

"Money can't buy! What, pray, will money not buy, these days?"

"Most of the things that really make life worth living."

"Well, don't talk to us! Nobody in this crowd shows any sign of becoming disgustingly wealthy."

"There is a tendency at present," continued the old man, ignoring the druggist's cynical remark, "to overestimate the value of money. The advice of the successful man is to get money first and buy anything you want afterward at your leisure. But the wise man gathers all the joys of life as he goes along. There are some things that must be cultivated in youth before bank accounts have such an overpowering importance."

"For instance?"

"To mention only one, friendship. The most sincere and lasting friendships are formed when we are young, before we have worn out our stock of altruism and faith in human nature, not in childhood—then our habits and tastes are still unformed—but at about the time boys go to college."

"Is that why you believe in colleges?"

"That is one of the advantages. I did not say that it is the only one. Speak to any one of the old college boys about his student days and you will see his eyes

kindle and his sober old face put on a smile that no dividend or stock deal could bring out. You will never hear a graduate who has spent years in the common pursuit say that he is sorry he wasted two or four years in college. Not one of them would sell his experience."

"Why? What started you on that tack?"

"Did you ever hear of the Damon and Pythias of pharmacy?"

"They were Philadelphia C. P. men. Do you remember who they were?"

"Are, you mean! That sort of thing does not come to an end. Class of 1872; one is my friend McIlhenie of Brooklyn and the other Mr. Cave of Philadelphia."

"Which was Damon and which Pythias?"

"I don't believe anybody ever takes the trouble to figure that out. There isn't much doubt about it, when you know the hero of the small-pox episode."

"Do you know?"

The sage nodded, "I promised not to tell, and the sentiment of it all is so pretty that I am not going to."

"These boys—they were boys then—met in Philadelphia in the autumn of 1870. One came from Ohio and the other from England, both in pursuit of pharmaceutical knowledge. Just how it happened nobody seems to remember—anyhow these two young men were thrown together and became fast and inseparable friends. They roomed together and studied together, and no doubt sat up late nights, planning the future as college boys will."

"During their second year at college, one of the friends was laid up and quarantined with small-pox, then more common than now but dreaded quite as much. The other promptly dropped his work and became sick-nurse, and I'll bet he made a good one and a jolly one. You can't hire that sort of a nurse. This hospital business intertered with studies of course, but our Damon and Pythias fared better at examination time than they expected. I wonder if the professors knew the circumstances—and I wonder if



1872.

1892.

1902.

A PHARMACEUTICAL DAMON AND PYTHIAS.
Messrs. Thos. D. McIlhenie and Joseph Cave, the latter gentleman standing.

these students could pass those same exams now, over almost a third of a century."

"Is that all?"

"All! That was in the beginning of things. The story is not going to end. They are Damon and Pythias now. Although they live in different towns, they continue to meet on convivial occasions, and you can fancy how they enjoy talking over old times.

"If you will call upon one of this interesting pair, he will show you a series of photographs valued as a priceless possession. One picture shows the young apothecaries on the eve of graduation in 1872. Another the same friends in precisely the same attitudes, now after twenty years, grown prosperous and lightly stout. In a third photograph the friends, again in the same postures, are shown as they appeared in 1902. Time has mellowed them somewhat and it is easy to see that all of the inevitable little differences are now forgotten. It warms the cockles of your heart to see the pride and satisfaction in their mutual life-long friendship in the faces of this last picture. It is more apparent than in any of the others."

"Another exception?"

"I wish you would stop talking to me about exceptions." Of course it is an exception. That is why I speak about it, and that is what makes it so pleasant and refreshing."

"I mean to say that it is not fair to give the college all the credit."

"And I did not intend to. Many pass through college without so much as arousing a kindly feeling in anyone, but it is nevertheless true that after our student days are over we suddenly realize how extremely scarce thoroughly congenial people are. To make friends requires a number of admirable personal qualities, generosity, adaptability and a few others, including some luck. All good men are not blessed in this way, but if a friend sticks to you for thirty years, the chances are that you are a pretty fine fellow."

WILLIAM MADE IT PAY.

William is a clerk in Rochester, and this is the way the perfume case makes dollars for the house, while until a year ago it didn't make cents:

"One of the firm members was always growling why cigars made more money for us than perfumery, when the latter is a staple of the drug store. One day, when he appeared to be in good humor, I asked permission to make perfumes pay a better profit.

"Do you mean to say that you can?" he asked.

"Why, yes," I replied, "otherwise I wouldn't have asked you."

"How you going to do it, boy?" he asked, good-naturedly, looking at me suspiciously. "Why, we've had perfume here for twenty years and we don't often get a call for it. It doesn't pay us even to keep it."

"I'll make it pay," I exclaimed, and perhaps my enthusiasm caused him to remark:

"Go right ahead, son; you can do it your own way and I won't let anyone interfere."

"I had been with the house but a short time so I thought to myself that here I make or break. I was bound to succeed and felt confident that I would."

"Look out, Billie," one of the men said, "better not try to improve things here, or you'll get into trouble."

"I said I would take my chances, and speedily had all the perfumery out of the case which stood in an obscure place, and was at work cleaning bottles and putting bright ribbons on the largest of them. I asked for a window and of course got it. It was up to me to make the scheme a paying one. At night when the other men were away I drew down the curtain and made my perfumery window. Some beautiful advertising matter helped me out, and I had been permitted to spend \$50 for flowers. I bought flowers like the parrot, and our ad appeared in startling type in the morning announcing the special sale of perfumes. I had written it, spending several nights on the wording, and I am not an expert ad writer. It was allowed, for the member of the firm whose interest was now aroused, to go in both morning papers, and by 8

o'clock our store front was crowded. I sprinkled about a pint of perfume on the carpet near the new perfume case, in plain sight from the door, and had a clerk dressed to represent a figure on one of the bottles. I also scattered perfume on the sidewalk. I had heard of saloon men spilling whisky this way to draw trade, and—well, it succeeded with me. Our store was crowded all day, and to those who did not come in to buy perfume we gave away little sample bottles, several gross of which I found in the dirt back of a counter. My reward came when the proprietor said as I started for home:

"William, we've sold more perfume to-day than in the last ten years. Can you make cigars sell too?"

What are You Working for?

A boy or a man who works simply for his salary, and is actuated by no higher motive, is dishonest, and the one whom he most defrauds is himself. He is cheating himself, in the quality of his daily work, of that which all the after years, try as he may, can never give him back. If I were allowed but one utterance on this subject, so vital to every young man starting on the journey of life, I would say: "Don't think too much of the amount of salary your employer gives you at the start. Think rather of the possible salary you can give yourself, in increasing your skill, in expanding your experience, in enlarging and enabling yourself." A man's or a boy's work is material with which to build character and manhood. It is life's school for practical training of the faculties, stretching the mind, and strengthening and developing the intellect, not a mere mill for grinding out a salary of dollars and cents.—Success.

To-Day.

So many of us make the mistake of wasting the time of today by planning ahead for tomorrow.

Frequently opportunities are lost to us because of this habit. We are so busy planning that we are blind to what might be done this very hour.

A wise adviser says: "To-day is, for all that we know, the opportunity and occasion of our lives. On what we do or say to-day may depend the success and completeness of our entire life struggle.—San Francisco Examiner.

DO YOU WONDER WHY WE SIGH!

The drug clerk laid his head,

With toil and trouble worn,

Upon his humble bed

As midnight turned to morn.

At 1 o'clock he woke,

And went with many a groan

To give some thoughtless bloke

A chance to use the 'phone.

The tower clocks struck two,

And then he rose again

To ease a fellow who

Was writhing with a pain.

At three to wake he had

From dreams phantasmagoric,

Because a frantic dad

Demand'd paregoric.

He slept in peace 'till four,

Then from his lofty camp

He heard some fellow roar,

"Come down and sell a stamp."

The clocks struck five, and lo!

He had to rise because

Some boozier wished to know

What time of day it was.

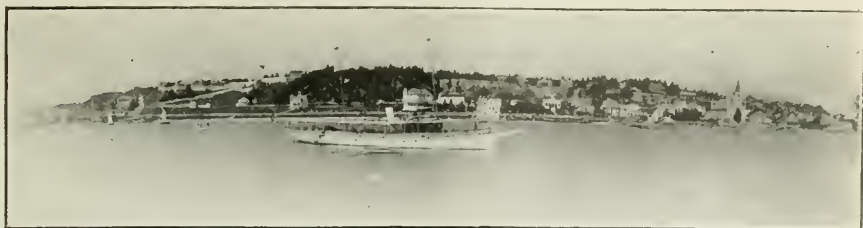
And when at six the day

Of toil once more began,

He heard the druggist say,

"What made you late, young man?"

—Council Bluffs Nonpareil.



THE AMERICAN PHARMACEUTICAL ASSOCIATION AT MACKINAC ISLAND. FIFTY-FIRST ANNUAL MEETING.

About the Usual Number of Members Find Pleasure and Profit on the Picturesque Island in the Strait—Vigor and Exhilaration in Northern Breezes—Overcoats and Blankets in Demand—Record Number of Scientific Papers—Large Accession of Membership—Government Asked to Provide Standard of Antitoxin—Draft of Anticocaine Law Adopted—First Meeting of Historical Committee—Substitution Calls Forth Vigorous Remarks—To Meet Next Year in Kansas City.

FIRST GENERAL SESSION.

Monday P. M., August 3.

It was late in the afternoon of August 3 when President Payne of Atlanta, called to order the first general session of the fifty-first annual meeting of the American Pharmaceutical Association in the Casino connected with the Grand Hotel, Mackinac, a delightful place for gatherings of any kind. In a few words the president introduced Dr. J. R. Bailey of Mackinac Island, one of the oldest druggists in Michigan, who delivered an address of welcome and presented to the association the keys of the historic old fort which successively served to guard French, English and American interests. Dr. Bailey told something of the traditions and early history of the island, now a public park in charge of the Michigan State Park Commission.

Prof. Jos. P. Remington of Philadelphia, responded to Dr. Bailey's welcome. He spoke of the plan of the association in selecting its places of meeting so that all sections of the country might be visited. He contrasted Mackinac with other places and said that many in the East were apt to forget that it was as early as 1634 when Jean Nicolet, the French explorer discovered the island. "Michillimackinac, the home of the giant fairies of the Michsawgvegan is a wonderful strategic point commanding the narrow waters between the two greatest lakes—Michigan and Huron." Professor Remington thought that no American had fully lived until he had seen Mackinac.

Oscar W. Berhea, an eloquent young Southerner from Meridian, Miss., responded on behalf of the younger members of the association.

Frederick T. Gordon, pharmacist, U. S. N., and Messrs. A. M. Roehrig and Henrik Gahn of the U. S. M. Hospital Service, followed as representatives and official delegates of their respective branches of the service. Lyman F. Kebler, chief of the drug laboratory at Washington, also spoke, stating that the department of which he was the delegate needed the cooperation of the association. All of the Government representatives spoke highly of their respective chiefs. Mr. Gordon said that Surgeon General of the Navy Rixey wanted to secure twenty-five more pharmacists for the

navy and also to raise the standard to that of full warrant officer.

Thos. P. Cook of New York, and L. C. Hopp of Cleveland, spoke on behalf of the N. W. P. A. and N. A. R. D., respectively, and after Vice-President W. L. Cliffe had taken the chair President Payne proceeded to read his annual address, which is summed up in the following recommendations:

Recommendations.

1st. That the names of all committees to be appointed by the president for each year be arranged in a complete separate list by the general secretary before the close of each annual meeting and a copy of the same be given the incoming president, preferably at the close of the last general session or as soon thereafter as practical. The general secretary is very familiar with all the standing committees and can have them written out in advance with space between to insert any new committees which may be formed. This will prove a saving of time taken up in correspondence between the general secretary and the new president and will enable the president to arrange his committees with much more promptness and satisfaction to himself. A president only has a few months to serve and such a full list would save much time which is now unnecessarily lost in looking up these matters.

2d. That the committees appointed by the president be printed together in the proceedings and not mixed up



Old Fort Mackinac.

with Mass. of the committee, that the committees to be appointed by the president may be seen by him at a glance and more easily studied and provided for.

3d. That the various professors of colleges of pharmacy and members of State boards of pharmacy present be requested to unite in a joint conference at some convenient time during our meeting for an interchange of ideas and views in regard to what should be first—The generally adapted requirements of those who come before State boards of pharmacy for examination to secure license to practice pharmacy. Second—What should be the proper character of board examinations. Third—What should really constitute a standard college of pharmacy.

4th. That the names of all those who have secured new members for the present meeting be published as a roll of honor and the number of new members secured by each be given. The first name of indorsement on each application blank to be given credit for that new member.

5th. That an index to his report be prepared each year by the reporter on the progress of pharmacy and attached to the work.

6th. That a committee of five be appointed by the president, to whom members of the association and other pharmacists may communicate any systematic disparagement of pharmacists which may come under observation and any information at their command as to the source of such detrimental matter. That members of the association and all other pharmacists may know something of the animus of these scurrilous attacks upon our honorable calling.

7th. That the exhibit feature which was omitted at this meeting on account of the distance from any large city, be again resumed at the next meeting, as it is far too valuable in its instructive features to be discontinued.

8th. That a committee of ten or other convenient number be appointed to draft a model poison law along the lines suggested.

9th. That a committee of ten be appointed to draw up a preamble showing the absolute necessity for the use of alcohol in pharmaceutical preparations and in the dispensing of prescriptions and, whereas, these conditions exist that they also be instructed to draw up a model State act giving to pharmacists the right to sell and dispense liquids containing alcohol without paying a tax for so doing, under such conditions as will completely prevent the sale of any alcoholic medicinal preparation which can be used as a beverage, except under such circumstances as it is established that such use is not intended.

10th. That the work for a lower tax on alcohol be actively continued.

11th. That the name of the auxiliary committee on membership be changed to that of general committee on membership. It being a very important independent committee the latter name seems more appropriate.

12th. That a committee be appointed to investigate the feasibility of publishing formulae for domestic remedies.

The address was referred to a committee, consisting of E. G. Ryan, Detroit, Mich.; J. E. Patton, York, Pa., and J. W. Baird, Boston.

Secretary of the Council Whelpley presented 150 applications for membership, which were ordered posted and by subsequent vote the applicants were invited to complete their membership. This announcement was received with applause. The names of the members of the organizing committee selected by the various State delegations were announced as follows: Arkansas, W. L. Dewdney, California, P. M. Jones, R. G. Shoults; District of Columbia, L. E. Kebler, F. T. Gordon;

Georgia, R. B. Gilbert, G. F. Payne; Indiana, F. W. Meissner, Leo Eliel; Illinois, W. K. Forsyth, T. C. Loder; Iowa, W. J. Testers, Fletcher Howard; Kansas, L. E. Snyre, M. Noll; Kentucky, C. Lewis Diel; Maryland, Daniel Rase, C. E. Dohme; Massachusetts, S. A. D. Shoppard, J. W. Baird; Michigan, W. H. Burke, W. A. Hall, Mississippi, J. W. Botham, Missouri, William Mittelbach, J. M. Good; Nebraska, P. M. Myers, C. R. Sherman; New Jersey, Chas. Holzhauser, G. W. Parisen; New York, C. A. Mayo, W. C. Anderson; Ohio, G. W. Voss, T. W. Benfield; Pennsylvania, E. M. Boring; Geo. Gargas; Texas, E. G. Eberle; Wisconsin, H. G. Eberle, Ed. G. Kettler; Ontario, J. E. D'Avignon, M. Darby; delegates at large, A. E. Ebert, H. M. Whelpley, J. S. Smith, W. D. Allison and C. R. Lowe. These delegates subsequently convened and elected a sub-committee of seven to select the names of the officers to be reported by the general committee.

Messes, E. G. Eberle, O. F. Chaus, W. L. Cliffe, J. W. T. Knox and C. S. N. Hallberg were selected as a committee on time and place of next meeting. Adjourned.

SECOND GENERAL SESSION, TUESDAY, A. M., AUGUST 4.

After reading the minutes of the previous session Dr. Whelpley read the report of the secretary on membership, which showed that of the 284 persons proposed last year 271 had completed their membership. Fifty-four members dropped out and seventy-five were liable to be dropped this year for non-payment of dues, etc. The present active contributing membership is 1282, which, added to the number of life members (117) and honorary members (10), makes a grand total of 1409.

Secretary Whelpley also read the resolutions passed by the council referring to the work of the late George W. Kennedy, which were adopted by a standing vote. C. S. N. Hallberg, chairman of the delegates to the section on materia medica, therapeutics and pharmacy of the American Medical Association, read his report. This included the resolutions passed and subsequently presented to the house of delegates, the governing body of the A. M. A. as follows:

On Dosage of Liquid Medicines.

Resolved, That teachers of medicine and pharmacy, editors of medical and pharmaceutical journals and authors of text books are respectfully requested to give precedence to the metric method in the writing of all medical formulas and that for the administration of doses of less than a teaspoonful the quantity be stated in drops delivered from a standard medicine-dropper or pipette, of three millimeters external diameter, which will deliver twenty drops of water at 15 degrees C., which will measure one cubic centimeter when dropped at the rate of one per second; and that the teaspoonful be considered as equivalent to five cubic centimeters and that the tablespoonful be considered as equivalent to fifteen cubic centimeters, and.

Resolved, That the orthography, abbreviations, etc., of the international bureau, or as revised by the National Bureau of Standards at Washington shall also be recommended for adoption in medical and pharmaceutical publications; and.

Resolved, That a copy of these resolutions be transmitted to the committee of revision of the United States Pharmacopoeia for 1900, with the request that they be incorporated as far as possible in the United States Pharmacopoeia.

The report also included a list of the papers read before the section, with special reference to the paper read by Dr. William J. Robinson on "The Composition of Some of the So-Called New Synthetics." The report took the usual course.

Then came one of the most important subjects considered by the association—the report of the joint investigating committee on a proposed National Bureau of Medicines and Foods, read by the chairman, Dr. H.



Some of those in Attendance at the Mackinac Island Meeting of the A. Ph. A.

H. Rusby, who asked that the following resolutions be adopted:

Whereas, The foods and medicines supplied in the United States do not so uniformly agree with proper standards of purity, quality and strength as they should, and

Whereas, A degree of distrust and want of confidence concerning the quality of such foods and medicines prevails to a discouraging extent, therefore it is

Resolved, That a more perfectly organized system of remedying the above mentioned condition than that now existing should be devised and put into operation, and

Resolved, That the A. Ph. A. and A. M. A., acting in harmony with the U. S. Government authorities, constitutes the most important and trustworthy means of obtaining the object named, and

Resolved, That the A. Ph. A. shall co-operate to this and with the above mentioned institutions, provided, that a plan be devised satisfactory to these institutions, and that the committee of this association be continued and instructed to report to the council in the event that a plan satisfactory to the council of the association be reported to them previous to the next meeting of this association. Said council shall be authorized to elect from the members of the A. Ph. A. a board of directors consisting of five members to act with a similar board in the event of the appointment of the A. M. A. and with the U. S. Government authorities in the establishment of a National Bureau of Medicines and Foods, and the council shall immediately upon the election of such board, report the same to the president of the A. M. A.

Resolved, That in carrying out these resolutions the following general principles shall be adhered to:

(1) That neither this committee, nor the proposed board of directors, shall have authority to draw upon any funds of the A. Ph. A.

(2) That the methods employed of obtaining the object stated above may include a combination of worthy ones as both may devise, provided that said methods of condemnation do not in any way involve the A. Ph. A. in legal responsibility.

(3) That nothing to be undertaken by such bureau shall be in conflict with the spirit of the U. S. P. or with the U. S. Government authorities.

(4) That the operation of the proposed board shall be free of any attempt to secure financial profit from

any of the institutions named herein or for any of their members or agents, but said bureau is authorized to employ proper means for securing the funds necessary to defray its legitimate expenses.

Ringing speeches in support of the resolutions were made by Dr. Rusby and Dr. Philip N. Jones, who reviewed the legal questions involved and maintained that the questions of practicability and financial responsibility were settled. Various motions to dispose of the resolutions were offered and withdrawn and finally the whole matter was referred to the council for action.

Caswell A. Mayo, chairman of the delegates to the N. W. D. A., and of the committee to communicate with the Carnegie Institute at Washington, D. C., read his reports. The Carnegie Institute stated that at the present time it did not find it expedient to establish an advisory committee on pharmaceutical research. Kansas City as the place of next meeting was reported by the committee and all reports were adopted.

F. G. Ryan, chairman of the special committee on weights and measures, reported that the bill providing for the adoption of the metric system in all departments of the Government was withdrawn from the House of Representatives when it became apparent that it could not pass the last session of congress. It is proposed to again introduce it in both Houses of Congress next December. He said the most active opposition to the bill comes from mechanical engineers because of changes which would be made necessary in standard tools, screw threads, etc.

Prof. L. E. Sayre then introduced the following resolution:

Resolved, That it is the sense of the A. Ph. A. that a standard for determining the strength of anti-diphtheritic serum be provided for this country.

That the A. Ph. A., respectfully requests the Public Health and Marine Hospital Service to establish and maintain such a standard for the use of investigators, manufacturers and individuals who may have need for such.

Some discussion by Prof. Sayre and others followed but no opposition was made to the resolution and it was passed by a unanimous vote. Adjourned.

COMMERCIAL SECTION.

Tuesday P. M., August 4.

Thos. V. Wooten of Chicago, chairman of the section, presented a strong address discussing in extenso the many evils besetting the drug trade. The greatest hindrance to the success of retail pharmacy, he thought, was the excessive number of stores, approximately 28,730, or 1 to every 1967 of population. The address was referred to the publication committee.

Mr. Wooten presented the following resolutions which were taken up seriatim, discussed and finally adopted:

Resolved, That the commercial section recommends to the association the adoption of the following resolutions:

Resolved, It is the sense of this association that retail pharmacists shall advance their individual interests and the interests of pharmacists as a whole by making the working hours of clerks as few as possible consistent with the proper conduct of their respective stores, also by providing clerks with healthful sleeping quarters and by liberality in the matter of compensation, the end sought being to bring into the profession of pharmacy a greater number of capable and ambitious young men who will otherwise be deterred from entering it.

Resolved, That it is the sense of this association that the several schools of pharmacy ought to include in their curricula a course of commercial training comprehensive enough to insure that the student is fully capable of properly managing a retail drug business, being prerequisite to graduation.

Resolved, That it is the sense of this association that retail pharmacists will greatly increase their prospects of success as business and professional men by inaugurating occasional conferences between their respective local organizations (of which there ought to be one in every community) and the physicians of their localities, in which conferences there are brought up for discussion the relation between the physician and the pharmacist and of both to the public, it being confidently believed that such conference will benefit all concerned.

Resolved, That it is the sense of the A. Ph. A. that price cutting on proprietaries and other goods, inaugurated and carried on for the specific purpose of gaining an advantage over one's fellow pharmacist, is wrong in principle and subversive of the association's effort to foster which this organization was formed.

Resolved, That the organization deprecates the feeling said to exist in some quarters that the A. Ph. A. is not in as hearty accord as it should be with the efforts which the retail pharmacists of the country are putting forth to improve their financial status.

Resolved, That the association heartily commends all such endeavors and cordially urges upon pharmacists the desirability of identifying themselves closely with their local and State associations, the N. A. R. D. and the A. Ph. A., the commercial section, of which devotes itself exclusively to subjects of vital interests to those engaged in conducting retail drug stores.

Prof. Sayre thought it was a mistake to ask colleges of pharmacy to give training such as is given by business colleges. He thought that ten weeks' instruction of two hours a week was about all any college could well give. Leo Elbel said that a business man was born, not made, and he thought colleges of pharmacy should require of students an entrance examination equivalent to that required for high school graduation before beginning the methods followed by the Philadelphia O. P. in commercial instruction, and lay down the proposition that any college has the ability to instruct in any line that will make the student a successful pharmacist. Mr. Caspari told of the work in the Maryland C. P., under the instruction of Prof. Francis. Laboratory methods were employed and the laboratory called for six hours a week. Commercial prices were used in buying and selling goods and for the

limited time the course was in operation it had been extremely successful.

Mr. Ebert thought the old-fashioned method of educating the apprentice was the only true one. The clerk brought under this instruction was not up in the tricks of cutting in this commercial age. Mr. Hopp agreed with Mr. Ebert and W. L. Dewoody did not believe in kindergarten methods in commercial training. Mr. Baggett of New York, said "things have changed since Hannah died," and some business training was absolutely necessary. Messrs. Loehr, Bartells, Hallberg and others joined in the discussion which reminded one of the debates on the old question of "experience before and after graduation."

A number of papers were read. A paper by B. M. Overton, "Bottling Whiskey in Bond," and a similar one by W. J. Taylor, were read by title and referred to the publication committee with instructions to investigate. With the election of the following officers the commercial section stood adjourned; W. L. Dewoody, Pine Bluff, Ark., chairman; Robert C. Reilly, St. Louis, secretary; associates—C. R. Sherman, Omaha, Chas. R. Roth, Canton, O., E. M. Boring, Philadelphia.

SCIENTIFIC SECTION.

First Session, Wednesday A. M., August 5.

The section was called to order by the chairman, J. O. Schlotterbeck of Ann Arbor, Mich., who, after the appointment of Edward Kremers as secretary, proceeded to read his address. This was an able paper and related to the investigations upon the mydrinate alkaloids, atropine and hyoscyamine, which have been recently completed.

Julius A. Koch, Pittsburg, chairman of the committee on the Ebert prize, presented a report which stated that the prize provided for by the Ebert fund had been awarded to Dr. Frederick B. Power for his paper presented at the Philadelphia meeting on the "Chemistry of the Stem of *Derris ligiosa*."

In the absence of Prof. E. L. Patch of Boston, E. H. Gane read the report of the committee on drug adulterations. This report was the cause of much discussion which later developed. It contained the following resolutions which the association adopted:

Resolved, That it is the sense of the A. Ph. A. that great good would be accomplished if the secretary of the treasury would confer with the secretary of agriculture for the purpose of making suitable arrangements with all of the U. S. port chemists to place at the disposal of the bureau of chemistry all those analytical methods bearing on drugs and chemicals and the data they obtain in the examination of imported goods from time to time.

Resolved, That the interests of medicine and pharmacy would be advanced by the appointment under the direction of the Association of Official Agricultural Chemists of a referee on medicinal plants and chemicals.

Reference was also made in the report to the substitutes for cod liver oil, now being freely offered in the New York market. The basis of these substitutes is a specially refined seal oil, and in some instances pure seal oil is offered for "mixing" with Norwegian oil.

The report was accompanied by a number of spurious or largely adulterated samples of aristol, trional, phenacetine, etc., referred to in an address by Prof. Virgil Colden as chairman of the New York section of the Society of Chemical Industry, and presented by him to the committee, which suggested that the association forward them to the drug laboratory at Washington to form the nucleus of a permanent collection for future reference.

Such a resolution passed but was rescinded at a later session when it developed that one

of the sample packages bore the label of Geo. M. Beringer, Camden, N. J., chairman of the committee on practical pharmacy and dispensing. Mr. Beringer in a stirring speech later on asked the association to have the alleged adulterated sample analyzed by three expert, disinterested chemists and he would stand the expense for such analysis. The samples were given into the custody of General Secretary Caspari. In the absence of R. G. Eccles the report of the committee on the revision of the U. S. Pharmacopoeia was read by C. M. Reilly of Alton, Ill. This report stated that the work of the revision committee was progressing and that the new Pharmacopoeia would contain a number of titles absent from the present edition and will probably appear early in 1904. The report was accepted.

After some discussion on the standards used in this country for determining the strength of antitoxin serums by E. M. Houghton, A. B. Lyons, C. S. N. Hallberg and others, the section proceeded to nominate officers for the ensuing year. Papers were read by Dr. H. H. Rusby on "Jaborandi," illustrated by specimens of official and non-official varieties; Rodney H. True, "East Tennessee Pink Root;" Geo. M. Beringer, "Tests for Phenacetin and Acetanilid." Of 182 samples of phenacetin examined by Mr. Beringer, acetanilid in small quantities was found as the chief adulterant or impurity. One sample was a mixture of acetanilid and sodium bicarbonate and another sample hailing from Baltimore was found to be pure boric acid. L. F. Kebler presented an abstract of a paper he had prepared on acetanilid and the whole subject of the patents on synthetic products was discussed by Messrs. Kebler, Lowe, Noll, Beringer, Good, Hallberg and Todd. The patent on phenacetin expires in March, 1906.

Second Session, Thursday Evening, August 5.

At the first session of this section Joseph W. England, W. A. Puckner and M. I. Wilbert were placed in nomination for the office of chairman. Both Messrs. Puckner and Wilbert had declined the nomination but friends of Mr. Puckner would not accept his offer and he was again renominated by Dr. Ed. Kremers, Prof. C. B. Lowe speaking in favor of Mr. England. William Hauenstein and J. W. T. Knox were appointed tellers and the election was ordered. Of the 74 votes cast Mr. Puckner received 43. Mr. England 29, and Mr. Wilbert 2. E. H. Gane of New York, was elected secretary of the section.

The report of the committee on chairman's address was scarcely read before Geo. M. Beringer moved that the motion adopting that part of the report of the committee on adulterations referring to thymol iodide, aristol, etc., be reconsidered, and that the samples accompanying the same be referred to a committee of experts for investigation and analysis. Carried.

A long and spirited discussion followed the consideration of this resolution over what should be the character of the work reported by the committee on drug adulteration. Mr. Beringer thought the results worked out by members only should be reported. Prof. Remington said members of the committee should be very careful about the subject of adulteration. One act of injustice will do much injury to the association. The members want facts only; they do not want to injure anyone. The association is a responsible body and can be sued, therefore care is extremely necessary.

Dr. A. B. Lyons and William C. Alpers spoke on the resolution. C. S. N. Hallberg outlining the plan for collecting samples in Germany and Mr. D'Avignon explaining the methods employed in Canada.

The chairman announced that forty papers had been

received, the greater number of which are named below:

Dr. A. B. Lyons, "Physiological Assay of Cannabis Indica" and "An Improved General Method for the Assay of Alkaloidal Drugs;" L. E. Sayre, "Greater Accuracy in the Description of Crude Drugs;" W. A. Puckner, "Nux Vomica Assay;" L. A. Johnston, "Iron Peptonate;" Geo. M. Beringer, "Tests for Phenacetin and Acetanilid;" M. I. Wilbert, "A New Metric Glass;" Otto Raubenheimer, "Uses for Carbon Tetrachloride and Tests for Its Impurities;" J. W. Baird and Flora E. Sleeper, "Chemical and Physical Constants of Oil of Datura Stramonium;" E. H. Gane, "The Benzoin of the Pharmacopoeia;" J. M. Gordin, "On the Crystalline Substances of Prickly Ash Bark;" C. W. Johnston, "The Action of Oxidizing Agents, Particularly Potassium Permanganate and Iodic Acid upon Turpentine;" L. D. Haigh, "Mixtures of Ethyl and Methyl Alcohol;" R. S. Denniston, "Structure of the Stem, Root and Leaves of Escholtzia (California)"; M. I. Wilbert, "Personal Name Synonyms in the U. S. P.," J. H. P. Remington, "Acetic Acid Fluid Extracts;" J. O. Schlotterbeck, "Microchemical Differences of Atropine and Hyoscyamine and "Chemistry of Chelidonium"; Raymond H. Pond, "Measurements of Meshes of Wire Sieves"; Rodney H. True, "East Tennessee Pink Root"; E. G. Eberle, "Mesquite and Mint, Their Early History and Modern Commercial Developments"; L. F. Kebler, "Geranium Oil and Its Substitutes"; C. S. N. Hallberg, "A Lost Art—Plasters;" Edward Kremers, "Glycerophosphates" and "Heavy Oil of Wine"; H. L. Johnston, Resin of Podophyllum or Podophyllin"; Geo. M. Beringer, "An Examination of Commercial Phenacetin."

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

First Session, Thursday A. M., August 6.

The chairman of the section, George M. Beringer, after a few introductory remarks called Dr. C. B. Lowe of Philadelphia, to chair, and proceeded to read his address, entitled: "The Cry of Substitution." Want of space prohibits the publication of Mr. Beringer's paper which referred to the attacks on the drug trade by journals looking for sensational features, cartoons, etc.; particularly the unfortunate publication by the New York board of health of a report of its examination of phenacetin sold in the metropolis. Incorporated in the address was a summary of the examination of samples of phenacetin purchased by Mr. Beringer at various places throughout the country, which showed that of the 182 samples collected 148 were pure, 27 were grossly adulterated and 7 only slightly contaminated. An unusual amount of sophisticated phenacetin is now on the market and druggists should be on their guard. The owners of the American patent on phenacetin were held to be primarily responsible for the present condition of affairs in that they have taken advantage of a construction of our patent laws that could never have been intended by the enactors, viz: charging \$1 an ounce for an article they are supplying to the druggists of other countries at 25 cents an ounce.

At the close of the address Robert R. Lampa of New York, lead off with a speech in which he stated that much of the distrust against the pharmacist was due to the medical profession wanting the dollar which belongs to the pharmacist, and it was time to call a halt.

Messrs. Hupp, Holzbauer and Eliel were appointed a committee to award the Dr. Enno Sander prize.

A paper by Otto Raubenheimer on "Permanent Syr



J. W. T. KNOX, Detroit, Mich.

Retiring Chairman, Section Education and Legislation.

up of Hydriodic Acid" was read and sharply criticized by various members. The question was asked: "Is it proper to call a preparation 'syrup of hydriodic acid' which contains no sugar whatever, being made with glycerin"? The chairman answered in the negative and said it should be called a "glycerole." Various phases of the manufacture of the official syrup were discussed by Messrs. Ebert and Koch, the latter stating that the darkening of the syrup is largely due to the caramelization of the sugar.

Mr. Ebert exhibited an almond grater made in Germany and showed how it might be used to granulate opium. He also exhibited a sample of the eucathone resin of opium which had been removed with purified benzoin. He called attention to the acetic acid extracts of opium which he said were the ideal preparations, whose characteristics were known in the days of Homer and Paracelsus, and exhibited at a later date in the old "Lancaster drop."

M. I. Wilbert exhibited a circulatory apparatus for making solutions of iodine and Frank E. Fisk read a paper on "Circulatory Displacement as a Pharmaceutical Process." Nominations were next in order, and the section adjourned to meet as scheduled in the afternoon.

Second Session, Thursday P. M., August 6.

C. Lewis Diehl, chairman of the special committee on National Formulary, read his report in which it was stated that the work was closely connected with the U. S. Pharmacopoeia and at the present rate of progress the N. F. would be completed simultaneously with the U. S. P. Decision on some of the formulas would have to be withheld until the committee found out what action the revision committee of the U. S. P. took on the same or similar formulas. Prof. Diehl read the reports of the subcommittee on additions to the N. F., which included formulas for powders, capsules, lozenges, pills, coating pills, granules, etc. The new formulas practically agreed upon include a disinfecting solution, super-saturated acid, alkaline antiseptic solution, germicide, soothing ointment, comp. syrup of phosphates with opium and strychnine, magnesium magma, solution of phosphate of iron and manganese, elixir of

terpin hydrate and its combinations, syrup of bromides, etc.

The report on correction of formulas by Prof. A. B. Stevens was read by Prof. Diehl and gave a list of the formulas which needed slight corrections, as the formulas for chloral camphor, adjuvant elixir, etc.

L. C. Hopp criticized the present formula for elixir of iron, quinine and strychnine, and said it was too strong in quinine. A discussion of the manufacture of soluble hypodermic tablets brought out the information that an organic acid and sodium bicarbonate were employed. Pure cane sugar was also stated to be all that was necessary as a basis for these tablets.

Among the papers presented were: "Should Methyl Alcohol be Recognized by the U. S. P., or Is Its Use Allowable in Any Medicinal Preparations," by H. B. Dunning; "Some Incompatibilities of New Remedies," E. A. Ruddiman; "Carbon Tetrachloride and Safety Benzine," Otto Raubenheimer; "Weights," William Mittelbach; "Pharmaceutical Fragments," W. W. Kerr; "Dispensing Hints," L. C. Hopp.

The officers elected for the ensuing year were duly installed as follows: Chairman, W. H. Burke, Detroit; secretary, E. A. Ruddiman, Nashville; associates, F. T. Gordon, U. S. N., Washington, D. C.; William Mittelbach, Booneville, Mo., and D. F. Jones, Watertown, S. D. Adjourned.

SECTION ON PHARMACEUTICAL EDUCATION AND LEGISLATION.

First Session, Friday A. M., August 7.

Chairman, J. W. T. Knox called J. M. Good to the chair and proceeded to read his address. He thought fewer pharmacy schools and better ones were needed, and fewer schools would mean better ones because of concentration of students, income and teaching ability. Entrance examinations should be required for admission to colleges of pharmacy and probably the high school requirement is not far off. Reciprocal registration was a necessity and he saw no reason why it should not be reached by voluntary arrangement. The adulteration and substitution crusade of New York was mentioned and pharmacists should assist to make laws where existing laws are inadequate. Druggists should have a hand in any legislation affecting the trade rather than leave it to their enemies.

The address was referred to the publication committee, and the secretary of the section, H. B. Mason, read his report which contained these interesting statistics:

There are now about 92,150 registered pharmacists in the United States, and 8,799 assistant pharmacists. During the year 4,262 persons were granted certificates of registration as pharmacists; of these 3,171, or 74 per cent., passed the examination, in 522 cases, or 12 per cent., graduation in pharmacy was accepted in lieu of the examination; in 99 cases, or 2.3 per cent., graduation in medicine was singularly accepted; and interchange of board certificates accounts for nearly all of the remaining 470 cases. Concerning assistant pharmacists, 1,134 were registered by examination and 70 without examination, during the year. So far as the statistics go, they indicate the presence of only 722 women among the army of nearly one hundred thousand registered pharmacists in the country.

Mr. Mason also presented a review of the legislative year of 1902-3. No fewer than ninety-eight bills were introduced in the various States, and territorial legislatures, nineteen of which found a place upon the statute books. As a whole the legislation registered a distinct advance in the enactment of a number of laws of real importance and necessity, and the year has altogether been one of progress.

The report of the committee on patents and trademarks, F. E. Stewart, chairman, was read by title and Chairman E. G. Eberle presented in abstract a report of the committee on acquirement of drug habits. It was shown that the sale of narcotics is not restricted to any section of the country nor confined exclusively to the fallen and lower class. This report provoked an interesting discussion and the section passed a resolution asking the association for reprints for general distribution.

The draft of a model law "to provide against the evils resulting from the traffic in certain narcotics and to regulate the sale thereof," was presented by Prof. J. H. Beal and, after discussion, was adopted substantially as first submitted. Following is the text of the proposed bill:

Model Cocaine Law.

Be it enacted by the General Assembly of the State of

Section 1. That it shall be unlawful for any person, firm or corporation to sell, furnish or give away any cocaine, salts of cocaine or preparations containing any cocaine, salts of cocaine or morphine, salts of morphine or preparation containing morphine or salts of morphine, or any opium or preparation containing opium, or any chloral hydrate or preparation containing chloral hydrate, except upon the original written order or prescription of a lawfully authorized practitioner of medicine, dentistry or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or, if ordered by a practitioner of veterinary medicine, shall state the kind of animal for which ordered and shall be signed by the person giving the order or prescription. Such written order or prescription shall be permanently retained on file by the person, firm or corporation who shall compound or dispense the article ordered or prescribed, and it shall not be re-compounded or dispensed a second time except upon the written order of the original prescriber.

Provided, however, that the above provisions shall not apply to preparations containing not more than 2 grains of opium or not more than $\frac{1}{4}$ grain of morphine, or not more than 2 grains of chloral hydrate or not more than 1-16 grain of cocaine in the fluid ounce or if a solid preparation, one avoirdupois ounce. Provided also that the above provisions shall not apply to preparations received in good faith for diarrhoea and cholera, each bottle or package of which is accompanied by specific directions for use, and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further that the above provisions shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers to retail druggists, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry or veterinary medicine, nor to sales made of proprietary or pharmaceutical preparations for the use in manufacture of such preparations, nor to sales to hospitals, colleges, scientific and public institutions.

Section 2. It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or prescribe for the use of any habitual user of the same, any cocaine or morphine, or any salt or compound of cocaine or morphine, or any preparation containing cocaine or morphine or their salts, or any opium or chloral hydrate, or any preparation containing opium or chloral hydrate.

And it shall also be unlawful for any practitioner of dentistry to prescribe any of the before-mentioned substances for any person not under his treatment in the regular line of his profession, or for any practitioner of veterinary medicine to prescribe any of the before-mentioned substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawful authorized practitioner of medicine from prescribing in good faith, for the use of any habitual user of narcotic drugs, such substances as he may deem necessary for the treatment of such habit.

Section 3. Any person who shall knowingly violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and, upon conviction for the first offense, shall be fined not less than \$25, nor more than \$50, and upon conviction for the second offense shall be fined not less than \$50 nor more than \$100, and upon third and all subsequent offenses shall be fined not less than \$100 nor more than \$200, and shall be imprisoned

in the county jail for not more than 6 months. It shall be the duty of the Grand Jury to make presentments for violation of this act.

Section 4. This act shall take effect, and be in force from and after the ___ day of ___ 19__.

The nomination of officers was the next order of business and the section adjourned.

Second Session, Friday Evening, Aug. 7.

The nominations made at the previous session were ratified and the following officers were elected for the ensuing year: Chairman, Harry B. Mason, Detroit; secretary, W. L. Cliffe, Philadelphia; associates, E. J. Kennedy, New York; D. F. Jones, Watertown, S. D., and F. T. Gordon, U. S. N., Washington. Prof. J. H. Beal, chairman of the committee, presented the draft of the model poison law which had been referred to a sub-committee of which he was chairman. This was taken up clause by clause, slightly amended and provisionally adopted as given above. Copies of the draft were ordered to be sent to pharmaceutical journals for editorial criticism and also to the large dailies. The criticisms will be compiled and presented at the meeting next year.

Geo. Reimann of Buffalo, Geo. H. Voss of Cleveland, D. R. Jones of Watertown, S. D., and Fletcher Howard of Des Moines, Ia., and one other were appointed a committee to arrange a conference of members of boards of pharmacy to be held in Kansas City in 1904. A number of attempts of this kind have been made but none of them have proved successful.

C. S. N. Hallberg read a paper on "High Class Druggists and Others," which provoked much discussion, especially the reference it contained relative to certain well-known proprietaries. These were called to the attention of the editor of the proceedings and Mr. Hallberg graciously gave his permission to print the paper with the specific names of the proprietaries omitted.

F. T. Gordon followed with a timely paper on "Suggestions for Increasing the Members and Influence of the A. Ph. A." Other papers presented were R. B. Gabie, "From Strength to Strength"; L. E. Sayre, "Plant Analysis as a Part of a Pharmacy Course"; H. M. Whelpley, "Conference of Board of Pharmacy Members"; W. D. Bigelow, "Drug Legislation"; Gustav Wolt, "Necessity of Legislation Concerning Sale of Narcotics," and "Reciprocity in Pharmaceutical Registration"; W. A. Dawson, "A Step Toward Interstate Registration"; Jos. Feil, "Union Examinations"; W. R. Ozier, "Making a Profession by Law"; John F. Patton, "Practical Education"; A. E. Ebert, "Lines on Which Pharmacy Laws Should be Drafted"; M. I. Wilbert, "Problem of Proprietary and Trade Names"; A. J. Eckstein, "Pharmaceutical Education and Legislation." Adjourned.

LAST GENERAL SESSION.

Saturday A. M., August 8.

Minutes of the preceding general session were adopted and also the minutes of the various sessions of the council. These contained among other things a resolution to make the salary of the official stenographer \$200 a



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year, to print the picture of the late Geo. W. Kennedy in the next volume of proceedings, to amend the by-laws so that hereafter the council may elect members to the association.

The council took no action on the plan of the proposed bureau of foods and medicines, although it adopted the preliminary resolution that some trustworthy means of establishing reliable standards was desirable. September 5, 1903, was ratified as the date of the next meeting to be held in Kansas City, and J. G. Worthman was announced as the local secretary and chairman of the committee of arrangements. His name will be printed in the proceedings with the other officers.

Geo. F. Payne reported on the status of pharmacists in the public service and resolutions of thanks were ordered sent to Surgeons-General Hixey of the Navy and Wynman of the Marine Hospital service and Chief Chemist H. W. Wiley of the Department of Agriculture for officially recognizing the association by detailing delegates to attend its annual meeting.

C. S. N. Hallberg exhibited copies of the new Epitome of the National Formulary compiled by C. Lewis Diehl, and John F. Hancock presented a letter, read by the secretary, relating to the Wm. Procter memorial. The plans recommended were referred to the council for action.

The announcement made by Secretary Whelpley that 190 names had been added to the roll as new members was received with applause.

The report of the nominating committee was confirmed by the election of these officers:

President, Lewis C. Hupp, Cleveland, O.; vice-presidents—Wm. C. Alpers, New York City, A. M. Bohrig, U. S. Public Health and Marine Hospital Service, Staten Island, N. Y., and Otto F. Claus, St. Louis; treasurer, S. A. D. Sheppard, Boston; secretary, Chas. Caspari, Jr., Baltimore; reporter on progress of pharmacy, C. Lewis Diehl, Louisville; members of the council for three years—Geo. F. Payne, Atlanta, Ga.; Leo. Ebel, South Bend, Ind., and E. G. Eberle, Dallas, Texas.

Local secretary F. W. R. Perry of Detroit, was made the recipient of a special vote of thanks for the able manner in which he directed the local affairs of the association during the meeting. It was stated by one of the officers that "this was the first time the association ever paid for all of the entertainment features of any meeting and had something left to its credit."

THE HISTORICAL COMMITTEE.

Space will not permit to give in detail the proceedings of the historical committee's first meeting on Tuesday evening. The chairman, Dr. Edward Kremers, in an able address outlined the scope of the committee's work, which might well embrace sketches of local organizations, colleges, old stores, collection of drugs, etc.

Papers presented were—A. E. Ebert, "Historical Sketch of the Chicago College of Pharmacy" illustrated by photographs; Dr. A. B. Prescott, "Silas H. Douglass—Professor of Chemistry and Pharmacy in Michigan"; M. I. Wilbert, "Daniel B. Smith, First President of the A. P. A."; Wm. C. Alpers, "Justus Von Liebig"; H. B. Moore, "The First Drug Store in Detroit"; H. M. Whelpley, "George Dugestion and William Beaumont." The paper was of interest as it referred to the treatment of the wound of the abdomen in the famous case of Alexis St. Martin by Dr. Beaumont, who lived on the Island of Medicine.

CONFERENCE OF FACULTIES.

The American Conference of Teaching Faculties held two sessions. A general invitation was extended to members of boards of pharmacy to organize a similar conference to meet annually during the meeting of the A. P. A. and also to arrange for joint sessions with the conference of faculties. The officers elected are Prof. H. H. Rusby, New York C. P., president; Geo. B. Kauffman, Ohio University, vice-president; Willbur L. Scoville, Massachusetts C. P., secretary-treasurer, executive committees—H. M. Whelpley, St. Louis C. P. (chairman), Chas. Caspari, Jr., Maryland C. P.; J. O. Schlotterbeck, Michigan University, W. A. Puckner, Chicago C. P., and E. A. Ruddiman, Vanderbilt University.

MICHIGAN UNIVERSITY ALUMNI.

The Michigan "boys," about twenty strong, held a reunion and dined together on Wednesday night. Dr. A. B. Prescott, Prof. A. B. Stevens and other prominent alumni were not present to enliven the exercises, their absence causing much regret. Those signing the roster were A. B. Lyons, '68, Detroit; Jos. F. Gosler, '80, New York; J. W. R. Perry, '80, Detroit; C. W. Parsons, '81, New York; E. J. Kennedy, '82, New York; J. W. Baird, '83, Boston; Wm. Hansenstein, '83, New York; W. H. Burke, '84, Detroit; E. A. Ruddiman, '86, Nashville; J. O. Schlotterbeck, '87, Ann Arbor; W. C. Kirchbussner, '89, Grand Rapids; Lyman F. Kehler, '90, Washington; E. M. Houghton, '93, Detroit; James Seymour, '94, Norman, Okla.; Willbur J. Teeters, '95, Iowa City, Ia.; J. W. T. Knox, '95, Detroit; L. E. Sayre, '97, Lawrence, Kans.; Philip Kephart, '99, Berrien Springs, Mich.

DR. LOUIS D. KASTENBINE, one of the foremost chemists and educators in the South, died at Louisville, Ky., aged 64. He was born in Louisville. While at high school he was particularly fond of chemistry. He studied medicine at the University of Louisiana and enlisted in the Federal army as a medical cadet. After the war he occupied chairs in the Kentucky School of Medicine, the Louisville College of Pharmacy and the Louisville College of Medicine. He was called on almost all important questions of analysis in the South. He was an examiner of drugs for the Government at Louisville. He leaves a wife and one daughter.

JOHN FREDERICK HUNTER, a well-known drug clerk and former member of the board of health of Syracuse, N. Y., died on August 2. Mr. Hunter had been for twenty-one years clerk for C. W. Snow & Co. and for the last three years at Bibben's store in the West End. He was 47 years old. A widow survives and one son and one daughter.

WILLIAM F. BAKER, aged 37, a well-known Detroit druggist, died at Harper Hospital from the result of a bone growth on the inner section of the skull and next to the brain. He had been employed at Doty Bros. store, Clifford and Sibley streets, Detroit, for a number of years and was exceedingly popular. He is survived by a widow.

WILLIAM KENNY, employed by Halsey Bras., homeopathic pharmacists and wholesale druggists at 44 Kinzie street, Chicago, was killed on August 3, by becoming entangled in the electric wires in the basement of the store. Kenny was twenty years old and the only support of a widowed mother.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

GREAT INTEREST.

The Proposed Druggists' Lloyd Insurance Company Finds Many Friends—What Other Companies Are Doing—New Lloyd Forming in Illinois.

Great interest is being shown by the retail druggists of the United States in the proposed new cooperative fire insurance company planned by a special committee of the German Apothecaries' Society of this city and published exclusively in the Era on July 23. The plan is hailed as a means of relief from an unhappy condition—the exorbitant rates of the existing big companies—and the Era is in receipt of many communications enthusiastically favorable to the Lloyd charter idea.

In the several opinions offered and sought by the Era this week not one was doubtful. The comprehensive knowledge of their ground shown by Ernst Roller, chairman, and his fellow-committeemen in charge of the plan was praised. Instances of scores of successful Lloyd companies were cited. The saving of at least one-half of the average premium now paid is an argument that cannot fail to reach attention. The promise of an increase in fraternal feeling between druggists themselves and druggists and physicians is another inducement. The strength and worth of the good old German Apothecaries' Society also claims instant respectful consideration of any plan they may be discussing.

Briefly, for the benefit of those who may not have read the earlier article, the plans comprise:

The purchase of a Lloyd charter, its underwriting by members of the G. A. S.—more than 100 have already advanced—or by members of the various city societies; each underwriter to be liable to the extent of \$25 to a fraction of any loss; the limiting of policies to \$5,000, or possibly \$6,000, on store and goods; the securing of the endorsement of the plan by this and other State associations and the extension of the privileges to all parts of the country and to physicians. Rates will be first fixed at 50 cents, and afterward, if possible, at 40, or lower. The average losses in 241 stores in this city for 13½ years on an average policy of \$5,600 is \$23; average premium paid, \$523. But the rates during those years were lower and now the average premium on a \$5,600 policy for 13½ years would be \$756, while the risk is no greater.

The company will be governed by a board of finance, the secretary of which will likely be a lawyer who will have charge of details.

There are two eminently successful druggists' mutual fire insurance companies in existence now. Of the Druggists' Mutual Fire Insurance Co. of South Dakota, Secretary I. A. Keith of Lake Preston, who is a pharmacist, writes to the Era:

"In compliance with your request I enclose herewith our last annual statement and a copy of our articles of incorporation and by-laws. On the back of the enclosed card, you will note statistical information regarding our company. The management of this company congratulate themselves upon the success which has

been met. We have conducted a conservative and careful business and saved to our policy holders \$32,634.52.

"The success of mutual insurance, in my opinion, depends upon judicial and economical management; when this is accomplished and the people have confidence in the honesty and integrity of the management of a mutual concern there can be no doubt of success."

At the time of its last report this company showed:

Net insurance in force on 707 policies, \$593,930; expense ratio to premiums, 14.1 per cent; loss ratio to premiums, 37.8 per cent; net surplus, \$14,267.65. The summary of results since the date of organization, October 24, 1895, showed: Whole number of policies issued, including renewals, 2,965; amount of premiums at full premium rates, \$65,931.19. Expenses for entire period of 6½ years, \$12,270.26. Fire losses for period, \$21,026.41. Total, \$33,296.67. Net saving to members (or premiums refunded), \$32,634.52. Cost of carrying risks for the entire period, 50½ per cent. Expense ratio to premiums, 18.6 per cent. Loss ratio to premiums, 31.9 per cent. Number of fire losses, 58; average fire loss, \$362.52; highest losses, S. C. Lacy & Son, Aberdeen, \$1,500, and R. R. Jones, Britton, same amount. These were total losses, and the highest insurance carried is \$1,500.

The company was organized through the efforts of the trade interests committee of the State Ph. A. to overcome extortionate rates. The results attained during the first year's existence were so satisfactory that merchants in other lines began to apply for insurance and it was decided to enlarge the field of operation by accepting good risks on all classes of merchandise and business buildings. Were pharmacies the only class insured the average losses would be lower, as most of the larger losses are not on drug stores. The officers are selected from the policy holders, and the object is "protection, not speculation."

The officers are: President, James Lewis, Canton, salary, \$300; secretary, I. A. Keith, salary, \$900; treasurer, H. C. Bockoven, Clark, salary, \$150; vice-president, J. M. Cotton, Tyndall; directors—F. G. Stickle, Mollette; H. C. Bockoven, Clark; W. J. Hull, Alexandria; R. M. Cotton, Tyndall; James Lewis, Canton; I. A. Keith, Lake Preston; L. H. Lohr, Estelline; E. C. Bent, Dell Rapids; F. D. Bailie, Webster.

Secretary John Weyer, Cincinnati, of the Retail Druggists' Mutual Fire Insurance Co., of Ohio, sends his annual report, read before the State Ph. A. in June. It said:

"Because of the general advance of rates ordered all over the Central and Western States, upon mercantile and factory risks, a considerable number of druggists voluntarily decided to forego the profits from the trade of their local insurance agents or solicitors, and

PROTAN is a definite chemical product, formed by the synthesis of tannic acid with nucleo-proteid. It is entirely insoluble in the stomach and its astringent properties are not obtained until it reaches the intestines, where the diarrhea exists. It is the only astringent known that can be given to children and bottle-fed infants without impairing digestion or interfering with the digestive functions of the stomach. We have special inducements to offer for introducing it to your physicians. Write for particulars, giving us a correct mailing list of your physicians.

H. K. MULFORD COMPANY,

Philadelphia.

place insurance in this company. Many of these had been visited by us and their insurance solicited, but only the 25 per cent advance on their rates induced them to let go the local agents.

"The following embraces the business of the company for eleven months, from July 1, 1902, to June 1, 1903: Insurance in force July 1, 1902, \$894,325; full premiums on same, \$9,646.45. New business written during the year, \$170,175; full premiums on same, \$1,663.97. Risks cancelled or expired during year, \$41,990; full premiums on same, \$161.95. Risks in force June 1, 1903, \$1,022,590; full premiums on same, \$11,177.58. Net gain during eleven months, \$128,175; full premiums, \$1,531.12.

There were twelve losses in eleven months, amounting to a total of \$3,467.41. The highest was \$2,881.43, and the next highest \$220. The average loss, per claim, for three years was \$178.22. Of losses, one in ten are total.

E. B. Helmsstreet, Jamesville, secretary of the now-dead Wisconsin Druggists' Mutual Fire Insurance Co., writes:

"I am very much in favor of a retail druggists' insurance company, and have no doubt of its success. We started one here in Wisconsin a number of years ago and would have continued it but for the fact that the regular insurance companies changed and gave us very favorable rates; and we reinsured all our risks with regular companies and let ours drop. Now the rates have been advanced until they are higher than ever before. I kept track of fire losses in Wisconsin for ten years and the retail druggists of this State would have saved about 10 per cent, if they had kept their mutual company working.

"I certainly am pleased with this movement and trust it will not be allowed to drop."

As an instance of another success: The Workingman's Fire Insurance Co., was organized here by 44 carpenters, eight years ago. Eight hundred dollars was fixed as the maximum risk and every member was required to deposit one per cent, to be returned to him if he withdrew. There are now 16,000 members; and the highest assessment the members ever had to pay for one year was \$1, two years ago, at the time of the big Paterson fire.

News has just come in of the formation of a Lloyd company in Illinois. Owing to legislation favorable to "old line" companies which passed the legislatures of New York and Illinois during recent years, the formation of mutual companies is not feasible. Practically the same result may be obtained by operating under the Lloyd system, popular in England, Canada and the United States.

Here are a few opinions:

Albert Plant of Lohm & Fink, who is chairman of the insurance committee of the N. W. D. A.: "It is a splendid idea. There is a lot of room for such a company."

Oscar C. Kleine, Jr., president Kings County Ph. Soc., said he was very much interested in the plan and believed it to be a very good one.

Joseph Weinstein, president N. Y. R. D. A.: "I like the plan very much. Such a company should be a great success, and it certainly is needed."

Dr. A. L. Goldwater, president Greater N. Y. Ph. Soc.: "Well, I am ready to go into such a thing at once, if the proper men are behind it. I am paying \$1.40 on one of my stores now and \$1.20 on another one, for twelve years I have paid premiums to amount to six times the two losses I have had."

George Gregorius, a member of the committee which is planning the new company, whose opinion is often sought on important pharmaceutical matters, is enthusiastic in expressing confidence in the value of the proposed company.

William F. Maas, president of the East New York Ph. A.:—"There certainly should be a splendid success ahead for this company. Our fire insurance companies today constitute a monopoly from the word go. Their methods are nothing short of highway robbery. I did pay \$1.66 here." Mr. Maas bluffed the rate down to 98 cents; but his neighbors are not so well off."

Charles A. Kunkel, president Bushwick Ph. A.:—"It is one of the best things we can do. It can be successfully carried out. The people in charge will hear from us."

Mr. Kunkel's endorsement was given on Monday. That evening his society, after a comprehensive explanation of the plans by C. Mittenzweig, who belongs both to that society and to the G. A. S., endorsed the scheme. This is the first society, because it is the first one to meet since the plans were announced, to act on the matter.

William O. Frailey, president Pennsylvania Ph. A.:—"I am a firm believer in mutual insurance. I have had thirteen years' experience as secretary of a local fire insurance company and know that much money can be saved and great economies secured by mutual insurance. I further believe that class insurance is growing and that in the future every business or class of mercantile trade will have its mutual insurance company. The exorbitant cost of insurance comes from expensive management and variety of hazard, one class of hazard often being depended on to pay the indemnities on other classes. I have always felt that the old-line stock rating placed drug stores and stocks in a much higher class of hazard than was warranted by either experience, risk or statistics."

S. V. B. Swann, secretary Manhattan Ph. A.:—"The thing that surprises me is that this was not done long ago. Why I have paid out fourteen hundred dollars in the few years I have been here, without a cent of loss. Emil Koller deserves a great deal of credit."

Charles S. Erb, president Manhattan Ph. A.:—"Is the plan a good one? Certainly it is."

George H. White, president New Jersey board of pharmacy, is much interested in and favorable to the plan.

John A. Levery, president of the Connecticut Ph. A., writes:

"I have read with interest your story on co-operative insurance. In my humble opinion, if properly officered and conducted, all risks receiving the most careful and thorough consideration, there can be no question as to the feasibility or the ultimate success of such a company. While not a firm believer in mutual insurance I feel certain that if the principle of carrying only druggists' or physicians' and druggists' insurance be strictly adhered to a mutual company of this character can write policies at a greatly reduced rate, pay all losses promptly and by reducing the expense of carrying on the business to the minimum, still have left a good surplus for division among its underwriters. As a matter of information to you would say, that the druggists of this section are paying a rate of from \$1.65 to \$1.90; have never paid less than \$1.25. Thanking you for the opportunity of expressing my views on the subject."

Mr. Koller in the last few days has received many communications from pharmacists in this and other States, all showing substantial interest, by asking to be either permitted to come in as underwriters or as customers.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

P. O. Box 71.

NEW YORK CITY

AT HIS WORK.

Mr. Erb is Inspecting Stores and There Will Be No Innocuous Desuetude for the Board of Pharmacy

Just Yet—Some Mistaken Notions.

People who imagine that the eastern branch of the State board of pharmacy will lapse into mere ornamentation now that Mr. Faber is out may be surprised to learn that the new secretary, Charles S. Erb, is going at this with his usual animation and energy.

Mr. Erb has visited 100 pharmacies since taking hold. In twenty-five of these he found violations. He does not reason from this that one-fourth of us are law-breakers; he says it is largely ignorance—ignorance born of carelessness, or vice versa. Two of the twenty-five instances meant prosecution.

"I told those I visited that I was there for a purpose," said Mr. Erb. "If they wished to ask information I was at hand. Some threw up their hands with, 'Oh, I know all about that!' and there you are. Those are the men who must look out for trouble in the future."

One man had not registered a poison sale since 1890.

A point that pharmacists will do well to remember is that when a manufacturer gets a verdict against a retailer for substitution it is the sworn duty of the board—and it may be demanded by the plaintiff—to step right in and secure another verdict on that evidence.

The Era learns that very many stores in this city are selling coal tar cresote, the principal constituent of which is carbolic acid, instead of the wood cresote prescribed by the Pharmacopoeia. It is a fact that an astonishing number of druggists are perfectly innocent in this, either not knowing that their commercial stuff is off, or that there is such a thing as a pharmaceutical cresote. It is well to get right on this at once.

Another thing that needs correction: Bichloride and like tablets, whether in original packages or not, must bear the retailer's poison label, Section 198 of the pharmacy law distinctly says:

It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed to the bottle, box, vessel or package, a label containing the word "poison" distinctly shown, with the name and place of business of seller, all printed in red ink, together with the name of such poison printed or written thereupon in plain, legible characters.

The druggist who blunders into the idea that anything he sells in original package is at wholesale and not at retail, and thus does not come under the law, should change his mind at once. The affixing of labels, besides, is a custom that gives the druggist advertising.

THIS WILL BE "THE TIME OF YOUR LIFE."

The Erie County Ph. A. members and their chums and wives and children will have their summer outing on August 21, down at Edgewater on Grand Island, in Niagara river. Barge Twentieth Century has been chartered, to leave foot of Ferry street, Buffalo, at 9.30 a. m. Lunch on boat. Foam blowers have usual allowance. Competitive games at the grove and prizes. Pharmacists of Buffalo and pharmacists and physicians outside of Buffalo will play ball. Dinner at six, then light fantastic. If you miss the boat, swim down. Chairmen of committees: Executive, A. Keller; refreshment, P. M. Lockie; music, Harry Scheck; printing, C. E. Anthony; prize, W. H. J. Smith; dance, A. J. Werner; games, H. M. Anthony.

CHARGE AND COUNTERCHARGE.

Lower Broadway is stirring with scenes of carnage and prices are being slaughtered indiscriminately. M. Dlugasch, head of the Broadway Drug Co., says Hegeman & Co. began it. The others say Dlugasch is to blame. Anyway, Mr. Dlugasch is in a merry conflict.

For three years the Drug Merchants' Association kept prices on schedule. Mr. Dlugasch came into the territory, but did not join, though he promised to keep the schedule. A few months ago, piqued because Millhan was giving trading stamps on unrestricted goods he began cutting. The others waited a while.

Said Mr. Ramsay, head of Hegeman & Co.: "It is all Dlugasch's fault. I saw him and told him that we had been going along amicably for three years with good prices and asked him to stop cutting. He refused. Wilson, Millhan and I began then. We don't advertise, but every time he cuts we go below him."

Mr. Dlugasch said: "It is all Hegeman's fault. We were charging 74 cents for Peruna here and only 69 cents up town. I thought we were too high and dropped off 5 cents. Mr. Ramsay came to see me; so did Julius Kalish and J. Jungman. I refused to stop. I can stand it as long as they can. In fact, it has helped me. I hear Mr. Ramsay will withdraw from the association. Now is that right?—just because an outsider cuts prices? They sell 100 calomel tablets on prescription for 10 cents. Yet they drop their schedule when an outsider cuts 5 cents on Peruna."

Over the door on the Broadway Drug Co. store is this sign: "Save 100 per cent. on prescriptions. Not containing patent medicines, 25c. Peruna is now down to 57. Pinkham's, 58; Warner's, 58; Carter's, 12; Menmen's, 12; Listerine, 59, etc." The front of the store looks like the first page of a yellow evening newspaper.

NEW YORK NOTES.

—A few weeks ago the Era asked why there were only four stores on Broadway from Chambers street to Fourteenth street. A new one opens next week at 409 Broadway. Its nearest competitor on either side is half a mile away. Harvey W. Hall of Cincinnati is president, and Catherine and Arthur I. Schrenckheisen are vice-president and secretary-treasurer respectively. J. E. Doring, who has been with the Haas pharmacy and Daggert & Ramsdell, will be the manager. The name will be the Manhattan pharmacy.

—Apothecaries' Bicycle Club are having a time as we read this. They went this morning by train to Elizabeth, N. J. From there it will be awheel to Plainfield, Bound Brook, Somerville, Lebanon, Clinton, Washington, to Easton, Pa. They will stay there over night, ride to Bethlehem and go through the steel works tomorrow. Then come Allentown and Hamburg on Saturday, with side trips through Delaware Water Gap. Train to Philadelphia on Sunday morning when places of interest will be visited. Train back home in evening.

—C. E. Tankin, Brooklyn representative for Schiefelin & Co., and Mrs. Tankin are in Nova Scotia on vacation. Matthew G. Hopworth, manager, and F. G. Leslie, drug department manager of Hegeman & Co., 200 Broadway, are away for a fortnight, the lat-

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

ter in Ontario, Can. Harry E. Scott, clerk for Otto Boeddiker, Sixth avenue, went to the Catskills for two weeks.

—Cora S. Tanner, the actress, was married on Monday evening at the rectory of the Church of the Mediator in Kingsbridge, to Charles Allen Reed of "Reedholm," Kingsbridge, vice-president of the Iroquo Chloralum Co. Miss Tanner and Mr. Reed have known each other for ten years. Their engagement, however, was sudden. Mr. Reed's mother died only a few months ago.

—A very prominent druggist uptown sold his first carboic acid to a woman the second day after buying his store. She said she wanted it for a wash for her husband's feet. The old clerk demurred when the new proprietor ordered him to register the sale. "She has bought such stuff here for six years," he said. In an hour the woman was dead, but the sale was registered.

—A West Side druggist stays entirely out of his store during these days of strikes. His reason is that he thus avoids requests for trust and loans made by the workmen who probably may not be able and perhaps would not wish in better times to settle up. His clerk, of course, refuses all such importunities, because "Mr. — is out."

—Several Sixth avenue druggists make it a practice to send for their mail on Sunday. The result is that many prescriptions, sent in by customers now out of town, are received, filled and mailed, reaching their destination early on Monday, a day earlier than expected. Customers often express appreciation of this promptness.

—The Heyden Chemical Works, recently damaged by fire at Garfield, N. J., have resumed operations. An amicable separation of interests with Merck & Co. has been effected and the Heyden company now sells directly to the trade their products which formerly were sold through Merck & Co.

—The Bushwick Ph. A. is cooking up entertainment schemes for August 27, when its members and all their families are going to Chapell, Queens county, for the annual outing. Bowling, ball playing, games for the ladies and children and a dinner are among the attractions promised.

—Commissioner Murray tells us now that the new explosives regulations will not be effective until Aug. 24. Copies obtainable at 157-9 East Sixty-Seventh street. Five gallons of benzine may then be kept in four-ounce bottles, not filled on the premises.

—Man in Brooklyn inhaled fumes of cyanide of potassium while cleaning a bed. He was deaf and dumb, but the experience made him able to talk. It also turned the upper part of his body black, blue and green. This is according to the daily papers.

—Deputy Sheriff Fogarty received an execution against Joseph E. Talson, druggist at 481 Sixth avenue, for \$667 in favor of Brann, Ritchey & Co., and made a levy at the store. Mr. Talson has been in business on Sixth avenue for 25 years.

—Schedules on the assignment of the K) Ki Remedy Company, manufacturer of a nerve tonic, at 261 Broadway, this city, and at Cincinnati, show liabilities, \$5,203, nominal assets \$6,139, and actual assets, \$1,307.

—Pharmacist W. F. M. Smith of Pine Hill, married Miss Marie Wolcott on July 27. The ceremony was performed by the Rev. J. M. Cornish of Kingston, an old friend and school mate of the groom.

—Uptown druggist says soda fountain doesn't pay corner sales as better than \$10 a day. Reasons: Greater cost of supplies bought in small quantities and waste of left over and spoiled supplies.

—Otto Boeddiker's cat shed several hairs on a visitor's coat. Mr. Boeddiker explained that it was be-

cause he had used some of George E. Schweinfurth's hair restorer on her.

—Inadvertently, Mrs. S. V. B. Swann's name was left out of the ladies' committee in the story, last week, of the preparati^ous for State Ph. A. entertainment next summer.

—The Seliger pharmacy at One Hundred and Twentieth street and Madison avenue was sold at auction last week.

FROM ROCHESTER.

—John Esterheld, formerly a druggist of Hudson avenue, has accepted the position made vacant by the resignation of William Oberley in the Powers Hotel drug store. Albert Miller, with J. A. Vanderbilt, Monroe avenue, has gone to Keuka Lake vacationing. William Hall of Hall & Burchill, owners of the old Dewey pharmacy, Monroe avenue, is on a pleasure trip.

—N. Barrowclough of the Powers Hotel drug store, received \$10, as one of four winners of prizes given by the Frog-in-the-Throat Co., for one of the best windows. His window was recently photographed by another patent medicine company because it was declared to contain the best trim of their specific.

—Wheaton Matthews will shortly have an inviting store in a new block at Genesee street and Bronson avenue, the builder being Mr. Matthews' father. Mr. Matthews' present drug store is on the opposite corner.

—W. J. Hicks of R. J. Strassenburgh Co., 160 Main street west, is atodus for a week. William DeVisser, night clerk at Guilford's, State street, is away on his annual vacation.

—Mr. Houghton of Strassenburgh & Houghton, 418 West avenue, is ill and to recuperate has gone into Pennsylvania to visit friends.

—M. S. Lundy of the Bryan drug store, 961 Main street west, is in Canada visiting his parents.

—Fred Marshman of Strassenburgh & Houghton, is spending his vacation at Conesus Lake.

AROUND SYRACUSE.

—Some vacations: C. G. McElwaine, Shonnerd and Oswego streets, a month's trip to California; William G. Daggert of Thorpe's, on a two week's vacation; Bert H. Gifford of T. Bruce Furnival's store, at Thousand Islands for ten days; Rufus E. Smith, tripping to Boston; Henry Hageman of Newton's East Genesee street store, at Penn Yan; Willet Brown of Brown & Dawson, several long automobile trips.

—The Syracuse D. A. met on Friday night to talk over a proposition to close all stores for a few hours on Sunday afternoons. If the innovation goes through it will not take effect until about October 1.

—Larned & Barker are displaying these medicines in their window: "To Get Fat," 90 cents a bottle; "To Get Thin," 80 cents, and "To Get Ambition," 30 cents.

—C. A. Passage, who was run down by an automobile, has sufficiently recovered to go to Thousand Islands to recuperate.

—Bert H. Gifford, clerk for T. Bruce Furnival of Syracuse, is spending a couple of weeks at Sylvian Beach.

An Announcement.

In another column will be found the announcement of Reed & Carrick, 42 Germania avenue, Jersey City, N. J., in regard to recent changes in their price list. To meet the demand for smaller sized packages of Zymocide, Peptenzyme Tablets and Protomucem, they have placed a 25-cent size of all three of these popular preparations upon the market. Please note that they have also discontinued the Cod Liver Oil Milk preparations.

NEW ENGLAND.

VISIT TO GOVERNOR.

He is Asked to Appoint Pharmacist on Board of Health—Vacations and Changes.

Boston, August 11.—Following annual custom the State sent a delegation on last Friday to Governor Bates to present three names of candidates for appointment to the State board of registration in pharmacy. The men selected for the candidacy were: F. A. Hubbard, Newton; A. G. Guyer, Hyannis, and Thomas B. Nichols, Salem. There will be a vacancy in October, due to the retirement of F. H. Butler of Lowell, whose term of office expires.

The delegation was headed by C. P. Flynn, president, and brought to the attention of the governor another matter. At the recent annual meeting of the association, it was the general opinion that the pharmacists should have representation on the State board of health. The Governor requested that the matter be placed in proper shape for formal presentation in the fall.

THE DRUG CLERKS' VARIOUS CHANGES.

Boston, August 11.—At the Theodore Metcalf Drug Co., Boston, George A. Brooks is added to the force. He comes from Darling's, West Springfield. Harry H. Butler, Boston, goes to Walter H. Newton's, Gloucester. Harry E. Tucker, who recently bought out F. H. Ware in Turner's Falls, leaves the employ of N. R. Scott & Son, Worcester, where he has been for five years. Frederick C. Tolman of Fitchburg, has been engaged to be head clerk at Henry Adams & Co., Amherst. Lewis J. Whitney of Ware, has gone to a Franklin pharmacy. Louis P. Standley is a new clerk at DeLaney's, Beverly. Daniel P. Knowland is an addition at William Goodwin's, Marblehead. At Guillo's, Salem, Frank Horton has been engaged. Edward West is new in Goldthwaite's, Brockton. Frank J. McGuire, Monson, changed from G. L. Keeney's to F. S. Chapman's. At Le Gro's, Palmer, M. J. Dillon, Jr., is a new clerk.

IN THE GOOD OLD SUMMER TIME.

Boston, Aug. 11.—Many employers and clerks are having a change from routine business cares. Charles S. Bird, a Lynn druggist, has started for the Pacific coast and Los Angeles, San Francisco, Seattle and other places in that region. Herbert E. Brier, manager for W. B. Hunt & Co., Malden, is spending his vacation in Winterport, Me. John Kershaw, clerk at J. P. Murphy's, North Andover, is in Portsmouth, N. H. William Sweeney of Dr. D. F. O'Sullivan's pharmacy, Lawrence, is at Salisbury Beach. S. L. Grenier, employed at Favreau's, is in Nashua, N. H. Henry J. Pughard, druggist of Grafton, has gone to West Dresden, Me. Walter H. Fiske, an Upton drug clerk, is away and his place is taken by W. H. Baker. Roy Hayward, of the Washington street pharmacy, Stoughton, is on his annual. Walter Bower, of Frederick & Bower, Methuen, has been visiting in Haverhill. Frank Young, clerk at H. R. Call's, Lawrence, has returned from Interwale, N. H. Oscar Kaoppel, employed at W. B. Chandler's, West Springfield, has been in South Hadley. Albert F. Doyle, clerk in C. R. Hillberg's, Campbell, spends his outing in New Hampshire. Harry Hall, of Goldthwaite's, Winterton, has chosen New Hampshire. Edward J. McCaffrey, clerk at Wilcox's Clinton, is at Lake Wachann, and George Fox, employed at Henry A. Burditt's, in the same town,

is also away. P. H. Matthews, at Shaw & Childs', Middleboro, has gone to Sandwich on Cape Cod. Levi H. Boyle of Porter's, Randolph, is at Old Orchard, Me.

THE BAY STATE.

—Druggists, clerks and doctors of Holyoke all joined merrily in an annual clambake at a grove near that city, and had the "time of their lives." There was provided all that the most insatiable appetite could crave. Clams, lobsters, fish, green corn, watermelon, chicken. After the perfect gorge, those not incapacitated lined up for baseball in which the druggists defeated the doctors, 13 to 10.

—Although E. E. Wilkins', Pittsfield, suffered from fire in last February, the insurance has never been adjusted. It has been agreed to settle upon the amount due by means of arbitration, the board of which is made up of George A. Hastings, North Adams, chairman; Edward T. Scully, Pittsfield, and Robert Cooley, Boston. —John Cowan, pharmacist in the office of the medical inspector at the Charlestown Navy Yard, has been ordered to the Naval Magazine, Iona Island, N. Y., to relieve Edwin T. Morse, who not long ago was transferred there from Charlestown Navy Yard. There Mr. Morse may come back to Charlestown.

—The Colonial Chemical Co., in Medford, has been closed, probably permanently. Except such employees as are needed to complete some work all hands have been discharged. The plant has been in operation for about 20 years, producing soda ash.

—Lovell lately has been troubled considerably by a "Peeping Tom," and to Richard Donohue, clerk in Ellingwood's, belongs the credit for his capture. He saw the man peering into windows of private residences, chased and held him.

—Druggists of Western Massachusetts are going through the periodical competition with travelling medicine companies. Must druggists fall into line and give free mustard and like shows in order to boom trade?

—Raids on two unlicensed drug stores in Hyde Park resulted in the seizure of a quantity of wines and hard liquors from Andrew W. Frost and Samuel A. Oppe. Mr. Frost's residence contained more wine.

—The Society of California Pioneers of New England, Boston, recently greeted the president, Gorham D. Gilman of Gilman Bros., druggists. He had just returned from Nantucket.

—J. T. Wetherald, treasurer of the United Drug Co., Boston, has returned from several weeks abroad. Mr. Wetherald will spend the balance of the summer at Beach Bluff.

—At the Colonial drug store, Salem, to introduce a toilet soap, a banquet lamp is to be given to the one guessing nearest to the number of peas in a large bottle.

—John K. Moulton, Dalton, has placed in his pharmacy a fine collection of mounted birds and wild animals shot in the country 'round about.

—William Flynn, popular clerk in North Attleboro, has announced his engagement to Miss Victoria Semoski. Wedding at an early date.

—Dr. Eli Barnaud, druggist in Worcester, is trying



Put up in One Ounce Bottles Only.

Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00
ETNA CHEMICAL CO., New York, U. S. A.



Charles H. Bose.

Charles H. Bose, druggist at 411 Avenue D, Bayonne, N. J., died last week at Monticello, Sullivan county, New York, where he had gone in search of better health. Mr. Bose had owned his store for years and was very popular. He was a member of the State and local drug associations, and the members of the latter attended his funeral in a body, contributing a floral piece. Mr. Bose leaves a wife and two children.

to effect a satisfactory settlement with his creditors, to whom he owes about \$1,000.

—Lamp exploded in the drug store of A. R. Vincent, Holyoke. Little damage. In West Brookfield fire injured C. H. Clark's pharmacy.

—C. Eliot Woodward, formerly cut-rate pharmacist in Boston, is now book agent for Wanamaker.

NEW HAMPSHIRE.

—During a severe thunder shower in Exeter, William O. B. Little, employed at the Exeter drug store, received an electric shock. He was drawing soda. Leon Foster, clerk for C. M. Collins, Exeter, was knocked senseless.

—At the store of the P. J. Noyes Drug Co., Lancaster, Fred Carpenter of Rutland, Vt., is a new clerk. At L. O. Shurtleff's, Whitefield, Jesse Noyes of Lisbon, has just started in as clerk.

—The mayor of Franklin has warned all druggists to be careful how they sell liquor. This is because one or two bragged openly that they bought their liquor at drug stores.

—Since May, when in many towns and cities the people decided upon license, the commissioners have granted 213 of the fifth class to druggists.

Enterprise and Prosperity.

The wonderful success achieved by the New York Quinine & Chemical Works, Ltd., in the last few years can be accredited to enterprising business methods coupled with the sale of pure chemicals. Their products have gained the good will of the careful pharmacists throughout the length and breadth of the land for the reason that they are always of such quality and appearance that they satisfy the most querulous. Progress once begun with this firm became rapid, and they find themselves today among the leaders in their line. If you are one of the few druggists who have never used their products, we advise you to try them.

PENNSYLVANIA.

BACK IN GRACE.

Aschenbach & Miller, Philadelphia Jobbers, in Good Opinion of N. A. R. D. Again—Parke, Davis & Co. Protest That They Sell to No Department Stores.

Philadelphia, Aug. 11.—The regular meeting of the P. A. R. D., with President Loedon in the chair, plainly showed the advent of dog days, but the bare quorum present made up with snap and vim for absentees.

The first gun was fired in a letter from Parke, Davis & Co., referring to the advertisements of Philadelphia's lonely department store in mentioning their goods among those handled and cut. They insisted that they have not sold nor will at any future time sell to any department store, and that any of the goods in stock at that place were procured irregularly. A communication was also read from Secretary Wooten, giving notice of the restoration to good graces of Aschenbach & Miller, the Philadelphia jobbing house.

S. W. Strunk, chairman, handed in his resignation from the by-laws committee. Like all comparatively new associations the by-laws are open to difference in interpretation and he felt that a new chairman might be able to frame something less liable to continual amendment. Mr. Strunk has been a most valued member of the committee and is very active in the association.

There were eleven new members elected. Vice-Chairman Eppstein reported on the advisability of affiliating with the Retail Merchants' Association, a body composed of the retailers in all branches of trade, whose aim is to better conditions in every way. Among other advantages they claim a list of hard-pay people—a copy of which is sent to each member. A small per capita tax is charged and, while the matter was not taken up for action, it seemed to be the opinion that the move would be a good one.

The usual cut-rate discussion came up. Goods are being sold in this city in direct violation of the tripartite agreement and while nothing has been done, the executive committee expects that before many days they may be able to have useful information.

OTHER HAPPENINGS.

—Another story of the dry goods drug shop, Philadelphia: "Any prescription that others would charge 50c., 75c. and \$1.00 for, we will fill for 25c.," said the ad. So the man took a prescription calling for 8 d. ozs. of liquor sedans. After the usual wait, it was satisfactorily filled. The next day another was taken, identical with the first. Price for that, 50c. A protest was filed, reference being made to the previous day's price and the advertisement. "Oh yes," said the affable "drug" clerk. "That is very true for that time—but that is yesterday's advertisement and was only for an hour!"

—Philadelphia grows in grace and reputation—either as a law-abiding or much persecuted town. Secretary Reese of the local association, received a letter from Dr. Noel of the N. A. R. D., enclosing a communication from J. L. Ormsley of Springfield, Miss., calling attention to a prosecution of one of their druggists for violation of the Sunday laws, and asking whether the association affiliated with the N. A. R. D. could give them any decisions bearing on the case at point. Dr. Noel thought of Pennsylvania and her troubles over the old blue laws, and promptly sent the letter there.

—A prominent Philadelphia up-town druggist visited a fellow craftsman at a late evening hour last week. It being warm, he became thirsty and went to the ice-box and helped himself to a bottle of beer. "How did you like it?" queried the host. "Very nice beer indeed, but a little thicker and redder in color than usual. Have you changed the brand?" Investigation followed. "Heavens, Sam," said the entertainer, "that was a bottle of tomato catsup you drank."

—Upon further consideration it has been decided to place the running of the new Philadelphia C. P. house under the charge of a joint-committee selected from the board of trustees, the alumni association and students residing in the house. The same influences will be brought to bear upon the students as if conducted under the auspices of the intercollegiate committee of the Y. M. C. A., as was earlier intended.

—"Do you think we could prosecute them for obtaining money under false pretenses?" This was the burden of a letter received a short time ago. It referred to a cut rate store selling quinine pills, 2 grains, at 12 cents a hundred. An accurate count revealed just 96 pills to the package. Result, the letter.

—Down in the southern part of Philadelphia there is an association known as the Southwestern Business Men's League. Mutual aid and protection. One of their best cards is the paying of all fines for violation of the blue laws. The druggists in that section are going in, as the protection is no myth.

—The next meeting of the State board for examination will be in the Girls' Commercial High School, Broad and Green streets, Philadelphia, and in Bellfield School House, near Hotel Schenly, Pittsburgh, both on Saturday, October 17, between the hours of 12 and 5 p. m.

—Dr. George C. Taggart, who contemplates opening a new store at Eleventh and Arch streets, Philadelphia, finds himself considerably delayed. The entire corner is being rebuilt and the usual trouble is had with the structural iron work.

—J. R. Smyser, Forty-first and Lancaster avenue, Philadelphia, druggist and common councilman, fought successfully against the placing of a horse fountain near his store. His opponent was the S. P. C. A.

—P. P. Kirlin of Shenandoah, will locate in Philadelphia. E. F. Bauer, Philadelphia, goes to Pittsburg; Robert Masters to Columbia, R. E. Renine and B. Max to New York.

—Wharton & Co. is a new Philadelphia brokerage firm whose exclusive business will be the buying and selling of drug stores.

THE SOUTH.

WAR ON BANEFUL DRUGS.

Baltimore, August 11.—Attention is called to the alarming increase here of the use of habit-forming drugs. At the annual meeting of the State Ph. A. the adoption of restrictive measures was strongly urged. The evil was also discussed at the meeting of the jail board and a committee was appointed to draft a bill to regulate the sale of such drugs. The warden, in his monthly report, said that in 1902, 120 persons addicted to morphine and 98 victims of cocaine were treated at the jail. These figures represented only those in the advanced stages of the practice. The cocaine habit was confined almost wholly to negro women. The warden said the drug was put up by some druggists in 10-cent packages ready for sale to anyone who called for it. The imposition of a heavy penalty for the sale of such drugs without prescription will probably be made a feature of the bill.

CLERKS HELPING BOARD OF PHARMACY.

Baltimore, August 11.—Those interested in raising the standard of pharmacy have received aid from the Retail Drug Clerks' Association, affiliated with the Federation of Labor, which bids fair to prove a most energetic and persevering agent for the enforcement of the pharmacy law enacted by the last Legislature. Largely through the association, the board was able last week to bring about the conviction of Eugene Bonner on the charge of serving as clerk in a drug store at 2338 Lanvale Place, Northeast, Baltimore, without being registered. \$25 and costs. This is the first conviction under the law, and the intention of the State board is to make a systematic campaign.

ANOTHER COCAINE PLAIN.

New Orleans, August 11.—One of the evils of New Orleans is the indiscriminate sale of supposed cocaine to negroes and the lower class of white persons, by so-called druggists. There is more acetanilid in the mixture than cocaine. When the name of the person who sells this drug in this way can be found out he will be vigorously prosecuted. A few weeks ago one was fined \$50. This was his fourth fine for the same offense. Many of these fellows have drummers out in the "coke" district to peddle the article from door to door.

MARYLAND.

—Among the visiting druggists in Baltimore last week were A. C. Huber, Gettysburg, Pa.; J. C. Simmons, Crisfield; Joseph B. Boyle, Westminster; Dr. Louis Dielman, New Windsor; Percy E. Lewis, of McCarrish & Lewis, Norfolk, Va., and J. W. Entwisle, Alexandria, Va.

—Dr. R. E. Lee Hall, druggist, attorney, and man of affairs generally, is a candidate for the legislature. He rendered valuable assistance in the passage of the new pharmacy law and will have the undivided support of druggists.

—The election of Professor Charles Caspari, Jr., as secretary of the A. Ph. A. for another term gives much satisfaction here, where he is widely known and highly esteemed.

—James Hancock, a pushing and popular young drug salesman, is up in New England placing the goods of John F. Hancock, his father, with much success.

LOUISIANA.

—John T. Larsen, for a number of years in charge of the laboratory of The Parker-Blake Co., Limited, New Orleans, has resigned to accept the managership of P. L. Cusachs, Limited, one of the Crescent City's pharmacies. Mr. Larsen is yet in his twenties. He now has entire charge of the establishment in which he got his first knowledge of medicines as a boy.

—The jobbing druggists of New Orleans are preparing for the trip to the N. W. D. A. at Boston. There will be a large delegation from Louisiana. A motion will be made to have the next national convention held in New Orleans, and it is confidently asserted that it will be carried through.

—A special meeting of the executive committee of the Orleans Ph. A. was called on August 5 to revise



the schedule of prices and make a slight increase. The movement met with favor and, at the next meeting, a new schedule will be adopted.

T. N. Blake, the popular vice-president of the Parker-Blake Co., Limited, wholesale druggists of New Orleans, who has been quite ill for four or five months, will resume his duties on September 1.

More cases of violating the law by employing unregistered pharmacists were up in the courts of New Orleans in the last two weeks. An employer was fined \$50. Each will be prosecuted.

A. S. Pickens, the veteran collector of the Orleans Ph. A., who was at one time one of the foremost druggist of New Orleans, has resigned and will spend his remaining days in quiet.

AROUND THE GREAT LAKES.

GETTING USED TO IT NOW.

Grand Rapids, Mich., August 11.—Officers from Paw Paw, the county seat, were in South Haven today and "pulled" seven drug store proprietors on charges of violating the local option law. They were: Frank Bruen and Solon Nevins, Colonial pharmacy; Charles Conners, Converse store; Charles Hessey, Hessey Drug Co.; J. C. Condon and William Remans of the Red Cross pharmacy and the Clifton pharmacy; Myron Wakemum Crown Drug Co. The only stores escaping the sweep this year are Van Ostrand's, Abell's and Meann's. This is the annual round-up and the raids fail to create much excitement there now.

ILLINOIS.

C. W. Gilbert has opened a new drug store in the Murray Building at Waukegan. Mr. Gilbert, it is said, has one of the most richly equipped drug stores in the State. Fixtures are of mahogany and gold. Art glass lights in the rear partition and plate glass mirrors enhance beauty. A row of tables with heavy plate glass tops extends through the center. Beneath the glass tops is a space for displaying goods.

Murray & Flournoy have succeeded I. R. Woolley at Sixty-ninth street and Union avenue, Chicago. The new firm is composed of R. S. Murray, formerly a member of A. C. Williams & Co., 1700 West Sixty-third street, and A. S. Flournoy, recently with the Midland pharmacy, Kansas City, Mo. Mr. Murray sold out to his partner A. C. Williams some time ago.

Justus G. Cotes, a former Englewood druggist, is reported to have disappeared. It is said that Cotes was identified with George J. Hammond, who is indicted for embezzling \$10,000 of the funds of the Combination Investment Co. On Cotes' testimony Hammond was indicted and on his testimony will depend conviction. The State wants Cotes.

W. W. Hinkley of the Searle & Hereth Co., president of the Illinois Ph. Travelers' A. has just returned from an Eastern trip, and W. C. Shurtleff, credit manager of Morrison, Plummer & Co., is back from a five weeks' visit with his family among relatives and friends in Iowa.

Burglars robbed Carl J. Klocker, Jackson boulevard and Center avenue, Chicago, securing cigars and other merchandise to the value of about \$100. The robbery was accomplished only after the watchdog, a hound named Buff, had been drugged.

Albert B. Hunt, manager of the city sales department of the Fuller & Fuller Co., Chicago, left with his men for a three weeks' fishing trip at Elk Rapids, Minn.

C. W. Shotwell, druggist in the Revere House, North Clark street, is reported to have transferred his interests. Said to be financial difficulties.

The firm of Stewart & Fish have succeeded Ferguson & Stewart at the new thriving town of Indiana Harbor, Ind., near South Chicago.

Epidemic of marriages in Hotel Luzerne, Chicago, new microbe bacillus matrimonialis, caught William Klein, pharmacist's chief assistant.

W. M. Colwell, who represents Morrison, Plummer & Co. in Indiana and Illinois, is just back from a vacation lake trip.

Reported that a new store will be opened on August 15 in the Clark Building, Alton.

R. Klarkowski has opened a new store at 146 West Blackhawk street, Chicago.

Mann & Robinson opened a new store in Freeport on August 1.

MICHIGAN NOTES.

L. C. Clark, the Jefferson avenue, Detroit, druggist, met with loss in a peculiar manner. Pain's "Fall of Rome" was giving an exhibition on the large vacant square in front of his store and when it came time for Rome to fall there was a terrific bombardment. The concussion jarred a bottle of Duffy's Malt Whisky from a high shelf through an expensive plate glass window, shattering it. Clark is trying to see what he can get out of the Roman emperor, in recompense.

L. Sizer, in charge of Dr. Manley's store, Carrier street and College avenue, Grand Rapids, closed up his place. He is an old man and in some manner incurred the ill will of some neighbors who made it unpleasant for him.

The firm name of J. D. Birney & Co. of Eaton Rapids, has been changed to Birney & DeGolia. J. N. McAllister has accepted a position as prescription clerk at Bricker's, Port Huron.

Crawford & Altenberg of Ithaca, have dissolved partnership. H. J. Crawford continuing the business. Mr. Altenberg has gone into business at North Star.

It pays to be a druggist in Clare. Dr. John W. Dunlop, leading druggist and ex-mayor of the town has accumulated enough to open a bank.

A. E. Chantler, the Grand River avenue druggist, Detroit, has taken a home on Rosedale Court for the summer.

A. B. Wooton, the Bellaire druggist, has added a new line to his business, that of a jeweler.

CRUSADE AGAINST STIFF GRAPE JUICES.

Des Moines Ia., August 11.—Druggists in Iowa and Nebraska who have been handling "unfermented grape juice," which turns out to be 4 per cent. alcohol have about decided that the game is not worth the candle. Revenue officers have evidenced a most remarkable activity the last few weeks and "grape juice" has disappeared from show windows at an alarming rate. Many of the tradesmen have been called upon to permit an analysis of their wares. The amounts charged by the revenue collectors vary according to the length of time the fluid has been handled. In some cases it will reach nearly \$25, or the annual tax, and fifty per cent. of the revenue due is added in case of failure to report. Omaha and Des Moines wholesalers who have been handling grape juice have letters from their clients, who are threatening to deduct from their bills enough to square themselves with Uncle Sam's collectors.

WEST OF THE MISSISSIPPI.

NORTH DAKOTA AGAINST LIQUORS.

St. Paul, August 11.—The North Dakota Ph. A. held its annual meeting at Fargo on Tuesday and Wednesday of last week. It was the most largely attended in the history of the association and the time was devoted strictly to the discussion of the bona fide interests of the profession. The recommendation of President Porterfield, in his annual address, strenuously recommended that the association have nothing whatever to do with the contesting of any of the State laws relating to the sale of intoxicating liquors as he believed it in no way came within their province, being entirely outside the druggists' profession. He recommended that the association go on record as being in favor of the move to secure the reduction of the tax on alcohol. He also paid a glowing tribute to the work accomplished by the N. A. R. D. and believed it was a power for good. He expressed appreciation for the very valuable work done in the schools of pharmacy at Fargo and Grand Forks. He urged, even now, more general interest in the business sessions of the association and that members work in perfect union for the general advancement of the profession in this State.

The old officers were all re-elected, as follows: President, W. P. Porterfield, Fargo; vice-president, W. J. Camdon, Wallhalla; secretary and treasurer W. S. Parker, Lisbon; local secretary, R. H. Tenney, Fargo; Mr. Griffith, Grand Forks.

On Thursday the association members went to Detroit Lake Minn., for the annual jollification.

DRUGGISTS THUMPING AT STREET FAKIRS.

Des Moines Ia., August 11.—Druggists in Des Moines expect to secure soon the passage of an ordinance through the city council governing the sale of notions and sundries upon the streets. It is proposed to make the license for street fakirs so high that they cannot afford to sell stationary, perfumes, toilet articles, etc., at cut-throat prices. Fakirs, by paying a nominal fee, have been able to pull up in front of drug stores and undersell on many articles. They pay no rent or taxes and are never on hand when it becomes necessary to help out public enterprises. The druggists contend that this competition is unfair.

DEAN EMIL L. BOERNER RESIGNS.

Iowa City, August 11.—Professor Emil L. Boerner, dean of the College of Pharmacy at the Iowa State University, this city, handed his resignation to the faculty, to take effect at once. It will be accepted and Dr. L. W. Andrews recommended to the State board of regents as dean. Professor W. J. Teeters will be recommended as professor of pharmacy at the State institution. Pressure of private business necessitates the withdrawal of Dr. Boerner, who has been dean of the university school for a number of years.

HEARD IN IOWA.

—Monrad Oelsson, proprietor of the Sixth avenue pharmacy, Des Moines, has returned from a two months' tour of Europe. During his absence he visited his parents in Norway, and many points of interest in Sweden, Germany, France and London. Mr. Oelsson left Des Moines thinking that he was making a race with death to see his father. Fortunately he was able to see and leave him in much better health than he expected.

—C. E. Haynes, pharmacist of the City Drug Co., Kanawha, has bought the store. C. H. Davis has sold

his interest in the drug store at Wayland to his partner, W. F. Barnett. Laurel Drug Co., Alfred Moe, manager, recently took charge of the store at Laurel, near Marshalltown.

—Gus Repperts, with V. W. Sylvester & Co., Battle Creek, Mich., has accepted a position with A. B. Lasee, Lake City. M. W. Maxey, formerly with Alexander & Co., What Cheer, is now with V. W. Sylvester & Co., Battle Creek, Mich.

—Fred T. Hoagland, head clerk for E. F. Whitney, Des Moines, has been sick for three weeks at Mercy Hospital. Typhoid fever. M. Pillio of the Grand avenue pharmacy, Des Moines, spent last week in Hastings, Neb.

—D. R. Schmuecker of Des Moines, is in the Okiboji Lake county enjoying a vacation. His partner, Col. Loper, will leave next week for Council Bluffs to attend a session of the Uniform Rank Knights of Pythias.

—A. F. Frelch of Titonka, and A. H. Glaze have bought the Zieger store at Buffalo Center. Dr. Parriott will open a store at Yorktown. A. F. Shinn has bought Dr. A. J. Salts' store at Ceruing.

—R. L. Harris of Muscatine, has sold. Mrs. J. F. Trumble of Adair, has sold her jewelry stock and will devote her whole time to drugs. G. E. Wendell of Smithland, suffered a fire loss of \$1,500.

—J. B. Atkins, Council Bluffs, is suffering from a severe attack of rheumatism. J. C. Webster and wife, of Shenandoah, have returned from their wedding trip throughout the West.

—There were forty-four prospective druggists before the State board this week at Des Moines. Charles Phillips says: "It is the smallest class we have had in several years."

—J. J. Uleh, the Des Moines South Side druggist, spent last week in Chicago. Earle C. Fisher, clerk for Webb Souers, Des Moines, is taking a two weeks' vacation.

—The Striegel drug store was recently opened in Manchester. V. L. Bedler & Co., druggists at Mt. Ayr, have bought a drug store at Ellston.

—The Warford-Campbell Co., purchased the W. T. Overton pharmacy at Geneva. This company also owns a store at Applington.

—The Ellwood Drug Co. of Tipton, has sold. O. O. Harlan & Co. of Storm Lake, are succeeded by Felton, Penny & Co.

—Rudolph Mohr has traded a saloon, butcher shop and adjoining barn to E. H. Mauritz in Kiron, for his drug store.

—John W. Cloe, III, has retired from his Knoxville pharmacy and Mrs. Minnie Cloe will manage it for the present.

—Charles Blaeser has sold the Blaeser & Co. pharmacy at Cherokee, to Neils Mikkellson and Walter Blaeser.

—A. W. Rader, salesman of the Des Moines Drug Co. is visiting his parents at Huntington, Ind.

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Unsurpassed New Equipment. Seven Laboratories.
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THE KANSANS.

A recent decision of the Topeka police judge is of interest to Kansas druggists. A clerk was arrested in a pharmacy on the charge of selling liquor unlawfully. The policeman who made the arrest had no warrant. This point was brought up at the trial and the clerk was released, the court deciding that a warrant is necessary in case of arrests at a drug store where the proprietor holds a State permit.

Ottawa druggists are up against it \$1000 worth each. So many Ottawa people are troubled with coughs, colds, general debility, and snake bites that the sale of liquor from the drug stores has been pretty heavy. The "city fathers" observed this, and at a late meeting of the town council passed an ordinance levying a special license tax of \$1000 a year on stores holding State permits to sell liquor.

Charley Hines, who has for several years conducted the Opera House drug store in Topeka, sold to Kansas City parties, J. W. Bryant of Ness City, disposed of his store and is looking for another location.

E. T. Price of Price Brothers, Burlingame, finds time after he gets through with drugs to act as secretary of the county fair association.

C. V. Pyle of Hiawatha, has sold to Waldo & Syster of Concordia. Mr. Waldo gave up a position in Concordia to go into business for himself. A. M. Syster, the junior partner, has been court stenographer for Cloud county for some years, but resigned to devote his time to business.

A. W. Benson of Council Grove, has sold to Frank A. Robbins. The Metropolitan Drug Co. of Topeka, has been succeeded by J. W. Kreamer. B. M. Kendall of Elk City has sold out to H. G. Jones and has bought the Boothby store in Coffeyville.

Robert Haines of Niota, announces an early retirement from the drug business in order to attend to other interests. Pattison & Son of Oxford, are among those who are to retire from the trade. A death in the family is given as the reason.

The Gatlin Drug Co., which is an old timer in Hutchinson, will open a wholesale and retail business in the Devlin block, Topeka. After that date the Gatlins will act as distributing agents in Kansas for the W. S. Merrill Chemical Co.

A. Arshaw, formerly with the Pugh drug company of Independence, has gone to Coffeyville and the Rammel company. Charley Ely, head salesman for the Rammel store in Coffeyville, has gone into the oil business.

Barber Bros. at Lawrence, were too far uptown to suffer from the Kaw flood, but the elements got even with them the other night when a terrific wind took the roof from their building.

The Arnold Company's wholesale house in North Topeka, which was put out of business by the Kaw flood, is showing up in its old time form.

A. B. Carter, formerly in the drug business in Hiawatha, is now with the City drug store, Effingham.

MISSOURI.

William C. Herndon of Fulton, has sold an interest in his business to Mr. Nichols and the firm name is now Nichols & Herndon. The Hawkins Drug Co. has succeeded the firm of Robinson & Hawkins in Wausau, Kan. C. F. Brown & Co. have succeeded Walker Roy in Antville. F. L. Drake of Coa, has taken in a couple of partners and organized F. L. Drake & Co. The Grove Springs Drug Co. of Grove Springs, has sold to J. R. Simmons. Burton & Wolf have succeeded J. B. Foster at Clinton.

J. C. Wirthman, Sixteenth street and Grand avenue, Kansas City, had his troubles with thieves last week. Some one pushed through his back door and

got away with \$16 in money, \$40 worth of entery and a lot of cigars. Two days later a policeman returned to him his fine driving horse which had been stolen from pasture.

T. J. Radford's store at Ninth and Locust streets, Kansas City, was robbed by a nery thief who climbed over the transom of a side door in the full glare of an electric light. Only some small change to the amount of \$22 and a quantity of cigars were taken. The thief was captured.

A recapitulation of July wholesale trade in Kansas City shows an increase of about 20 per cent over last year, breaking all July records. August opens strong in both wholesale and retail and promises to break another record.

J. A. Gallagher of Faxon, Horton & Gallagher, will be that firm's representative at the N. W. D. A. convention in Boston.

NEBRASKA.

The following have been appointed officers of the Ladies' Auxiliary of the State Ph. A. for the following year: Mrs. H. H. Barth, Lincoln, president; Mrs. P. Strausbaugh, Omaha, vice-president; Mrs. A. W. Buechert, Grand Island, secretary.

C. K. Weller and T. H. Wiley of the Richardson Drug Co., have returned from vacations and are again on the road. L. W. Loomis, who has charge of the laboratory of the same company, has returned from a vacation in Detroit.

Charles Youngstedt and Miss Christine Hallner of Wahoo, were married on July 24. The bridegroom is a member of Planck & Youngstedt.

H. E. Brown, Louisville; P. L. Arrasmith, Shelby, Ia., and H. A. Brown of the Long Pine pharmacy, Long Pine, were Omaha visitors.

W. D. Alexander and wife of Milford, are making an extended tour of Colorado. C. E. Clark of Lincoln, is in charge of the store.

L. G. Graves of Atwood, Kas., stopped in Omaha on his way to Chicago. J. L. Bean of Audubon, was in Omaha last week.

Albert B. Hedblom of Stromsberg, who has been carrying both a grocery and drug stock, has sold the former.

W. M. Tomer, Lynch, has accepted the short term appointment on the State board of examiners.

The store of G. C. Roscoe at Swanton, was robbed of jewelry and razors valued at \$250.

L. A. Bates has again opened his store at Springfield.

OSCAR LOVELL, who formerly was interested as a partner in the White drug store, Greenfield, Mass., died, aged thirty-six, while visiting relatives in Providence, R. I. He leaves a wife and two children.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$8.00
CALCURA FLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPITHEM SOAP.....	2.00
EMMALINE OINTMENT.....	4.50
DR. KENNEDY'S TONIC (Icelandine).....	8.00
COUGHLINE SYRUP.....	4.00
TRIDECURA OIL.....	4.00
CCQUEM BALM.....	2.00

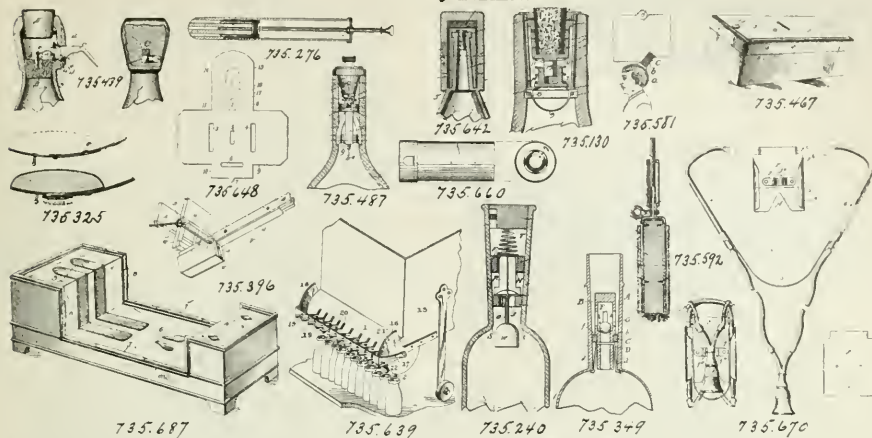
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PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 4, 1903

- 735,130.—Lewis C. McCarty, Portland, Ark., assignor of one-half to Wm. S. Dalton, Portland, Ark. Non-refillable bottle.
- 735,240.—Samuel E. George and Joseph R. Norris, New York, N. Y. Bottle.
- 735,276.—John R. Lane, New York, N. Y. Vaginal syringe.
- 735,325.—Carl Weck and Friedrich Weck, Grafrath, Germany. Hernia-truss.
- 735,349.—Allan Piemar, Cleveland, Ohio. Non-refillable bottle.
- 735,396.—James M. MacDonald, Detroit, Mich. Machine for grading tablets.
- 735,407.—Henry Parker, Brooklyn, N. Y. Non-refillable bottle.
- 735,439.—Nelson D. Asdell, Lakeview, Oregon. Bottle.
- 735,467.—Henrie Claus. Fremont, Ohio. Display-carton.
- 735,581.—Adrian Pollacsek and Bertold Beer, Vienna, Austria-Hungary. Therapeutical apparatus.
- 735,592.—Sylvanus E. Robinson, Buffalo, N. Y. Shower bath-brush.
- 735,638.—George C. Wickson, San Francisco, Cal. Device for packaging liquids.
- 735,642.—Peter J. Wilson, Ben Lomond, Cal. Bottle.
- 735,648.—George D. Woodworth, New York, N. Y. assignor of one-half to Leopold Lewisheim, New York, N. Y. Device for dampening cigar-boxes.
- 735,660.—Leon Feval, New Brunswick, N. J. Original application filed Mar. 22, 1902, Serial No. 93-393. Divided and this application filed June 6, 1902, Serial No. 110,405. Formaldehyde-fumigator.
- 735,670.—William Jones, Denver, Col. Stethoscope-holder.
- 735,687.J.—Scheuylor B. Zink, Portsmouth, Va. Electrotherapeutic apparatus.

TRADE MARKS.

Registered August 4, 1903.

- 40,856.—Certain named medicine. Alvin P. Sawyer, Chicago, Ill. The hypdenated word "Ko-ro-no."
- 40,858.—Medical compound for the cure of coughs and colds. Benjamin Y. Howe, Boston, Mass. The word "Axi."
- 40,859.—Intestinal Antiseptic. Farbenfabriken of Elberfeld Co., New York, N. Y. The word "Afridol."
- 40,860.—Serum. Frederick Stearns & Co., Detroit, Mich. The word "Streptolytic."
- 40,861.—Liment. Shields Croup Liment Co., Miner, Ill. The representation of a shield having a plaid band across its face, etc.

- 40,862.—Disinfectants. Mexican Disinfectant Company, Carrollton, Ill. The pictorial representation of a Mexican cow-boy mounted on a mustang or bronco, with a sombrero on his head and in the act of throwing his lasso around the horns of a steer.
- 40,863.—Certain named perfumed preparation. Batchelor Importing Co., New York, N. Y. The word "Bathasweet."

LABELS.

Registered August 4, 1903.

- 10,212.—Title: "Argon Lotion. (For toilet preparation). Gustav Sattler, New York, N. Y.
- 10,213.—Title: "Bender's Ideal Bandage." (For bandages) Emil Bender, Kaiserslautern, Germany.
- 10,214.—Title: "A. L. Falmestock's Sure Pop Liment." Allan L. Falmestock, Glasford, Ill.
- 10,215.—Title: "Negativassive." (For salve). Morrill P. Adams, Worcester, Mass.
- 10,216.—Title: "Security Gall Cure." (For a gall cure). Frank B. Dennie, Minneapolis, Minn.
- 10,217.—Title: "Lion Lithia." (For lithia water). Swineford Arsenic Lithia Water Company, Richmond, Va.

OBITUARY.

STEPHEN GALE, a Boston druggist, who for years conducted a pharmacy at Washington street and Massachusetts avenue, died suddenly at his home in Roxbury, Mass. His age was fifty-four years. Mr. Gale came to Boston from Portland, Me., when a young man.

CHARLES HUBBARD, who was severely scalded early in July at the Avery Chemical Works in Littleton, Mass., where he was employed as chemist, died in the Boston Hospital. He was forty-three years of age and unmarried.

JAMES WILKINSON, a druggist at Roanoke, Va., committed suicide on August 4 by blowing out his brains. He had been despondent for some time past. He leaves a wife and three children.

MRS. ENGLAND, wife of T. E. England, the Gilmore City, Iowa, druggist, died last month.



SEVERAL CHANGES—CONFUSION IN PEPPER-MINT—FAIR TRADE.

New York, Aug. 11.—Business is moderate, but is as good or better than last year. Several advances have come, senega root and nitrate of soda being perhaps the most conspicuous. For a few days their prices took a step upward every day. Reports of all sorts concerning peppermint are heard, first, that the crop is good, then, that it is bad, so there is confusion, but nothing in price changes. Coal liver oil inquiries become daily more active, but the only result is a firm maintenance of price. Menthol is weak because of competition among those who have cornered nearly all that is available.

OPPIUM—It is quiet in brokerage parlance, but the prices are strong and there may be a raise before long, though none has materialized yet. The crude product is in a strong position and the present prices are considered low when prices at producing sources are compared. Jobbers ask \$3,600/3.85, small lots, \$3.50 in case for 3 per cent. On 11 per cent, the prices are ten cents in advance. Powdered, 13 per cent, is worth \$1.75, and \$5.25 is asked for 16 per cent.

MORPHINE.—Demand is fair, prices are firm and unchanged and that tells the whole story. Jobbing quotations are \$2,600/2.70 for eighths in ounce boxes, \$2.55/2.65 in 21-oz. boxes, \$2,350/2.45 in ounce vials and \$2,300/2.40 in 5-oz. cans.

QUININE.—Inquiries are looking up. Prices have an upward tendency, but stay where they were. Jobbers ask 210/22 1/2c. for bulk in 100-oz. tins, 210/22 1/2c. in 50-oz. tins, 250/25 1/2c. in 25-oz. tins, 260/26 1/2c. in 15 or 10-oz. tins, and 310/31 1/2c. in ounce vials, according to brand and quantity.

WOOD ALCOHOL.—Another decline. Prices now are 600/62, a gallon in barrels and 700/75c. in less quantities.

PEACOCK.—There was a slight decline late last week. The root is now quoted at \$1,600/1.75 a pound and the powdered at \$1,700/1.80 a pound, as to quantity.

SENEGA ROOT.—It is very scarce and advanced several times within the last few days. Holders in the Northwest do not care to sell, waiting for further advances. Many wholesale druggists can obtain none at all, no matter what the price is offered. The present prices are very unusual. They are 900/0/1.00 a pound in the foot, 950/0/1.05 ground and \$1,000/1.10 powdered.

PRICKLY ASH BARK.—The decline was considerable, being from 350/40c. a pound to 250/30c.

SCYTHOPHIDUM.—An advance was made because of scarcity and even at the new figure it is very hard to obtain, 650/70c. a pound is now quoted by jobbers.

CAMPHOR OIL.—Prices were advanced and are now 750/80c. a pound.

MANNA.—Good supplies bring the flakes down, price 30c. large 700/75c. a pound, small, 150/50c. a pound, 120/48c. a pound.

COLLIMBIAN SHIPPERS.—Prices declined slightly. —Lossing with wind method. In barrels the prices are 81,000/1.12 a gallon. In 5 and 10 gallon lots, \$1,000/1.15 less \$1,000/1.70.

UNSLIPPED OIL.—A decline is to be noted. American price is 100/1.12 a gallon, 500/550c. for less. Bold price is 120/11c. a barrel and 550/600c. for less. California price is 700/72c. and 800/85c. for less.

OIL OF RAPSEED.—Prices went down slightly. In barrels, 110c. now 700/75c. and \$50/50c. in less quantities.

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It Has Captured the Ladies.

Dr. Tullar's Vaginal Spray has taken hold of the ladies' trade with a furor. It is made entirely of rubber of high quality and finish, and has no metal parts to corrode, has the new patent ball spray top, also the new elliptical shield and soft neck octagon bulb with a capacity of nine ounces. This douche is made by the Tullar Co., 23 Union Square, New York City, who will send a sample, which retails at \$3.00, for \$1.00, or they may be secured from any jobber.

A Progressive Company.

The many friends of the National Lingerie Co. will be interested in the announcement they make on another page. This firm are now manufacturing their different brands of stick lories, including the famous Scudder, Y. & S., and Mellor & Rittenhouse brands, all under one roof in the new and commodious factory recently erected for them in the Borough of Brooklyn. This plant, with all its modern facilities, will fully double their capacity and enable them to execute all favors without delay. The National Lingerie Co. are to be congratulated upon their success, which is entirely due to the quality of their products and the unremitting efforts they have used to please their customers.

DR. GEORGE H. GREENE, proprietor of the leading drug store of Marshall, Mich., is dead. He was 65 years old. Dr. Greene was formerly mayor of the city and had ably served in other municipal offices.

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ASAFOETIDA, INSECT FLOWERS, SAGE,
SENNA, HERBS and SPICES.

Write for samples and quotations

MCCORMICK & CO.,

Manufacturing Chemists, Importers and Graduates,

BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Education does not make fools, it develops them," writes the pork-packer to his son.

The Era Course in Pharmacy was not prepared for fools. It can do them no good.

But the same merchant informs his son that education also develops the opposite of fools.

Therefore, if you are wise—which, of course, you are—education will do you good, and the Era Course is suited to your needs, provided that you need development in the knowledge of pharmaceutical science.

Perhaps a college course would do you more good, but cleverness is, unfortunately not always blessed with an abundance of means, and the Era Course is much less expensive than a college course.

If you need a pharmaceutical education and have little time and money, write to the Pharmaceutical Era, No. 8 Spruce St., New York, for a prospectus which will tell you all about The Era Course in Pharmacy.



IS PROFESSIONAL STATUS RESULT OF PHARMACY LAWS!

In a paper under the title, "Making a Profession by Law," presented at the Mackinac Island meeting of the A. Ph. A. by Mr. W. R. Ogier, is a statement that will bear a little close scrutiny. It is: "The reason for legal restraint of this art (pharmacy), is in its capacity for injuring the people, and it is the legal regulation which has given it such impetus toward the status of a profession as it has so far attained." With the conclusion reached in the paper, that it is useless to seek to obtain by legislative enactment a higher educational requirement in pharmacy than demanded by popular sentiment, we have no quarrel, nor with the line of reasoning employed; but the cynical assertion, that a calling which has done so much for humanity is indebted for such shreds of dignity as it still possesses, to laws intended for the restraint of the unskilled and unscrupulous, is too strong even for our well-seasoned stomach. Pharmacy is an ancient calling, while the laws regulating dispensing are of comparatively recent date. If legal restrictions can add dignity to the pursuit, the professional plane of the modern druggist should be far more exalted than that of the apothecary of fifty years ago. If this is true, all our veterans who have experienced both the old and the new are woefully mistaken, for they are constantly telling us that the status of the pharmacist has suffered a very serious decline during the last few decades. No, the standard of a calling does not depend upon laws governing the vicious and unfit, but upon the character of the men who follow it, and the importance of their work in the community. We might say with equal justice that the appreciation of an honest citizen is directly proportional to the stringency of the laws against thievery.

"COLLEGE PROFESSORS AND SCIENTIFIC FELLOWS."

The remark of Mr. F. T. Gordon, that the average druggist thought of the A. Ph. A. as a sort of close corporation composed of "college professors and scientific fellows," has led to an examination of the roll of members present at the Mackinac Island convention. The following are the interesting if not highly significant results: Of 181 names on the roll, 77 belong to retail druggists. The party contained

50 women—presumably managers of pharmacists rather than pharmacists. The roll contained the names of 23 college professors, and there were at least three on the Island who for reasons sufficient unto themselves did not register. The manufacturing branch of pharmacy was represented by 18 persons, and the pharmaceutical press by 12. Of physicians, chemists and representatives of the U. S. Government, there were 7. Mr. Gordon's average druggist seems not to have been far wrong as regards college professors, for the proportion of one professor to three druggists is considered rather high in the trade. As far as the "scientific fellows" are concerned the opinion of the philosopher in question may also be correct, for barring limitations of sex, it would not be a great mistake to place every member registered in that category. That the doings of the A. Ph. A. has not the slightest bearing on his interests, as the reflective druggist also asserts, is nonsense, for the association is occupied wholly and exclusively with pharmaceutical matters. In our opinion, the American association is more like an institution of higher learning than a close corporation, an institution admirably equipped with highly efficient teachers and apparatus, but a bit shy in the matter of scholars.

THE PHILADELPHIA C. P. HOUSE.

The P. A. R. D. Bulletin for August contains an appeal to alumni and friends of the Philadelphia College of Pharmacy for aid in establishing and putting in order the college house described in the Era two weeks ago. It seems that the sum of \$5,000 must be raised at once. It is quite possible that the entire amount will be subscribed before this paragraph reaches its destination, for we are informed that contributions from friends and generous-minded druggists are coming in with surprising liberality. If any one has it in mind to add a mite to this admirable enterprise, he will do well to be about it, before others finish it off without him. College houses, where boys of similar tastes, hopes and ambitions can flock together in the wholesome atmosphere characteristic of healthy boys, appeal strongly to the imagination. The memory of college days is a delight to everyone who has ever experienced them; the stirring events of the classroom and campus remain with us to the end. The college house, if properly managed, should intensify all these delights and add to the radiance of student days. The gentlemen who make the appeal do not say these things—they call attention to the fact that the boys will be better cared for and more cheaply housed than elsewhere—but in our opinion, the inevitable fun of student days with its wholesome freedom from the morbid, should not be forgotten. It is not the least important nor the least lasting of college influences. High spirits are a valuable possession and they should be cultivated and preserved, for a time come in every life when they are sorely needed.

WORK OF THE N. A. R. D. IN LARGE CITIES.

The N. A. R. D. Notes—they have unfortunately been scooped out of our column during the last few weeks—recently contained a discussion of the work of the organization in large cities. A letter had been circulated among the druggists of Los Angeles an-

nouncing the utter failure of the national association to accomplish any results in the larger towns of the country. This assertion—no proof was given—the Notes undertakes to refute, and it does so in a manner which is as convincing as it is clear and concise. A plain, conservative statement of the actual conditions prevailing in the thirty-eight largest cities is given, free from all unnecessary adjectives and trumpet play. The absence of all glittering prognostications gives the brief report an air of sincerity that will win for it the respectful attention of the most cynical. When failure has been encountered this fact is frankly stated. Thus, under "New York" we find: "Conditions demoralized, though schedule among largest dealers exists. On account of attempting to accomplish the impossible with the tripartite plan in 1901, the result was a miserable failure." But although weakness is so openly confessed, reports of failure are extremely few. Conditions in at least thirty of the towns are highly gratifying. Boston reports an advance of 14 per cent in about twenty-five of the leading patents, and Buffalo, that the N. A. R. D. is worth \$50 a year to every druggist in the city. In Kansas City and Indianapolis the trade in patents is still demoralized, in the former place the druggists having made the mistake of adopting too high a schedule which proved an irresistible temptation to a department store. But these cases are only exceptions which prove the rule of increased prosperity in all towns where organization has been effected. Whether the improved prices are due to the tripartite plan or to local agreements makes very little difference. The main thing is that there is actual improvement as the result of organization, and that in most cases neither organization nor agreement would have been possible without the N. A. R. D.

RADIUM STILL DISCLOSING MYSTERIES.

Our ideas about the ultimate composition of matter are still very unsettled. There was a time when we felt comfortably certain about one thing, that matter was composed of atoms and that atoms were indestructible and to be depended upon to remain as a foundation of all things. But since this prying into the revolutionary behavior of radium and its relatives began, we have been rudely jostled out of our snug belief in the stability of things. As a rule we can trust our eminent men of science to settle mysteries of this kind with ease and despatch, but the mystery of radium emanations seems too much even for the mighty intellects who we always supposed, could solve a fresh scientific mystery as easily as we can do a simple sum in arithmetic. Our confidence in the solidity of our foundations is thus shaken in more ways than one. The leaders of science are groping in darkness almost as dense as our own. A number of explanations have been offered, but most of them are so extraordinary that they have even increased our sense of insecurity. One eminent physicist suggests that atoms are not even reasonably stable, and that they are undergoing a process of evolution just as we vertebrate animals are doing, and our relatives, the plants. Another thinks that the ultimate particles, which flock together temporarily to form atoms, are nothing more substantial than little whirling manifestations of energy, what-

ever they may be—in other words that there is no such thing as matter distinct from energy, and that the one may change into the other under conditions of which we are hopelessly ignorant. In the meantime every worker who can obtain possession of a bit of the wonderful element, is revealing fresh marvels. In Canada the emanations were recently collected in much the same way as we would collect a gas, but the strange properties in regard to electric phenomena and luminosity gradually disappeared, and finally there was nothing left, not even a residue. It has also been reported that the inert gas, helium, is one of the products of radio-activity. Thirty years ago the world had made a very few discoveries in science, and concluded that it was wondrous wise—wise enough to sneer at folks who obstinately continued to believe what they could not see. At present we are becoming more modest. Radium alone is enough to knock the wind out of a century of scientific arrogance. We are just beginning to catch a glimpse of Nature's unfathomable depths.

THE DIRECT CONTRACT AND SERIAL-NUMBERING PLAN.

In the official notice of the N. A. R. D. convention to be held in the first week of October, we find the following: "In view of the association's success in establishing during the year now closing the feasibility of the direct-contract and serial-numbering plan as a remedy for business demoralization, the action taken in October with reference to extending the operations of the plan to all proprietaries handled by members of the association will stamp the Washington convention as even more epoch making than the 1902 gathering at Cleveland, where the plan was given official birth." From which it appears that the direct contract plan will loom large in the coming convention. With all its imperfections the plan does maintain prices, and in the brief time during which it has been in operation it has answered a great many arguments. Human nature is weak and prone to break promises, especially when the cash-box is involved; the plan stiffens the will by means of a penalty. Wise-acres have been telling us that the present age is the age of price-cutting, that people will not pay full prices, and that a dollar-for-dollar-goods policy will kill any preparation; the sales of the remedies thus far sold under the plan have increased in a remarkable manner. It was asserted that the labor involved in recording and numbering would swamp any ordinary establishment; but we have heard of no strikes among clerks nor nervous prostration among managers due either directly or indirectly to the plan. No doubt the details can and will be modified so as to simplify its operation, and in the end the largest penalty will be suspended over the individual most richly deserving it. If the assembly can hold out inducements so desirable or make demands so emphatic that a general adoption of the plan will follow, the cut-rate problem will be solved.

The Difference.

"Of course," said the optimist, "if a man gets into the habit of hunting trouble he's sure to find it."
"Yes," replied the pessimist, "and if he's so lazy that he always tries to avoid it it will find him. So what's the difference?"—Equitable Record.



"THE CRISIS" PAST.

To the Editor—"The Crisis Coming" appeared in the Era on July 23. The crisis in this section is not passing, not coming, but past. Some three years since, when the "nice young man" came to town, the drug business was run on an antique basis, and the pharmacist a typical Rip Van Winkle.

Shelves and bottles covered with dust, boots and shoes the chief stock; is it any wonder the physicians had to "buy a bushel of compressed tablets and distribute them themselves?" The "nice young man" opened an up-to-date pharmacy, treated the physicians right and consequently got *K's* in return.

The working-man was treated as an equal and not told "a thing was too expensive for him to buy" or that his wages were too low.

The "nice young man" made friends, increased business, and has not been worried over a crisis of any kind. The Rip Van Winkle woke up, and realized a crisis was at hand, started to be an ice-cream dipper himself; got the dust off the shelves, put in a better stock and, in fact, passed the crisis safely.

The "old man" was not winded out, but young timber puts a hustle in things.

F. Allen Brooks, Ph. G.

Manager for Russell & Lawrie, Pleasantville, N. Y.

Sayings.

Make yourself necessary to the world and mankind will give you bread.

Ignore that which you do not want to grow within you—love or hate grows.

Genius is only great patience.

Forgive thyself little and others much.

A good man does good merely by living.

He who frets because riches come not his way is a fool. Riches end at the grave, but the wealth of good deeds and a pure heart begins in Heaven.

Be true to yourself and others will be true to you.

Learn to place value.

He who won't be advised can't be helped.

The easiest way to expand the chest is to have a large heart in it.—Burt's Box Bulletin.

ERA COURSE IN PHARMACY.

Graduates for July, 1903.

Matriculation No.	Grade
3484—A. J. Gindry, care Finlay, Dicks & Co., Ltd., New Orleans, La.	94
3511—Harry Paul, 734 120th St., Chicago, Ill.	98
3401—H. W. Riess, 919 P St. N. W., Washington, D. C.	96
3428—Bertha McKay Wiegand, Truxton, N. Y.	96
3479—A. S. Hair, Brachville, S. C.	98
3724—Chester C. Hensel, Camac & Norris Sts., Philadelphia, Pa.	96

The above graduates will receive diplomas within a short time. A large and handsome engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2.00. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.



J. P. HAYTER,
Deatur, Tex.

GEORGE W. NORRELL,
Houston, Tex.

JACOB SCHIRODT,
Terrell, Tex.

If you go to a Texas Ph. A. meeting three men you will be sure to meet, and like immensely, are the three above, who, from left to right, are the first vice-president, the secretary-treasurer and the second vice-president.

THE MAN WITH A SYSTEM.

W. C. Alpers' Card Index Systems as They Are Applied to the Filing of Both New Prescriptions and Repeats—Elaborate Checking.

Though the man with a system may not be able to break the bank at Monte Carlo, yet, when we come to pharmacy, the man with a system is a hard one to beat. Such a man is William C. Alpers. He calls it the card library index system, and it applies not only to the filing of prescriptions and their renewals but to the keeping of accounts and the buying of stock. The result is that you cannot ask Mr. Alpers a reasonable question, about a prescription for instance, that he cannot answer in a moment's time.

A study of the systems shows that they take no more if as much time as the ordinary slipshod ways. Besides, Mr. Alpers has reduced his system to a minimum of work and a maximum of expedition. The benefits, then, which are undeniable, are clearly on the credit side. The prescription index will be the only one told of this time.

First, the cards. There is one for each prescription, consecutively numbered in printing. They are eight inches long and seven and one-half inches wide or high, of thin, white pasteboard. Across the lower end, one inch from the bottom, is a perforated line, making a small strip which is divided by a second line or perforations into two halves. Both bear the same number as the main card, and the one on the left has blanks for the name of the customer and the price. The right hand strip says: "Present this check when calling for your medicine."

The main part of the card is divided by a black line into two unequal parts, the smaller one three eighths of an inch. This is for the time stamp which has blanks to show who prepared the prescription, by whom it was approved, who or, price and remarks—whether put in a drug bottle made up with an emulsifier, etc. The larger half is for pasting on the prescription.

A prescription is handled in this manner. The small strip at the lower right corner is torn off and given to the customer as a check to be returned when the medicine is called for. If the medicine is delivered the messenger brings back the check, which is kept for a time as a receipt. Then the time stamp is placed on the right side of the main card by a clock stamping machine, showing date, hour and minute. The prescription is put in the card and goes to the prescription clerk. If the customer gives a copy he gets it. If he wishes to change a prescription he gets that and the store keeps a copy on one of the cards. In both cases

whether the copy leaves the pharmacy or not—a stamp is placed on it, reading: "Copy of prescription No., copied by" The date line is filled by the time stamp.

After the prescription is prepared it is checked by a second clerk. To properly do this all weights and measures are put before the container from which the respective article is taken. For instance, the prescription may read:

Quin. Sulph.	5ij
Acid Sulph. Arom.	℥. 5ii
Strych. Sulph.	gr. i
Liq. Pol. Arson.	℥. 5iv
Syr. Zingib. q. s. ad.	5vij

Two drachms of quinine sulphate are weighed and the two-drachm weight put before the bottle from which the quinine was taken; the same is done with the one-grain weight after the strychnine sulphate has been weighed. These weights must not be used again for the same prescriptions—even if the same quantities of some other articles are wanted. In the same way two fluid drachms of aromatic sulphuric acid and half a fluid ounce of Fowler's solution are measured and put before the bottles from which they were taken, using a clean graduate for each liquid. Before the ingredients are mixed, a second clerk is called to verify. This clerk enters his name in "Approved by" and the other blanks are filled, "remarks" being used for registering any difficulties or peculiarities that were encountered, such as the size of capsules, coating of pills, excipients used. The bottle is wrapped and then the strip at the lower left hand corner comes off and is attached to the package as a means of identification.

Renewal cards are even more simple. There is one card for a day, or if that is filled—there is room to register thirty-four renewals on it—another one is taken. The number of the card is written—not stamped—in the upper left corner and is always the number that the first prescription card of the day would have. That is, if the last prescription card of the night before was numbered 2000, the renewal card of the next morning would be 2001 and the first prescription card that day would be 2002.

The renewal card remains on the desk a day and is filed with the other cards in the place its number entitles it to at night. The card is printed into two like halves. The only entries made for a renewal after the date of the day is put on, as the old number, the doctor and the price. In addition to this card on the back of the original prescription card the date is written every time it is renewed. So the clerk can tell at a glance whether he is filing the first or the fifth renewal of that prescription. The renewal cards are of the same size as the prescription cards.

SHOP TALK

ON THE RETAIL DRUGGIST AND THE A. PH. A.

"I don't see your face in this picture of the A. Ph. A.," remarked the C. P.

"What picture?"

"I mean the photograph of the people at Mackinac Island last week."

"A. Ph. A. at Mackinac, eh? I had forgotten about that. No, I don't go to those things. Mighty pleasant and improving, I suppose, but—"

"But, what? Don't you know that the A. Ph. A. is practically the only association trying to develop the professional side of your business?"

"The professional side of my business! That's good! Why, man, it keeps me so busy hustling to get any business at all that I haven't time to remember about any professional side."

"Still it has a professional side, you know, and it needs developing."

"Oh, yes, I dare say! You mean the prescription business, of course. But if only \$2 worth of prescriptions, mostly hand-me-downs, come in a day, and I can't afford to pay a great deal of attention to the fine points of prescribing without neglecting more important things."

"You haven't got the proper spirit."

"Perhaps not! Maybe if I had more of the dispensing to do, I'd have more of the spirit too."

"And then again if you had more of the spirit, you might have more of the dispensing to do."

"That's what the journals and the college people are always telling us. 'Be up in science,' they say, 'and show the doctors and the people that you know a thing or two, and you will have the respect of the community.'"

"Well!"

"I've got the respect of the community, all right, but that doesn't pay the rent."

"Nor your fare to Mackinac Island."

"Exactly! I've got a microscope in the back room that has not been used for months, and an analytical balance that has rested for years. Now, if I could sell those, and if I had time and if Charley didn't have to have a vacation, and if the children didn't need school outfits next month, and if there weren't so many bills that I haven't seen my way to meet yet, and if—Oh pshaw! What's the use!"

"Well, cancel all those 'ifs.' What then?"

"Then I might have gone to Mackinac. That is, if you include all the other 'ifs' that I didn't mention."

"There are some difficulties in the way, I admit," said the C. P., thoughtfully. "But how about the druggists who did go? They didn't worry about any difficulties."

"That's it! It's only when a man gets beyond his difficulties that he can attend those meetings and take an interest in the development of pharmaceutical science."

"You mean that a pharmacist with difficulties wouldn't go there to get them fixed up."

"Precisely! Pharmaceutical science is a beautiful study, very interesting and all that, but it's like art or literature or pure science. It must be cultivated for its own sake. You've got to have time and money to spare."

"I don't believe it, and I won't believe it!" shouted the sage, waving his arms with such energy that his hat rolled half way across the floor. "You are one of those ice-water pessimists, who are helping to keep pharmacy from taking its proper place as the noblest of all professions."

The druggist looked at him a moment from between half-closed lids. "Come down!" he said. "Come down to practical, solid earth. You're away up there

among the clouds. Take a sedative. It is several years since you quit the business and have forgotten."

"Nonsense! I have just as much sense as ever. Those druggists who went to Mackinac, went there because they had cultivated the scientific spirit and had made it pay. Else how could they afford to go? I couldn't afford it myself, and I have lots of time."

"Look here!" said the druggist. "How many of the folks in that picture are actively engaged in the retail drug business?"

"What do you mean? They are all more or less closely connected with it—"

"Of course—of course! Otherwise they wouldn't go. But, let's look at it. Do you think more than fifty per cent. are real druggists?"

"Why, certainly! Who ever heard of such a thing?"

"Not so fast! Here are about two dozen college professors, pretty nearly twice as many manufacturers and wholesalers, the usual quota of traveling men, some analytical chemists, a bunch of press representatives and a number of ladies. Take all these out of the picture and see how many you have left."

The sage said nothing, but scowled at the picture. "Nice looking people, aren't they?" said the druggist.

The C. P. seemed oblivious to everything. He stared every member of the group out of countenance in turn. Finally, with the effect of an explosion, he exclaimed:

"What's the matter?"

"With the A. Ph. A., do you mean? Nothing! It is doing noble work. The science and profession of pharmacy is very much indebted to the association."

"But why don't druggists take more interest?"

"I don't feel competent to figure that out," said the druggist. "It all seems so far away from the every-day drug business."

"It ought not to be far away," replied the sage.

"If druggists are far away from science and their own profession, so much the worse for them. The science of pharmacy is not going to decay. It's got to advance and it is going to in spite of you—you mossa-backs."

"Thank you!" said the drug man, bowing with mock gravity. "I'm glad to know that the fault is all ours. I thought it might be that the science of pharmacy, while not in process of decay, had left the retail end of it and had gone visiting the other branches of the trade."

"Eh?" said the sage. "I don't understand."

"Much of the science is connected with the preparation of remedies, and you know that is now done mostly on a large scale."

"Ah! I see. But there is still much manufacturing that the pharmacist could profitably do himself."

"True! But does he?"

"N-no! Perhaps not. It is so much easier to buy ready-made."

"That, I think is the true reason for the growing distance between the A. Ph. A. and the practical druggist."

"Which is to blame, the association or the druggist?"

"Neither. They have developed naturally along different lines. Plenty of plans have been proposed for bringing them together. Even advertising has been suggested. But it won't work. The proceedings are valuable to the druggist and might be made more so, I have a set covering a number of years."

"Worn out, I suppose."

"I never use them, and have never more than skimmed through any article in any of the volumes."

"You ought to be ashamed of yourself."

"Yes, I dare say. But you see, that is the way it

"And the future?"

"The A. Ph. A. will continue to be a power in matters pertaining to the chemistry and botany of soap, and there will be enough and even an increasing number sufficiently interested to make a success of

"And the retail druggist?"

"He will go to the meetings occasionally, when he can afford it and has time."

"The A. Ph. A. is all right?"

"Who said it wasn't? At the same time, there are a lot of things that are all right, as you say, which the average druggist can't afford."

AVERAGE DRUGGIST'S "DENTAL BOOKLET."

Average Druggist's "Dental Booklet" was uniform in style, type and arrangement with his previous one on "Toothbrushes." The subject was "The Nature, Uses and Necessity of Dental Preparations."

"Last week," it began, "we tried to tell our customers something about toothbrushes. This week we want to tell you something about the natural accompaniments of toothbrushes—toothwashes, tooth powders, tooth soaps, etc., etc."

"Our window this week illustrates what we tell you in this booklet. You will find there not only samples of all the kinds and sizes of dental preparations of merit—our own make and those of reliable manufacturers—but also specimens of the raw materials that go into the final preparations. It seems hardly necessary to tell any one that there is serious danger of ruining the teeth by using poor dental preparations, yet very few people stop to consider that there is a limit of price below which good material cannot be used and are deceived by gay colors and strong perfumes that are used to disguise the rankness of cheap stuff. Our business motto is: 'Don't buy anything that is offered you at less than the cost of good materials. Such cheap trash costs the most money in the end!'"

"In dental preparations 'cheap bargains' mean eventual ruin of the teeth and, at the least, the spoiling of their appearance. The chalk used as the base is full of grit and scratches and wears off the enamel, but worse even than the chalk is the pumice stone, emery, marble dust, etc. that are put into some powders that are highly lauded for 'whitening the teeth.' They do whiten them—at the cost very often of the tooth itself. Some toothwashes for whitening the teeth gain this property from the addition of an acid, which soon corrodes the teeth, others are simply highly scented mixtures of the cheapest soap and alkali—still others have no virtue above that of plain water. There is equal imposition in tooth soaps and pastes—the bargain kind have as their chief ingredients miserable stuff that you would never think of putting near your nose, let alone your mouth, if it were not for the strong scent that covers the natural properties of the materials."

"And, after all, there is no excuse for the use of fraudulent and fraudulent materials in dental preparation. Poor grades imply either fraud, in making you pay the price of genuine materials, or ignorance, in lacking knowledge what is right and proper to use. The best and purest drugs and other materials that go into dental preparations are easy to get if one wants to get them and knows how. We have learned where and how to buy the best grades of such articles and have a laboratory in which we test them after they are bought, to see if they come up to our standard, as well as the quality of the article made. Neither is there any mystery about the making of tooth washes, tooth soap and such like, nor are there any wonderful ingredients unknown to the man of science that are secreted in the claim of quacks notwithstanding. If you are interested in the manufacture of these things, stop in any day this week at 2 p. m. and see in make our dental preparations—we devote an hour each afternoon to making up small lots of various

articles right where our customers can see everything we use and how we go about it.

"And now a little about our goods. First our tooth-powder. The basis of the several varieties we offer is the finest English prepared chalk, the so-called 'precipitated' chalk is liable to be crystalline and gritty, and to scratch the dental enamel. To the chalk we add powdered orris root—the finest scented Florentine orris only—then other ingredients are added according to the kind of powder, such as camphor, castile soap, myrrh, charcoal. Then the desired perfume, peppermint, wintergreen, rose, etc. For ordinary use we recommend our Saponaceous Dentifrice; for those who do not like the taste of soap, our Myrrhine dentifrice.

"Then we have a camphorated tooth powder, good when gums are tender or the breath is bad, and an antiseptic tooth powder that contains menthol, is excellent for preserving the teeth. The Saponaceous Dentifrice is the best for most purposes. The mild alkaline action of the soap neutralizes the acids often found in the mouth and also destroys many kinds of germs that cause decay. We do not think you will find the soapy taste offensive, as we use a very pure grade of Castile Soap and have hit upon a combination of aromatics that completely masks what little taste this soap has. Don't forget that we can give you any of these kinds of powders flavored with rose, teaberry, or mint, and if you order a pound at a time we will add to it any flavor that you desire.

"We recommend as the handiest way of buying tooth powder our 25-cent bottles with sprinkler top, our half-pound and pound sprinkler top cans, costing 50 and 75 cents, respectively. We have neat little boxes of our powders which we sell for 10 cents, and we can sell you as little as 5 cents worth of the standard kinds—but this is wasteful.

"Our 'Orrisine Dentifrice,' we believe is the result of years of experiment and study and consultation with the highest authorities on the care of the teeth, and every bit of material in it is of the best quality. It will not whiten old yellow or discolored teeth, but it will keep your teeth sound and white if you use it properly before they are too far gone. The basis of Orrisine is pure castile soap, dissolved in a mixture of alcohol and water (the alcohol to preserve the solution), to which is added the most approved antiseptics and an aromatic and sweetening elixir. You will find the 25-cent size—holding two full ounces—in a sprinkler topped bottle the most convenient size. In bulk we sell Orrisine at a dollar a pint, sixty cents the half-pint, and we furnish the bottles. We also have a tooth wash in which myrrh and borax are used, good when the gums are tender and shrunken, and an antiseptic dentifrice containing borax, eucalyptus, menthol and camphor that we recommend for use when the teeth are badly decayed or the breath offensive.

"Our Tooth Soap is really nothing but our best toothpowder worked up with pure castile soap and glycerine. We make it chiefly for such of our customers as like a handy, portable dentifrice combining the virtues of both a tooth wash and a tooth powder. This we have in only two sizes, a neat little ten-cent cake in an aluminum box and a 25-cent size in an aluminum case. Our tooth paste is very like the soap, only softer and in a collapsible tube."

Be in Earnest.

Earnestness is potential success. A thoroughly earnest man never failed. In the nature of things he cannot fail. If a man fails he is not earnest enough. You say, count the circumstances. I do take account of the circumstances. That is what makes me say it, because a man or woman who is sufficiently in earnest is the mightiest of circumstances. I admit circumstances—they are real—but the mightiest circumstance is the rounded man or the rounded woman. No weapon has ever been forged, nor ever can be forged, that will play successfully against the earnest man or the earnest woman—Burt's Box Bulletin.

JUSTUS VON LIEBIG.*

By WILLIAM C. ALPERS, Sc. D.

JUSTUS VON LIEBIG was born May 12, 1803, at Darmstadt in the Grand-Duchy of Hesse, where his father earned a moderate living as dealer in groceries and dye-stuffs. The desire to produce new colors for his paints made the father try a variety of mixtures and experiments at which the son willingly assisted, and thereby already in early childhood acquired a liking for experimenting with chemicals. The natural aptitude of the boy for such work and his desire to know more about the nature of the changes of the mixtures induced him to read all books on chemistry and pharmacy that he could find, and in his fourteenth year he had not only studied all the works of the ducal library that related to these subjects, but also tried the experiments described therein as far as his means allowed him to do so. No wonder that in such private studies he neglected his regular school lessons, was considered a lazy dreamy scholar, and often reproached on account of his "ridiculous notions and hobbies."

In order to satisfy his inclinations to experiment with chemicals, Justus Liebig was, in his fifteenth year, sent as apprentice to an apothecary in Heppenheim, as the only place to perfect himself in chemistry. Thus this great chemist started his career in a pharmaceutical laboratory and, although he soon looked for a larger field of usefulness, he never forgot his first occupation, and devoted a great deal of his later labors to the elevation and perfection of the pharmaceutical profession.

Already, before his departure for Heppenheim, Liebig had made repeated experiments with fulminic acid and silver fulminate and continued them stealthily in his apprenticeship. But the shop of a country apothecary was not the proper place for the instruction of this ambitious youth, and when one of his experiments ended with a violent explosion, his apprenticeship came to a sudden end, and young Liebig returned to his father's home.

The next year, 1810, he attended the lectures on chemistry of Professor Kastner at the University of Bonn and afterwards at Erlangen. It did not take him long to discover that he would never succeed in his efforts without first acquiring that general broad education that he had neglected in his former years and which is the foundation of all scientific success. Besides his studies in natural science and chemistry he therefore devoted a great deal of time to perfecting himself in these neglected disciplines, and in this way he succeeded in obtaining the degree of Doctor of Philosophy as early as 1822, his nineteenth year.

In these efforts to acquire a thorough general education, young Liebig appears as a shining example, particularly to the leaders of many American colleges, who stubbornly adhere to the delusion that young men can be taught to be accomplished physicians, lawyers, or pharmacists, without possessing a thorough preliminary education.

The doctor's gown, however, was not the goal of Liebig's ambition. His eyes turned towards Paris, the Mecca of chemistry at that period. Here chemistry had been taught at the end of the eighteenth century by such masters as Lavoisier, Morveau and Berthollet, and at the beginning of the nineteenth century their places were occupied by Proust, Chevreul, Thenard, Dulong and, above all, the immortal Gay-Lussac. Supported by a stipend of the Granduke of Hesse, Liebig went to Paris. Again he continued his experiments on fulminic acid, and we cannot help admiring how the thought that he conceived when a boy pursued him ceaselessly, and his mind could not rest until he had completed the invention and thereby made an important step toward the foundation of organic chemistry.

Already in the following year, 1823, Liebig suc-

ceeded in obtaining permission to read a paper on silver fulminate before the Paris Academy of Science. How the heart of the young reformer must have beaten when he undertook to develop and prove new principles in chemistry and expose himself to the criticism of the old infallible professors! But this lecture, the result of his thoughts since his childhood, became the mark-stone of his life. When the excitement and admiration of the courage and ingenuity of the young scholar had abated an elderly man approached him. His mild, clear eye looked at young Liebig with benevolence, and with a friendly voice he inquired after his home, education, means for studying and other private affairs. Liebig answered him willingly and in his confusion over the friendly interest of the stranger he forgot to ask his name. This sympathetic scholar was the great Alexander von Humboldt, who by mere chance had attended the meeting of the academy, listened to Liebig's paper and henceforth became his most loyal friend and patron. His quick eye and sharp judgment had discovered in the young, pale referee the mental giant who was destined to create a new era of science.

Recommended by Humboldt, the famous Gay-Lussac took the young student into his private laboratory as his assistant. For one year Liebig remained in Paris and, under Gay-Lussac's guidance, learned all the chemistry of those days. Then he returned home in order to make use of his excellent knowledge and begin the great reformatory work that filled his soul.

But many obstacles stood in his way in his little native State, where smallness of mind and jealousy seem to have been the leading elements in all public affairs. In the first place the University of Giessen in Hesse refused to recognize the degree of doctor obtained in Erlangen, and Liebig had to pass a second examination before he gained recognition. This bitter experience induced him later, when his influence had become a power, to agitate in every possible way against such narrow-mindedness, and it is owing principally to his efforts that equal freedom and mutual recognition of all diplomas reign today at all German universities.

Here in America we are apt to smile at such smallness and petty jealousy, and yet we practice them in the same, if not a worse degree. A physician or pharmacist who obtains his license in New York, cannot practice his profession at the other side of the Hudson River, for the dignity of the independent State of New Jersey might thereby be impaired; and nearly all other States of the Union live in the same narrow relation. When will the American Liebig arise?

In the year 1824, at an age of only twenty-one years, through the influence of his friend Alexander von Humboldt, Liebig was created extraordinary professor of chemistry at the University of Giessen and two years later ordinary professor.

We might think that herewith the aim of his ambition had been reached, and that from this time he could, without disturbance and in comfortable circumstances, devote himself to his work as a teacher. But far from this; for his worry and troubles had only just commenced.

"A professor of chemistry," exclaimed the old-school professors in disgust, "a mere youth of twenty-one years without name and reputation! And what is chemistry? Nothing but useless experimentation!"

Thus they spoke, and refused to recognize the "prince's favorite" as their fellow, and Liebig had to fight from the first day of his professorship with envy, jealousy and disfavor. Nor was this all. As one of the conditions of his new position he had demanded a laboratory, and he received a room with four bare walls, the rest he might arrange himself. His yearly salary was 800 florins, about \$400, and half of this sum he spent at once for the equipment of his laboratory, adding yearly to it an equal sum, so that when after many years' privation and labor his world-renowned laboratory was completed, nearly every apparatus was his personal property. But in spite of all obstacles, in spite of envy and jealousy, the young reformer

* Read at the meeting of the American Pharmaceutical Association, Mackinac Island, Mich., August, 1903.

pursued steadily the great work that he had made the task of his life, and the small University of Giessen, little known before that time, soon became the gathering place of a band of chemistry, and students flocking were not only from all parts of Germany, but also from England, France, and America.

Liebig received many tempting calls to larger fields of work at other universities, but he steadily declined them, preferring the modest surroundings of his native home. But finally, when the cavils of his superiors became more and more unbearable, when he was repeatedly refused an increase of his niggardly salary and not a penny was granted him for his world-renowned laboratory, he accepted in 1852 an honorable call to Munich, where he remained to the end of his life. In accepting this position he made it a condition that he should hereafter be free from the practical instruction of his students, leaving this work to his assistants, while he himself could now devote his whole time to research and scientific work. Thus he could not only live free from care, but full recognition of his merits became his well-earned reward.

In 1845 the Grand Duke of Hesse had invested him with the hereditary rank of Freiherr with the title of Baron; in 1860 he was president of the academy of sciences and general conservator and guardian of all scientific collections of the kingdom of Bavaria. He received decorations from many German princes, and scientific societies at home and abroad made him their honorary member, among others the Philadelphia College of Pharmacy.

Liebig died April 18, 1873, in the seventieth year of his age. His native city of Darmstadt honored his memory with a bronze bust, the German Chemical Society in conjunction with his many friends and pupils erected in 1883 in his honor a marble statue at Munich, and in 1890 a monument was dedicated to his memory at the University of Giessen.

To enumerate the many essays, treatises and books with which Liebig enriched the literature of chemistry is beyond the scope of this paper. During the twenty-six years of his professorship at Giessen he contributed more than two hundred papers to various scientific journals, most of them written by himself, some the joint work with other investigators, principally with his friend Woebler of Göttingen. In 1832 Liebig, with Professor Geiger of Heidelberg, founded the "Annalen der Chemie und Pharmacie," and for many years conducted this excellent journal. There is scarcely a volume without some important paper by him. He also was for many years editor of the "Jahresberichte der Chemie." In 1839 he contributed his "Handbuch der organischen Chemie" as a part of Geiger's "Handbuch der Pharmacie," and in conjunction with Poggeendorff he published from 1847-64 his famous Dictionary of Chemistry (Handwörterbuch der feinen und angewandten Chemie).

In 1840 his great work "Organische Chemie in ihrer Anwendung auf Agricultur und Physiologie" (Organic Chemistry in Its Application to Agriculture and Physiology) appeared and marked an epoch in the development of chemistry. It can be said that from that day chemistry ceased to be a mere experimental art, and was recognized as a science by even its strongest opponents and critics. Soon after, in 1842, he published "Die Thierchemie oder organische Chemie in ihrer Anwendung auf Physiologie und Pathologie" (Animal Chemistry, or Organic Chemistry in Its Application to Pathology and Physiology) which was soon followed in 1847 by "Chemische Untersuchungen über das Fleisch und seine Zubereitung zum Nahrungsmittel" (Chemical Examination of Meat and Its Preparation for Food), and in 1848 by "Die Ursachen der Saurebewegung im thierischen Organismus." Soon after in 1855, appeared "Grundsätze der agricultur Chemie" (Elements of Agricultural Chemistry) which was supplemented in 1856 by "Theorie und Praxis der Landwirtschaft" (Theory and Practice of Agriculture). His best known work probably is his "Chemische Briefe" translated into English under the title of "Familiar Letters on Chemistry" (1844) in which he explained chemistry and its processes in popular manner

to the lay and spread understanding and interest in his new science among the public. These letters were translated into nearly all languages and gave their author renown and popularity all over the world.

Liebig's greatness and his influence on the development of chemistry can be classified under four headings: (1) The Effect of His Giessen Laboratories; (2) Improvement in Methods of Investigation and Apparatus; (3) Discoveries of New Facts and Development of New Theories; (4) Application of Chemistry to Physiology, Agriculture and the Arts.

To fully understand the importance of Liebig's laboratory in Giessen, we must recall the deplorable condition in which chemistry existed before his time. The only place where a young man was supposed to perfect himself in chemistry was the apothecary's shop, and chemistry was then little more than a very subordinate adjunct to the general pharmaceutical education. It is true, some distinguished teachers, like Kastner, Gay Lussac and others had private laboratories. But these were often little more than a room in the cellar with a large hearth, or a part of the domestic kitchen in the professor's household, and wherever they assumed large proportions, they were jealously guarded and entirely excluded from the use of the public or even the students. When therefore, Liebig undertook to create a general laboratory in which every student should have equal opportunities, we can imagine what objections were raised, what obstructions put in his way, and to what criticism and ridicule he exposed himself.

If in spite of these obstacles the young scholar carried his enterprise to a successful end without any means but his niggardly salary, we must admire his never-tiring energy, his persistency of purpose, his grand confidence in the ultimate outcome. And when finally his laboratory in its completion was commanding the admiration of the world, and Giessen became the gathering place of all students of chemistry, Liebig showed no pride nor jealousy in guarding the results of his efforts for himself. Nothing can show his total disinterestedness and devotion to science better than the zeal with which he encouraged other universities to also establish similar institutions and the willingness with which he put his experience at the disposal of others.

The young men, however, who had sat at the feet of this great teacher, went out from Giessen like a host of missionaries, and carried the enthusiasm and earnestness of their master all over the world. It was therefore the crowning satisfaction of his useful life to see at nearly every university in Germany one of his scholars active as teacher, and not only in Germany, but also in the United States of America. At the celebration of the anniversary of his birth that the Chemists' Club of New York arranged last April, there were seven professors of chemistry at America's high schools present, beside a number of practical chemists who had listened to Liebig's lectures. Thus Liebig made the teaching of chemistry possible, and as a just tribute there should be a bust of this great reformer in every chemical laboratory.

But it is questionable if energy and persistency alone would have brought success to Liebig's enterprise if he had not also possessed a wonderful definiteness and inventiveness. No sooner had the first step to the establishment of the laboratory been taken when Liebig recognized the necessity of finding better and more practical apparatus than was known at that time. His inventive genius busted itself with every detail of the laboratory, and new devices and apparatus were produced incessantly. If we read his contributions during the first ten years of his professorship at Giessen, we are amazed at the productiveness of his great mind; hundreds of small apparatuses and methods for using them, that today every student finds ready on his entrance to the laboratory, were new at that time and first introduced by Liebig. It is impossible to enumerate them here, mention may only be made of his condenser, the Liebig condenser, now an every-day apparatus everywhere, the gas-bottle (Gas Krug) which later developed into the well known

siphon for carbonated water, his accurate method for determining urea in a solution, the methods of analysis of natural alkaloids and the discovery of their determination by means of their chloroplatinates. Liebig's greatest invention, however, in the line of new chemical apparatus, was the combustion stove for elementary analysis which is used today in almost the same form in which he invented it. It may well be said that if Liebig had done nothing else but give this apparatus to chemistry, his name would on that account alone be immortal.

It is natural that a man of such creative mind should not only use his qualities to invent new apparatus, but also enter deeply as a discoverer and explorer into the unknown fields of the science that he created. This discovery of new facts and the development of new theories were therefore the natural outcome of his mind. We owe Liebig the method of analysis of mineral waters, and the separation of cobalt and nickel, as well as the establishment of hundreds of other facts. He experimented with the action of chlorine on alcohol and discovered chloroform and chloral, not thinking that these articles would a generation later be manufactured in thousands of pounds. The theory of ether formation, and the discovery of aldehyde was his work, as well as the discovery of hippuric acid, kreatin, tyrosin and many other substances. But all these discoveries, important as they are, were overshadowed by the greater one—the foundation of organic chemistry.

In conjunction with his friend Woehler, Liebig established as the first one the fact that carbon and hydrogen compounds, so-called radicals, form the basis of all organic bodies. The idea itself was not new. Already Lavoisier had hinted at such a possibility, and Gay-Lussac and Ampere had written a number of papers on this subject. Davy also experimented in this direction, and the analogy of ammonia in its resemblance to alkaline metals was a powerful incentive for every investigator. But none succeeded as Liebig and Woehler did, who, during their experiments with oil of almonds showed that the compound benzoyl, as they called it (C_7H_5O), was a constant part, or radical, of a great series of compounds. When this discovery was announced to the world, the great Swedish chemist, Berzelius, proposed the name "orthin" (from the Greek word meaning dawn) for it to indicate that a new day in science had begun.

The question has sometimes been raised whether Liebig or Woehler deserves the name of father of organic chemistry. Neither made this claim during his lifetime, and it may justly be stated that they both are entitled to this distinction. Their joint paper on benzoyl will give them undisputed places among the immortal giants of science.

After the year 1840 Liebig turned his thoughts to the practical side of chemistry and his later years were mostly employed in the application of chemistry to physiology, agriculture and the arts. As in every branch of science that he grasped, so also here he not only became expounder and instructor, but reformer. The well established truth that every living organism needs nitrogenous and carbonaceous food in proper proportion and will suffer more or less if one or the other is deficient is a trite doctrine today, taught to children in every school. Not so in Liebig's time. Pathology and medicine in general were greatly influenced by pure philosophy and it little occurred to the physician of those days that diagnosis must be the result of observation. It was Liebig's influence that banished philosophical doctrines from medicine and revolutionized the whole science. It may well be stated that without Liebig, medicine could not have made the gigantic strides of the last fifty years, nor would chemistry have been called upon to furnish medicine the means for such progress.

Liebig put his teachings at once into practical use and his "Meat Extract," his "Infant's Soup," his "Health Bread," and other preparations, were the result of his new doctrine. Even if some of these preparations have since disappeared and others did not fulfil the expectations in every respect, they served to

make the nourishment of children and patients a subject of study and thought, and to shatter the old erroneous conception of nutrition and digestion.

His investigations on nourishment, however, did not stop here; he also drew the growth and development of plants into his sphere. And here again he became a reformer whose reforms may better be called a revolution.

American agriculturists who have lived all their lives on the naturally fertile rich soil of the Mississippi valley often express surprise that the small area of European countries like Germany, France and England should be sufficient to produce even the necessary garden products and vegetables for the large population that lives on them. It is true these countries could not produce what they do if the wasteful methods of our Western farmers were adopted. But since Liebig, the European farmers apply chemistry to their work and provide the soil with the correct material for the production of the desired crop. Liebig showed that the air as well as the soil furnish the plant with nourishment; from the atmosphere are drawn water, carbonic acid and ammonia, while the mineral constituents, as potash, soda, lime, iron, manganese, sulphuric acid, phosphoric acid and silica come from the soil. The former furnishes an unlimited supply, but the resources of the soil are limited and therefore can be exhausted. When this is done the soil becomes barren. Liebig demonstrated that the absence of even one of the necessary substances of a plant, however minute it may be, will render the soil unproductive as far as that plant is concerned. He showed the advantage of rotation of crops and recommended artificial manure to restore whatever had been removed by last year's growth. By these teachings, Liebig made the soil more than twice as productive as it formerly was. The German agriculturists fully realized the valuable services that Liebig had rendered them and honored him repeatedly by donations and dedications of various kinds.

It can be understood that a man of such vast gifts and such mental productiveness should be attacked and have ample opportunity to defend his discoveries and theories. In his arguments Liebig was clear and convincing, as a critic he was unsparring and sometimes bitter, but he always paid the greatest respect to truth and candor. He was a master of scientific initiative and possessed the high power of generalization united to indomitable perseverance.

When Liebig demonstrated his combustion apparatus for elementary analysis for the first time to a number of scientists he closed his remarks with the words: "In this apparatus there is nothing new but its simplicity and thorough trustworthiness." In this description of his greatest invention he had at the same time given a description of his own character. There were two qualities that secured his success: simplicity and reliability. Hospitable, courteous, and kindly in his daily intercourse, he led the simple, quiet life of a German professor, and assumed no airs of superiority even when he was generally recognized as the greatest authority on chemistry. His genius was versatile, his products various, but he never proved false to the two requisites of science—simplicity and reliability. He was an enthusiast as to America, whence some of his best and most devoted scholars came, and where he had more readers than in any other country; it is said that at one time he even entertained the idea of making the United States his residence.

"Split" His Chances.

"I split the whistle," said the smart young man, as he rushed from the office while the noon whistle was still blowing. "Likewise your chance for promotion," remarked the manager, as he entered the name of a duller, but more faithful clerk at his desk for an important position recently vacated.—The Ad-Writer.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries to this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Frosting Glass.

(Z. G. J.) The appearance given to window glass by roughening the surface may be imitated by painting ordinary glass with lead acetate ground in linseed oil. The paint is applied as any other.

The Era Formulary gives the following formulas for permanently "obscuring" glass:

Tip a piece of flat marble into glass cutter's sharp sand, moistened with water; rub over the glass, dipping frequently in sand and water. If the frosting is required very fine, finish off with emery and water. As a temporary frosting for windows, mix together a strong, hot solution of Epsom salt and a clear solution of gum arabic; apply warm. Or use a strong solution of sodium sulphate, warm, and when cool, wash with gum water. Or daub the glass with a lump of glazier's putty, carefully and uniformly, until the surface is equally covered. This is an excellent imitation of ground glass, and is not disturbed by rain or damp.

Imitation Ground Glass.

Sandstone	2½ ounces
Mastic	1 ounce
Ether	21 ounces
Benzine	16 to 18 ounces

This mixture is to be painted on the glass.

Glass may be etched with hydrofluoric acid as described in the Era of August 6, 1903, page 140. "Hoar-frost" glass, so called from the pattern made upon it, which resembles the feathery forms traced by frost on the inside of the windows in cold weather, is said to be made as follows:

The surface is first ground either by sand-blast or the ordinary method, and is then covered with a sort of varnish. On being dried either in the sun or by artificial heat, the varnish contracts strongly, taking with it the particles of glass to which it adheres; and, as the contraction takes place along definite lines, the pattern retrieved by the removal of the particles of glass resembles very closely the branching crystals of frostwork. A single coat gives a small, delicate effect, while a thick film formed by putting on two, three or more coats, contracts so strongly as to produce a large and bold design. By using colored glass, a pattern in half tint may be made on the colored ground, and after decorating white glass, the back may be colored or gilded.

Lysol: Solution of Cresol.

(N. I. G.) According to Collyett ("Newer Remedies") the fraction of coal tar which boils between 160-230 degrees C. is dissolved in fat, and subsequently saponified. It forms a clear, brown, syrupy liquid containing 50 per cent of the cresols; it is miscible with water, forming a clear, saponaceous, frothing liquid. With all other solvents it is miscible in all proportions. The strength of the solution employed is usually 0.3 to 0.2 per cent.

A series of formulas for the preparation of solutions

of cresol are in existence. The following are those appearing in the report of the Sub-Committee on Construction of Formulas, read before the recent meeting of the A. Ph. A. and recommended for adoption in the forthcoming edition of the National Formulary:

Solution of Cresol (or disinfectant):	
Cresylic acid.....	625 grams
Potassa	18 grams
Resin	125 grams
Water to make.....	1000 grams

Heat the cresylic acid and resin together in a suitable dish until the resin is dissolved. Dissolve the potassa in eighty grams of water, add to the resin solution and boil until the latter is completely saponified, and the liquid has become clear. Cool and add enough water to make 1000 grams.

Saponated Tincture of Cresol.

Cresylic acid.....	350 grams
Soft soap, U. S. P.....	450 grams
Alcohol, a sufficient quantity to make	1000 Cc.

Dissolve the cresylic acid and soap in the alcohol, filter and add enough water through the filter to make 100 cubic centimeters.

"Liquor Cresoli Saponatus" is official in the German Pharmacopoeia.

Syrup of Poppies.

(W. A. S.) The formula of the Italian Pharmacopoeia of 1876 for "syrupus papaveris" directs that 1 part poppy capsules, without the seeds, be made into an infusion with 8 parts of water at 60 degrees Reaumur, the resulting liquid strained and filtered and to which are added 4 parts of sugar, the mixture being then evaporated to the consistency of a syrup. An alternative process is also given in which an alcoholic extract is dissolved in simple syrup. Neither of these formulas is to be preferred to that for the National Formulary preparation, which does not so readily ferment. In our own experience we have found the formula of Prof. Procter to be as satisfactory as any. It follows:

Poppy heads.....	16 ounces
Diluted alcohol.....	4 pints
Sugar	30 ounces

Deprive the poppy heads of their seeds; bruise them thoroughly, macerate them in twice their weight of diluted alcohol for 2 days, express powerfully, add the remainder of the diluted alcohol; and after 24 hours again express; evaporate the liquid to 1 pint, strain, and add the sugar, and dissolve by the aid of gentle heat.

Colored Sand.

(S. A. L.) The Techno-Chemical Receipt Book is authority for this information: Sift fine white sand from the coarser particles and color it as follows:

1. Blue—Boil 100 parts of sand and four of Berlin blue with a small quantity of water, stirring constantly, and dry as soon as the sand is thoroughly colored.
2. Rose colored sand is obtained by mixing 100 parts of white sand with four of vermilion.
3. Dark Brown Sand—Boil white sand in a decoction of Brazil wood and dry it over a fire.
4. Black Sand—Heat very fine quartz sand, previously freed from dust by sifting, and add to every ½ pound of it six to eight spoonfuls of fat. Continue the heating as long as smoke or a flame is observed on stirring. The sand is finally washed and dried. This black sand will not rub off.

Colleges of Pharmacy in New York City.

(F. H. M.) There are two colleges of pharmacy within the territory of Greater New York. The College of Pharmacy of the city of New York, 115 West Sixty-eighth street, New York, and the Brooklyn College of Pharmacy, 205 Nostrand avenue, Brooklyn. The Collegiate year of the former begins September 30; that of the latter September 25. The fees for the junior year are given in the catalogues of the colleges as follows: New York, \$100; Brooklyn \$85.

NEWS DEPARTMENT.

COMMERCIAL TRAVELERS

Francis Engaged.—Siller has Another Chance at that \$5,000.—Herman Gets His Grips Back, Minus the Drinkables.

Rawley Galloway of Reedsville, N. C., and well-known in the South, is on his way to Colorado to sell Sharp & Dolme goods. John L. Prior, S. & D.'s general Southern man, and Julius Foerster, general New England man, were in town last week, the latter having just returned from five weeks in Europe.

D. V. Hennicke, traveler around Cincinnati for McKesson & Robbins, is in town. He is said to be the only man who comes into the office every day on his vacation.

James Crombie, an "old timer" with Nelson, Baker & Co.'s Kansas City house, has returned from a couple of months' visit in New York and Atlantic City, and is again doing business on his Colorado run.

E. B. Wilkins, who does Western Kansas, or the "Shortgrass" run, for the Kansas City branch of Nelson, Baker & Co., and P. W. Seaton, who does South-eastern Kansas for the same firm, are taking their vacation together in Detroit. Incidentally, they are supposed to be getting in touch with "the powers that be."

Judge Rich of the Supreme court, Rochester, has granted a new trial in the case of Charles Siller, a salesman for Bruen, Ritchey & Co. of New York, against a railroad company which he wishes to hold responsible to the extent of \$25,000 for the loss of his right arm. The accident happened about five years ago and was the result of a fall. Mr. Siller ran for a train that was moving out of a station and stumbled and fell under the car wheels. His arm was amputated below the elbow. The case was tried before Judge Rich and a jury, and the latter threw the case out of court. A new trial was granted after an argument on appeal. Mr. Siller has just returned from a pleasure trip to some of the summering places near New York.

"Bart" Ross, popular traveler for Mack & Co. of San Francisco, in the Coast counties, severed his connection with the firm a short time ago to accept a position with a leading liquor house of San Francisco. But "Bart" felt lonesome away from the odor of drugs and has returned to his former employers.

P. B. Haimer was the way he gave his name in the station house at Lancaster, Pa., where he was held over night, it was alleged, that he might sober up. He said he was a drug agent and turned up at the station with a badly cut head and a story that he had been beaten and robbed by people that he did not know.

The engagement has been announced of W. H. Francis, a traveling salesman for the Langley & Michaels Co., San Francisco, to Miss Shepherd of Ventura, Cal.

Ned Clark has resigned his position with Samuel Felt of Watertown N. Y., to become the travelling representative of John Wyeth & Bro. in their Southern Territory.

The J. Elwood Lee Co. of Conshohocken, Pa., have brought Dr. Bell, their Denver representative, into Eastern territory. His present address is Philadelphia.

F. L. Herman, traveling salesman for the Des Moines Drug Co., Des Moines, Ia., missed two sample cases off the train last week near Perry, Ia. He had been traveling with a company of ball players, and 'phone messages were sent back along the road for officers to stop the players and recover the grip if it could be found. Druggist Shannon of Jamaica, learned of the loss and also remembered seeing a farmer load two sample cases in his buggy after the evening train came in. He chased the farmer into the country, where the grips, minus all the liquor samples, were found and returned to the owner.

THE BIGGEST BOTTLES IN THE WORLD.

Last week our esteemed contemporary, the Oil, Paint & Drug Reporter, said that what are claimed to be the largest glass bottles ever blown were made for exhibition at the World's Fair and that the capacity of each was 45 gallons.

In the picture below are two bottles, each holding 65 gallons. They were cast by the Whitall, Tatum Co. and are, unquestionably, the largest in the world. One of them stands in a window in their New York office, 47 Barclay street. Beside it is another bottle holding four drops. It is of the same shape as the large one and has to be filled with a hypodermic syringe. It took longer to make than the large one did.

The bottle is shaped like a nursing bottle. It is a trifle less than five feet high. The man who blew it at the Millville, N. J., factory could comfortably sleep inside of it. He exceeded by only half an ounce his instruction to blow a sixty-five-gallon bottle. The firm asserts its ability to blow a 100-gallon bottle.



Sixty-five-Gallon Bottles.

NEW YORK AND VICINITY.

SALOON MEN ANGRY.

They Get Out Warrants for Twenty Atlantic City Druggists and Have Eight Arrested—All Done for Discipline.

Atlantic City, N. J., druggists were surprised last week to learn that twenty blank warrants had been issued at the instigation of wholesale liquor men for their arrest for selling liquors in pints and quarts and in lemonades without having gone through the formality of securing a license from the city. The arrest of eight of the most prominent pharmacists followed.

The men arrested were: Harry B. Leeds, S. N. Hayes, Leeds & Deemer, William Wright, J. Shedaker, Francis H. Brennan of the Academy pharmacy, Charles E. Keeler, and H. C. Albert & Co.

The disposition is to arrange the hearings to suit the druggists. The liquor men do not want to be too hard on them, it is said, but only want to keep them from poaching on their preserves. They charge that the druggists have had the effrontery to label the bottles they sold containing liquor with their names and addresses. While the attorney for the wholesale dealers announces that the only wish of his clients is that the druggists quietly stop up and pay their fines and then discontinue the traffic as a side business the drug men are not taking kindly to the situation and are making open threats of retaliation. It is likely that the druggists will now employ agents to seek violations on the part of the saloon men. There are twelve more warrants that will likely be served soon. This means the arrest of two-thirds of the druggists in Atlantic City.

The above action is in line with an editorial in the liquor dealers' organ, Justice, the other day calling excise inspectors of New Jersey to task for not prohibiting trafficking in liquors by unlicensed druggists and grocers and calling for raids.

EVAN F. LILLY IS DEAD.

In the death of Evan F. Lilly, secretary and treasurer of Eli Lilly & Co. of Indianapolis, the trade has lost a man to whom it looked up. Mr. Lilly will be missed by those who knew him. And his circle of friends was a large one. Strong in personality and character, forceful yet genial, of clear insight into trade conditions and of excellent judgment, positive in ideas and tolerant, and, moreover, identified with the direction of a great house, it is not strange that he will be missed. The announcement of his death came as a shock to his intimate acquaintances in this city.

A native Kentuckian, his first pharmaceutical experience was gained in a drug store in Lexington, that State. Almost from its inception he had been identified with Eli Lilly & Co. Eli Lilly was his uncle and Eli Lilly's son, Joseph K. Lilly, the present president of the firm, is his cousin.

For nearly a year Mr. Lilly's bad health kept him from active work. This summer he and Mrs. Lilly made their accustomed trip to the Mackinac Island region, to their summer cottage. Just before the A. Ph. A. convened, Mr. Ridgely, superintendent of the company, visited him. He found him in such bad shape that he decided to remove him to Indianapolis at once. He was operated on for Bright's disease, by the new method, on Thursday, August 8. He recovered from the anæsthetic and the shock nicely but the poison had been so generally disseminated that he could not live, and he died the following Saturday. He was 48

years old and had never used stimulants nor tobacco. Besides his wife two children are left.

PLANS FOR THE N. A. R. D. CONVENTION.

The fifth annual convention of the N. A. R. D. will be at Washington on October 5-8. It should be the most important gathering of druggists ever held in this country. Many matters of vital interest will be considered.

Railroad rates are one and a third fares for round trip. Headquarters will be the Raleigh. The rates are \$1.50 to \$3 a day, European plan only. Other hotels selected are the Arlington, \$1 a day; Ebbitt House, \$2.50 to \$3 a day; Riggs House, \$3 a day, all American plan; and the Metropolitan, \$1 a day, and the St. James, \$1 to \$4 a day, European plan. Those who contemplate taking immediate steps to secure accommodations should write Secretary Wymond H. Bradbury of the D. C. R. D. A., 467 C street, N. W., Washington, D. C.

Every local affiliated association is entitled to one delegate for every twenty-five members or fraction and every State association to one for each 100 active members or fraction. Delegates all to be actively engaged in the retail drug business. No association in arrears for dues is entitled to representation. Dues should be paid at once to Rudolph S. Vitt, 3800 South Broadway, St. Louis, Mo.

A TOUGH CUSTOMER BREAKS LOOSE.

How would you, Mr. Druggist, like to have a huge rattlesnake lying around somewhere in your store for four weeks, while you and your clerks were on the verge of nervous prostration in the fear that the pesky varmint might make a snap at your finger or your shin at almost any time?

That may sound overdrawn, but it about describes conditions for nearly a month in the pharmacy of Charles W. Meuk, 106 Market street, Newark, N. J. The reptile escaped from one of the show windows, where it was used to advertise an oil. Where it hid no one knew. There were sleepless nights. The assistants drew pictures in their nocturnal wanderings of what they would do to that snake when they saw it. Then, the next day, they would walk around on tiptoe for fear of angering his unblushd majesty. Every corner was a sink hole of foul suspicion.

But, last week, John George Meyer, fourteen years old, general utility clerk, spotted the snake just as he was climbing up the cellar stairs leading to the street. John George Meyer yelled for the other clerks. A scoop, a net and a wire-covered box, and Mr. Snake is back in the window.

DR. GEORGE J. FERRELLER, druggist at 432 Hamburg avenue, Brooklyn, died in Lake Huntington, where he sought health. He was born in Altenburg and was a veteran of the Franco-Prussian war and was decorated with the iron cross. He leaves a widow. He was 53 years old. He was a member of the Kings County Ph. Soc.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRIER

P. O. Box 71.

NEW YORK CITY

THE NEW SECRETARY.



Charles H. Klyachko is the able young and new secretary of the New York R. D. A., being elected at the last meeting to succeed M. G. Kantrowitz, whose removal uptown made it inconvenient for him to serve in that capacity any longer. Mr. Klyachko formerly owned a pharmacy at 41 Essex street, but sold out and is now clerking in a drug store on the West Side. He is enthusiastic and one of the workers.

NEW YORK NOTES.

**Board of Pharmacy Looking for Unregistered Stores—
Various Store Changes—Brooklyn Buying
Club is Incorporated.**

—Col. J. W. George of Schieffelin & Co., is famous on Block Island, where he spends his annual vacations. A recent issue of the Block Island Wireless daily told how he and a few other companions caught a 400-pound sword fish, 12 feet long, off the wireless station. It took one and a-half hours of hard work to pull the fish into the boat. In the same issue we find an editorial about the feat and another item telling that the Colonel played progressive whist that evening.

—Four Apothecaries' Bicycle Club members—Messrs. Sidney Faber, George C. P. Stoltzenburg and Wander and Mrs. Stoltzenburg, took a four days' trip via Reading, Easton, Allentown and Philadelphia, Pa., last week. Hugo Kantrowitz of the club was not along, as he and Mrs. Kantrowitz and their little daughter were on a vacation in Philadelphia, their old home. The club goes to Kenosha, beyond White Plains, today, having dinner in the woods.

—Another new Broadway pharmacy. This time it is at 71 Broadway, in the arcade of the Empire Building, at the rear, near Rector street. Robert E. Lane, who owns a cigar store in the arcade, is the proprietor and C. E. Carritte, manager of the Johnston Drug Co., Twenty-fifth street and Third avenue, will have charge. Charles Koch, who has been with the Johnston Drug Co. for five years, will succeed Mr. Carritte.

—The Brooklyn Consolidated Drug Co. was incorporated last week for \$10,000, to buy and deal in drugs. The incorporators were: John G. Wischerth, John O'Halloran, Thos. D. McElleney, Thos. J. France, Chas. F. Dyna and Gustav Brandus, all of Brooklyn. A meeting to elect officers and perfect business arrangements will be held tonight and everything will be in full swing early next month.

—It will be news to some that the Eastern branch of the State board of pharmacy recently collected \$2,000 in fines on sales of morphine tablets not properly poison-labeled. Had the cases all been pushed the prosecutions would have netted \$10,000. It is asserted that 90 per cent. of the retailers are selling at retail bichloride tablets without personal poison labels. This is contrary to law.

—Fire in the basement of 133 William street one night last week was kept from making sad history in the wholesale drug trade by the prompt action of the firemen, who tore up Eli Lilly & Co.'s floor to get at it. An asbestos-lined ceiling also helped. Besides Eli Lilly

& Co., Evans & Sons, Ltd., and the Grape Capsule Co. are in that building.

—Alexander Campbell, a Winnipeg, Can., druggist; George T. Miller of Pantin & White, Duluth, Minn., and T. M. Benjamin of M. F. Benjamin Sons, Riverhead, L. I., were down town visitors. So was S. A. Grove of Buffalo, who was getting some new points for board of pharmacy examination posers.

—Marcus F. Bender, the Fourteenth street druggist, is at Lake George on a vacation. Dudley T. Larimore of Fifth avenue, is doing country stunts at Plattsburg.

—Trade is "awful." No other word will describe it. Strikes and customary out-of-town conditions, good weather, etc., all contribute.

—Those who note that George H. Hitchcock is on the badge committed for the meeting here of the State Ph. A. next year wonder if it is in recognition of his having won every medal for five years in the Retail Druggists' Bowling Club. We learn that there is no connection between the two facts.

—Louis Hogrefe, who recently went from Detroit to Mexico to a responsible position, is back in this city. Mr. Hogrefe is a '97 boy, University of Michigan school of pharmacy and is also a member of the bar in Michigan and Arkansas. He has held several high political and professional places.

—Inquiry about the Columbia Drug Co., formerly at 300 Broadway, revealed the fact that they have moved to parts unknown. A complaint had been filed at Topeka, Kan., with a view to depriving them of the use of the mails for alleged failure to keep a premium promise.

—Ernest Stauffen, secretary-treasurer and general business manager of Sharp & Dohme, is back in his New York office after several weeks abroad. John J. Molloy, too well-known from his McKesson & Robbins connections to need introduction, is away for two weeks.

—Eight siphons of seltzer went off almost simultaneously in the prescription room of Bellevue Hospital dispensary. Several nurses had a panic and William Hayes, assistant apothecary, has a ragged gash torn in his forearm. Seven of the bottles were set off by the eighth.

—Hugo Simon, one of the prescription clerks with Eimer & Amend, has returned from a vacation at Sag Harbor, L. I. He reports good fishing and is much improved in health, to the satisfaction of his fellow clerks and members of the "Prosit" Club.

—Secretary Charles S. Erb of the Eastern branch of the State board of pharmacy, has personally inspected 250 pharmacies since his appointment. He has three regular inspectors besides. Just now they are looking up unregistered clerks and stores.

—David Weisberg, proprietor at 461 Amsterdam avenue, and his former clerk, V. Sapro, have opened a fine store at One Hundred and Twenty-second street and Seventh avenue, in the place recently given up by Druggist Herman Heineman.

—Druggist in College Point sold poison on prescription to board of pharmacy inspectors. The store was unlicensed, neither the proprietor nor the clerk who sold the prescription had licenses and there was no poison book.

DOCTORS WILL HELP YOU

Where there is a baby, there should be an

ARNOLD MILK STERILIZER
AND PASTEURIZER

You can sell many of them if you let us supply you with free literature with your name. Address,
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Drug Clerks' Circle met and listened to addresses by Dr. Joseph Kahn, President Louis B. Epstein, Mr. Beck and Dr. Albert H. Brundage. Shorter courses and sanitary conditions in drug stores were discussed.

—J. E. Vetter, 1766 Madison avenue, has sold to M. T. Cooper & Co. Mr. Vetter retires from drugs to go into the real estate and building business at Richmond Hill, L. I. He had owned the store for fourteen years.

—Mrs. Lavy, the young druggist at 521 Sixth avenue, and sister, are spending the Summer season at Saratoga, where her husband will join her to take a trip to Lake George for two months.

—Isaac B. Seeley, surgical apparatus manufacturers of 36 East Twenty-third street, was badly beaten in his office last Friday by two widow cleaners, after his refusal to set them up in business.

—The store formerly owned at 521 East Twelfth street by S. M. Robinson, which was recently burned, has been reopened by Mendel Scheinberg.

—Don't forget that next Thursday is the annual outing of the Bushwick P. G. A. at Chadli's Queens Park Hotel, Queens, L. I. Good time.

—Louis Jacobson has bought the store of H. G. Printing, 1679 Seventh avenue. Mr. Jacobson was formerly manager for Hoykendorf.

—Charles J. Lynn, manager New York branch Eli Lilly & Co., went to Indianapolis to attend the funeral of Evan T. Lilly.

—Stephen Cisin, 772 Halsey street, Brooklyn, had two boys held in jail for robbing his store of \$133 in cash and stamps.

—There is a rush of prospective licentiates these days. Preparing to come in before the prerequisite laws are passed.

—Joseph H. Krause, formerly owner at 1146 First avenue, has opened a new store at 124 Wilbur avenue, Brooklyn.

—How about the man who in three affidavits before the board of pharmacy has as many dates of birth.

—Robert B. Wilson's store in Atlantic avenue, Brooklyn Hills, has been sold to Francis Clendenning.

AT ROCHESTER.

—The Crave Cure Co. has been organized here with \$10,000 capital. Application has been made for papers of incorporation. The officers are: President, L. B. Mattison; secretary and treasurer, C. E. Meade; manager, DeVillo W. Selve, all Rochester men. They expect shortly to place their specialties in drug stores.

—The store of the Paine Drug Co., wholesale and retail druggists, has been entirely renovated. A balcony has been erected extending all around the store, and a truss room built over the office. Rosewood cases have taken the place of the antiquated ones, and the woodwork of the offices, railings, etc., is mahogany.

—Two Rochester druggists recently were victims of burglars. The first instance was at the store of Hall & Birchill, where a quantity of small articles and a small amount of cash was taken. At Louis Klitzing's a quantity of brushes, cigars and perfumery disappeared.

—The new drug store of Whenton Matthews, Bronson avenue and Genesee street, will be opened next week. It is likely that Mr. Matthews will hold an informal reception. The work of removing from the old store to the new has begun.

—Mr. Hall of Hall & Birchill, is away on his annual vacation. Albert Miller, with J. A. Vanderpool, has gone to Kenka Lake. C. F. Maud, druggist at 379 Lyell avenue, who has been dangerously ill, is improving.



A BELGIAN HARE WINDOW IN SAN FRANCISCO.

Boerick & Bunyon of 231 Sutter street, have of late been making some of the catchiest displays ever seen in San Francisco. The accompanying photograph shows their unique manner of drawing attention to hair brushes of superior quality. This is but one of a number of displays in similar lines. A recent one was a copy of the Constitution draped in an American flag. Beside it was a card bearing the legend "The Constitution is all right and so will your's be if you use _____ tonic." The one of last week was particularly attractive. The window was decorated entirely in blue and in the background was a figure looking through blue goggles. A card in one corner bore the inscription, "Things would not look so blue if he used _____ tonic."

"We always strive to drive some point home," said a member of the firm in speaking of the success his advertisements had brought, "and we do it in as pithy and catchy a manner as possible."

FROM JERSEY TOWNS.

—The Bayonne Druggists' Base Ball Club will play the return game with the Elizabeth druggists at the latter's ground on August 27. In case of their defeat the "rubber" will be played at Bayonne. In all the games the proceeds go to the hospitals of the two cities. The Bayonne druggists played and defeated the Big Men's team last week, by a score of 10 to 7. A. Schleimer and Samuel Weidenheimer are new members of the Bayonne team.

—William Jones, porter in the employ of Reed & Carnrick, manufacturing pharmacists of Jersey City, was arrested for stealing a quantity of drugs from his employers. Jones' landlady tried to sell the drugs to George Bower, druggist at 578 Newark avenue, Jersey City, and Mr. Bower brought about the arrest of the pair. The case was not prosecuted.

—Dodge & Olcott, the essential oils and perfumers' supplies firm of New York City, have bought four and one-half acres of land at Bergen Point, Bayonne, and archedecks are at work and tracks are being laid preparatory to erecting a big factory that will employ 100 men, and which, when completed, will supersede the firm's present factory in Brooklyn.

—George W. Frutchey has bought the store of the Bayard Pharmacy Co. at 130 Broad street, Westfield, from the receiver, G. W. V. May. The Bayard company included J. Louis Oliff, Henry C. Wilbur and William C. Younger. Mr. Frutchey also owns a store at Boonton and a half interest in one at Jersey City.

—Charles Stuckert, the Trenton pharmacist, and W. E. Burke of Marsh & Burke, Princeton, are spending several weeks of the summer at Asbury Park. Jasper

Cadmus and wife of Bayonne, are also staying there for a long vacation.

—At the Jersey City free dispensaries in the last week 687 cases were treated and 600 prescriptions filled. Laird had 93, Newman Rescue Mission, 83; Zoeller, 63; Gallagher, 145, and Cadmus 306.

—Edward Braecklein, the Paterson druggist, gets down to Rockaway occasionally where his wife and daughter are spending the summer.

—The many friends of Harvey G. Rue, the Hightstown druggist, will be sorry to learn of the death of his son, last week.

—H. H. Wouters, the Grove street, Jersey City, druggist, returns this week from a five weeks' vacation in Europe.

NEW ENGLAND.

FOR RECREATION AND REST.

New England Is Having a Good Time, It Seems.—And Diminutive George Washingtons Need Not Tell A Lie, for They are Applauded.

Boston, August 18.—Thomas Allen of A. J. Hayman's Brookline, is on the coast of Maine, Edwin Whalen, Cambridge drug clerk, is at his parents' home in Somerworth, N. H., Herbert P. Rice of Nazie's, Charlestown, goes to his former home, Bear River, Nova Scotia, for his vacation. Morris Whalen of the Stacey pharmacy, Charlestown, is at Benedicta, Me. Miss Evans, clerk at Hall & Lyon's, Waltham, has returned from a vacation of several weeks. Ernest E. Hunt of Weldon's, Chelsea, has gone to Hudson for his annual. Daniel Twohig, clerk at the People's drug store, Malden, is on his annual vacation. Philip McGibbon, druggist in Edgeworth, is making his home for the summer in Dorchester. William Brixy, a Melrose druggist, is at Bath, Me., visiting his brother.

Walter J. Burke of Harrity's, Clinton, has taken up his duties again, after a vacation at Washacum Lake, Sterling. W. A. Allen of E. M. & W. A. Allen, Andover, has returned from a fortnight's trip through the Provinces. Otto Muller, a Lawrence druggist, is summing at Welch's Pond. Humphrey Burtou, clerk in J. J. Desmond's, Lawrence, spends the last part of August in camp on the Merrimac. Arthur Smith of the Weir Drug Co., Weir Village, had a vacation in Newport. Albert Doyle of Hillberg's, Campello, has returned from New Hampshire. Joseph Borland of Goldthwaite's, Brockton, spends the latter part of August at Wiscasset, Me. William Webb, employed at Foster's, Brockton, is having a vacation in Natick. O. A. Gould of Whiting's, Great Barrington, is at the seashore. Henry F. Chase of the Plainville pharmacy, Attleboro, is at Harwich, his place being filled by A. W. Griffith. Wilson B. Chandler, a west Springfield druggist, is on a White Mountain trip.

WHO IS TO FURNISH THE POISON BOOK?

Hartford, Conn., August 18.—There is war between the State board of health and the Connecticut druggists because of the new poison law which was to go into effect on August 1, but which the druggists, according to the health officers, have so far disregarded. The latter were instrumental in getting the law through and now they propose to see that it is enforced. It prescribes that druggists shall register in a uniform book all poisons sold, with the name of the purchaser and the amount.

The catch is over the book. The druggists refuse to furnish their own book. The health authorities are en-

deavoring to have the board of pharmacy furnish the books but that body refuses because of lack of funds. As the health officers neglected to have an appropriation made for the books, it looks as if the druggists would continue their old way of handling poisonous drugs. The health board has appealed to the attorney-general to settle the question.

WHAT COLOR MUST OUR STOMACH BE?

New Haven, Conn., August 18.—Prof. E. H. Jenkins of the Connecticut agricultural experiment station, has been making a thorough examination of the soda water syrups sold in this State and in his report he has this to say: "In Connecticut nearly all of the 500 apothecaries have soda fountains and in some cases soda water is a more important source of revenue than drugs. Of 113 syrups examined, 16 contained artificial flavors, 44 coal tar dyes, 6 cochineal, 1 an unidentified color, 31 salicylic acid and 11 benzoic acid. Out of a total of 211 samples examined 85 contained coal tar dyes. The quantity in a glass of soda or in the syrup sufficient for a glass of soda was in many cases sufficient to dye a six-inch piece of nun's veiling a most brilliant color—scarlet, magenta, crimson, orange or green, according to the dye."

IN PRISON FOR ALLEGED LIQUOR OFFENSE.

Providence, R. I., August 18.—John E. Collins, the Westerly druggist, was given ten days in jail and compelled to pay a fine of \$20 last Wednesday for illegally selling liquor. The alleged infraction of the law was committed three years ago. Since a verdict of guilty was found Mr. Collins has been out of the State. He defaulted his bond, reimbursing his sureties. When he returned to Westerly and gave himself up to the sheriff, it was agreed that half the costs of the count should be remitted.

When the case was tried before a jury nearly three years ago, a bottle seized by the officers and kept as evidence was found. When opened in court it was found to contain nothing but a mixture of witch hazel and brown sugar.

WILL BE WEARING HATCHETS AGAIN.

Boston, August 18.—A most remarkable raid by school children! It was in historic old Salem.

Advertising signs and billboards proclaiming the merits of a certain patent medicine and a notable brand of soap disfigured many a historic spot, revered in the "Old Witch City." Yea, Salem teems with the spirit of olden times. The children are taught in schools to venerate the spots which have helped to make history. Those signs advertising medicines and soap! Faugh! In several squads they demolished the signs. They were armed with small hatchets—these diminutive George Washington-Carrie Nations. The kindlings and kidlets were applauded.

THE BAY STATE.

—Thomas Walton, acting for Mrs. Elizabeth Thompson, owner of a drug store in Chelsea, in the settlement of property valued at several thousand dollars had occasion to go to Omaha. From Omaha, the story comes that Mr. Walton while there a year ago secretly married a young woman, Mrs. Thompson, who was said to be engaged to Walton, pursued him, as the story goes, and caused his arrest. Then she relented and they returned East. Mr. Walton denies the arrest and the marriage, is the Boston report, while the Omaha report says that Mr. Walton and his bride, who was a Miss Leisig, have a child, and that Mrs. Thompson has given her blessing, a half interest in the drug business and \$50, to make up for the annoyance the arrest caused the bride.

—Albert F. Doyle, clerk for C. R. Hillberg & Co.,

Avon, spent his vacation at the Intervale, N. H. With several other young men he started to tramp over one of the mountain ranges. They heard unusual sounds in the night and in the morning came across a big bear which took to flight. At the edge of a high precipice they fired at him, wounding him. Then, to make sure of not being hurt themselves, they took poles and pushed poor Bruin over the edge, killing him in that way.

—The pharmacy of Dr. E. Barnaud, Worcester, recently raided for intoxicating liquors, has been closed and the proprietor had to pay a fine of \$50. Since the store was closed, burglars entered. The doctor, in notifying the police, said that in the last three or four years his place has been robbed several times, of a total of over \$1,200 to \$1,500 worth of goods. Strangely, he never had informed the police before. Dr. Barnaud's assignees will conduct a sale.

—At Lowell, an epidemic of poisoning of dogs and cats, some valued highly, resulted in the arrest of William H. French, charged with having given them poisoned meat, or at least having left it where the animals could easily get it. He gave \$500 bail and acknowledged having tried experiments with meat and poison "for killing woodchucks." He was for more than thirty years a druggist in Lowell. He is almost seventy years of age.

—Payment by Alonzo C. Durgin, a Winchendon druggist, of a fine of \$50 on the charge of not properly recording his sales of alcohol, has given rise to the statement that a great many other druggists in the State are in the same boat. The law requires all druggists to enter such sales with the name of purchaser and place of residence with street address. Mr. Durgin left out the street address.

—In Quincy, George L. York, whose place was raided some time ago, was arraigned on a charge of violation of the liquor laws, but was declared not guilty, and the liquors were returned. Paul J. Brown, a druggist at Atlantic, was charged with selling liquor on an old prescription. The court determined that the prescription, never having been presented, was still good, and Mr. Brown was discharged.

—Robert W. Graham, for several years connected with Sawyer's pharmacy, Tremont and Hollis street, Boston, has been engaged for the coming season as a member of the Chester De Vonde Stock Company, playing week stands in repertoire, Mr. Graham as light comedian. Mr. Graham was graduated from the New York C. P. in 1895.

—In Peabody there have been lively hearings before the selectmen because of a petition from the Peabody Extracting Co. for permission to store naphtha in large quantities. It is proposed to sink to a depth of thirty feet an iron tank, sixty feet in diameter. There are remonstrances against the plan, the natives fearing explosion.

—A factory plant for the manufacturing of sanitary belts is to be established in North Brookfield. The enterprise will be under the proprietorship of Harry H. Atherton of New York. Miss B. A. Collins will be manager.

—Blossom's store in North Adams has been selected by the street railway company in which to establish a waiting room. This will bring many passengers into the drug store, which ought to profit.

—The Weeks-Hill Pharmacy Co., Quincy, dissolved by mutual agreement of the two partners, Benjamin J. Weeks and Hallock H. Hill. The business is to continue under Mr. Hill's ownership.

—The referee in bankruptcy in the case of James H. C. Pratt, druggist of North Adams, has au-

thorized a sheriff sale at public auction of the stock and fixtures.

—Herman F. Hawthorne, last year graduated from the Massachusetts C. P., has opened a fine pharmacy in Cambridge, Massachusetts avenue and Creighton street.

—In the seventeenth annual report of manufacturers in Massachusetts, there is shown an increase of nearly thirty-three per cent. in the manufacture of perfumes.

—Salem is to have another pharmacy. I. W. Moody of Boston, will open it at Washington and Norman streets.

—Fred C. Beane is the new owner of the store formerly conducted by the late Clarence E. Thayer in Cohuituate.

—Salisbury Beach, a New England resort, now rejoices in a drug store, conducted by Casey & Goodridge.

—George A. Gilmore, druggist of Epping, is to marry, in August, Miss Mary A. Prescott of that town.

—Stockholders of the Walker Drug Company, Boston, have voted to discontinue business.

—Fire in Great Barrington damaged the store of J. T. Harper, druggist.

CONNECTICUT.

—Numerous vacations this month, though most of the proprietors are waiting until September. George M. Benedict of the Medicine Shop, New Haven, is enjoying two weeks at Atlantic City, and J. M. Jacobs of the C. S. Leece Co., has just returned from the Catskills.

—One of the most important drug changes of the year was the recent sale of the Parker pharmacy of Bridgeport, to W. J. Watson also of that city. Mr. Bushnell, the former owner, has not made known his future plans.

—A. P. Rogers, who has been with A. P. Gillespie at Medicine Shop, New Haven, has gone to New London and the drug firm of Nichols & Harris.

—A. Boeanda, a new druggist of Connecticut, has opened an Italian drug shop at 643 Grand avenue, New Haven.

—Earl D. Gray of Bridgeport, has opened a new drug store there. It is quite a handsome place.

—DR. GOTTHOLD PAPE of 131 Garden street, Hoboken, N. J., formerly a druggist there, for thirty years a practicing physician and a member of the New Jersey Ph. A., died at his home, aged 61. Dr. Pape came to this country from Germany after he was graduated from the University of Gottingen. When the Civil War broke out he joined the New York Independent Battery of Light Artillery and left the service a lieutenant.

—WILLIAM JOSEPH SCHAEFFER, a retired druggist, died last week at Pressett, Pa., and was buried from his home in Philadelphia. He was 61 years of age, and, until his retirement a year ago, had a store at 1327 East Susquehanna avenue, Philadelphia. He leaves a widow and three children.

—WILLIAM J. KISKADEN, a prominent druggist of Etna, Pa., died, aged 45. He had been in the drug business for twenty-five years and was a leader in politics.

—JOHN E. WATERTON, the druggist at 419 Grove street, Jersey City, is dead. He had been ill for some time. He was once a drug traveling man. A widow survives.

—OWEN F. GARRIGAN, the Newark, N. J., druggist, died last week. He leaves a widow and three children.

PENNSYLVANIA.

HAD THEMSELVES ARRESTED.

That's the Way Wilkensburg Druggists Who Violated the Sunday Blue Laws Got Ahead of a Church Committee That Had a Like Design.

Pittsburg, August 18.—The druggists had themselves arrested in Wilkensburg. It came about this way: The druggists had all joined in violating the blue law and had kept their soda fountains and cigar stands open in defiance of their Presbyterian opponents. The latter were waiting till the hour of midnight should have passed—for revenge. The druggists got to the Burgess first. They swore out information against S. S. Colville, W. S. Stont, J. C. Pauly and W. L. Smith, all druggists, and seven clerks employed by them, for selling soda water on Sunday. In a few minutes the church committee were after warrants, too, but were too late. The hearings were held later in the week, and fines were remitted. The druggists could not be prosecuted again for that Sunday's work.

To make their soda water unnecessary the church committee placed nice tanks of ice water on the street corners. Some one poured whiskey in all of the tanks. Needless to say, a good many did not like that water, and, needless also to say, there were some who were pulling at it all day.

One way of getting around the law has been proposed and that is to sell quinine pills for ten cents each and give free a glass of soda water with every pill.

PHILADELPHIA DRUG A. A. OUTING.

Philadelphia, August 18.—Through the kindness of Charles Willis of John M. Maris & Co., the Phila. Drug Athletic Association were invited to the Orchard, Essington, for an outing. Exercises opened with base ball. Charles Willis' nine scored 12 runs and Frank Miller's nine 8 runs. The special feature was the pitching of B. F. Davis, batting of Otto Kraus, Jr., and the fielding and one hand catch by Dr. Cramp. The 100-yards dash between Frank Apple and Dr. Holtzhauser was won by Mr. Apple by one yard. Mr. Apple was the only starter in running the bases to beat the record; time 20 seconds.

After the field sports closed the party adjourned to the club house and enjoyed a great supper. Otto Kraus, Jr., gave several fine selections on the piano. Dr. Holtzhauser's song, "A Little Bunch of Whiskers on His Chin," and Frank Apple's recitation, "The Boy Stood on His Grandmother's Neck," gave the guests stomach ache. "Hiawatha," was sung by Dr. L. W. Rehbein. W. A. Johnson recited by request a selection from Bill Nye. Charles Willis closed the exercises by making a few remarks on the small margin of profit in glassware this season and said the best method to prevent the breakage of soda water glasses would be to use stone mugs. Mr. Willis' kind hospitality was much appreciated.

A HUNDRED YEARS AGO.

Philadelphia, Aug. 18.—A local paper publishes each day a column reprinted from its columns of a century ago. This was printed on August 15, 1803:

PHILADELPHIA DISPENSARY.

The expenses of this institution have been considerably increased by the negligence of the patients in not returning their Vials; and many instances have occurred of their selling them.—The words Philadelphia Dispensary are on all the Vials, and it is earnestly requested, that if any such are offered for sale, they may be stopped and returned to the Dispensary in Fifth street.

Our fellow citizens are again informed, that old linen rags are much wanted for the use of the patients; and will be thankfully received at the Dispensary.

By Order of the Managers,
WILLIAM WHITE, President.
The institution referred to still survives.

OTHER HAPPENINGS.

—Just what the cocaine feuds are going to do now that the lines are drawn so closely, is a question. In certain localities the law is working well; in others, a few of the regular customers are obtaining a supply at advanced rates "to pay for the extra risk." There is some talk of a regular account being kept of the packages leaving the wholesaler, and a further examination of the prescription files of such parties suspected of disposing of the material unlawfully.

—Just why the second, third and fourth wards of Philadelphia should be singled out for providential discrimination, the unfortunate down-town druggists would like to know. While typhoid fever, small-pox and other kindred troubles have been rampant, and while vaccine and disinfectants galore have been sold uptown, the fellows in "The Neck" are absolutely without any of this interesting trade.

—The Panther Creek Ministerial Association has put into effect what has been styled the "blue-law reign" in Lansford and the surrounding towns. It has ordered that all confectionery stores, ice cream and soda water parlors and cigar stores close on Sundays. Drug stores are allowed to keep open two hours on the Sabbath to fill prescriptions, but the sale of cigars, etc., is prohibited.

—William L. Spear of Seventh and Carpenter streets, Philadelphia, has been in New Jersey for the last few weeks. George Y. Woods of Tenth and Spruce streets, is in Canada for an extensive stay. Wallace Procter is in charge during his absence. Thomas H. Potts and S. W. Strunk, close up-town neighbors, have returned from a fishing trip. They are successful anglers.

—Because of the high price of cod liver oil and the prevalence of diseases in Philadelphia in which it is needed, much complaint is made about the "rapacity" of the average apothecary. One daily paper has done good work, however, in setting the matter right, having published a long article on the subject, explaining the high prices that are bound to prevail for another year.

—Edgar H. Frantz, twenty-one years of age, a drug clerk of Lancaster, killed his eighteen-year-old wife last week, afterward taking morphine himself and dying. Frantz was only married in last April. They were living at his father's home and the latter found them in each other's arms, dead. He had shot her through the heart and brain. Jealousy.

—F. S. Nagle, wife and daughter of Wilkes Barre, spent a two-weeks' vacation in Columbia county. Chester Rudisill, a Philadelphia clerk, spent his vacation at Marietta with his parents. John R. Hatten of Edwardsville, took a week in Pittsburg as a vacation preparatory to going to Brooklyn, N. Y., to become manager of a pharmacy there.

—It is alleged that it has been discovered that 100,000 cigars bearing counterfeit labels are sold in Pitts-

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., - - Boston

burg every week. It is said that Pittsburg is the dumping ground for spurious labels and that hundreds of retail druggists, including several druggists, will be prosecuted.

—The M. Keo drug store, New Castle, had a visit from a more experienced man the other day. He came in late in the day and tendered a \$50 bill in payment. When it could not be changed he presented a \$5 waitress' check, receiving the change.

—Father J. Schroeder of Schroeder & Hinkle, Columbia, went as a delegate to the State convention of retail druggists at Hazleton and visited his parents at Danville before returning.

—New stores are reported for Eighth and Norris streets, Philadelphia, Columbia avenue west of Twenty-sixth street; Thirtieth and Oxford streets, and Ninth and Carpenter streets.

—P. N. Davidson of Morrisdale, J. J. Kuefe of Pittsburg, Arthur Jackson of Allegheny and Dr. Parr, formerly of Corry, were Philadelphia visitors during the last week.

—Shoemaker & Busch, Philadelphia, have made large additions to their pharmaceutical laboratory. It is now one of the most complete in the trade.

—Franklin P. Albright and Milton G. Briggs have been spending part of the summer at Holland, this State.

—William Evans, clerk for Farrer, Peck & Roberts, Pittston, is signed to become a machinist's apprentice.

—The Tazewell County Ph. A. held a meeting last week at Wilkes Barre.

AROUND THE GREAT LAKES.

THREE CLASSES.

Those Who Will Not Sell Cocaine or Its Compounds, the Indifferent, and the Rogues.—Determined Crusade Against the Habit.

Chicago, August 18.—With his characteristic energy, W. Bodemann, president of the State board of pharmacy, is leaving no stone unturned in enforcing the new cocaine law. "As long as I am at the helm," says Mr. Bodemann, "I shall administer the law and law to the line, regardless of whom it hits. I think they all have fair warning—those who read; and those who don't, deserve to reap the benefit of their indifference."

A report on the situation made to the board by W. H. Sage, the board's agent:

The law is being complied with by most of the reputable druggists and many of them are assisting the board very materially in its enforcement.

In the "leaves" districts where the cocaine business had grown to be very lucrative, many of the druggists have stopped selling it entirely, while some are still selling to the habitual users or "fiends" whom they know, making it difficult for us to detect them. However, we have secured evidence against a number and are bringing new suits every day.

We have some trouble in convicting druggists of selling cocaine, as persons who make a business of violating the law do not hesitate to perjure themselves on the witness stand.

The two worst violators we have prosecuted, both swear positively they had not made a sale, when, as a matter of fact, our agents have purchased cocaine and preparations containing cocaine of them on numerous occasions.

The preparations containing cocaine that have the largest sale here state specifically on the labels the proportion of cocaine contained therein.

Two other preparations widely sold prove on analysis to contain cocaine, but neither have any men-

tion of containing cocaine on the label as the law requires. Section 14 reads as follows: "That it shall not be lawful for any druggist or other person to retail or sell or give away any cocaine hydrochloride, or any salts of or any compound of cocaine, or any preparation containing cocaine, or any salts of or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of this State, which prescription shall only be filled once, and must have written plainly upon it the name and address of the patient."

Many certified powders on the market contain cocaine, and are more vehicles for cocaine, and should be looked upon with suspicion by all law-abiding druggists.

Said Mr. Bodemann: "We are in the very midst of the crusade. We have found some queer conditions. There are three classes. The majority don't sell cocaine at all nor its entarrh snuff compounds. Some even take interest enough to persuade fiends to quit the habit and I say, 'God bless them for this streak of humanity.' Another class, the indifferent—and what a class that is—sell, unintentionally, all sorts of entarrh snuffs containing the cursed stuff. The third class are in it for all there is in it, hire so-called doctors to prescribe five cents' worth of dope. And that class will get all there is in the law as long as I am connected with the prosecution."

HOW MUCH CANDY MAY A CLERK EAT?

Mr. Merriam said Sorenson Smoked Enough and Ate Enough Candy to Offset the \$24 in Back Wages.

—Sorenson Says Not and Judge Sustains Him.

Chicago, August 18.—The case of Sorenson vs. Merriam is unique in the annals of pharmacological controversies. John Sorenson is secretary of the Drug Clerks' Association, and was a clerk for Lee Merriam at 582 West Madison street. When Sorenson left Merriam's employ he claimed a balance of \$24 due for back salary. Merriam asserted that he did not owe his former clerk any money, because the latter, during his term of employment, had reached into the cigar and candy boxes so frequently for his own gratification, that the \$24 was more than offset. The case came up before Justice Olson, who decided in favor of the former clerk. The question as to what extent a clerk may go in abstracting smokeables and confections without putting the price into the cash drawer remains still undecided. Sorenson says he did not abuse his privileges. Other drug clerks censure Sorenson. Many clerks in Chicago pay wholesale prices for their cigars. One clerk said: "A fellow, if Sorenson's plan was followed, might smoke ten 15-cent cigars a day. Indeed, he might carry off the whole stock."

FROM ILLINOIS.

—John E. Voigt, a popular druggist at 156 Center avenue, Chicago, is spending a few weeks in Wisconsin. William Schloizer, manager of the Englewood pharmacy, Sixty-third street and South Halsted, has returned from a tour of the West. O. J. Freeman, North Clark street and Sheffield avenue, got back the other day from two weeks on the Atlantic seaboard.

—James Ruzika has been arrested on complaint of the Dyche Drug Co. at State and Randolph streets, Chicago, charged with having stolen \$2,000 worth of drugs from the store. J. Bert Galloway, Van Buren street and Marshfield avenue, a druggist, was also arrested, charged with having received the stolen goods.

—Arthur Dawson of Robert Stevenson & Co., leaves soon for Denver, Colorado Springs, Manitou and Salt Lake. Mr. and Mrs. I. Giles Lewis of the same firm,



CHRISTIAN GARVER.

President of the McLean County (Ill.) Ph. A. for twelve years and second vice-president of the State Ph. A., the subject of this sketch began active life doing chores on his father's farm near Monticello. Then he taught county school. When 19 he owned a drug store himself. Now he is prosperous in Bloomington. It was to his untiring efforts that the State meeting went there this year, and he, as local secretary, and Mrs. Garver will always be affectionately remembered by those who attended.

are putting in two or three weeks at Mackinac. Mr. and Mrs. Robert Stevenson, Jr., are summering at Spring Lake, Mich.

—Mrs. Lena D. Dyer, widow of the late E. L. Dyer, a prominent Waukegan druggist, is running the store and is said to be doing an excellent business. Mr. Dyer was a prominent Mason and was master of the Kenosha lodge when he died.

—It is reported that the Willard pharmacy, 1714 North Halstead street, Chicago, F. W. Richardson, proprietor, has been sold at auction. C. H. Chimelfe has opened a store at Fifty-fifth street and the Alley "L."

—J. Willard Spencer, a Seymour, Conn., druggist, passed through Chicago this week on his way to Colorado, where he is interested in some mines.

—Lee Pettigo, the well-known drug clerk, was married recently and his many friends are giving him congratulations.

—A new store has been opened at Western avenue and Augusta street, Chicago, by C. N. Storkan.

—Charles Paus has opened a store at Lawndale and Armitage avenues, Chicago.

MISS MARY DAVIDSON died at her home, 407 Jackson boulevard, Chicago. Miss Davidson was a sister of James A. and Clarence A. Davidson, the well known druggists' sundries dealers. She was forty-eight years old.

MICHIGAN NOTES.

—J. J. Sourwine, pharmacist and mayor of Escanaba, is being boomed for congress. An exchange in speaking of his candidacy, declares that "he is not as sour as the first part of his name indicates," and hopes that he "will not stop with the mayoralty, but plant himself in one of the congressional chairs at Washington, where the druggists are sadly in need of a representative."

—A nervy thief entered the drug store of Dr. D. S. Hallock in Woodmere, and after taking \$1 from a till proceeded up stairs where he relieved the doctor's trousers pocket of \$2.45 and his gold watch. The fellow undoubtedly kicked himself when he learned from the daily papers that the till which he touched for \$1 contained a large sum of money that he overlooked.

—Dr. Chas. E. Goodwin, for many years a prominent druggist of Ithaca, has sold to his nephew, Theron A. Goodwin, and will permanently retire on September 1. He will take a post graduate course in Chicago and engage in the active practice of medicine. Theron A., the new man, is not new at the business, having served for eight years at the prescription counter.

—William C. Kirchgessner of Peck Bros., Grand Rapids, attended the A. Ph. A. convention at Mackinac Island. Grand Rapids has only four druggists who are members of the association, which does not indicate a very intense local interest in the broader phases of the profession.

—Smith & Hough of Royal Oak, have purchased the S. E. Osborne store in Warren and will install a first class stock. M. Brooks, late with J. H. Hodges of Utica, will have charge of the store. Mr. Smith is a brother of Congressman Sam Smith, and travels for the Michigan Drug Co.

—Chas. Finnan is assisting E. L. Sargent at Boyne Falls. Sid Erwin will erect a two-story brick building on S. Jefferson avenue, Battle Creek, and will fit up the ground floor in fine shape for his store.

—Burglars attempted to force an entrance into the store of J. W. Armstrong, Middleville, but found Ross, the night man, all ready to give them a warm welcome. They broke for the tall timbers.

—Tony Piotrowski, proprietor of the City drug store at Manistee, grew tired of sewing on his own buttons. He was married to Miss Anna Jazgar on August 13 at St. Joseph's church.

—The Dow Chemical Co., which has a plant in process of construction at Mt. Pleasant, suffered a severe loss by fire on August 12. Insured.

—W. H. Price has purchased the drug stock of Dr. Mills at Webberville, and will continue the business.

—H. E. Leece of Saginaw, has accepted a position with G. W. Milligan, the Bay City druggist.

—The board of pharmacy will meet on August 25 and 26 at Houghton for examination.

—L. H. Taft has opened a new drug store in the Hotel Phelps block, Greenville.

—Frank Brainerd of Eaton Rapids, is now clerk at West's, Grand Rapids.

PHENALGIN
Put up in One Ounce Bottles Only.

Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00
ETNA CHEMICAL CO., New York, U. S. A.

INDIANA.

—C. R. Hatch of Lafayette, has bought the store of Harry E. Glick in a suburb of that city. Mr. Glick, who is secretary of the State board of pharmacy, still has a pharmacy in Lafayette.

—Earl E. Ensley, who has a store at 149 South Illinois street, Indianapolis, has bought the store of Moffett Brothers at Ellettsburg, one of the oldest retail houses in Central Indiana.

—Bynum & Coombs of Lebanon, have dissolved partnership. The business will be continued by Fred Coombs. A. M. Powell of Williamsport, has sold to B. F. Winger.

—At Cambridge City, J. L. Richey has bought the drug business of the late James McCaffrey who had been in the trade at that place more than 30 years.

—At North Vernon, J. M. Dils has succeeded to the business of M. H. Andrews & Co., one of the old established stores.

—G. W. Bakhaus at Anderson, has taken into partnership J. R. Callahan. The firm name is Bakhaus & Callahan.

—Dr. J. F. McKee of Indianapolis, has bought the Harbrook pharmacy, 502 East Washington street, that city.

WEST OF THE MISSISSIPPI.

SOUTH DAKOTA PH. A.

This Association Has an Unparalleled Record, Containing Every Resident Druggist in the State

Canton, S. D., August 18.—The State Ph. A. held its annual meeting here Tuesday, Wednesday, Thursday and Friday, last week. The attendance was large.

The convention was called to order by C. W. Peaslee of Redfield, president, who congratulated the organization upon its unparalleled prosperity, saying that every resident druggist in the State is now a member of the association, which is in better condition than ever before.

At the evening meeting I. M. Helmev presided and James Lewis delivered an address of welcome. John McLean of Tripp, responded.

Professor E. J. Wulling of the Minnesota university, delivered a fine lecture on "Pharmacy, Retrospective and Prospective."

The principal feature of Wednesday was the annual meeting of the Druggists' Mutual Fire Insurance company. A new board of directors was elected as follows: James Lewis, Canton; I. A. Keith, Lake Preston; R. M. Cotton, Tyndall; C. H. Lohr, Estelline; H. C. Backoven, Clark; F. C. Stieckles, Mellette; W. J. Hull, Alexandria; L. C. Ramsdell, Bersford; E. C. Bent, Dell Rapids. The new officers of the company are James Lewis, president; R. M. Cotton, vice-president; I. A. Keith, secretary; H. C. Backoven, treasurer.

This druggists' mutual was the first mutual fire insurance company to organize in the State. It was organized in March, 1895, and has been conducted successfully for eight years. During the last year the ratio of expense has, according to Secretary Keith's books, been 11.4 per cent of the cash premiums paid in, and the loss ratio has been kept down to 34.5 per cent, which means that the company has cash on hand for the year's business without calling for an assessment. In fact, during the eight years of its existence, this company has called for but one assessment of 25 per cent of the notes given for that amount. During that time it has paid its members \$27,531.93 for losses incurred and the cost for carrying risks has been 502 for that same period.

In the afternoon the members attended a baseball game, were driven about the city and visited the Government Indian insane asylum. In the evening came an excursion up the Sioux river on the steamer Sioux Queen. Among entertainments were athletic contests of various kinds, for good prizes and purses.

Thursday was devoted mainly to the reading of prize papers. The election of officers went over until Friday, the convention being extended a day beyond the original program.

On Friday these new officers were elected: President, F. G. Stieckles, Mellette; first vice-president, I. M. Helmev, Canton; second vice-president, Mrs. J. H. Ferris, Mitchell, secretary, E. C. Bent, Dell Rapids, treasurer, W. A. Nye, Salem; local secretary, S. H. Stallin, Mitchell; assistant local secretary, L. O. Gale, Mitchell. The meeting will be held at Mitchell next year.

OMAHA DRUGGISTS' MINES AND CATTLE.

Omaha, Neb., August 18.—Omaha druggists are not men of one affair; for instance:

N. A. Kuhn, is president of the Omaha-Wyoming Oil Co., having about 1,200 acres of oil lands in Uinta county, Wyoming, on both sides of the Union Pacific. They have four producing wells. C. E. Bedwell, L. M. Hoyt and E. E. Bruce & Co. are among the other lucky holders in the drug line who are figuring whether they shall buy automobiles or content themselves with private railroads, out of the profits they have unbanked.

Mr. Kuhn is also treasurer of the Gold Placer Mining Co. and the Gold Run Mining & Development Co., which have over 200 acres of patented ground producing crasse gold. It is situated on the East Nanook river in Montanama county, Col., quite near the prehistoric cliff dwellers' mines. Mr. Kuhn is also treasurer of the Northwestern Copper Mining Co., which has 120 acres of copper land in the Battle Lake district, Col.

Laev E. Peyton, the Leavenworth street druggist, made quite a "spec" in the Lord Byron gold mine in Clear Lake Canon, Col. He and J. H. Merelant, also an Omaha druggist, are still active in the management of the company.

S. A. D. Shilling, who formerly owned a drug store in Lincoln, is largely interested in the Battle Lake district and is reported to be doing well in copper.

Henry Gering of Plattsmouth, has retired from mining and is investing his capital in oak timber land of the Ozark range, Missouri.

Charles Faulnan, formerly with the Richardson Drug Co., saved his money and formed the Weiser Land & Fruit Co., which owns fruit ranches in Weiser county, Ida. He is also promoting gold and copper proposition at Sumpter, Ore., operating in the Pearl district, Ida., and is also interested in the Thunder Mountain.

Charles H. Brunner of the drug firm of Magaoun & Brunner, of Fremont, has probably struck it the richest of any Nebraska druggist. He and a lot of his Fremont friends discovered the original Mercury mine in Utah and much of Fremont's prosperity is due to dividends from it. Since the first of the year Mr. Brunner has been devoting all his time to the Mercury except such as he puts in looking after his copper properties in the Battle Lake district. From the latter he expects even greater returns than from the Mercury, as copper mining is much surer than gold.

John Abbott, formerly head clerk for N. A. Kuhn, is reaping a harvest from cattle and coal at Hanna, Wyo.

H. COHET, head of H. Cohet & Co. of Gladbrook, Ia., is dead.



MISS DORA C. FISHER.

Miss Dora C. Fisher is manager of the city drug store Centerville, Kas., and was the Kansas University pharmacy honor graduate in her year. She is twenty-nine, one of fourteen children. She is vice-president of the pharmacy alumni association, assistant secretary of the State Ph. A., and was a delegate last year to the A. Ph. A. and the N. A. R. D. Notwithstanding the enviable position she holds in her profession she still finds time to do work along religious and educational lines. She is at present making a successful effort in interesting the women pharmacists of Kansas in a uniform dress to be worn in the drug store.

OMAHA C. P. GRADUATES TWENTY-EIGHT.*

Omaha, Neb., August 18.—The following large class was graduated from the Omaha C. P., on August 12:

Frank Flood, Darlington, Wis.; E. H. Coza, Clarkson; Ira Ashley, Hyannis; W. R. Beckley, Tildon; R. C. Bellamy, Arapahoe; E. E. Cathcart, Tahmaga; John Cornils, Columbus; Roy M. Erway, Valley; C. B. Fricke, Madison; John Holst, Jr., Omaha; Miss Margaret James, York; Charles Janecek, Schuyler; Bert Locke, Central City; Thomas Larsen, Hindley; Miss Lois Pope, Red Cloud; K. L. Patrick, Exeter; A. W. Peterson, Marquett; Bert Bay, Walnut, Iowa; Reinhard Rieland, Norfolk; Maxey Smith, Tekamah; Frank Stava, Bruno; Ed. J. Stava, Bruno; H. D. Vickrey, Bartley; W. W. Willard, Alexandria; G. G. Wiederandus, Gothenberg; Frank X. Wright, Delavan, Ill.; Mrs. Rinnie Wilson, Atkinson; C. A. Miller, Kearney.

A class picnic was held at Lake Manawa, Ia., on August 11, and a banquet was given by the graduating class on the evening of August 12. On that day all graduates passed the State examination.

Charles Fricke of Madison, took the highest grade in the college and in the State examination. He will go to the Philadelphia C. P. for a post graduate course, intending to fit himself for teaching pharmacy. Some of the others have disposed of themselves as follows:

E. H. Coza has gone into business for himself at Newman's Grove. R. C. Bellamy has gone into business with his father in Arapahoe. E. E. Cathcart has purchased a store in Meadow Grove. John Holst will clerk for his father in Omaha. Bert Lock will engage in business with his uncle in Central City. K. L. Patrick has purchased a drug store in Exeter. W. W. Willard has gone to Great Falls, Mont., as a clerk. Mrs. Rinnie Wilson will engage in the drug business with her husband in Atkinson.

The fall term of the college will open on September 1.

MORE WERE CALLED THAN CHOSEN.

Des Moines, Ia., August 4.—Of twenty-three persons who took the State examination before the board of pharmacy last week, ten were successful. They were: Harvey E. Aldrich, Croston; W. D. Craig, Henderson; Franklin T. DeWitte, Berea; F. W. Storek, Sheffield; Elmer E. Sear, Avoca; Harry E. Swihart, Des Moines; Charles J. Welker, Des Moines; Orin B. Wilson, Sioux City; Don Wikoff, Hamburg; J. Heide, Roland.

"Why is it that only ten passed?" was asked of Fletcher Howard of the board.

"They didn't know enough," was Mr. Howard's reply, as he laughed good-humoredly. Men who have nothing but college experience may miss the prescription examination; they haven't had the actual experience. Then students taking the examination before they have been in school a year. Some take the test a half dozen or dozen times before they are successful."

HEARD IN IOWA.

—Out of forty-four candidates before the State board last week the following were successful: John A. Ba., Gladbrook; J. C. Barrie, Belmont; George H. Borwey, Eagle Grove; William F. Danaburger, Pella; Leo Edwards, Dunlap; George Fleagle, Royal; Harry F. Hanna, Oskaloosa; Fred Heyle, Lemars; Hattie E. Kennedy, Hancock; Charles Spavin, Clarion.

—The store of J. W. Dunning of Chillicothe, has been partially burned. An incendiary did L. Swenson, the druggist, a bad turn the other night. He cut a hole through the building into an oil tank and burned not only the drug store, but a bank and general store. F. J. Nachtwy succeeds Nachtwy & Co. at Lansing.

—Fletcher Howard has received from the printers the advance sheets of his biennial report which will be submitted to Governor Cummins in a few weeks. The report this year will show an unusually large number of changes, removals and deaths.

—Thomas H. Clark of Frautz & Clark, has bought out his partner and will continue in business alone. A. W. Hanson is succeeded by Hanson & Orin at Hantlontown. Irvine & Co. of Reinbeck, have admitted W. H. Sweetzer to partnership.

—A. K. Weaver has purchased Marion S. Tague's store at Martello. Harry Boam has succeeded Brown & Son in Anamosa. W. M. Pile of Ft. Dodge, is reported as intending to close out his business on September 1.

—J. M. Henderson & Co. of Milton, have dissolved and J. M. Henderson will continue the business alone. Ross & Co. of Pochontas, recently suffered a total loss by fire. O. O. Harlan, of Storm Lake has sold.

—The following have been selected delegates from the Iowa D. A. to the N. A. R. D. at Washington, D. C., in October: E. B. Tainter, Carroll; George M. Pederson, Harlan; Dell G. Moran, Council Bluffs.

—M. F. Mullan, third vice-president of the State Ph. A., is the oldest druggist in Pomeroy. He is forty-eight years old, vice-president of the Pomeroy State bank and president of the Pomeroy Canning Co.

—The Des Moines Drug Co. has announced the intention of erecting a new building in Des Moines.

Always insist upon having

ABBOTT'S THE ORIGINAL
Angostura Bitters.

C. W. ABBOTT & CO.,
Baltimore, Md.

Architects are working on the plans but the site has not been definitely decided upon.

—Fred Ryan of the Ryan pharmacy, Des Moines, has returned from a two week vacation at Colfax Springs. Willis Wolf has removed from Lorimer to Clinton, Mo.

—W. J. Henry of Winterset, has sold his pharmacy to the Piper Drug Co. The new company includes G. M. Violet of Winterset, and John Piper of Dexter.

—Otis Hannin and Charles G. Miller have purchased the Kelley store at Earley, from E. E. Roe and John M. Kelley, and give a \$300 mortgage.

—Dr. A. E. Hunt of Melbourne, who suffered severe loss by fire last April, has decided to open a new store. He is erecting a fine brick block.

—There is some talk of organizing an official journal of the Iowa Druggists' Association.

—The Tom Rice Drug Co. of Norwalk, has been succeeded by Paul Jones.

MINNESOTA.

—R. H. Nichols is leaving Fairbault, where he has been for some years past, for a short vacation, after which he will commence his engagement with Duncan McNab at Moorhead. E. N. Schmitz of Stewart, has discontinued. George Walstrom has gone to the Lyceum pharmacy, Duluth. The owner of this pharmacy, Mrs. Green, will put a drug stock into the Metropolitan Opera House on West Superior street. Theo. Gummy has purchased the B. L. Gummy & Co. business in Annandale.

—Herman Haueter has bought Hamre & Co. at Hauley Falls. E. L. & S. W. Jewell are to start at Wauaningo. George Zeimer has bought T. W. Donovan at Waltham. J. S. Eckhoff of the same town, has sold.

—The county equalization board at St. Paul has added \$201,000 to the original assessment of \$180,000 of Noyes Bros. & Cutler, the St. Paul wholesale druggists.

—Fred A. Conger of Conger Bros., St. Paul, has gone to Acton, Ont., on a visit to his old home and will spend two months there.

—W. E. Rumble, with Noyes Bros. & Cutler, St. Paul, is out of hospital after a prolonged siege of illness.

MISSOURI.

—Faxon, Horton & Gallagher, who have been doing business in the "bottom" wholesale district of Kansas City for the last twenty five years will desert their present quarters on Union avenue and move up town in December. The move has been contemplated for some time, but it is likely that the flood which covered the "bottoms" a few weeks ago has had something to do with the determination to get out before next spring.

—Paul Hess of Hess and McCann, 804 Walnut street, Kansas City, is taking a rest and accumulating sunburn in Kansas. Charles Zinn, secretary of the Kansas City Drug Club and proprietor of two Independence street pharmacies has returned from a vacation, plus a happy smile and ten pounds of flesh. I took two weeks at Eldorado and Excelsior Springs to do it.

—H. D. Faxon, buyer for Faxon, Horton & Gallagher, and editor of the Drug Record, has gone into retirement among the Northern lakes, where he says he will devote his time to getting back some of the flesh he has lost in hard work since the flood.

—Joseph Griffith, one of Kansas City's "veterans" has sold the Palace drug store at Twelfth and Main streets, to William G. Federman. This gives Mr.

Federman two stores, the other being his old stand at 904 Main street.

—Kansas City Drug Club reports say that the July retail business is far ahead of the average for that month.

NEBRASKA.

—B. F. Vandolah of Lincoln, has sold to Sam Linch, Alfred Lewis and wife of Valentine, have given a warranty deed for \$300. E. M. Schapp & Co. have succeeded D. M. Atchison at Brady Island. A. G. Curtis is putting in a new stock at Fort Calhoun.

—A. M. Westover of Lake City, Ia.; M. E. Schultz of Beatrice; D. M. Atchison of Kearney; C. E. Hopping of Beaver City, E. L. Wilson of St. Paul, and E. J. Tucker of Pender, were Omaha purchasers last week.

—The Omaha C. P. classes visited the wholesale drug establishments and were shown through the different departments recently.

PACIFIC COAST.

THE CALIFORNIANS.

College Has Big Class for Next Year.—Hymen Busy Among the Druggists.

—Board of pharmacy met at San Francisco. C. H. Rowley of Santa Barbara was elected president, and John Calvert was re-elected secretary.

The following were registered by examination: F. W. Allen, E. Batt, L. E. Carpenter, Sister M. J. Crowley; J. C. Foster, S. A. Goldman, H. B. Stanton, W. W. Stephens, A. Raymond and E. R. Weinspach. Assistants—D. McBrille, J. T. Seow, W. B. Bunsmore, B. R. Taylor, E. J. Shier, T. J. Feeley, C. E. Velguth, B. F. Moore, Kath. Nolan and C. Quilty. An opinion of the attorney-general was read to the effect that the fee must be paid for each examination, and that hereafter the custom of the board in allowing a second examination without payment of another fee must be discontinued. The next meetings will be in Los Angeles, on October 6, and in San Francisco on October 13.

—S. E. Buswell filed a complaint against the World Drug Co. of San Francisco, in which he asks for \$5,000 damages. He alleges that he bought a certain hair tonic and dandruff cure. Whenever he laid on the fluid, he says, blisters immediately rose. He thereupon saw Dr. John J. Richardson, the consulting physician at the drug store, who treated him with internal remedies to counteract the effects of the dandruff cure. Buswell claims he became salivated and suffered from blood and skin disorders, owing to the internal medicine. His nut brown locks now are streaked with gray.

—The summer months in California and the West generally witness the drug trade at a low ebb. Wholesale reported business only fair during June and early July, but during the last week in July a turn for the better manifested itself. With the ripening of the fruit crop comes a big demand from the orchardists throughout the State for such chemicals as sulphur, glycerine and extract of log wood. Sulphur particularly is in big demand and dealers who sell to the San Joaquin valley, Santa Clara Valley and coast regions have been hard put to fill the big orders.

—The University of California C. P., San Francisco, has issued its announcement for the thirty-second annual session. On August 1 applications for entrance were received. The number seeking to enter is reported as greater than ever before in the history of the institution. On August 7 the entrance examinations were



W. H. EDELMAN.

This young man should know the Wild West by heart, for since his birth in Henderson, Minn., in 1868, he worked at drugs for Dr. J. A. Freeborne in Big Stone City, S. D., for \$50 a year, working up to \$18 a month in his third year in that city. Next we find him as Northern Pacific R. R. Hospital druggist at Brainard, Minn.; then at odd jobs in Billings, Mont.; then at Red Lodge running a store for a dentist, then at Sheridan, Wyo., first as partner in a pharmacy with E. L. Mills, next as sole owner. He now has a \$20,000 stock and a position as president of the new State board of pharmacy.

held and regular work will begin on August 26. F. W. Fish, who has heretofore given only his spare time to the college, will now give his entire attention to it. He will be instructor and assistant in pharmacy and vegetable physiology.

—The annual meeting of the Union Drug Co. was held in San Francisco, on August 5. The concern does a wholesale and retail business in eight stores in widely separated parts of the California metropolises. It was decided to follow the same conservative policy in the future. The officers of the organization are: W. M. Searby, president; Charles Barrington, general manager, and George Dolbin, secretary.

—Dr. F. W. Martin, who styles himself the Herb King and who has practiced medicine and sold drugs in several towns in California without a license, and who at various times has been prosecuted by associations of physicians and druggists, has at last come to grief. He was convicted in Visalia of a heinous crime and was sentenced to 30 years in the penitentiary.

—The new officers of the Oakland Drug Clerks' Union are: President, W. Hansen; first vice-president, George Greishe; second vice-president, L. Mackin; financial secretary, G. H. Haffee; recording secretary, U. L. Schafer; guardian, A. F. Johnston; guides, George Atwood, J. C. Schiner.

—After an absence of four months P. C. Rossi, pharmacist at 318 Montgomery avenue, has returned to San Francisco. Mr. Rossi represented California at the international agricultural convention in Rome. While in Italy he was voted a special medal of honor by an Italian society.

—The association of druggists of Napa county, has done much to advance pharmaceutical interests in their section. Regular meetings are held and the local field

carefully watched. The officers are C. W. Armstrong, Calistoga, president; W. H. Smith, St. Helena, vice-president.

—The fight against the Owl Drug Co. in San Francisco goes merrily on. It is now learned that the purchase of the W. T. Hyde store in Oakland, by the No Percentage Company was for the purpose of carrying on the war against the Oakland branch of the Owl company.

—The Druggists' Association of the Peninsula, which includes from Mountain View to San Mateo, Cal., was organized with a small membership. Now every town in the territory of any size is represented. Its president is Benard Mayer of Mayfield.

—The third annual picnic of the San Francisco Drug Clerks' Association will be held on August 9 at El Campo. The committee in charge comprises William H. Adair, J. H. Hubachek, W. H. Seay, D. L. Perrone, and Al. Hoag.

—W. H. Gourley, formerly with Boericke & Runyon, 231 Sutter street, San Francisco, has been placed in charge of the company's establishment in Los Angeles. Walter Moltzen, a clerk for the Union Drug Co., Sutter street, is in Seattle.

—Pharmacist R. J. Bennetts of Nevada City, accompanied by two friends, spent a few days on a fishing tour in the Greenhorn district. Bennetts was able to verify his tale of great luck by producing the fish.

—The Sacramento County Association now has a membership of twenty stores. Its officers are H. S. Hammer, president; T. W. McAuliff, vice-president; J. T. Quinn, secretary and treasurer.

—There has been some further talk this week of a large chemical factory for San Francisco. T. A. Blakeley of San Bernardino, is the promoter, and New York people are said to be interested.

—M. D. Barrett, proprietor of the Horning drug store, Marysville, has just returned to his home after a honeymoon of some weeks. His bride was Miss Viola Griswold of Chicago.

—Louis Doerr has been made manager of the Wolff Drug Co. of San Jose. J. A. Cummings of San Francisco, has secured part interest in the Mount Shasta pharmacy of Sisson.

—Perrone and Hardy, a new firm, has entered the San Francisco retail drug field and opened a neat establishment at Greenwich street and New Montgomery avenue.

—Valentine Schmidt and his two sons, Edwin and Albert Schmidt, all three prominent druggists of San Francisco, have just returned from a week's outing at Cazadero.

—Carl Triest, member of Haas, Baruch & Co., druggists of Los Angeles, will be married during the month to Miss Rosenbaum, daughter of a wealthy merchant of Stockton.

—The Retail Drug Clerks' Union of San Francisco now boasts a membership in excess of 400. E. J. Molony is president and J. M. Eitel, secretary.

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Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

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PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

The drug store at Mission and Eleventh streets, San Francisco, recently owned by Dr. W. H. Robertson, has been purchased by E. A. Lion.

The "No Percentage" Company of San Francisco, has purchased the Hyde Drug Co. of Oakland, and will enlarge the stock.

Keller E. Watson, a prominent druggist of Orange, was married to Miss Olive McCarthy of Orange, in Los Angeles.

H. W. Hendricks has purchased his partner's interest in the firm of Hendricks & Stafford at Whittier.

OUR CANADIAN LETTER.

Apprentices May Now Register at Ontario C. P. Without Matriculating in Any Two Subjects, Provided They Make It up in Two Years.

Toronto, August 18.—The Council of the Ontario C. P., convened in Toronto for its midsummer session. The election of officers resulted as follows: President, W. R. Graham, Ridgetown; vice-president, Edward W. Case, Picton; registrar-treasurer, Isaac T. Lewis; auditors—James Watt and James H. Mackenzie. The report of the registrar-treasurer showed assets of \$61,959 over liabilities, and a credit balance for the year of about \$2,500. A deputation of the Drug Clerks' Association of Toronto presented a petition against any lowering of the educational standard for apprentices. President Graham assured the deputation that their wishes would be considered. Henry Walters of Ottawa, introduced a resolution permitting apprentices to register without having reached the required standard in Latin and algebra, provided they passed the required examination in those subjects within two years of such registration. The motion was broadened to cover any two of the subjects upon which apprentices are required to pass an examination, instead of limiting it to Latin and algebra, and was passed.

A pharmaceutical research committee was appointed, consisting of John Hargreaves, W. A. Karn, R. A. Harrison, Henry Watters and E. W. Case. The divisional committee recommended that the council seek amendments to the pharmacy act so to regulate more stringently the sale of narcotics and approved of the price restrictive plan. Adopted. The pharmaceutical research committee recommended that a book of formulas be issued to secure uniformity in the preparations put up by the trade. Adopted.

A special committee appointed to enquire into charges made by the Ontario College of Physicians and Surgeons as to the unprofessional conduct of druggists in counter-prescribing brought in a resolution to the effect that it was impracticable to make a thorough enquiry at this session, but regretting that any member should compromise the reputation of the druggists by unworthy business methods, and protesting against such a serious charge being directed against the drug trade in general. The resolution was adopted. J. S. Armitage of Paris, was appointed examiner in materia medica.

The drug store of F. W. Jeffs, Wallaceburg, Ont., was considerably damaged by fire.

O. E. Bennie was elected secretary of the Toronto Drug Clerks' Association in place of Blake Cook, who is leaving Toronto to accept a position in the United States. W. Wright succeeds S. Tarrant as first vice-president.

Fralenz & Abercrombie, druggists of Fort Francis, Ont., have dissolved partnership.

There is widespread complaint on the part of the trade throughout Ontario as to the difficulty in obtaining apprentices, which is generally attributed to the action of the Ontario C. P., two years ago, in obtain-

ing legislation compelling all apprentices to pass the junior matriculation examination. Supply prospects are rather better since the council of the college provided that apprentices may pass examinations in two of the matriculation subjects within two years after the beginning of their apprenticeship.

DO AS YOU WOULD BE DONE BY.

You expect the public to read your advertising. Do you read the other fellow's? You might make more money by doing so. The following were good hints in last week's issue:

ABSORBENT COTTON—Three qualities all prepared under strict pharmaceutical rules, by the Maplewood Mills at Fall River, Mass.

DIOXOGEN—Made by the Oakland Chemical Co., 464 W. 87th St., N. Y. City. Non-explosive, correct percentage, right volume and price, handled by the best trade.

DRUG MILLS—Mead & Co., 19th St. and M. C. R. R., Station B, Detroit, Mich., will grind samples of any material sent, and will return with statement of the time consumed in grinding. This they do to prove that they sell the best drug mills. Note their ad. on page 15.

PHENALGON—Made by The Etna Chemical Co. of N. Y. City, put up in powder, pink top capsules, and 2½ grain tablets. It is well advertised. Are you ready to meet the demand?

STAINOFF—A sample cake and full particulars may be obtained by applying to The D. M. Steward Mfg. Co., Chattanooga, Tenn., 8 Jay St., N. Y., or 57 Washington St., Chicago, Ill.

LOZENGES—All the old reliable kinds and many new ones. See the Roworth Mfg. Co. ad. on page 11.

CONCENTRATED CREAM CHOCOLATE—The good kind for hot or cold soda. Their ad. on the back cover contains more information on this subject.

CORKSCREWS—The Clough Corkscrew Co., Alton, N. H., will send free samples of all sizes.

ANGOSTURA BITTERS—C. W. Abbott & Co., Baltimore, Md., claim to make the original. If you insist your jobber will supply you.

WINE OF CARDUI—33 1/3 per cent. profit for the druggist in this preparation; larger quantity purchases, lower the cost and increase the profit. Write the Chattanooga Medicine Co., Chattanooga, Tenn., St. Louis, Mo., or San Francisco, Cal.

CORKS—The kind that don't break off. Circle A & B made by the Armstrong Cork Co. Your jobber sells them.

TOOTHACHE GUM—It sells in any store. Buy the kind that gives satisfaction and yields a living profit. The Steratod Chemical Co. put it up in handsome 10c. packages. The price is \$2.50 per gross.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$5.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPDERMI SOAP.....	2.00
EXEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Mercurine).....	8.00
COUOHLINE SYRUP.....	4.00
REDECURA OIL.....	4.00
OCULINE BALM.....	2.00

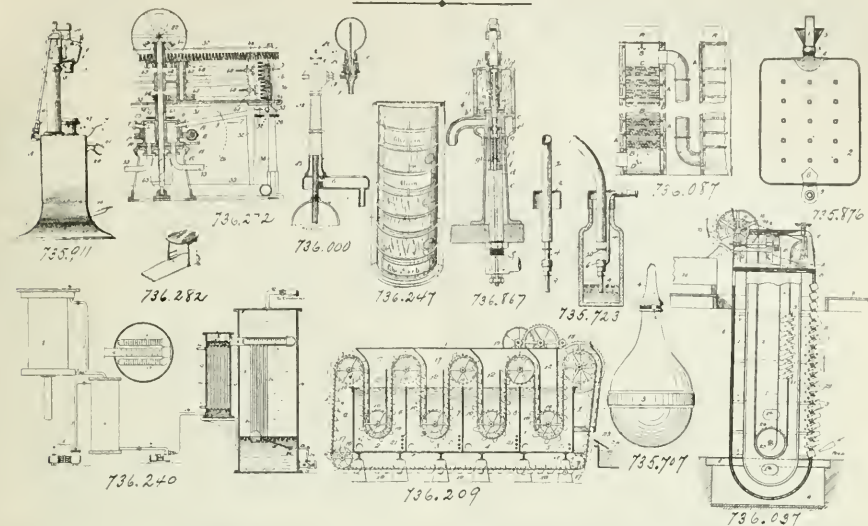
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

RONDOT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 11, 1902.

- 735,707—Mary Cantwell, Leavenworth, Kans. Nursing-bottle.
- 735,723—Thomas De Vilbiss, Toledo, Ohio. Nebulizer.
- 735,867—Joseph Fletcher, London, England. Apparatus for drawing off or dispensing aerated or other liquids.
- 735,876—Joseph Holland, Akron, Ohio, assignor to the Goodyear Tire & Rubber Company, Akron, Ohio. Hot-water bottle.
- 735,911—Edward D. Schmitt, Baltimore, Md., assignor by mesne assignments to Universal Seal & Stopper Company, Camden, N. J., a corporation of New Jersey. Machine for filling and sealing bottles.
- 736,001—Edwin Nerton, New York, N. Y. Bottle-cap.
- 736,037—Simon Volz, Milwaukee, Wis., assignor, by direct and mesne assignments, to the 20th Century Machinery Co., a corporation of Illinois. Bottle-soaking machine.
- 736,087—John G. Graham, Braunhall, Stockport, England. Apparatus for making sulfuric or other acids.
- 736,202—Wm. E. Brown, Los Angeles, Cal., assignor to Brown-Winstanley Manufacturing Co., Los Angeles, Cal., a corporation of California. A cork retainer.
- 736,200—August A. Busch, Randolph Gull and Thomas J. Barry, St. Louis, Mo. Bottle-washing machine.
- 736,240—Walter Erben and John A. M. Wass, Philadelphia, Pa.; said Wass assignor to said Erben. Apparatus for separating volatile liquid from liquid containing same.
- 736,247—Carl Grudigk, Sorau, Germany. Holder for rolls of tickets, labels or the like.
- 736,250—Friedrich Haussen, Altona-on-the-Elbe, Germany. Process of making hemoglobin preparations.
- 736,272—Valentine Lapp, Leipzig, Germany. Bottle-washing machine.

TRADE MARKS.

Registered August 11, 1903.

- 40,891—Perfumes. Paul Westphal, New York, N. Y. The word "Lavandine."
- 40,892—Perfumes. Paul Westphal, New York, N. Y. The word "Auxiliator."

- 40,893—Cod-liver-oil preparations and tonic medicines. Mark Casper, New York, N. Y. The word "Morrhugad."
- 40,894—Remedy for cure of certain named diseases. Miller & Stone, Chicago, Ill. The word "Nervan."
- 40,895—Remedies for tuberculous and catarrhal complaints. Robert Schneider, Berlin, Germany. The word "Sanosin."
- 40,896—Headache remedies. Napoleon Loder, Richmond, Va. The representation of a baggage check, together with the word "check."
- 40,897—Headache remedies. Napoleon Loder, Richmond, Va. The word "Celeleer."
- 40,898—Medicine for the treatment of certain named diseases. D. J. Johnston, Toronto, Canada. The representation of a cross, a chemist's mortar and pestle, and two lions rampant and a scroll upon which are supported the hind feet of the lions.
- 40,899—Eye remedies. J. B. & G. W. McFatrach, Chicago, Ill. The representation of a woman's face, with a hand raised above the face as in the act of dropping something into the eye.
- 40,900—Remedy for coughs, colds and lung troubles. Mary S. Knice, Greenville, Pa. The facsimile signature "Mrs. Mary S. Knice."
- 40,901—Pomade and skin food. The Tabler Chemical Company, Martinsburg, W. Va. The facsimile of the word "Tabler."
- 40,902—External remedy for parasites. Homer E. Bowles, Muncie, Ind. The words "Key Einstein."
- 40,903—Internal remedy for certain named diseases. White Herb Medicine Company, Baltimore, Md. The words "Indian Shagrock."
- 40,904—Certain named anaesthetics. Jules Bernard Bengue, Paris, France. The word "Anestile."
- 40,905—Certain named anaesthetics. Jules Bernard Bengue, Paris, France. The word "Narcotile."

LABELS.

- 10,243—Title: "Dr. James English Cooling Powder and Remedy Co." (For powders.) The Dr. James English Cooling Powder and Remedy Co., Philadelphia, Pa.
- 10,244—Title: "Watermelon Jelly, Natures Palatable Specific." (For medicine.) The H. W. Wilder Co., Chicago, Ill.



COCAINE ADVANCES.

New York, August 18.—General business continues of moderate volume but of fair seasonable proportions and dealers appear to be satisfied with existent conditions. The advance of 50c an oz. in manufacturers' quotations for cocaine is the principal change in values during the period covered by this review.

OPTIM—The jobbing market remains quiet and the bid-tender is slightly easier mainly on account of competition among leading importers, but quotations are unchanged at \$3.00/3.85 for 9 per cent. and \$3.70/4.35 for 11 per cent. Powdered is selling fairly in small lots with prices ruling steady at \$4.75 for 13 per cent. and \$5.25 for 16 per cent.

MORPHINE—Dealers report a continued fair routine demand with prices ruling steady at \$2.00/2.70 for eighths in ounce boxes, \$2.55/3.25 in 2½-oz. boxes, \$2.55/3.25 in ounce vials, and \$2.80/2.10 in 5-oz. cans.

QUININE—A gradual improvement in demand is noted and the market is fairly firm in tone with jobbing quotations maintained at 2.16/2.14c for bulk in 100-oz. tins, 2.12½/2.25c in 50-oz. tins, 2.50/2.25c in 25-oz. tins, 2.06/2.03c in 15 or 10-oz. tins, and 3.10/3.11c in ounce vials, according to brand and quantity.

MENTHOL—An easier feeling has developed owing to keen competition among importers and jobbing quotations show a reduction to \$7.50/8.00 a lb. and \$5.60/6.00 an oz.

COCAINE—Owing to increased cost of raw material manufacturers have advanced their prices 50c an oz. and the revised jobbing quotations are on the basis of \$1.75 for bulk.

COTTON ROOT BARK—Extreme scarcity has caused a further advance in jobbing quotations to 25¢/30¢ for whole and 20¢/25¢ for powdered.

HEPAC—Foreign markets are easier and local jobbers have reduced quotations to \$1.50/1.75 for Rio and \$1.35/1.55 for Carthagena. Powdered is quoted 10c above the prices for whole.

CASCARA SAGRADA—The market shows a hardening tendency and jobbing prices have been advanced to 28¢/35¢ for whole, 33¢/38¢ for ground and 35¢/40¢ for powdered.

CITRIC ACID—Manufacturers' prices are 2c per lb. lower and jobbing quotations show a decline to 33½¢/34c in lbs., 34¢/31½c in kegs, and 106½¢ for broken lots. The citrates have been correspondingly reduced.

MANNA—New crop large flake is more abundant and jobbers have reduced quotations to 70¢/75¢.

SUMATRA BARK—The market is easier under increased supplies and jobbing quotations show a decline to 60¢/70¢ for whole and 65¢/75¢ for powdered.

PERUKIA ASH BARK—Under a similar influence jobbers have reduced their quotations for this article to 32¢/35¢ for whole and 37¢/42¢ for powdered.

GI M KINO—Jobbers offer more freely and jobbing quotations have declined to 106½¢ for whole and 50¢/55¢ for powdered.

STROPHANTHUS SEED—The market is slightly weaker with jobbing quotations showing a decline to \$1.25/1.35 for whole and \$1.35/1.50 for powdered.

CERYBERY SEED—Foreign markets are firmer owing to short crop news and local jobbers have advanced quotations to 15¢/20¢ for whole and 20¢/25¢ for powdered.

WALNUT ALICURATOL—Jobbing prices have again been revised and show a further decline to 55¢/56c in lbs., and 65¢/75c in smaller quantities. Columbian spirits in lbs. \$1.75, and less \$1.60/1.75.

BROMIDES—Lower quotations are named by manufacturers and the revised jobbing figures are 15¢/50c for potash, 52¢/57c for soda and 55¢/60c for ammonium. (41.) **HEMLOCK**—Supplies are more abundant and jobbing prices have been reduced to 70¢/80c.

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"Success? If the Thing is Unjust Thou Hast Not Succeeded."

I may be all wrong in the conviction that the great mass of the American public invariably recognize and are always ready to support any enterprise worthy of support that has behind it a fixed honesty of purpose. I am conscious of the fact that there are instances in modern life which to some—and sometimes to many—are proof positive to the contrary. Enterprises of unstable purpose do undoubtedly succeed, or, perhaps to be more strictly accurate, seem to succeed. But I have yet to have pointed out to me one single instance where success has been gained, and where success has been maintained for any given time, by any enterprise behind which there was other than a fixed policy of honest dealing. It seems to me to be a matter quite beyond the possibility of doubt that upon a dishonest purpose no true success can ever be built.—Edward W. Bok in Printers' Ink.

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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Everything in education should conduce to understanding, just as everything which conduces to understanding is education."

Some undertake the study of pharmacy in order to obtain a thorough understanding of the science, others merely to fit themselves to pass a required examination.

While a desire to scramble past the board is not the best incentive to study, it still leads to a considerable amount of understanding and often to study of a more serious sort.

For a thorough grounding in the science of pharmacy, the larger colleges are undoubtedly the best means.

But for a beginning, and an aid in passing the board, correspondence courses, such as the Era Course in Pharmacy, are highly effective, and, moreover, inexpensive.

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THE PHARMACIST AND THE DRUG HABIT.

The report of the committee on the acquirement of drug habits, a portion of which is printed in the present issue, is of all the papers presented at the last meeting of the A. Ph. A. the most interesting to the trade. It deals with a question laden with the most serious consequences to pharmacy as a calling, a question that must be fairly met by the more influential element in the trade before it involves all in a common disgrace. The report shows that the abuse of narcotic drugs has assumed enormous proportions and is rapidly increasing!

Science has given the world a large number of substances which have a definite action upon the human organism, and when properly applied are useful in the relief of suffering. It is the physician's duty to apply these reagents to the body, and that of the pharmacist to keep them in stock and supply them when required. It is the humanitarian side of these callings that has endeared them to the people and has won for them special privileges and respect.

Unfortunately nearly all the materials employed to restore disturbed vital functions to a normal activity are also capable of producing abnormal conditions in the normal organism and therefore offer a means for the satisfaction of unnatural and degrading appetites. Nearly every one of the useful drugs may thus become, instead of a blessing, a curse to humanity.

What will be the effect upon the dealer if the materials which form his stock in trade are permitted to be diverted from beneficent to vicious uses? The answer may be read in the history of the liquor dealer. The dramshop is despised and looked upon as a curse and the actions of its proprietor are regulated by innumerable laws as if his purposes were purely criminal. And yet the saloonkeeper deals in only one of the many potent medicinal agents, and its possibilities for evil are mild as compared with some of those found upon the druggists' shelves.

The quantities of opium and cocaine consumed to satisfy the cravings of the vicious are already very large in proportion to those employed for legitimate purposes. Are the pharmacists of the United States content to allow their occupation to degenerate into a curse to humanity, while their ancient humanitarian duties are monopolized more and more by the physician?

SOME INTERESTING DETAILS.

The report contains a table of statistics collected by means of cards and letters from all parts of the country. The table is necessarily very incomplete, for certain details are difficult to obtain. Many interesting details are given, of these we can quote only a few:

"General reports indicate that the sale of narcotics is not restricted to one section of the country nor confined exclusively to the fallen and lower classes."

"Alabama reports out of about 150 drug habitues, eight with heroine habit."

"Maryland reports the sale of cocaine by disreputable physicians, the purchase by one retailer of \$500 worth of cocaine during six weeks, and another dealer who purchases on an average 25 ounces a week."

"Minnesota reports a case using several large bottles of effervescent salts a week, cases of addiction to chloroform, ether, chloral, cocaine and morphine and chronic users among the theatrical profession."

"Ohio reports sales of robbers to a few druggists only which aggregate 600 ounces of cocaine a month."

"Pennsylvania reports several heroine cases, and the purchase by a small retailer of 100,000 one-fourth-grain morphine pills at a time."

"Virginia reports 10 per cent growth of cocaine habit among negroes."

Concerning institutions devoted to the treatment of drug habitues we find that, "in almost every city of say, 100,000 inhabitants, there are places of this kind indicating the extent to which the evil exists, even among those who are willing to be cured if possible."

"There was an increase of \$77,750 in the value of cocaine imported in 1902 over that for 1901, of \$67,115 for the equivalent of the nine months of 1903 reported. Assuming \$3 an ounce as the value of the cocaine, this gives us an increased importation of 25,920 ounces in 1902, and 22,372 ounces for nine months of 1903—a fact that speaks volumes in itself!"

"There was an increase of 34,411 pounds in the amount of smoking opium imported during the portion of 1903 reported, this drug seeming to be steadily increasing in amount consumed here."

HOLD UP THE HANDS OF THE WORKERS.

Even the most optimistic must admit that the traffic in drugs that enslave is a very serious problem in pharmacy. The abuse has assumed alarming proportions, and it is useless to try to ignore the evil. Drugs are obtained in drug stores and the druggist forms a spoke in this wheel upon which moral and physical humanity is broken. Pharmacists in Kansas and other anti liquor localities know to their sorrow how quickly respectable drug stores can become associated in the popular mind with the despised "joint", and how unpleasant is the result. A shop—we will not call it a drug store—that piles up profits by pandering to the cocaine habit is in some respects infinitely more damnable than any saloon, and when the fact that such places exist in most large towns becomes fully known to the public, there will be a sweeping denunciation beside which the recent anti substitution campaign will seem mild to say the least. The matter must be taken in hand and reputable members of the trade, in taking the initiative in dealing with the question are

servicing their own best interests. The druggists of Illinois, Ohio and other states have already secured legislation which, it is hoped, will serve as a check, and the New York State Ph. A. has taken steps toward a similar end. But the legislature can only furnish the means; the real work is the enforcement, and in this every well-meaning pharmacist can do his part. The enactment of a law is only a signal for the real struggle to begin. The fierce battle now raging in Chicago gives a hint of the difficulties to be overcome. Unfortunately the work falls chiefly upon a devoted few who expend their time and energy for the common good, often without a word of thanks or encouragement. That the burden is at times almost too great to bear, we know from personal observation and assurance. These men do not, of course, expect an adequate reward for their services, but an occasional word of encouragement and an intelligent interest in their work is the least of the recognition due them, from the rank and file, and we know that it would be appreciated.

THE LOVE OF THE UNCLEAN.

We are sorry to see that the brightest and best of our contemporaries has fallen into the disgraceful policy—journals have no habits—of printing doubtful stories, supposed to be humorous, but which, for lack of wit, have been fashioned out of unclean allusions. Everybody understands what we mean—the evil-smelling yarn commonly known as shady and risqué, and of which we blush to think in the presence of women and children. In everyday life we masculine Americans cannot escape it; we hear and endure it everywhere, but it is fortunately not often thrust under our noses in print. We are the more grieved at these cesspools in an excellent publication, because we had discovered in its pages evidence of a very pretty taste for literary form, a quality somewhat rare in drug journals. We can excuse the masquerade of indecency as wit in such worthies as Aristophanes, Rabelais and Chaucer, and even Voltaire and Swift; civilization had not then covered much of the world's necessary filth with a merciful mantle of silence. But deliberately to spread filth upon a clean white page in beautiful modern type for the amusement of a few degenerates—we can not believe that many readers enjoy that sort of thing—is almost unthinkable. Not that we are of the prunes and prisms gentry; we believe in calling a spade a spade when occasion requires. The present issue contains sentences suggestive of matters sufficiently shocking, but they present facts of vital concern to the druggist, and we have, therefore, placed them with such dignity as we could command. It is the exploitation of the unclean merely for the love of the thing in the columns of a journal which must find its way into the hands of women and children that we find so utterly beyond the pale. We find upon one page the portrait of a beautiful and refined lady and upon an adjoining page a disgusting tale about a suspensory bandage. How would the editors like to have the subject of the portrait walk in upon them some fine day and discuss their journal with them?

Collect the Debt.

If a man feels that the world owes him a living, the best thing to do is to hustle and collect the debt.—Spatters

SHOP TALK

ON THE UNPROFITABLE HABIT OF "SAYING THE THING WHICH IS NOT."

"He'll have to go," said the druggist with a sigh. "There's nothing else to do."

"Who's got to go?" inquired the C. P.

"That boy, Jimmy."

"Jimmy! I thought everybody liked him. What's the matter with him?"

"Can't trust him."

The old man whistled. "That's bad—for Jimmy. Take things?"

"Oh, no; not that! I don't think there is anything vicious about him. It just seems to be more natural for him to lie than to tell the truth. Whenever he's late, or something goes wrong, he is always ready with a fine excuse. I don't know when to believe him or not. The drug store is no place for a boy like that."

"Why don't you reform him?"

"How?"

"By simply showing him that it doesn't pay. When he lies to you once, let him feel that you don't believe a word he says for a week afterward."

"It isn't worth while. I have had clerks who would lie to me up and down about little blunders. It's a fatal defect. They're no good at all. The only thing is to get rid of them. Now, Jimmie, I have become quite attached to him. If it wasn't for his bad habit of lying—"

"I prefer to say that he never learned the habit of telling the truth."

"What's the difference?"

"Telling the truth is an acquired habit; lying is natural. The boy's education has been neglected, that's all. There is hope for him."

"I don't know. I believe that honest men, like poets, are born, not made."

"Nonsense! If anything is inherited it is to be wary of the truth. It is one of the natural weapons of the weak. It's as natural to lie as to dodge a blow. When you were one of a group of little boys and accidentally hit a hulking bully of a big boy behind the ear with an applecore, you knew somebody would get hurt, if he found out. You instinctively sang out, 'I didn't do it, I didn't do it' as you ran. All savages lie readily and fluently, and animals as well."

"Animals! What next?"

"Not in words of course, but most lying is not spoken. We all do most of our lying without saying a word."

"We all do?"

The sage nodded. "You and I and everybody else." "You'd get hurt if you were to say that to some people. I'm curious to know how animals lie."

"Did you ever startle a mother grouse with her brood of pretty brown chicks? As quick as a flash the old bird is fluttering about in a way that says as plainly as day: 'Why don't you run after me? Don't you see that I can't fly? My wing is broken.' In the meantime you couldn't find one of the little fellows with a microscope, and the mother bird is fluttering farther and farther away. When she has led you far enough, she lets you know that it was all a lie by rising with an insulting whirr and making off like a bullet."

"If you call that—"

"What else is it? It is only after the individuals of a tribe or race become adjusted to each other so that they can trust one another that they begin to tell the truth."

"Of all things, to hear you who are always digging away at insincerity, upholding the most cowardly of vices!"

"I'm not upholding it. I'm merely showing that a man need not begin to condemn others and feel that he is of different clay, simply because he has no reputation as a liar. Truthfulness is a purely artificial habit."

"It's a mighty good habit, anyway."

"It is quite indispensable in business, and that is why the commercial world is more ethical in this respect than the world of society, art or—"

"You dare not say, religion. That is one of the strong points. Lying is the subject of one of the ten commandments."

"Yes, and that is the particular commandment upon which people insist the most and which they all break the most frequently."

"A little child who tells a fib to get a piece of sugar is made out to be a mighty sinner, while its mother covets the whole earth all the time and is quite proper. Besides, it does not say, 'Thou shalt not lie.' The words are, 'Thou shalt not bear false witness.'"

"That means the same thing."

"It may or it may not. It may mean only perjury, or it may mean putting up your sarsaparilla in bottles of the same shape as the other fellow's."

"And just now you were saying that truthfulness was necessary in business."

"Verbal truthfulness, yes! Absolutely!"

"Why?"

"Because you've got to be trusted. Trust means credit. The banks won't have any lying, and the system has become so refined that it is foolish. The books show up a man at once. That's why Jimmy will come out all right. He has too much sense to keep on hurting his credit. Business is a mighty complicated piece of machinery in which you've got to fit pretty nicely or you will be ground to atoms."

"The world has no use for liars."

"Out and out verbal liars, no. But there are other kinds about which it is not so squeamish."

"For instance?"

"Their name is legion. There is a great class of successful advertisers. I have already referred to your baldness cure that wouldn't cure a bald-headed baby; then there are the doctors. They can't tell their patients quite everything, you know. It is part of their policy not to tell the truth about prescriptions. And then society conventions—you can't be absolutely truthful, otherwise you would hurt everybody's feelings."

The druggist glared at our old friend for a moment, as if he were some strange, dangerous animal. "I say," he said, "take my advice. Let up on it. You'll get into trouble. It isn't safe to call the whole world a liar."

"Pooh! The world is no fool. It knows it as well as I do."

"Well then! Don't be so d—d truthful about it. The world used to burn up cranks; now it puts them in psychopathic institutions."

THIRTY MINUTES WITH YOUR EYES OPEN.

This is what a visitor saw in thirty minutes in an up-town pharmacy:

A West Indian negress drawlingly imparted the information that she wanted a nursing bottle, "with printing on both sides." It couldn't be found. She wouldn't take it, because "I broke the other, and I want one just like it so the misses won't find out."

Another West Indian negress wanted a postage stamp to send a photograph. "A two-cent one will take it," said the druggist. "No, I'll take a five-cent one; I don't want this picture all smashed up." She



A. A. Gracey's Fine New Drug Store at Fifty-second Street and Haverford Avenue, Philadelphia.

The above store, recently opened by A. A. Gracey, is situated at the junction of three streets, on one of the very few corners in Philadelphia where double trolley tracks cross. The room is triangular in shape, with high ceiling and a great abundance of light, both natural and artificial. Fine large bulk windows, illuminated by gas and electricity, give the building great prominence and help make it the centre of the business section. The main entrance to the store is at the front angle of the building at Fifty-second and Haverford avenue. There are side entrances on the Haverford avenue side, and on Fifty-second street. The fixtures are of quartered oak. There are 250 square feet of mirrors. The windows are beautifully decorated with brightly-colored swing show bottles, supported by heavy brass fixtures. Mr. Gracey has secured the rear of the property next door on the Fifty-second street side to make room for the prescription department. A brilliant electric sign and clock are being constructed for the main entrance. The roof is illuminated by a large electric sign which can be seen for miles.

got it, put it on, and—posted the photograph without addressing it.

Messenger came from a neighboring pharmacist and asked for a gallon of ethyl and a half-gallon of wood alcohol mixed. Wonder what it was wanted for?

Excited man—very angry—rushed in and shouted: "You're a thief; you've been robbing me!" Our friend the pharmacist, went white, but he remained cool. "What do you mean?" he demanded. "I mean that you robbed me! Here are my three money order receipts and here is a letter saying the money never was received! You stole it!"

"Johnny," called the druggist to his porter, "I'm going to send for a policeman. I'm going to have you arrested," he said to the fellow.

The latter was plainly scared. He came down from his high horse and begged to know why.

"Well, you've been trying to blackmail me," said the druggist. "There are your money orders, those things you call receipts; why didn't you send them?"

The fellow had, sure enough, kept the orders. The druggist had been scaring him for fun.

A New Jersey man strolled in and asked all about a society the druggist was a prominent officer of. The latter, showing curiosity as to what the investigation was all about, was astonished by this frank reply:

"Well, you see, I've read in the pharmaceutical papers all about your success, and the honors you have won in these societies, and I thought I'd join some myself and see if I couldn't get up like you."

"Where!" That was a compliment that was unexpected for sure," said the druggist when his visitor had departed.

THE DOCTOR WHO IS "SHY" A CENT.

"I never intended to run a cut price drug store," remarks the owner of a pharmacy in a Rhode Island

country town, "but I found a day or two ago that one of my customers had found a way to make me shave my prices 30 per cent. or so without much trouble.

"I don't know whether the plan adopted was original; I've respect enough for the members of the medical profession to believe that few practitioners would resort to such low-down methods of saving a cent as the plan adopted by a doctor.

"He began in this way. Coming into the shop one day when I was in charge and the clerks out to dinner, he asked for an ounce of Dover's powder. The price was ten cents, but the doctor had only nine cents in change and, after fumbling about in all his pockets, he put down the nine pennies and said he 'would owe me a cent.'

"I replied that 'that would be all right, and said something about 'letting it go at that,' and he promised to look in and pay me later. The next time, he had occasion to buy the powder from one of the clerks and he told the boy that I had made the price 'nine cents an ounce' to him and so he got it as a matter of course. Later on he was shy a cent again and got his powder from the clerk for eight cents, and by that sort of manipulation finally brought the price of Dover's powder down to seven cents an ounce. I knew nothing about it until he began to work the same game on other things.

"One day I heard him arguing the matter of price with one of the clerks and made some inquiries when he left. I was 'put wise,' as the boys say, about a whole lot of things. That doctor doesn't buy things in my shop any more. I told him I didn't want his trade and by ginger, I didn't! But that same doctor is taxed for more than any other physician in my town, and it is dollars to doughnuts that he isn't taxed for half what he ought to be.

"And I can't help wondering if he got his money by his medical practice, or by his 'sharp practice'."

A DOSE OF RHEUMATIC CURE FOR CANADA.

This is the story of how the Canadian customs house got a double dose of medicine—one dose belonging to a Yankee and another of its own kind:

A Detroit man went to Ontario to spend his vacation. While out fishing he got a wetting. In due time Gen. R. Heumatism began operations. The sufferer remembered that his druggist in Detroit had at one time given him a 25-cent bottle of a lotion which had relieved him of his misery. So he wrote a hurry-up card for another bottle.

After waiting for several days, the vacationer received a postal card from the customs service like this: "Dear Sir—There is held in this office a package addressed to you and valued at 25 cents. The duty will be six cents. Entry fee 25 cents additional. Total, 31 cents."

"Dear Sir" reflected. The duty on the medicine would bring its cost up to 56 cents. By waiting a couple of days longer he could procure another bottle for 25 cents, save a little money and beat the detested customs authorities. So he grinned and bore his pains until his return to Detroit, when he carried out his intention.

Now the Canadian customs service must unwind about fourteen yards of red tape to get rid of that 25-cent bottle of medicine. A dozen entries must be made in big ledgers by high-salaried clerks. Their time and the ledger space will probably cost \$2. Then the medicine must be stored for a year or so. After that an auctioneer must formally yell himself hoarse trying to sell a bottle of medicine that no one will dare buy. And while the Government is perspiring the original owner will continue to chuckle over the clever way in which he gave it a dose of his and its own medicine.

TWO SEATS AND \$1.98 AHEAD ON A JOKE.

A certain well-known theatrical manager who can not write so very legibly had the tables nicely turned on him by a druggist. The manager was on a tour with his company when a tradesman in one of the towns wrote to him asking for a couple of seats. The "order" was undecipherable. A friend to whom the manager showed it said that it looked exactly like a doctor's prescription. So a wager was made and the paper was taken to the druggist and handed over. The latter looked it over, made up a bottle of medicine and said, "Two dollars, please." The amount was paid, and that is where the joke came in. The chemist read the order at a glance and saw that he was being hoaxed. So he determined to hoax in return. The contents of the bottle cost him nine cents and he had the two dollars, and, as appreciation from the manager, a couple of the best seats in the house for himself and wife.

NOT EXPENSIVE CLOTHES BUT CLEAN ONES.

"Clothes do not make the man," said a Rochester druggist the other day, "but they go a long way toward a clerk's success in a drug store. I do not mean that he must wear expensive clothes. All I require is that he be neat and clean. I am very particular about this—maybe I'm a crank. I do not believe that a person who is waited upon by a clerk with dirty hands, disheveled hair, or in shirt sleeves, will return to that store a second time. I endeavor to set the example."

CATCHING FLIES AND CUSTOMERS WITH ONE IDEA.

Fly paper served two purposes in a Rochester store recently. The days were hot and the flies were thick. The druggist remembered that he had fly paper for sale. An idea to push it and, at the same time, get rid of his own flies struck him. He made a fly paper window, rolling some sheets into cornucopia shape, with flags in the small upper end. A large sign on heavy white card-board read: "Death to the flies—are You troubled? Two big sheets, 5c." The flies as well as the passersby were caught by the proposition.

DRUG ABUSE AND ITS REMEDY.

Extract from the Report of the A. Ph. A. Committee on the Acquirement of the Drug Habit.

By F. T. GORDON and E. G. EBERLE.

Opium and Morphine.

CAREFUL study of data personally collected and from reliable sources forces the conclusion that the habitual use of opium in its various forms is increasing and that this increase is confined to no one class or occupation. A majority of the class known as "habitual criminals" and those men and women whose offenses against law and morality bring them often into the police courts, seem to be drug habitues, according to the testimony of police authorities and hospital surgeons. The fact that most of these people become users of drugs after they join the ranks of the "under world" does not lessen the danger to society of the situation. The testimony is almost unanimous that a criminal or a member of the class that preys on society who is a "drug fiend" is the hardest to reform, more often slips back into a criminal life and, even after a period of respectability, will commit crime to obtain money to purchase the favorite drug if out of work and unable to procure it. The use of narcotics also blunts their moral sense so that few even desire to reform, being satisfied with any kind of life that permits them to get and enjoy their drug. So serious is this feature of the question of drug abuse that the writer earnestly urges that legislation be secured to entirely prohibit the sale of narcotic drugs to certain classes of people—such as the demi-monde, known criminals or those in certain localities in large cities certainly learn to decide what a man is by looking at him, but druggists in certain localities in large cities certainly learn to know the class of their customers.

The weight of evidence seems to be that a habitual drug user is more apt to succumb to temptation than a non-user, his moral sense is blunted and an exaggerated sense of selfishness and personal gratification causes him to place his desires or seeming welfare above all else.

While it has not been practicable to obtain exact figures, it can be stated that the drug habit is alarmingly increasing among the men of our army and navy. The number of men using opium in the army has greatly increased since the occupation of the Philippines, many "opium smokers" acquiring the habit there from the Chinese or natives. The smoking of opium by the men of the navy does not seem to be as prevalent as in the army, gum opium "pills" or morphine being the way in which the drug is mostly used by sailors. Quite a number of enlisted men have been discharged from both army and navy during the last year because of their being detected as habitual users of opium or morphine—probably several hundred per cent. more during the last five years than for any ten years previous. To the best of the writer's knowledge—and he has carefully inquired into the facts—practically all the cases of drug habitues in both army and navy arise from the men learning the habit from natives of foreign countries or from lewd women and men in this country. Not a single case of drug habit coming from the prescribing of an opiate by a medical officer can be recalled, opium and allied drugs being very guardedly and carefully used by army and navy medical officers. A goodly percentage of the cases are men who have acquired some drug habit prior to enlistment, while a few—sad to say—are from the men of the hospital corps who drifted into the habit from constant opportunity and handling of the baneful drug.

At present, it is calculated that there are over a million opium smokers in the United States, the importation of opium for smoking purposes being double that for medicinal uses, amounting to more than 500,000 pounds last year, valued at \$3,500,000!

Cocaine.

The trifling effects of cocaine on users of this very "delicious" have been so often and graphically told that it is hardly necessary to retell the story. One peculiar feature of the cocaine habit noted by the writer is that one of the first signs of the use in a person is that the habitue loses all care for personal appearance or neatness, and a man formerly the pink of neatness soon becomes noticeably slovenly in dress and appearance. There does not seem to be anything yet discovered that has as baneful an effect on the user as does cocaine. The writer has seen this drug literally turn a bright, high-principled man into a sneak-thief and liar, absolutely without regard for morality or principle. One redeeming feature there is; the habitual use of cocaine seems to lessen both sexual desire and ability, so there is less danger of its transmission by heredity.

The evidence seems to point to the startling fact that nine-tenths of the cocaine habitues have fallen victims to its influence through use of prescriptions or patent medicines containing the drug. Those who deliberately begin the use of cocaine mostly seem to do so through example of teaching of others or from having read accounts of the wonderful stimulating properties cocaine has on the mind and the body. The use of cocaine seems to be rapidly supplanting in part the use of morphine among men and women of the "under world," and the writer knows personally of two cases of men who acquired the cocaine habit from lewd women they visited habitually. A very common form in which cocaine is used by this class is that of a "snuff," the cocaine being finely powdered and diluted with some inert powder, this being a conveniently portable and easily used form. A powder containing fully fifty per cent of cocaine is sold in large quantities to a certain class of men and women—the "powers that prey"—under the name of "Brighteye," from the effect of the drug in giving the eyes a temporary brilliancy.

Most of the cocaine used by these people they buy undisguisedly as such, there being plenty of drug stores where they can buy cocaine, morphine, etc., as easily as epsom salts. The writer knows of one drug store in Philadelphia where regular customers can enter and get cocaine without any formality but the payment of its price. Holding up one finger means the person wants a "five-cent powder"; two fingers, ten cent's worth; three, fifteen cents, and so on, the mere holding up of the fingers in the initiated way being enough! This druggist buys cocaine in too-ounce lots—from a supposedly reputable (?) manufacturer! Personally, the writer is sorry to be forced to admit that the majority of drug stores will fill a prescription calling for cocaine, even in unusual amounts, with little remark save saying "the price of this will be a little high." In one large Eastern city, out of about twenty-five stores visited only in four was there any question as to having a prescription calling for fifteen and twenty grains of cocaine "to be used as directed, in eyes," etc., put up and handed him. Not even a word of caution as to the nature of the drug was vouchsafed. This is not an accusation or a sensational assertion, it is simply the statement of actual experience.

It has seemed to the writer after a little delving into the facts of the supply of drugs to habitues that the retail druggist is far less to blame than the manufacturer or wholesale dealer. While many druggists are careless in selling drugs and save their conscience when selling to a "fend" by saying "If I don't see one else will," very few retailers actually make a practice of supplying drug habitues or bidding for their trade. On the other hand when a manufacturer or jobber supplies a small retail store with pounds of morphine and cocaine every month, can it be said he does not know the reason for such unusual orders? One store in Philadelphia, a store doing little prescription and hospital business, buys cocaine in too-ounce lots about monthly. What must be the moral prin-

ciple of the wholesaler who supplies such a drug store with such a criminal purchase? Before we punish the little fellows we should begin higher up and put behind the bars the criminals who make it possible for the little fellows to carry on their nefarious trade. They can only plead ignorance by acknowledging themselves unfit to deal in such articles, but their real excuse is that they "want the money."

If it is possible to enact laws to prevent the retail sale of narcotic drugs except under certain conditions, it certainly seems feasible to enact a law that will prevent persons in the guise of retail druggists obtaining cocaine, morphine, etc., in quantities utterly beyond reasonable needs of their business. It might chafe some to be compelled to show how much of a certain article they used in their legitimate business, but it is already done by the National Government in one form in the manufacture and sale of alcohol and tobacco, and any one who has studied the question of drug abuse at all realizes that alcohol is fast becoming a far feebler power of evil than narcotic drugs. The writer may be emphatic, but he has seen enough of the evils coming from the abuse of drugs to make him fear that, unless very stern and speedy action is taken now, the people of the United States will pay dearly for their neglect in the not distant future. And he has little faith in an appeal to the moral sense of the men who are to-day supplying the retail drug stores with all the drugs they can sell, nor to the class of druggists who supply the "dope fiends." There is but one appeal to such men and that is through fear—fear of their pocket-books or fear of jail—and the only way to stop them from continuing their practice is to make the penalty severe enough to be adequate to the danger of their crime and then administer it unsparingly. A murderer who destroys a man's body is an angel beside one who destroys that man's soul and lets the body live for crime.

And there is another feature demanding our attention, that is, the recognition by the law of the fact that many drug fiends delight in teaching others the use of their favorite drug and the enactment of some legal means for checking this danger by adequate punishment of the guilty. The writer has learned of too many cases where persons have learned the use of a drug from a habitue, and he believes that this factor in the increase of drug abuse has not been properly considered. It is certainly worthy of careful study and prompt action to prevent its effects from becoming still more alarming.

It may seem pessimistic, but the facts certainly seem to bear out the assertion that the only remedy for the present widespread increase in the use of narcotic drugs is in the enactment of stringent laws to throw as many difficulties as possible around the obtaining of such drugs for any purpose, the provision of exceedingly severe penalties for the sale of narcotic drugs for any purposes but medicinal and for any device, practice or teaching that will cause non-users to become habitues, and rigid enforcement of every penalty to its full extent. When one considers the number of ruined lives and homes caused by our loose laws and practices, the price of a little inconvenience or annoyance in the obtaining of some drug for lawful purposes seems a very small one to pay.

THE LLOYD REACTION FOR ALKALOIDS.

L. F. Kebler (Amer Journ Pharm) has carefully compared the sulphuric acid oxidation color reactions for strychnine and a mixture of morphine and hydrastin made famous by Prof. J. U. Lloyd in his story of Kentucky hie. The author finds that the mixture does not dissolve in pure sulphuric acid without coloration as pure strychnine does; strychnine which has not been properly purified may, however, also produce a colored solution. The colors produced by treating strychnine dissolved in sulphuric acid with potassium bichromate are not the same as those obtained with the mixture of morphine and hydrastine, although in some respects they are similar.

A LOYAL BUT NEGLECTED SERVANT.*

By RALPH B. GABLE, New York.

THE store window is the right hand of fellowship extended to the passer-by. It is the smile of welcome to him who would enter. This, let me say, is not putting a sordid construction on the office of the window. It is simply a recognition of the fact that the fabric of present day pharmacy is not unlike those of which our garments are made—it has two faces.

It is not my purpose here to delineate window displays or to propose a series of plans for filling windows with novel and attractive arrangements of goods. My sole object is to bring conviction to you that in the window placard you have a loyal but neglected servant. The placard is the one medium through which the average pharmacist can tell store news from day to day, from week to week. Except in a relatively small number of cases he cannot use the newspapers, and the folder or booklet is issued so seldom that the advertiser finds it rather difficult to infuse the all-important element of timeliness into his bit of printed matter.

The "Skeleton" Card.

I want to commend the man who uses placards relative to his various simple home remedies and the toilet helps that he prepares. At the same time I am constrained to protest against the skeleton type of placards so often seen. What I mean by "skeleton" is a mere name printed or painted on a card. Let us have flesh and blood placards; let us have evidence of life. I suppose my idea can be most strongly emphasized by asking you to imagine that you see a card bearing these words in a window: "Choice Perfumes." A little farther on your eyes catch this message: "Climax Violet Extract. Dainty and sweet as the flowers with dew still in them" Or, perhaps, the words before you are, "Climax Rose Extract. A wealth of summer sweetness in every drop." Which card, may I ask, would make the best impression on you?

Advertising is, broadly speaking, notification, information, suggestion, and your placards should comply with this definition. If they do, and you use them regularly and systematically, they will do effective service.

Examples of Success.

In conjunction with the prediction contained in this last clause, I want to mention a few examples of successful window advertising. A druggist located in one of our large western cities became interested a few years ago. He tried them and before long had tangible evidences of results. The volume of his business increased and he created a sale for a number of special preparations. Nine years ago he was doing a fairly profitable business, but to-day it is twice as large as it was in 1894. In order to prevent any misconception as to the character of his business let me say that this pharmacist has a thoroughly equipped laboratory; that he makes a large line of pharmaceutical preparations, and is prepared to make analytical and microscopical examinations for physicians. His prescriptions during 1902 numbered 12,000. He advertises in various ways to the medical profession, but the public he reaches chiefly through placards.

A few years ago a firm opened a pharmacy in the down-town district of New York. The bulk of the advertising thus far done has been by window cards. The window in question is a very large one, and a great variety of goods are usually shown at one time. Sometimes there are as many as thirty placards used at one time. And they are read. One can go to the store at any time from 7 a. m. to 7 p. m. and find an interested group in front of the window. The business is steadily growing.

Numerous instances might be cited in support of



A. M. ROEHRIG,

Of the U. S. Public Health and Hospital Service, Stapleton, S. I., N. Y., and third Vice-President of the A. Ph. A.

my belief that window cards comprise good advertising for the retail druggist. But such illustrations would not necessarily prove helpful to the men who might be casting about for new methods of advertising. So I will pass on to other considerations.

What to Say.

Talking points or what to say may puzzle some pharmacists. In fact the writing of bright, snappy placards may seem so difficult that many will hesitate to try. Let me repeat here, therefore, some remarks that I made on another occasion in reference to the value of persistence.

"Dexterity in any art or in any phase of business can only be accomplished by careful, painstaking work. Watch an experienced pharmacist as he wraps a package for a customer. He makes the folds of the paper and the end flaps of the package quickly and neatly. He deftly adjusts the string, ties it, and the package is finished. There are no creases in it showing repeated efforts; there are no unsightly wrinkles, no broken corners. That package is at once the envy and despair of the apprentice. He knows nothing however, of the failures, perhaps the humiliation, of past years in doing just such work. He knows nothing of laborious practice at odd moments in the early days of that pharmacist's career.

"What we have just said regarding the junior clerk and wrapping packages may apply to the druggist who thinks he bungles fearfully when he tries to write an advertisement, and who wishes he could express himself clearly and aptly as one of his competitors does. That druggist forgets the saying so often quoted that, "Ease is the lovely result of forgotten toil." He forgets how he perspired when he first began to make pills and how he worried about faulty packing of percolators. Time has removed the sting of failure. He has forgotten that sometimes he had to make a half-score of efforts before the results were even passable. So we would remind our readers that the writing of good advertisements means careful work; it means revision and change; it means frequent failure. But patience and persis-

*Read before the American Pharmaceutical Association at Mackinac Island, August, 1903.

tence will bring capability in advertising just as it will in any other which comes to hand.

Subjects.

We come now to a few suggestions about subjects for placards. One of the primal elements of value in placards is that they can be made suggestive of immediate needs. In a cold snap in winter you can refer to hot-water bottles, lotions and creams for chapped hands and to a preparation for coughs, if you make one. If your store is equipped with an apparatus for hot soda, a drop in the temperature in the cold months may be a favorable time to display cards about hot drinks, and reminders about atomizers may not be out of order at the same time. Mouth preventives have their season, and the same may be said of sponges, chamois, disinfectants and other household cleaning helps. Spices are most largely in demand in summer and fall, and paraffin, for sealing jelly, would find a ready sale at the same time. Flavoring extracts are used all the year 'round, but most largely in holiday times. Seasoning herbs are likely to be called for around the time of the winter holidays. Fug dyes have their special season and soda water is the beverage of millions all through the warm months. Then there are some topics that should be regarded as perennially appropriate. Prescription work is one of them; others are the following: Hair brushes and various lotions, tooth brushes, washes, powders and paste; toilet waters, perfumes, cigars, cameras, photographic chemicals.

Some of the articles or classes of goods here mentioned may seem trifling. My only excuse for offering them is that they go to make up the stock of many thousands of pharmacists. If you exclude all the trifling things from your window advertising, you will take away certain possibilities in telling store news. Your cards will soon become monotonous, stale and unprofitable.

Style.

The next point to be considered is the style of conveying your message. I know full well that many drug stores decline to consider placards because of the expense involved. It is a source of satisfaction, therefore, to bring before you a plan whereby expense is reduced to the minimum. You can be as economical or as luxurious as you like in carrying it out.

Go to a sign letterer or a picture frame maker and have him make for you six to ten mats of heavy cardboard. These mats are to serve as frames for the placards. The mats should carry all the decorative or eye-catching features, and should be cut to inclose cards of various dimensions. The sides of the elongated parallelogram comprising the mat should be from 1 1/2 to 3 in. wide. Your mats should be of various dark tints—grays, browns, blues, and greens. This series of mats is, in a sense, the groundwork of your placard work, for each mat in its turn may play many parts. For a national holiday, fasten a tiny silk flag in one corner of a mat and, ranking down the other side, place a "cut-out" in colors of the benign figure that stands for our country—Uncle Sam. At Christmas time let several of your mats carry sprigs of holly. For a tooth-wash mat get a smiling face. For amusement use a picture of a football player. For soda-water beverages have a sign painter make you several pictures of glasses of soda water. See that the frame is made particularly heavy and in it cut a small slit into which you can insert a straw. Pictures of berries and fruit will also serve you well in arranging mats for soda water. A picture of a lily, a shield, a lawyer in armor, or a policeman will help you in selling up a card for disinfectants. Gibson girls will be a valuable service in cards about talcum powder, sachets, or toilet waters. A small ear of corn placed in the corner of a card may help to have your message read about corn cure. Pictures of feet in various poses and sizes may also answer the same purpose. A few bars of music printed on the side of a card may be used as an accompaniment to your message of the kind music that you have in the store as a feature program. These suggestions are suffi-

cient, I think, to show that the possibilities of decorative features are practically unlimited. Discarded lithographs, popular periodicals which print half-tones on heavy paper, used colored plates, old illustrated catalogues of various kinds will be of great help in affording ideas as well as material for making placard frames attractive. Pictures are a universal language. They tell some stories without a word of explanation. The cards on which the wording appears should be ordinary white, light-weight bristol board. Use only black ink in lettering your cards and no fancy or involved forms of letters. Avoid long bewildering curves and scroll work. Go to your local printer and have him give you samples of printing in French Old Style or Elzevir type. Better still, have him print several selected paragraphs for you in which all the letters of the alphabet occur. Then you can have models of letters before you at any time.

A Few Successful Placards.

Once more I want to sound a note of warning about the way you put window cards. Try to make them bright, crisp, persuasive, timely, suggestive. I'm going to read the words of a few placards that I know have been used with good results:

"It is easy to train a child to watch the teeth; buy our toothwash."

"Thin hair makes you look old. Why not try Laverder Lotion."

"Smoke 'Di Bazan' if you're tired of heavy cigars."

"Good vanilla extract is rare. You can get it here."

"The missing link to comfort—our corn cure."

"A ticket to Comfort costs 5 cts. At the soda fountain."

"There's a man inside waiting to quench that thirst."

"Fortunate is the child taught to use our tooth wash."

"Every lover of dainty odors will like our Violet water."

"Choose blindfolded from our stock of tooth brushes and you'll be safe."

"We have every kind of a hair brush but a poor one."

"It's easier to put on a chamois vest than to put off a cold."

"Chemical helps for amateur photographers."

"We ought to be selling more hot-water bottles this kind of weather."

"Silver toilet needlids. None so high as to be extravagant; none so cheap as to shut out goodness."

"Keeping faith with our public has built up our business."

These various wordings are presented not as models of elegance, but all, I think, have the merit of not being perfunctory or conventional, and they serve to emphasize my injunction against the skeleton form of placards.

THEORY AND PRACTICE

IODIDE OF CODEINE AND TWO IODINE DERIVATIVES.

L. Union Pharmaceutique discusses the substance recently employed with good effect in the treatment of bronchitis and tuberculous, and known as biniodide of codeine, iodide or iodo-hydrate of codeine. These three names applied to a single substance, in reality belong to three different compounds. Biniodide of codeine is obtained by the substitution of two atoms of iodine for two atoms of hydrogen in the alkaloid, its crystalline in the form of golden yellow needles, and is insoluble in cold water, soluble in hot water with decomposition and soluble in warm alcohol. The moniodide has not been described, but its existence is possible. The iodo hydrate of codeine, which is obtained by the union of hydroiodic acid and the alkaloid, is an addition product. It crystallizes in long white

needs when pure, but the crystals are apt to show a yellow color when the hydriodic acid employed in its preparation contains free iodine. It is soluble in 60 parts of cold water, readily soluble in boiling water from which it crystallizes upon cooling with one molecule of water, slightly soluble in cold and very soluble in warm alcohol. The properties of the last compound are identical with those of the remedy in question and experiments show that the substance is in fact the iodohydrate of codeine, the other names being improperly applied.

THE RELATION OF PURE CHEMISTRY TO PHARMACY.

Professor Partheil (Apot. Zeit.) states that the relation which pharmacy bears to chemistry at the present time is very different from that existing in the beginning of the last century. Chemistry has gained an independent position, and since the pharmacist has largely ceased to make his own preparations, the pharmacy laboratory is no longer the nursery of the young chemist. Because the production of pharmaceutical preparations has passed into other hands, it is more necessary than ever that the pharmacist should be in the position to test these materials and determine their medicinal value. He must be an expert analytical chemist and botanist. Under the present condition the pharmacist requires a more thorough training in chemistry and physics than has hitherto been the case, but for the practicing pharmacist the chemistry taught by the "pure" chemist is not sufficient. He requires a knowledge of chemistry applied to pharmacy, and this can be taught only by a man who has acquired his knowledge by observation and practical experience.

PRESERVATION OF BOOKS IN HOT CLIMATES.

Frank Browne (Pharm. Jour.) gives some advice to those who wish to preserve books from the ravages of insects, moulds and fungi which in hot climates cause rapid deterioration. To guard against moulds and fungi the volumes should be kept on open, airy and well-lighted shelves and not allowed to remain in stagnant damp atmospheres. To prevent the ravages of cockroaches and all other insects which prey upon books, the following varnish is recommended: Dammar resin and mastic, each 2 ounces; Canada balsam, 1 ounce; creosote, $\frac{1}{2}$ ounce, and spirit of wine 20 fluid ounces. Macerate with occasional shaking for a few days if wanted at once, but for a longer time when possible, as a better varnish will result after a maceration of several months.

SALOPHENE.

The properties of acetylparamidophenol salicylate, known as salophene, are described in the Revue Pharmaceutique as follows: It is a crystalline, odorless and tasteless powder of a yellowish white color, insoluble in cold water, slightly soluble in hot water and soluble in alcohol and ether. Heated with caustic soda the compound is separated into salicylic acid and acetylparamidophenol. From the mixture obtained salicylic acid may be separated by acidulating and dissolving out with ether. The solution formed by heating salophene with dilute caustic soda in the air, acquires a blue color passing into yellow, red and again becoming blue after cooling and shaking.

BORAX AS A PRESERVATIVE OF TINCTURE OF IODINE.

A. Clasat (Jour. Pharm. Chem.) states that the addition of borax to alcoholic solutions of iodine is an effective means of preventing the formation of hydriodic acid and also for removing this acid when it has formed after long standing. The borax is added in the proportion of two parts to every five parts of iodine present. The formation of hydriodic acid is a serious change in tincture of iodine for it not only removes the free iodine, the chief medicinal agent, from the solution, but it also introduces in its place free acid which may cause severe pain and burning followed by desquamation and excoriation.

ACTION OF BISMUTH PREPARATIONS.

G. Fuchs (Deut. Med. Woch.) considers the favorable action of bismuth salts due to the fact that in the stomach they are reduced to the bismuthous condition and in this form penetrate the ulcerated tissue and thus serve as a protective agent. This is contrary to the usual statement that the salts of this metal act merely in a mechanical capacity forming a superficial protective layer. The secretion of mucus caused by bismuth preparations is due directly to a specific action of the compounds. The experiments show that the most easily reduced compounds of the element are the most effective.

CARBOHYDRATES IN THE ANIMAL BODY.

Bach and Battelli (Chem. Zeit.) have traced the changes to which carbohydrates are subjected in the animal system. Glucose is first converted into lactic acid, which is separated into alcohol and carbon dioxide. The alcohol when formed is oxidized into acetic acid by the oxygen of the blood in the presence of oxydases, the acetic acid being in turn decomposed into methane and carbon dioxide. The hydrocarbon is oxidized to formic acid and this is split upon into carbon dioxide and hydrogen, the latter being finally oxidized to water.

FISH LIVER OILS.

J. C. Umney and C. T. Bennett have examined a sample of non-freezing fish liver oil which, in many respects, responded to the pharmacopoeial tests for cod liver oil. The refractive index and the percentage of free fatty acids were found to be the most valuable tests for purity, the fish oil showing over 3 per cent. of the latter. The B. P. nitric acid test has also been found to be useful for excluding fish oils from cod liver oil when time is not a matter of importance.—(Chemist and Druggist through Pharm. Jour.)

COMPOSITION OF MAPLE SYRUP.

R. O. Brooks (Report of Laboratory of Hygiene of New Jersey) states that chief adulterant used in the sophistication of maple syrup is liquid glucose. Of 45 samples examined, 40 were found to be pure containing from 50.1 to 64.2 per cent. of sucrose. In the remaining samples the percentage of glucose varied from 4.0 to 34 per cent. Pure maple syrup gives a reading on the cane-sugar scale of about 60, and a higher reading indicates with certainty adulteration with liquid glucose.

ACTIVE PRINCIPLE OF KOUSSO FLOWERS.

M. Chevalier (Nouveaux remèdes) states that although a number of compounds have been isolated from koussou flowers it is still impossible to assert positively which of these various substances possesses the anthelmintic action which renders the drug valuable. He recommends the use of an ether alcohol extract in gelatin capsules instead of the formula found in the French Codex.

REACTION OF PYRAMIDON.

Waldheim (Journ. de Pharm. et Chim.) ascribes the blue color produced when gum arabic is treated with pyramidon to the action of an oxydase present in the gum. The color is also produced by other substances such as hydrogen peroxide and chlorine water when the reaction is not too energetic, otherwise the color is destroyed.

DETERIORATION OF ANTIDEPHERITIC SERUM.

M. Chiadini (Jour. de Pharm. Chim.) states that antidephertic serum seems to keep well for two years, and that the presence of antiseptics or exposure to light under ordinary conditions exercises little influence upon its alteration. It becomes inactive after four years, while its activity is considerably diminished after three years. The activity may be lost without any apparent change in the appearance of the liquid.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Bleaching Agents.

(Subscriber). Agents used by manufacturers for bleaching fibres and textile fabrics are listed by Sadler ("Industrial Organic Chemistry"). This arrangement of these substances is presented below and is one, we think, contains just the information you are seeking.

Chloride of Lime ("Bleaching Powder") the most important agent for bleaching purposes, is produced in immense quantities by acting on dry slaked lime with chlorine. It occurs in commerce as a white powder possessing a characteristic odor resembling that of chlorine, and it exposed rapidly absorbs moisture. The real strength depends upon the amount of available chlorine obtainable—ranging between twenty-two and thirty-five per cent. Solutions of the above sold under fanciful names are met with in the trade varying in strength from five to eight per cent. "Chlor-oxone" is a product considerably used, and is essentially a solution of sodium hypochlorite.

Permanganate of Potash ($K_2Mn_2O_8$) although not strictly a bleaching agent, is mentioned on account of its very high oxidizing properties. It is manufactured from manganese dioxide by heating with chlorate of potassium and caustic potash, leaching out the mass, filtering, and evaporating to crystallization. It finds some application in connection with the manufacture of imitation furs—being employed to discharge the body color from the tips of the fibres to produce whites.

Hydrogen Peroxide (H_2O_2) is a colorless, odorless liquid obtained by the action of hydrofluoric acid upon barium peroxide in a lead-lined tank. The operation is conducted at as low a temperature as possible, and with continuous stirring; in about twelve hours the reaction is over, and the supernatant liquid drawn off and preserved. The residue, barium fluoride, is decomposed with sulphuric acid, and the hydrofluoric acid recovered. It is customary to refer to the strength of hydrogen peroxide as being of so many volume capacity, six, ten, etc.; this means that one volume of the peroxide will yield six, ten, etc., volumes of oxygen gas.

Soda Ash (Na_2CO_3). This is the commercial anhydrous carbonate of soda, used principally in scouring. It is generally contaminated with varying percentages of caustic soda, sodium chloride, sulphate, etc. Its value depends upon the amount of Na_2O contained.

Soda Crystals ($Na_2CO_3 \cdot 10H_2O$) is a much purer and more expensive carbonate; it contains no caustic soda, which renders it well suited to scouring.

Caustic Soda ($NaOH$). It comes in trade in iron drums solidly filled or in a coarse powder. It is obtained by treating carbonate of soda with milk of lime, whereby the carbonate is decomposed with the removal of calcium carbonate, when the clear liquid is

drawn off and evaporated down to the solidifying point.

Carbonate of Potash (K_2CO_3) is not used in the dye and bleach works to the same extent as soda, although for silk and wool-scouring it leaves the yarns, etc., with the better "feel," and when used in soaps, it does not cause colors to run or "bleed" to the same extent as soda. Its value depends upon the percentage of carbonate.

Acids. The mineral acids are used in bleaching chiefly to neutralize alkalis or to cause a disengagement of hypochlorous acid in the so-called "Sours," and reference to their production is unnecessary. Hydrochloric acid of commerce is yellow in color, due to impurities. The general strength is 21° Be. (specific gravity 1.17). Nitric acid, used in conjunction with the above for silk bleaching, and largely in the preparation of some mordants is bought with a gravity of 17.7 Be. (specific gravity 1.49). Sulphuric acid (H_2SO_4) is obtained by the burning of sulphur and conducting the gas into lead chambers, and in contact with nitrous vapors and steam. It is a heavy oily-looking liquid, and when pure is colorless. It is ordinarily sold at 66 Be. (specific gravity 1.84).

Soaps. The soaps employed in bleaching, etc., embrace tallow, rosin, and olive oil (for silks), although others are used, but mainly for special purposes.

Sodium Peroxide. Mention should also be made of this substance which has recently come into use as a bleaching and oxidizing agent. It contains about 20 per cent of available oxygen.

Removing Sticky Fly Paper Gum.

(J. B. D.) B. E. Hoekert, Hartford, Conn., writes that sticky fly paper spots may be easily removed from furniture by the use of benzine. He says he has used it many times and it works nicely.

Recent explosions in making colored fires in drug stores, Mr. Hoekert writes that they can be avoided by proceeding in the following manner: "Separately sift all of the ingredients through a No. 30 sieve, then put them all on a large sheet of paper and mix with a piece of cardboard, i. e., a playing card. Mr. Hoekert says he has used this method many times with good results and he thinks without any risk of explosions.

Formula Wanted?

(W. A. A.) "Skene's Powder (Pulv. Acid Benzoic Co.)?"

Ink Eraser.

(J. W. H.) See August 6, 1903, Era, page 140.

FORMULAS.

Favorite Depilatory.

Barium sulphide.....	50 parts
Starch.....	25 parts
Zinc oxide.....	25 parts

Mix with water so as to form a soft paste, and spread upon the face. In ten minutes' time it is scraped off and the skin is now found to be smooth.

Sterling's Spray for Hay Fever.

Eucalyptol.....	1 ounce
Glycerin.....	1 ounce
Tincture of opium.....	2 drams
Distilled water to.....	6 ounces

Use with atomizer 3 or 4 times a day

Cocoa Toilet Cream.

Alcohol.....	13 gallons
Castor oil.....	11 gallons
Cocunut oil.....	2 pounds
Oil of lavender.....	3 ounces
Oil of bergamot.....	3 ounces
Oil of lime, white.....	1 ounce

Melt the cocconut oil and then add the castor oil, warm the alcohol over a water bath, add the oils, stir until cold and then add the perfume

NEWS DEPARTMENT.

N. A. R. D. NOTES.

Wanted: \$5,000 in Dues and Donations.

Retailers, the N. A. R. D. is in urgent need of cash, at least \$5,000 in amount, because the 1903 dues have not been forthcoming in such a degree as to keep the treasury in a healthy condition. The executive committee has, through Notes, given the field fair warning, time and again, that the obligations placed on the membership by the delegates at Cleveland must be taken more seriously to heart than the evidences up to that time indicated and that action in making payment of the \$2 per capita would have to be considerably accelerated, or the work of the national association could not continue at full speed.

These repeated warnings, we are sorry to say, have not been heeded, and as a consequence enforced retrenchment is being considered as a matter of dire necessity. Unless there is a radical change in the situation within the next few days it is the purpose of the executive committee to call in at once all organizers and thereafter conduct the organization work as best it can from national headquarters by means of correspondence. This is acknowledged to be a dishearteningly poor substitute for the personal work of a dozen wide-awake, tireless and resourceful workers, and this step, if imperative, will be taken with the greatest possible reluctance. Curtailment in the activity of other departments of the national work will be made, and thus will the expenses of the association be brought within the range of its all-too-slender resources. The national association cannot be expected to do more than the means provided it will permit. The workers at national headquarters are ambitious to do all that the needs of the affiliated associations require; but of course they cannot coin results out of "blue sky." They have returned and will continue to return, in effective service on behalf of better business conditions, many dollars for every dollar placed in their hands; they cannot undertake to do more.

The decision to curtail activities all along the line was reached at a conference held Wednesday at national headquarters, and retrenchment measures are ready to be put into effect at an instant's notice. At the last moment it was decided that the field—friends of the N. A. R. D. among the retailers, wholesalers and manufacturers—should be given one more chance. It's up to you, now. Retailers, can you supply some of those delinquent dues at once? If so, get together, ascertain the amount and send them at once. If any retailer, jobber or manufacturer desires to help the N. A. R. D. over its present crisis by making a donation, he may be sure of its being gratefully received, but national headquarters should be notified at once. The executive committee will hold off for a few days—no longer. Let the beneficiaries of stable conditions in the drug trade, members or non-members, retailers or friends of the retailers, now come forward and show their appreciation of the good work done in the past and save the association the humiliation of being compelled to abandon plans that mean so much to all branches of the trade.

THINK IT OVER QUICKLY. THEN ACT!

The Money and How It Has Been Spent.

Treasurer's Vitti's cash balance at the time of the Cleveland convention was \$220.56. Since that time and

up to August 15, 1903, he has received dues, donations and organization fees amounting to \$34,392.82, making a total of \$34,613.38 as available cash so far this year.

The following shows the disbursements up to August 15:

Organization department (\$1,425.71 of this was in repayment of a loan made by Thos. V. Wooten previous to the Cleveland convention last year; the money was used to pay the salaries of organizers; the actual expenses of the department for the current year are \$19,397.12).....	\$20,912.86
Secretary's salary.....	2,171.45
Office assistants (including editor of Notes).....	1,556.99
Expenses of Executive Committee and Treasurer Vitti.....	1,522.96
Legal services.....	1,229.55
Postage (exclusive of that for Notes and alcohol petitions).....	1,127.31
Printing (exclusive of that for Notes and alcohol petitions).....	1,036.95
Repayment of loan from Sterling Remedy Co.....	1,000.00
Amount placed in Secretary's hands to meet current expenses.....	1,000.00
Assistant Secretary's salary.....	807.50
Rent, towels, water and ice.....	431.25
Secret services.....	357.65
Furniture, typewriters and repairs.....	218.00
Telegrams and telephone.....	134.55
Expenses of Cleveland convention.....	122.85
Legislative work.....	51.93
Express.....	40.29
Fidelity bonds.....	40.00
Petty office expenses.....	34.50
Files, books, etc.....	25.53
Exchange and bank charges.....	7.02
Miscellaneous.....	95.05

\$34,521.69

In addition to the above the secretary has received \$1,854.69 for subscriptions to Notes. The expense of publishing and mailing this journal (exclusive of salary of editor) has amounted to \$2,117.20.

The secretary has received \$1,515.40 from various associations, committees, firms and individuals which has been spent in their behalf.

For lists of partial benefits secured from the expenditure of this money, see last two issues of Notes.

Questions by Jobber Answered by Retailer.

The president of a far-Western jobbing firm, who questions the ability of the N. A. R. D. to accomplish beneficial results by means of organization, price schedules, salesmen's cards, etc., and is bold enough to claim that its work is productive of more harm than good, writes an Eastern jobber for information. In his letter the N. A. R. D.'s critic submits something like the following questions, to which he received in substance the answers appended, the letter having been turned over to a live, well-posted retailer for reply:

Question. "To what extent is the N. A. R. D. responsible for improving the price conditions with the retailers in your community?"

Answer. "By co-operation with loyal jobbers and manufacturers our local price-schedule has been maintained.

Q. "To what extent have the selling prices of the staple proprietary articles in the drug line been advanced because of the work of the N. A. R. D.?"

A. "Over former prices the advance up to this time has been 12 per cent.

Q. "Was it necessary before results could be ac-



"DELL" G. MORGAN.

Besides being president of the Iowa Ph. A., "Dell" Morgan is a politician who has been honored by his constituents by being elected mayor of his home city, Council Bluffs. Mr. Morgan has also served as president of the Council Bluffs school board. Ever since his graduation from the High School in 1880 he has been a druggist.

complicated to seek the good offices of the jobbers in order to properly influence the aggressive cutters?

A. "It was in several instances.

Q. "Did jobbers in your community refuse to sell goods to any retailer in your city in the exercise of their good offices, and if so, was such action productive of good results?"

A. "They were, with the result that not one dealer in this territory refused to recognize our schedule.

Q. "Did the refusal of the jobbers to sell goods to any retailer influence the said retailer to fall in line?"

A. "It did, in almost every instance.

Q. "Were there any cases where refusal by the good jobbers to sell goods to aggressive cutters that the aggressive cutters became more aggressive and defiant?"

A. "There were, but every one was finally tamed down and all are now satisfied to keep in line.

Q. "Were any of the aggressive cutters brought into line through means other than the influence exerted by the jobbers? (a) If so by what means?"

A. (a) "There were. (b) By moral suasion and by gentlemanly tactics.

Q. "Are department stores or aggressive retail druggists political factors that must be reckoned with in handling the cut rate question?"

A. "Both. The trouble usually begins with the department stores, the druggists being dragged in by the aggressive advertising of the former."

The above question, it should be borne in mind, is that of a doubting jobber who is now out of his money with the N. A. R. D. and N. W. D. A., and the answers are those of one of our ablest local secretaries.

It may be noted that this jobber has recently informed letters from druggists in thirty of the larger cities of the country who clearly establish the fact to any reasonable mind that the N. A. R. D. is

successful in its campaign on behalf of better conditions for the retailers in the larger centers of trade. This jobber some time ago, we understand, admitted that the N. A. R. D. had benefited the country druggists.

Pass Up the Free-Trip-to-St. Louis Scheme.

Retailers, pass up the free-trip-to-St. Louis scheme! It is the trading stamp imp in a new disguise. Do not cut prices by indirection, because this will certainly lead sooner or later to a direct cut. If you offer free-trip-to-St. Louis inducements to attract new trade to your store, your competitor will be forced to do the same, and both you and he and the other dealers in your community will soon be in the midst of a merry price war. Pass up the scheme!

So much for general principles, but how about the concern which proposes to stand behind you in making the free-trip-to-St. Louis offer? Who knows anything about the Standard Embossing Company of Chicago? Inquiry was made at three of our leading banks and they had never heard of the S. E. Co. The city directory does not contain the name, neither does the telephone directory. It is a long while before the railroad tickets are to be forthcoming, and meanwhile you must rely upon the responsibility of the Standard Embossing Company. It is claimed that a bond of \$50,000 has been deposited with John S. Butler, in the Stock Exchange to indemnify coupon-holders. But who is John S. Butler and how much cash would the bond realize in case of failure of the S. E. Co. to redeem the coupons? These are leading questions that careful retail merchants must consider in order to make sure they are not being deceived.

A Notes representative learns that Mr. Butler is the lawyer who organized the Standard Embossing corporation, and enough has been uncovered to arouse suspicion as to the worth of the indemnifying bond. Keep out of the scheme unless this bond is gilt-edged—take no chances, and if the bond is impregnable keep out anyway on general principles.

Pay your own way to St. Louis, Mr. Retailer, and give your customers the glorious privilege of paying theirs, then all will be on safe ground.

NEW IN JERSEY RANKS.

These passed the last examination before the New Jersey board: Herbert Spencer Anthony, Joseph Battisto, Edwin Lawrence Bower, Charles Frederick Boettcher, Walter Brooks, Charles L. Bernardo, Harry Balinky, Henry Bloch, William James Benjamin, Benjamin Burstein, William A. Evans, Charles Adam Emmerich, Maurice Mandel Feinberg, William Henry Farley, Harry Goldfarb, Amelia Susan Hooker, Augustus E. Heilman, John T. Harbold, Max D. Kupersmith, Julius Kramer, George W. Ksner, William H. Lindemann, Charles Langer, Prentiss I. Minton, Walter Ball Matlock, Frank Fisher Moore, Anthony Mast, Bertalan M. Michany, William L. O'Brien, Louis Gould Oliver, Frank Pearlson, Frank Permer, Walter Robert Rieck, Isaac Sigel, John Henry Sterner, Ferdinand T. Schmidt, Howard Sutphin Smith, Louis Schneider, Jr., William Ernest Schoeffler, James Wilber Van Dyke, Joseph R. Walters.

Registered assistants: Edwin Howard Bennett, Daniel Willson Mason, Charles Molt, Ernest L. Magie, Albert G. Penciltoold, Chester Bland, Oscar Armand Schraft, Charles Berenda Weimberg.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRIER

P. O. Box 71.

NEW YORK CITY

NEW YORK AND VICINITY.

TRANSPLANTED.

A Grecian Pharmacy in New York City and a Talk With Its Proprietor About Conditions "At Home."

How would you like to be a pharmacist in Greece, you sticklers for professionalism, where it would be a violation of ethics to have your store photographed and suicidal to your trade to cut off your mustache?

There are many things about Grecian pharmacy that are admirable, some safeguards between the physician and the druggist and again between the druggist and the public that might well be emulated here.

In Greece a man does not happen in the profession; he vigorously prepares for it, says John Giralfo, who has a Greek pharmacy at 44 Madison street, this city. Four years at Athens in the college and one year in a store precede the diploma. This gives its holder a footing as a manager, but there are other things still to be reckoned with before he becomes an owner. One store to every 1,000 meters is all that the Government allows in the cities. In smaller towns two scores to every 5,000 inhabitants is the quota.

Board of health and board of pharmacy supervisions do not exist. There is something more startling and possibly more efficacious. The inspectors there are a part of the autocracy of the Government and their activity is both inspired and inspiring.

Their attentions are divided between restaurants, butcher shops, groceries and pharmacies and are liable to be directed toward a proprietor at any moment. Sceldom does a week pass without two visits. When suspicion is strong these visits may become daily. The word that Mr. Giralfo, who is an American Greek, used to define that for which they seek was "rotten." Bad meat, eggs, bread or drugs are objects of continual hunt.

When something "rotten" is found the druggist or butcher is not haled away to court, except, perhaps, he be persistent and particularly dishonest, when it may mean prison or heavy fines, even forfeiture of his franchise. But ordinarily he is thoroughly advertised in the local papers. This is the severest punishment imaginable, for a little of it goes a long way in ruining a man's business and reputation.

Drug stores are taxed two per cent. every year.

Greeks are not always good prescription customers for they like to mix their own medicines. The physicians, however, do not have this privilege, and one who is caught dispensing is liable to a \$1,200 fine. Druggists probably stand closer to the public than physicians for a man in that part of the world often lives to a good old age. During all this time he may never have showed his tongue or money to the doctor though the druggists must have received some of the benefits of his indispositions.

If the traveller in Greece wishes a cigar he does not seek it in a drug store—at least not more than once. He must confine his purchases to the apothecary's original and old-fashioned sphere—drugs.

Coming away from the Old World to the New, we have settlements of Greeks among us in this city, the largest one being in the vicinity of Madison and Oliver streets, on the lower East-side. Not entirely Greek, yet distinctly Greek are the pharmacies here. Like the owners themselves the stores have imbibed many of the local fashions. The proprietor's black hair is no longer covered with a fez nor his waist girdled with a sash. Boots and robes are replaced by the less picturesque shoes and trousers. The love of color has

been subordinated to convention. The mustache, even, is perhaps no more. So with the store. Distinctive chiefly is the feanness of patent medicines, and the celluloid window lettering, spelling nothing to the uninitiated and, to the initiated, names that are fearfully un-Anglican.

Mr. Giralfo is Americanized even to the extent of shaving the mustache—a deed that prevents him sending his latest photograph to his old father at home. He is a handsome fellow, even in the unpicturesque New World dress, but somehow the feeling obtrudes that he should not have discarded the garb of his fathers.

The clientele of this pharmacy is largely Greek, with a sprinkling of other nationalities, chiefly Italian. On one window the celluloid-letter sign is in Greek, and on the other, Italian.

MR. JOFFE WON.

The "Dope" Swindlers Had Figured It the Other Way, But They Couldn't Pick the Druggists Who Would Lose.

The next time sheet-writing "dope" swindlers go out with an elaborate scheme to victimize druggists they will keep away from Julius Joffe of 919 Second avenue. But maybe they won't start out again, for of more than a score of pharmacists visited, only one bit to any extent, and he just enough to qualify in his appearance against the rascals.

Two men, one Mike Dempsey, sheet writer at the race tracks, and the other "Dr." Davis, an alleged veterinary surgeon, began operations on last Monday, early. Mr. Joffe was one of many in his vicinity upon whom they called. They inquired of him how strong his nitro-glycerine solution was and then handed him the following prescription:

Cocaine	100 grains
Sol. Nitroglycerine (one per cent.)	.2 drams
Strychn sulph. ....	.3 grains
Sugar of milk, enough to make	100 capsules.

"Gracious," thought Mr. Joffe, "what strong medicine." His curiosity prompted him to ask what it was for. The men hesitated. Then, in great confidence, they whispered to him that with it they were going to "dope" a certain well-known horse who was to run the next day. One that was running that day had already been "doped." He would be sure to win with some of that medicine in his "inners" they said. Then they bought a nice lot of choice cigars and left, promising to come back after the prescription later.

"Now," thought Mr. Joffe, after they had gone, "I'll fool them." So he requested that some detectives join him in awaiting their reappearance. The men returned before the detectives showed up, however. But Mr. Joffe was all there. Of course he had not put up the medicine. But he told them he had. And he got a lot of ½-grain quinine capsules in a box and showed them. They displayed monster rolls of money. (Mr.



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26 Elm Street, Rochester, N. Y.





PART OF THE WEST SIDE BOWLING CLUB.

Druggists' bowling clubs will persist in going on outings and the Era insists on repaying their indiscretions by printing their pictures. The four gentlemen above are not the only members in the club but they are the ones who broke away from the rest of the West Side, or, as is sometimes called, the Friday Bowling Club, at the recent outing at Clifton, S. L., for a stroll to South Beach. At the rear, standing, is Hugo Kantrowitz of the Apotheker-Zeitung. Sitting down in the center is August Drescher, a whole-souled, able pharmacist of 108 Bowery street, Newark, N. J., and beside him on the right is F. W. Bruckmann, druggist at 1719 Third avenue, and, on the left, is Robert Hasselbach, pharmacist, at 2323 First avenue. We will get the rest of them some day.

Joffe thinks maybe that was druggists' losings, but none can be found to admit having lost. Then they asked Mr. Joffe if he didn't want to place a nice bet with them on the horse they were doping that day. Mr. Joffe didn't. So they jollied a while longer, buying cigars and leaving in his care some electrozone they had with them. Then they played their last card—offered a log check in payment of the medicine. Again Mr. Joffe was wise. "I haven't a cent in the store," he said. They went away, leaving the medicine behind.

Mr. Joffe sent his boy to follow them, thus locating them for the tardy detectives. "I sold the electrozone, too," Mr. Joffe told the Era man, chuckling. "Besides, there were no those nice cigars."

Druggist Jacobson of Third avenue, actually did fill one of the prescriptions. The Codify Medical Society promises to go after the fellows for ordering prescriptions they did not take. Others from whom prescriptions were ordered were John Bogathy, 1024 Second avenue; A. S. Katzman, 964 Second avenue; Carl Kiefer, 813 Third avenue, and George C. P. Stoltzberg, 981 Second avenue.

The men were clever enough to pick a horse that would win and thus make their "dope" story look plausible. But they were not clever enough to pick the druggist who would lose.

APPARENTLY A SCHEME TO BLACKMAIL.

August Hitzel, the druggist at 712 Courtlandt avenue, Bronx, has been sued for \$10,000 for damages, alleged to be due for a mistake in selling carbolic acid in the place of chloroform liniment.

Mr. Hitzel was recently visited by a man who taxed the clerk with the mistake. The fellow demanded "satisfaction," not specifying what shape that article should assume, but leaving the impression that money would answer. He said that his wife had been injured by using the acid. Later he produced a young man, as the one who had purchased the stuff, on August 6, who asserted that he knew the clerk intimately and had chatted with him for half an hour at the time the purchase was made. Neither Mr. Hitzel, who has been there for sixteen years, Mrs. Hitzel, nor the clerk had even seen the youth before.

In the affidavit filed against Mr. Hitzel it is alleged that a woman bought the stuff. The affidavit is signed "Chitty," though the name on the plaintiff's doorbill is "Chatty."

Mr. Hitzel believes it is a case of blackmail, and his friends, who know the conscientious care with which he conducts every detail of his business, say it is extremely unlikely that any such mistake was made. "Both the clerk and myself were in the store at the time the young man said he bought the fluid," said Mr. Hitzel, "and he certainly did not come in here. When Chatty first came to see me I demanded his proofs, but he showed none. I understand the bottle did not have my label on it, but did have the label of one of my neighbors."

Mr. Hitzel's friends say that he is almost a crank on the subject of labelling and registering sales. The woman who is supposed to have suffered from using carbolic acid for liniment shows no visible traces of the alleged error now.

FUN ON THE NIAGARA RIVER.

The Erie County Ph. A. had a very enjoyable river party yesterday. Two hundred or more druggists of Buffalo and vicinity with their friends made a trip around Grand Island in the forenoon, and in the early afternoon stopped at Edgewater for pastimes and athletic games of all kinds.

Of the events, the egg-rolling contest for women was the most laughable. The fat men's race, was won by F. M. Griesheimer, secretary and treasurer of the Pharmaceutical Drug Co. W. H. J. Smith was chairman of the committee on games.

The baseball game between the Buffalo druggists and outside druggists was exciting. It was umpired in a very fair manner by "Heavy" Griesheimer, and resulted in a victory for the Buffalo team by a score of 8 to 4, seven innings being played. The batteries were: Buffalo druggists, Smith and Anthony; outside druggists, Bradley and Kobler.

NEW BUYING CLUB IS WORKING.

The Brooklyn Consolidated Drug Co., the new buying club, met on last Thursday night and elected officers. The charter has been secured and the warehouse, which adjoins John G. Wischerth's pharmacy at 1026 Bedford avenue, is being put in shape and will also be the headquarters of the board of directors. The business of buying has already begun. Mr. Wischerth will have direct charge of the details.

The officers elected were: President, William C. Anderson; vice-president, Thomas J. France; secretary, C. Dyna; treasurer, John G. Wischerth; directors—Julius Neergaard, Albert E. Marsland, William C. Anderson, J. H. Hellfuss, R. J. Owens, Thomas J. France, Joseph J. Better, Henry J. Scheidt, Jared L. House, John B. Mill, Emil T. Wagner and Henry J. Krombs.

GENERAL CHEMICAL COMPANY BURNED OUT.

The General Chemical Company's works at Camden, N. J., were destroyed by fire last week. The loss is estimated at \$25,000, fully insured by the company's own insurance fund. The blaze was one of the most stubborn the local firemen ever had to fight, and the Philadelphia department went to their assistance. The neighborhood was for a time threatened with depopulation by the continued burning of acid, even after the buildings were razed. Nearly 100 horses were saved, through the personal efforts of Superintendent Benjamin Lawton.

Throughout the fire a big American flag waved merrily from the top of a 200-foot stack on the power house amid the sparks and smoke as though flaunting above the carnage of battle.

As a result of the fire there is likely to be a renewal of the petitions to Camden city councils to compel the chemical companies on Cooper's Creek, which have several times been declared nuisances on account of the noxious fumes, removed to the suburbs. The business people in the vicinity of the factories discussed the matter and will likely present such a petition at the next meeting of City Council.

MRS. WILLIAM C. ALPERS DEAD.

The many friends of Mr. and Mrs. William C. Alpers of this city, will be shocked to learn of Mrs. Alpers' death on August 17.

For twelve years Mrs. Alpers has accompanied her husband to meetings of the A. Ph. A. where she was held in high esteem and popular. This year was no exception. On the way back, in Detroit, one week before her death, Mrs. Alpers became ill. Upon being hurried home she took to her bed, never rising. Five of her six children were with her when she died, the oldest, a son who is in the drug business at Salt Lake City, being unable to arrive in time. The funeral was on Thursday, last week.

CAN YOU TELL HER?

Mrs. Catharine Resag, Vogt street, 18, I, Bremen, wishes to know the whereabouts of Dr. Carl Eduard Resag, who emigrated to this country in 1870, and, when last heard from was in Wilmington, Del.

NEW YORK NOTES.

—Morris Brodtkin, manager and former owner of Naitove's pharmacy, Forty-eighth street and Second avenue, was victimized in a funny way recently. A man came in representing himself as a building inspector. He figured and squinted and marked an X on the floor with chalk. Mr. Brodtkin followed him outside and saw him mark another X on the sidewalk. "This store don't lay right," muttered the "inspector." Mr. Brodtkin wondered why. When he later found \$28 missing from the cash drawer he understood. A confederate had slipped in through the hall. The fellows had \$20 changed there shortly before, and that is what the two Xs stood for.

—Changes are again being made on the northwest corner of One Hundred and Eighteenth street and Park avenue. Some time ago a Mr. Horwitz went bankrupt trying to run a pharmacy there. Then a Mr. Gordon tried it and gave up, removing to the Bronx. Now Halpern & Hoffman have brought the stock back to the old stand, installing what they are pleased to call a wholesale and retail drug store. They are not pharmacists and Fisher & Matzewitz, two young men, who have made a success in East Houston street, are going to try running it for two months, with Mr. Fisher in charge. It is called the Columbia pharmacy.

—Muddy roads decided the Apothecaries' Bicycle Club to take the train last Thursday. Sidney Faber, George Leinecker and wife, Hugo Kantowitz, George C. P. Stoltzenburg and wife, Leon Werner and F. W. Bruckman were along. Today the club goes by rail to Long Branch, N. J., and will wheel from there to Elberon, Asbury Park and the famous deserted village of Allaire, and George Leinecker's famous "Oftstretton" may be made at either Freehold, Monmouth or Trenton.

—Frederick E. Smith, proprietor of the Hoffman Arms pharmacy, 610 Madison avenue, makes frequent short vacation trips to New Haven, Conn. A. J. Reeder, of Reeder Bros., Thirty-first street and Madison avenue, went for a rest in the Hilderberg range, between the Catskills and Adirondacks, last week, the day after his brother, G. T. Reeder came back from his vacation at Sea Cliff, L. I.

—It is said that the reason that a Lexington avenue druggist recently moved his goods out in the night and disappeared was because a suit had been brought against him in behalf of a girl to whom he sold a freckle lotion. The skin went with the freckles. The fleeing druggist opened a new store in the Bronx, where he has been discovered by the plaintiff.

—The schedule in bankruptcy of the Union Wholesale Co. includes among its creditors: Charles Pfizer & Co., manufacturing chemists, 81 Maiden Lane, \$180,223; Dodge & Olcott, essential oils, 86 William street, \$120; W. S. Gray, wood alcohol, 76 William street, \$233.25, and Antoine Chiris, 18 Platt street, \$400.22.

—Dr. George W. Jewett has been reinstated as examiner of drugs at the Government appraisers' stores, this city. He is now given opportunity to answer written charges and know upon what grounds he was so summarily treated. He will be suspended, pending investigation of the charges.

—The Fetter pharmacy at 185 St. Nicholas avenue, was sold last week to Charles Frank, formerly manager for George Watman at 94 Avenue A. Mr. Fetter has owned several stores in this city, but had only been established there for a short time. He intends to retire from the drug business.

—S. Abraham, druggist at One Hundred and Eighteenth street and Madison avenue, goes with his family to Atlantic City this week for a vacation. Charles M. DuGay, Thirty-Fourth street and Third avenue, has taken one and will take another short vacation at his Canadian home.

—P. C. Magnus of Magnus & Lauer, essential oils, is back from a Canadian business trip. John A. Stevens, vice president of the National Lead Co., has concluded a vacation on his Maine farm. W. W. Lawrence, treasurer of the firm, has gone with his mother and sister for a trip abroad.

—J. L. Hopkins of J. L. Hopkins & Co., and John M. Peters, of W. J. Matheson & Co., Ltd., have been on an outing in the White Mountains with their families. John L. Riker and Major J. J. Riker of the J. L. & D. S. Riker Co., returned on the same steamer from European vacations.

—No matter whether the strike is settled soon or not, this will be a hard winter on those pharmacies that cater mostly to the middle class, as it will be a long time before the conditions of their customers become anything like normal again.

—A surprise was caused last week by the sale at auction, under orders of mortgagee J. Dobkin, of the big pharmacy at West Fourth and Bank streets, recently sold by Julius Hammer to Leon Leskes. E. Dreyfus conducted the auction.

—Mr. and Mrs. Bruno R. Hanscha of 1291 Madison avenue, are just back from a vacation at White Lake,

where they ran across Hugo Schmelz, who is with his father at 350 Lenox avenue, and was also resting there.

It is said that M. T. Cooper, who bought C. E. Vetter's store at 1766 Madison avenue recently, paid \$9,000 for it. Mr. Cooper was formerly apothecary at Mt. Sinai Hospital, this city.

—W. S. Millner, owner of a fine pharmacy at Spencerport and another at Holley, intends to locate also in Williamsport, Pa., in the near future, where he has bright prospects.

—Harry Noonan, manager of the New York office of The Norwich Pharmaceutical Co., is enjoying a well-earned rest and vacation at Chenango Lake.

—M. G. Kantrowitz will move from 81 East One Hundred and Fifteenth street across the street to 82 East One Hundred and Fifteenth street.

—Henry Mauer, formerly with W. H. Borget, Buffalo, has bought the pharmacy of William Diefenbach, 691 William street, this city.

—The Segal Drug Co. has a new store at 210 Eighth avenue, in charge of Mr. Caplan who formerly was with Samuel Ackerman.

—Frederick Hauck has sold his store at 169 Bushwick avenue, Brooklyn, to Isaac Rothman.

—F. J. Collins has sold his store at 174 Smith street, Brooklyn, to Samuel & William Strawgate.

AT ROCHESTER.

—The Eastman Kodak Co. of Rochester, in 1898, contracted with Charles Cooper & Co., of New York, manufacturing chemists, for dope used in the manufacture of photographic films. The dope consisted of soluble cotton and wood alcohol. The contract made it necessary for the cotton to be of a standard that 22 pounds would dissolve in 74 pounds of alcohol. The Eastman company alleged that the cotton was not up to standard and that not enough alcohol was used to dissolve it. Suit was brought to compel Cooper & Co. to make good this shortage, the amount claimed being \$8,000. By referee's decision, just made, the Eastman Co. is awarded a judgment of \$8,125.46.

—C. E. Nagle of South avenue, is home from his vacation trip to New York. Elmer E. Chilson of 200 Alexander street, who has been at New Bedford, Mass., and in New York, is home. J. A. Vanderbilt of 64 Monroe avenue, has returned from a much needed vacation.

—John Jardin's store, State and Brown streets, is being improved by a new handsome plate glass front with prism glass top. Other improvements will be made.

—Matthew R. Casey, who recently purchased the Gould drug store in Seneca Falls, having made some improvements, will open the store at once.

—The costly new fountain recently placed in the store of the Hyde Drug Co. is said to be one of the most beautiful ever erected.

—W. T. McBay of 350 Monroe avenue, attended the celebration of the "Old Boys" in Hamilton, Ont., Can., last week.

—Dr. Emil Hertel, a Wilmington, Del., druggist was arraigned in the Municipal Court charged with selling cocaine contrary to the recently enacted ordinance which prohibits the sale of such drugs except on prescription. The chief of police was the complainant. Dr. Hertel replied that he sold the cocaine in his own prescription and to his own patients only. Two charges were dismissed and a fine of \$25 was imposed on the third one.

—Dr. Moore will succeed Dr. Taylor on the board of pharmacy, Honolulu, H. I.

NEW ENGLAND.

MANY EXCURSIONS.

Entertainment Planned on a Lavish Scale for Joint Meeting in Boston Next Month of the N. W. D. A. and the P. A. A.

Boston, August 25.—Local committees have now nearly completed the full arrangements for the annual meeting in Boston, next month, of the N. W. D. A. and the P. A. A.

Mayor Collins has promised to give an address of welcome at the opening joint session on Tuesday, September 8. On the day of arrival a ladies' afternoon tea and reception will take place. There will also be a sight-seeing trip to Harvard College on that day, under the guidance of students. "Seeing Boston by Trolley" will delight the ladies while the men are in business session on Tuesday, and that evening, at the Somerset, a general reception will be given by President W. A. Hozer of the N. W. D. A., and President H. B. Harding of the P. A. A., both of whom will be assisted by their wives.

A four-in-hand drag ride along the North Shore will be the feature on Wednesday. At the Oceanside Hotel, Magnolia, luncheon will be served. That evening at Boston, the entire party will visit the theatre. A carriage drive through Boston's great park system will occupy Thursday afternoon, and on that evening will take place the formal banquet for the men, in the Empire ball room of the Hotel Somerset. The ladies will meanwhile have dinner in the smaller ball room, and then adjourn to the larger ball room for the post-prandial exercises of the druggists' dinner. An all-day South Shore pilgrimage is scheduled for Friday. Going by train to some attractive point of historic interest, possibly Plymouth, the party will spend the day there, returning by steamer. On Saturday there will be short sight-seeing trips to points of historic interest in and about Boston.

As the association has not been to Boston since August, 1887, the local committee and others having a part in the general arrangements are determined that the visitors shall take home with them lasting and delightful impressions.

SOME WISH TO JOIN THE UNION AGAIN.

Waterbury, Conn., August 25.—The Drug Clerks' Association of this city is in trouble, trying to decide whether it shall unite again with the Central Labor Union or continue as an independent association. A small number of members, sufficient to hold the charter, want to ally with the Union. During the trolley strike, which lasted several months, the association withdrew from the Union because there was a serious difference of opinion as to the advisability of supporting the striking trolley men. It looks now as if there would be soon two clerks' organizations here. W. C. Wheeler, the national organizer of the Labor Union, has been in town for some time trying to straighten out the difficulty.

THE BAY STATE.

—Montrose Evans, long in the employ of E. R. Smith, an Ipswich druggist, has resigned to take a rest after which he will enter business in Boston. Frank Donoghue leaves Ball's, Holyoke, where he is succeeded by James Daniel. The new store opened at Holyoke by Patrick J. Flynn, Simon A. Flynn and Charles E. Bardwell, conducted as the Flynn-Drugg Co., is to be under the charge of Mr. Flynn. E.



ISAAC H. LEVY.

S. L. SALISBURY.

Mr. Levy is the treasurer and Mr. Salisbury the first vice-president of the New Haven, Conn., R. D. A. Both are successful pharmacists in New Haven.

F. Mulvihill, who leaves Dr. J. T. Harper's pharmacy, Great Barrington, for Bridgeport, Conn., is succeeded by F. Morris of Stamford, Conn.

—William Rourke of Lang's, Lowell, is spending his vacation in Fitchburg, his old home. J. A. Beckwith, manager for Jaynes & Co., Boston, is on a vacation at his former home in Danvers. A. C. Adams, employed at Glover's, Lawrence, goes to Concord, N. H., for his annual vacation. Albert Bryson of the same pharmacy, had a fortnight at Old Orchard Beach, Me.

—F. M. Pease & Co., Lee, in the Berkshires, are making a showing of their books, containing 95,000 prescriptions—no mean number for so small a town. The firm was established in 1860. Another exhibit of prescriptions is in the windows of Stevens & Dow, Haverhill, where 65,000 are shown, the accumulation of less than twenty years.

—Harold B. Hayward of Emerson's, Stoneham, is in Wakefield, N. H., for a brief change. Lawrence Dugan of Campbell's, Webster, has returned from Nova Scotia, giving a chance for J. H. Groh of the same store, to spend a fortnight at Revere. Charles Rafferty of P. H. De Lee's, Maynard, is at his home in Marlboro.

—People in Maynard are signing a petition to the board of selectmen asking that the druggists be granted liquor licenses. Last spring the town voted no license. After considerable deliberation, the license commissioners of Pittsfield have granted a liquor license to the drug firm of Dravney & Murphy.

—William A. McCormick, drug clerk, employed in Foster's, Brockton, and owner of the sloop yacht "Venture," took a party of young men out for a sail, which was so prolonged that they were all given up for lost. On the return they were befooled for two days and a night without food, or drink.

—Philip McGibbon, manager of the Alma pharmacy, Malden, has been on a vacation in the Berkshires. James N. Moore of Kimpton's store, Malden, spent the last month at Island Pond, Vt. Charles Gallagher of the Belvidere pharmacy, Lowell, is in Canada on a vacation trip.

—Friends of E. C. Tozier, a prominent druggist in Haverhill, are trying to persuade him to stand as senatorial candidate in a contest for a successor to Senator How. In city politics Mr. Tozier has been active and his record such that he has a strong following.

—On the common law assignment made for the benefit of creditors by Dr. Elie Barnaud of Worcester, Thomas H. Sullivan is assignee to represent the creditors and J. F. Jandron assignee representing the druggist.

—Jeremiah J. Desmond, druggist in Lawrence, is

spoken of with favor as a possible candidate for the Democratic nomination for senator from his district, which in the past he has ably served as representative.

—James O'Leary of Warren E. Sibley & Co., Baldwinville, is in Clinton enjoying a rest. P. A. Brosseau, owner of a Fall River store, has gone to Dubuque, Ia., partly for a vacation and as a delegate.

—In the bankruptcy sale of the stock and fixtures of Pratt's drug store, North Adams, the price secured was \$3,900 and the buyer was Fred F. Dowlin, who announced the purchase to be for himself.

—There was a small fire in M. F. Flynn's store, Haverhill, caused by an overturned lamp in the basement, from which two of the employees had difficulty in escaping. Damage was small.

—Burglars recently entered the store of J. Clarence Oxley, Reading, and secured various articles as well as all the money the cash register contained.

—A new pharmacy in Salem is called the Depot drug store. Manager Moody, was formerly at the Webster pharmacy, that city.

—At Harry M. Church's store, New Bedford, extensive alterations have made it practically a new store.

CONNECTICUT.

—Willis Mix of New Haven, secretary of the State board of pharmacy, is planning an extensive trip abroad in the Fall. He will probably sail sometime in October. He will visit Rome and Venice and will go as far East as Athens if not to Constantinople. Then he will cross over into Switzerland and up through France, making a tour of the principal cities, and then take in Scotland, England and Ireland. Mr. Mix goes with a friend who is thoroughly conversant with the field.

—New Haven druggists have been welcoming back to the city the last week John Mautie, who, ten years ago, was one of the brightest drug men of that city. Since leaving he has been up against various misfortunes. He wants to settle down in the Elm City and go into the drug business again. Several concerns are advertised for sale and it is possible that he may buy one.

—Boecagna, the Italian druggist of New Haven, who opened a new store in that city recently, has taken unto himself a partner and the firm is now Ferrioli & Boecagna. It is understood that Mr. Ferrioli will furnish the capital. Mr. Boecagna passed recently a very high examination before the State board.

—Lewis D. Tucker of Southport, has gone to New York to engage in business. His place in the Southport pharmacy is taken by John W. Parker. Harry Rhodes of the C. S. Leete wholesale house, New Haven, is in Washington with a party of friends.

—The Jennie Hamilton pharmacy, Bridgeport, large and popular, has just moved into new quarters about a block from the old stand. The new store's window displays have attracted considerable notice among druggists and travelling men.

—William Umberfield of the Willis Mix pharmacy, New Haven, has just returned from a vacation in camp. Percy Norcross of the Spalding pharmacy, New Haven, has returned from a trip to Boston.

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

PENNSYLVANIA.

THEIR TRUMP CARD.

The Druggists of Wilkensburg, Long Suffering, Had One of Their Persecutors, a Churchman, Arrested.

Pittsburg, August 25.—The controversy between the druggists of Wilkensburg and the committee of twelve, which represent the arm of the law (Blue 1797) and which has been sensationally set forth by the daily papers for the past several weeks seems to have dropped into a lethargic state, and each side seems now to be playing a waiting game. The druggists played their trump card, however, when they caused the arrest of the manager of a local ice company, and an active member of the committee of twelve, for operating his plant on Sunday. He was convicted before a justice of the peace and fined the usual amount, which he refused to pay and appealed the case to court. This put a quietus on the movements of the Sunday closing crowd, and it seems likely at this writing that the whole matter will be dropped, and that the druggists will continue to welcome their thirsty patrons on the seventh day.

DRUGGIST'S CONTENTION PROVEN BY HIS DOG.

Pittsburg, August 25.—L. I. Lora, a prominent Pittsburg druggist, owns an English setter valued at \$200. It was stolen one day last week and a few days later Mr. Lora met a man on the street leading the dog on the end of a chain. He claimed his dog and a fight started, which landed both men and the dog in jail. When brought before the magistrate, the stranger showed a license only two days old for the dog. Mr. Lora had one some days older. The magistrate, however discharged the prisoners, and sent them from the room by different doors at the same time turning the dog loose. He bounded after Mr. Lora, who is now setting up cigars to his friends as he relates his famous anecdote of "When I was in Jail."

OTHER HAPPENINGS.

—J. Freeman F. Stroup, acting secretary of the Philadelphia C. P., reports a large advance in registration for the coming year. Mr. Stroup gives up his temporary connection with the office on September first, leaving the city for a well-earned vacation. Jacob S. Beeten, a graduate of the college, who for a long while conducted a large wholesale and retail establishment in Wilmington, Del., has been elected to fill the vacancy.

—The Druggists of Western Pennsylvania are facing a prescription bottle famine. The factories, which closed down rather early in the season, have not resumed their fall work, and the comparatively small stocks on hand have been entirely depleted. Jobbers are being besetted from all sides to try and fill orders, a matter which, excepting a few odd sizes it is impossible to do.

—Paradoxical as it may seem, the prosperous condition of affairs in Western Pennsylvania is responsible for a dullness in trade not equalled in years. More people are taking vacations now than ever before, because they find they can afford it, and as a result many druggists had the shutters up on more than half the houses of their regular customers.

—Dr. William H. M. Fadden of Philadelphia, Mrs. M. Fadden and one Earl are at Cape May for the season. E. R. Parry is at Atlantic City. J. P. Hemington and Robert Anders are in the inlets at Ocean City on a party boat. R. Bonner and J. F. Oakley, with a party, are enamped on the Perkiomen.

—T. Clyde Cochran, formerly manager of Cochran's pharmacy at Apollo, is opening a new store at Ambridge. E. S. Allen, formerly of South Fork, who recently bought the Murphy pharmacy on the South Side, Pittsburg, has just sold to P. C. Schilling & Co. and will locate at Brushton station, Pittsburg.

—A unique feature in advertising was seen in an uptown Philadelphia, druggist's window during the yacht races. On a trolley the Shamrock and Reliance were strung, and, news being received over the telephone every few minutes, the yachts were moved to conforming positions.

—Fire in Race street, Philadelphia, burned off the roof of the Whitall, Tatum warehouse and threatened to destroy the whole building. A fierce fight saved the structure, though damage from fire and water was heavy. Robert Shoemaker & Co. are located across the street.

—Druggist W. F. Pauly of Apollo, is spending his vacation in Pittsburg and is finding relaxation in selling real estate for his brother, who is agent for a local plan of lots.

—Among Philadelphia firms reported as exhibitors for the St. Louis fair, are the Charles E. Hires Co., Smith Kline & French Co., and H. K. Mulford Co.

—David McMurtrie, formerly of Honora, is now assistant prescription clerk at W. A. Showalter's, Latrobe.

—A new store, to be known as the Davis pharmacy, has just been opened in Conemaugh.

OBITUARY.

CALVIN T. DAVISON, president of the Davison Chemical Co., Baltimore, died at the Union Protestant Infirmary last Saturday of typhoid fever, after an illness of six weeks. He had begun to improve, when a relapse occurred, and after that he sank rapidly. Mr. Davison was 55 years old and his company, which was founded after the death of his brother, Garland H. Davison, owned works at Canton and Hawkins Point. It manufactures sulphuric acid and other chemicals.

J. P. ALLEN, the Wichita, Kans., pioneer druggist, died at his home last week. He had been in ill health for two years. He established his business in Wichita 33 years ago, and had been in business continuously from that time until his death. Beside being the leading druggist, he was a town builder. He served as mayor of the city from 1888 to 1890.

DR. C. F. HILDRETH of Manchester, N. H., died in his seventy-second year. He was for some years a member of the State commission of pharmacy, and was once for a long time surgeon at the New Hampshire State prison and also had served as surgeon in the United States Navy.

FREDERICK A. THAYER of Toronto, Ontario, western traveler for the Toronto Pharmaceutical Co., died at Vancouver, B. C., from appendicitis. He had taken his family to the Pacific Coast in the spring, intending to stay there until Fall.

SHELTON HAINES, druggist of Rosendale, Mo., committed suicide last week, by shooting himself through the head. Domestic difficulties is the cause assigned.

GEORGE WEEKS, for the last 37 years a druggist at Anguine, died from paralysis, aged 68 years. He leaves a wife, daughter and son, the latter a student at the Detroit Medical College.

AROUND THE GREAT LAKES.

ROBERT STEVENSON DEAD.

The Well-Known Wholesale Druggist Expires Very Suddenly.—Mayor Van Schaack of Kenilworth, Fined for Speeding.

Chicago, August 25.—Robert Stevenson, the pioneer wholesale druggist, died suddenly on Saturday night, of heart trouble, while visiting a friend. Two physicians were called and the family was notified by telephone. His sons, Charles and James, hurried to the West Side and were with their father before he breathed his last. Three other sons and his only daughter, Sarah, are in Michigan. A few hours before his death Mr. Stevens went with his daughter to the boat which took her to Charlevoix. His brothers, John, a Yale student, and Richard, have been at the Michigan resort for several weeks. Robert, Jr., and his wife are at Gross Lake.

Robert Stevenson was born in the north of Ireland nearly seventy years ago, the son of a Presbyterian minister. He came to Chicago when a young man and about forty-five years ago engaged as a clerk with the wholesale drug firm of Penton, Robinson & Smith. A few years later the firm became Smith & Dwyer and Robert Stevenson was admitted as a member. When Mr. Smith sold out the firm's name was changed to E. P. Dwyer & Co., Mr. Stevenson being the company. A few years after this the firm became Van Schaack, Stevenson & Reed. In 1886 the firm of Robert Stevenson & Co. was formed. The remaining active members of the firm are I. Giles Lewis, Arthur Dawson and Charles and James Stevenson.

THE MAYOR OF KENILWORTH FINED.

Chicago, August 25.—Robert Van Schaack, the wholesale druggist, is Mayor of Kenilworth and a leader in the Reformed Church of that suburb. He also owns a handsome red automobile. Recently he and two other gentlemen, equally well known for sobriety and dignity, were appointed by the congregation of their church to go to Kenwood, a South Side suburb, to listen to the preaching of a minister there and decide whether or not to give him a call to Kenilworth. The mission duly performed, the three gentlemen, in Mayor Van Schaack's bright new puff wagon, returned along the lake shore and entered the classic shades of Evanston at a sedate pace. Hardly had they gone a half-dozen blocks, when a policeman stepped out from among the bushes at the wayside and, with uplifted club, stopped the mayor of Kenilworth and his party and notified them that they were under arrest for speeding. In vain they protested that they had been going at a snail's pace, that they were pillars of the church, on a religious mission, that one of their number was mayor of Evanston's next door neighbor. They had to go to the police station and be booked, and the next day Mayor Van Schaack appeared and liquidated a \$20 fine.

A NEW RUG FOR THE EBERT PARLOR.

Chicago, August 25.—As a result of an experience which Mr. A. E. Ebert, of this city, had during his recent trip to the Northwest, Mrs. Ebert is to have a handsome bearskin rug. A younger brother of Mr. Ebert is manager of a lumber company in Northern Michigan and an official of the thriving town of Blaney. One day the two brothers, driving home from Blaney, heard shouts and grunts and growls from the underbrush near the road and immediately a bear emerged, pursued by woodmen. The bear was wounded and was shortly killed, but it became necessary for Mr. Ebert to

get out of the wagon to hold the horse, which was very nervous, rearing and plunging, dragging the veteran druggist off his feet and causing the wind to sigh through his facial hirsute adornment with a sound as of a summer zephyr in a pine forest. Finally brin was loaded into the wagon. All hands swore that he weighed a ton, but he shrunk rapidly, registering later 125 pounds on the scales. There was bear steak for dinner that night and there will be a new rug in the Ebert parlor in a few days.

AT THE LAST ILLINOIS EXAMINATION.

Chicago, Ill., August 25.—At the examination held by the State board of pharmacy in Chicago, August 11-13, the following passed: Registered pharmacists—C. Anderson, N. C. Beck, L. M. Briel, J. W. Blackledge, B. C. Chapman, A. L. Duplantis, M. C. Empey, C. W. Gerner, H. J. Gill, H. A. Gilmore, J. W. Hoover, L. S. Helfrich, C. R. and M. Leonard, E. Lye, J. A. Levy, W. C. Magoon, J. A. Meikle, J. M. Newman, J. L. Nicholai, C. D. Rogers, J. T. Spiker, H. E. Stadelmann, W. F. Schmidt, F. W. Sills, W. O. Slater, R. A. Totten, L. A. Watkins, F. P. Wray, J. Wood, all of Chicago; E. S. Rouman, Bement; J. H. Bordeaux, Sycamore; E. V. Breed, Savanna; J. F. Brighton, Blue Mound; E. T. Brown, Macomb; F. C. Coyner, Rockford; C. A. Dodson, Park Ridge; F. W. Fountain, Quincy; K. K. Gimmy, Carrollton; H. B. Hoeveler, Woodstock; W. D. Lacey, Peoria; L. Muffly, Quincy; J. R. Neal, Jr., Springfield; W. S. Schweitzer, Blue Mound; F. H. Shriver, Virden; D. G. Swannell, Champain.

Assistants—J. H. Christmann, C. W. Cady, J. E. Hjelte, T. W. Johnson, W. N. Key, A. S. Keir, W. A. Lamborn, W. J. Leiner, F. J. Meyer, L. N. Merz, C. R. Roth, B. Schultejan, F. Voss, all of Chicago; R. C. Ittlinger, Joliet; W. Hobart, Alexis; A. W. Reinhardt, Rockford; R. E. Stevens, Rochelle; S. F. Trendt, Granville; E. S. Webster, Benton; C. W. Wagner, McLean. The next meeting for examination will be in room 3, State House, Springfield, October 13.

THE LAST INDIANA EXAMINATION.

Fort Wayne, Ind., August 18.—At the last meeting of the board of pharmacy, the following officers were elected for the year: President, C. E. Creelius, New Albany; secretary, Harry E. Glick, Lafayette.

Certificates were issued as registered pharmacists to: Stewart William M. Ruch, Ft. Wayne; Otto DeRoy Mitchell, Eaton; Herman Alonzo Bell, Ft. Wayne. Certificates as registered assistant pharmacists were issued to: Mahlon V. Boyatt, Brownstown; Robert Allen Morris; Noblesville; Edwin W. Orahoad, Camden; Lawrence H. Luken, Richmond; Ruel Loomis Hopkins, Arcadia; Arthur Tinsley Benton, Ewing. The next examination will be in Evansville, October 15-16.

NOTES FROM ILLINOIS.

—The Chicago Directory Co. will discontinue the distribution of directory slot machines. They have not been profitable. Of the 275 distributed, 135 failed to produce enough to pay at all. Druggists would prop them open, or would give away the slugs with which they were provided for opening the directory for their



Put up in One Ounce Bottles Only.

Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00

ETNA CHEMICAL CO., New York, U. S. A.



R. L. VILLERE, New Orleans.
Second Vice-President Louisiana Ph. A. and Secretary
New Orleans Ph. A.

own use. About 140 machines gave good results, a few making as high as three to four dollars a month. The entire results, however, left a loss to the directory company. Directories will now be furnished at the rate of \$7 each and if the druggist desires a penny-in-the-slot machine for it, he may have one by an additional payment of \$5.

County Commissioner J. P. Garner, a druggist of Austin, nabbed a confidence man. A well-dressed stranger stepped into the store and asked for a ten-cent cigar. He offered a \$5 bill in payment and, as he was handed the change, suddenly discovered that he had ten cents. Then he asked the druggist to give him a \$5 bill for the change he had just received, passing the \$5 bill he held in his hand. Then he wanted a ten-dollar bill. Instead of passing over the ten, Mr. Garner retained all the money and called the police. The stranger left with precipitancy, and the druggist is five dollars ahead.

Long Brothers, who own a drug store at Maple avenue and Foster street, Evanston, recently donated one-third of a day's receipts of their soda fountain to five young ladies, members of the Epworth League, to assist in the raising of a church debt. The young ladies donned caps and aprons and presided over the ice cream and soda department. The store did a record breaking business on that day and at night the girls were made happy by receiving \$25 as their share of the day's receipts.

The business of Charles W. Shotwell & Co., retail druggists in the Revere house on North Clark street, Chicago, was put in the hands of a receiver on August 17. The following creditors petitioned the United States District Court to have the concern declared bankrupt. John J. Williams, receiver of the estate of Lord, Owen & Co., \$706; S. A. Crowe, \$128; and H. L. Bravley, \$15. C. Minot Jones has been appointed receiver, authorized to reopen the store. It is said that Shotwell was worth considerable money at one time, but that he opened one or more banks at the same and lost all he had. It is reported that both Mr. and Mrs. Shotwell have left town. Shotwell has written to his creditors that he will try to pay every dollar he owes.

The membership committee of the Chicago Drug Trade Club is very active and has been unusually successful lately. At a recent meeting of the directors it was decided to broaden the scope of the organization to include proprietary manufacturers, members and representatives of chemical houses and pharmaceutical and technical writers.

Robert Van Schnack of Peter Van Schnack & Sons, Chicago, went to Michigan on Saturday. He will return Monday to start for the Atlantic coast where his family are spending the summer. Harry Patterson of the same firm, left last Monday for St. Paul and vicinity, where he will spend his vacation.

Joseph G. Petters, vice-president of the Fuller & Fuller Co., Chicago, is spending his vacation with his family near Cape Ann, Mass. J. Walker Seofield of the same company, has just returned with his family from a trip to the Yellowstone National Park.

S. F. Frank has opened a store at Forty-first street and Ellis avenue, Chicago. He has put in a complete stock.

Grove Cochran has bought the Fricke drug store at 1714 North Halsted street, Chicago.

MICHIGAN.

E. E. Calkins of Ypsilanti, will make some fine improvements in his State street store soon. The walls will be redecorated, and mahogany fixtures and a new soda fountain installed. Under the present arrangement only 25 people can be accommodated at the fountain at the same time, while under the new plan 58 may be seated.

John Dykema, the 32-year-old son of C. G. Dykema, the West Leonard street, Grand Rapids, druggist, caught a black bass weighing four pounds and two ounces, while fishing at Ottawa Beach recently. A prize of \$10 is offered each year for the biggest bass captured there and as this fish beats all previous records the lad will probably get the money.

Hart & Shaw have improved the appearance of their store at Adrian by putting in a new plate glass front. This is the oldest store in the city, having been established in 1842. Charis G. Hart and Byron L. Eshaw compose the present firm.

Dr. A. W. Olds, druggist at No. 180 Butterworth avenue, Grand Rapids, has sold to Chas. E. Armstrong.

WISCONSIN.

The household of C. L. Lien, a prominent druggist of La Cross, furnished a weirdly strange marriage last week. That the last wish of her mother might be obeyed before her body was laid away in its last repose, Miss Agnes Lien, the pretty daughter of the pharmacist, was married to J. H. Sarles beside her mother's coffin. The groom is a leading lumberman of Hillsboro, N. D. When it was realized that Mrs. Lien was dying, Mr. Sarles was telegraphed for. When he arrived Mrs. Lien had been dead ten minutes. The same day Mr. Lien had been elected president of the board of education to fill a vacancy.

E. B. Heimstreet, former secretary of the board of pharmacy and secretary of pretty nearly everything pharmaceutical in the Badger State, recently made a trip to Zion City, the Hub of Dowisism. He denies that he will embrace the faith, however. Drugs and Dowis are among the incompatible substances. When brought into contact of juxtaposition the Dowie part explodes with a loud report. Some of the phenomena of radium are here presented, for energy may be given off in this manner continuously without apparent loss of power or diminution of substance.

Frank Van Wart, a well-known druggist of Beloit, has been very busy this week acting as master of cere-

monies of the Rock County Fair, held in this city. The management presented him with a handsome half-Arabian steed, caparisoned in true Texas style, to be used by him during the week.

—Col. A. H. Hollister of Madison, has consolidated his drug store with the Rocky Mountain Tea Co. and has incorporated the business under the name of the Hollister Drug Co.

—Mr. Thiesen of the Kradwell-Thiesen Drug Co., Racine, has disposed of his interests and will devote some time to the recuperation of his health.

—The Ellis Drug Co. succeeds Lewis & Ellis at Kenosha. Mr. Lewis sold out, and, it is said, went to Chicago to take charge of a bicycle factory.

OUR CANADIAN LETTER.

Toronto, Ont., August 25.—G. M. Petrie, druggist of Avenue Road, Toronto, is building a handsome new store opposite his present place of business.

Charles McCurry of Toronto, who died on August 17, at his residence, 270 Ontario street, had been for sixty years in the service of the Lyman Bros. Co., wholesale and manufacturing druggists. Three years ago in consideration of his long and faithful service the firm granted him a pension.

W. J. Clarke, druggist of Port Arthur, has disposed of his business. W. R. Inman & Co., druggists of Winnipeg, are removing from their premises on Main street to their new store on William avenue.

The drug store in the new King Edward Hotel, Toronto, has been taken by William H. Lee of 68 Wellesley street. It is very handsomely fitted up. Mr. Lee still retains his Wellesley street establishment.

B. A. Mitchell, druggist of London, Ont., celebrated the fifty-sixth anniversary of his business career on August 8, receiving the congratulations of a large number of friends including many members of the London "Old Boys" association, then visiting the city.

J. Higinbotham & Son of Bowmanville, have sold to Roderick Mitchell & Co.

THE SOUTH.

NEWS OF MARYLAND PH. A.

Baltimore, August 25.—The next annual meeting of the Maryland Ph. A. will be somewhere near Baltimore, and negotiations have been opened with the management of the Chattolanes Hotel in the Green Spring Valley, Baltimore county. The annual report of the proceedings will be ready much earlier this year than ever before. Secretary Louis Schulze has all the material in the hands of the printer. The standing committees for the next twelve months have been announced as follows:

Legislative—Dr. A. R. L. Dohme, chairman; D. C. Aughinbaugh, E. J. M. Button, William Campbell, A. J. Corning, Aden Davis, Jr., W. J. Elderdice, J. Webb Foster, J. E. Hancock, Dr. C. B. Henkel, J. E. Henry, J. T. Holland, H. P. Hynson, Dr. Harry Jarvis, Thomas H. Jenkins, R. S. McKinney, C. H. Michael, D. R. Millard, George E. Pearce, W. C. Powell, Eli T. Reynolds, Louis Schulze, M. A. Toulson, Bode H. Wall, A. H. Wells, John H. Wright, E. A. Zeidler, E. H. Henning.

Pharmacy—John J. Lowery, Jr., chairman; William Campbell, H. L. Troxel, E. M. Forman, Horace Burrough, Jr.

Laws—John A. Davis, chairman; B. E. Cockey, J. G. Beck.

Adulterations—H. A. Brown Dunning, chairman; Dr. A. R. L. Dohme, Prof. Daniel Base.

Deceased members—Robert S. Kinney, chairman; W. H. Lefler, M. A. Toulson.

Trade interests—Charles H. Ware, chairman; W. R. Rudy, H. P. Lindeman, A. M. Lichtenstein, J. B. Thomas.

Membership—H. P. Hynson, chairman; Wilfred R.

Jester, J. N. Gilbert, Benjamin W. Woolford, Guy C. Wisotzki.

Medical societies—W. C. Powell, chairman; George Kohn, J. Webb Foster, August Schrauler, A. H. Wells.

Entertainment—J. E. Henest, chairman; J. Emory Bond, Charles L. Baker, George A. Sahl.

Ethics—William J. Elderdice, chairman; J. J. Barnett, E. T. Hall.

Procter memorial—John F. Hancock, chairman; D. C. Aughinbaugh, Charles E. Dohme.

Delegations—A. Ph. A.—H. P. Hynson, J. E. Henest, Daniel Base, J. F. Hancock, Charles E. Dohme; Delaware Ph. A.—William M. Fouch, W. A. Alexander, Emory S. Wroth; Pennsylvania Ph. A.—Robert S. McKinney, David R. Millard, Harry E. Kinder; Virginia Ph. A.—J. F. Hancock, E. H. Bratten, J. F. Palmer; New Jersey Ph. A.—J. G. Beck, Harry Cameron, A. J. Corning.

MARYLAND DRUG CO. FAILURE.

Baltimore, August 25.—The Maryland Drug Co., Baltimore, is in a receiver's hands, on the complaint of the Maryland Bank, to which \$961.68 is due. Other creditors are John D. Park & Sons Co., \$2,200; Muth Bros. & Co., \$918.24; Parke, Davis & Co., \$861.24; Dr. Kilmer & Co., \$1,000; McCormick & Co. of Baltimore, \$29.16; Malay Remedy Co., \$1.80.

The Maryland company was incorporated last January at Dover, Del. with a capital of \$25. Mr. Muller, the president, was practically the whole concern. He had been connected for years with the Stanley & Brown Drug Company. He took an active interest in the Baltimore Drug Trade Bowling Club and was otherwise in close touch with the younger element. Some two months or more ago he made arrangements for taking over the Modern Drug Company of Washington, a cut-rate establishment on Seventh street, which he endeavored to supply from his wholesale place here.

SHARP & DOHME NEW JERSEY CORPORATION.

Baltimore, August 25.—The Sharp & Dohme Company, this city, has become a New Jersey corporation, the change having been decided upon at a meeting of stockholders, for the reason that Baltimore and Maryland authorities were too inquisitorial with respect to the affairs of the company. At the meeting, too, it was decided to dissolve the old company, a formality made necessary by the change, and the capital of the new company was made \$1,500,000, instead of \$500,000.

According to a statement made at the Baltimore office, there is to be no material departure in the manner of conducting business, and the officers are practically the same. Pursuant to the change, a petition was filed in the Circuit Court requiring all interests in the company to show cause why it should not be dissolved. Judge Wickes signed an order that unless cause to the contrary is shown on or before October 3, the petition will be granted. The corporation is stated to have no debts nor creditors and no incumbrances. The president, Louis Dohme, holds a majority of the stock. Of the 5,000 shares of the old company only 4,000 were issued, and of these Louis Dohme held 2,392, Charles E. Dohme, Dr. A. R. L. Dohme, Ernest Stauffen, of New York; John A. Wellington, of New Orleans; Charles E. Matthews, of Chicago; C. Louis Dohme and Cornelius

Always insist upon having
ABBOTT'S THE ORIGINAL
 Angostura Bitters.
 C. W. ABBOTT & CO.,
 Baltimore, Md.



E. N. ROTH, Thibodaux, La.
First Vice-President Louisiana State Ph. A.

P. Bohme of Baltimore, and H. C. Matthews, of Chicago, also being stockholders.

As stated at the time, the company has in progress extensive improvements to the laboratories. There is said to be no intention to move the plant from Baltimore.

The new addition to the Baltimore plant fronts on Dover street and is similar in design to the other structures. It will afford much-needed facilities for laboratory work and will admit of a better arrangement of the machinery and other appliances. More storage room for crude and botanical drugs will also be gained. The Pratt street frontage will remain as it is for the present, though it is intended later to improve it by erecting a new edifice there also.

MARYLAND.

—William A. Stuart, Baltimore street and Fremont avenue, was robbed early last Sunday morning of postage stamps to the value of \$16 or \$17. Quandt Bros., Howard and Lombard streets, wholesale and retail druggists, were victimized to the extent of \$10 by means of a worthless check, passed by a young man who was afterward arrested in New York.

—Among visiting druggists in Baltimore last week: L. H. Wright, Church Creek, N. S. Purcell, Leesburg, Va.; F. G. Bland, Charlestown, W. Va.; W. Armstrong of Gilmore & Co., Pittsburg, Pa.; A. Morris of Goodwin & Co., Wheeling, W. Va.; C. R. Yoho, Belair, A. R. Millhorn, Hanover, Pa., and Dr. P. Fahmy, Frederick.

Baltimore druggists claim immunity from ordinary swindling game, however, with no immediate means detection, they say it is not strange if a bad check like, then in, but no New York "grafter" can take advantage of them, Baltimore druggists are sophisticated to the last degree.

—The firm J. Hynson, Westcott & Co., which maintains a good chemistry to drugs and hospital appliances, keep by the hundreds of minor articles, to making extensive

improvements in its laboratories over the pharmacy at Charles and Franklin streets, Baltimore.

—Dr. Charles Caspari, Jr., permanent secretary of the A. Ph. A., has returned to Baltimore from his western tour. After attending the sessions of the A. Ph. A. he went to visit his son in St. Louis, and spent a most enjoyable time there.

—The Ringgold-Reinhard Co., which owns a handsome drug store on Baltimore street, at Cumberland, has opened a pharmacy at 208, 210 and 212 North Eataw street, Baltimore, in a new building, and has been finely fitted up.

—Druggist Joseph B. Hall has sold his store at North avenue and Aisquith street, Baltimore, to L. F. France & Co. C. G. Lotterer, formerly a clerk for F. W. Schanze, will manage the place.

—Among visiting druggists last week: Joseph A. Jeffries, Warrenton, Va.; J. H. Westerhold, York, Pa.; W. R. Rudy, Mt. Airy, and H. W. Arnold, San Francisco.

—J. L. Waltz, pharmacist at the Johns Hopkins Hospital, Baltimore, has gone to Virginia, his old home, to spend a vacation of three months.

—Frederick Ullman purchased the pharmacy of William Dawson, Druid Hill avenue and Biddle street, for \$4,000.

—Druggist Samuel Y. Harris, Poppleton and Lombard streets, Baltimore, is on a vacation trip at Atlantic City.

—The Baltimore R. D. A. had an enjoyable excursion to Love Point and Queenstown, last Thursday.

—J. W. Westcott of Hynson, Westcott & Co., Baltimore, is on a vacation trip to Cape May.

—Frank Muth of Muth Bros. & Co., has gone to Atlantic City for ten days.

TENNESSEE.

—Spurlock-Neal Co of Nashville, have purchased the building formerly occupied by the National Biscuit Co., at the corner of Market and Clark streets. The price paid was \$25,000, and about \$20,000 will be expended in extending and remodeling the building and installing new fixtures. The capital stock has been increased from \$120,000 to \$150,000.

—The Eberhardt Drug Co. has opened a new store at Dickson, Tenn. Chas. Eberhardt, formerly of Nashville, is at the head of the new concern.

—W. M. Jordan, formerly of Winchester, has purchased a new stock of drugs, and will open at Waverly place, a suburb of Nashville.

—L. C. Brasfield of Greenfield, has placed his order for a new drug outfit, and will open for business very shortly.

—J. B. Mason & Co. have succeeded to the business of R. E. L. Smith at Doyle.

ERASMUS WEST, one of the oldest dispensing druggists in point of service in Baltimore, died of a complication of diseases due chiefly to old age. Mr. West came to Baltimore just before the outbreak of the War. He at first conducted a pharmacy and then obtained a position with the old firm of Coleman & Rogers, where he spent most of the balance of his life, through the several changes to its present ownership by Oscar E. Ross.

WEST OF THE MISSISSIPPI.

MEATS, OR LEG CUT OFF?

Mr. Kuhn Finds a Man of Many Professions and Trades, Who Can Accommodate you in Either Direction.

Omaha, Neb., August 25.—N. A. Kuhn who has returned from a leisurely trip through the mountains from Denver to Salt Lake City and northward through Montana, Wyoming and South Dakota, tells of an incident in Hot Sulphur Springs, Colo. Seeing a sign of "Drugs" on a window shade of a store he went in and asked for the druggist. He was confronted by a man slicing meat, who said:

"How did you know I kept drugs? They are over in the next room."

"I saw your sign on the front," Mr. Kuhn replied.

"Sign on the front. I have no drug sign there."

"Come out and see," the visitor rejoined, and, leading the druggist out in front, he showed him the word, "Drugs," plainly painted on the window shade.

"Well, I never," ejaculated the meat-cutting druggist, "That must have been painted before I came, for I never saw it before."

During the conversation which followed Mr. Kuhn found that Dr. Demman, the man he met, was well adapted for every exigency of life. His operating room adjoined his meat refrigerator, and when not operating he stepped around the partition and sliced meat—but not with the same instruments. He was the butcher, grocer, druggist, and practicing physician for the whole neighborhood, and at odd moments sold boots and shoes, hats, caps, clothing, etc.

SAYS DRUGGISTS SELL LIQUOR TO WOMEN.

Omaha, Neb., August 25.—There are to be no more high balls, no more strong "horses necks," Manhattans or gin fizzes for the ladies at Omaha drug stores. The edict has gone forth, issued by Chief of Police Donahue, who aims at remedying the drink habit of Omaha women by forbidding the sale of strong drinks to them at drug stores. He says:

"I shall not keep a watch on the drug stores of the city, which we know to be bona fide, but I have a list of all those which cater to the appetites of the weaker sex and within a few weeks the owners will be brought to time if they continue selling liquors. Not only will they, but their patrons also, be brought into court. I have a scheme by which I think I can secure the necessary evidence (involuntary on the part of the witnesses) which will not injure the business of the legitimate drug stores. I shall endeavor by every means to protect druggists in the sale of soft drinks, but I shall use every effort to bring into court those who are selling liquors without a license."

This action was taken on a resolution passed by the fire and police board last week. The W. C. T. U. has also taken the matter up.

ON DUTY TWENTY-FOUR HOURS A DAY.

St. Paul, August 25.—John O'Donnell, State labor commissioner, who returned this week from a tour of inspection in Northern Minnesota, gives a description of labor conditions as he found them. He gathered interesting data on the condition of clerks in drug stores. He says that in some stores the clerks are on duty twenty-four hours a day. They are required to sleep in the store, and the front door is provided with a night bell. The department has no law on which it can prosecute cases of this kind. Mr. O'Donnell will probably present the data to the next legislature with a view to securing sorely-needed legislation.

RETAIL DRUG CLERKS' PICNIC.

San Francisco, August 18.—The Retail Clerks' Union held a picnic on August 9 at El Campo. Three boats conveyed the crowds to the scene of the festivities. Dancing and games furnished amusement. Prizes furnished by the druggists of the city and friends of the young men, were ready for winners of the contests. The biggest one, a quarter of a ton a coal, was won by William Adair. Some \$300 was raised by the picnic to be used by the clerks in prosecuting their fight against non-union establishments. The committee in charge was composed of William H. Adair, J. H. Hubachek, W. W. Seay, D. L. Perrone and W. L. Perry. On the return from the picnic George S. Buckley rescued a woman, who had fallen into the water.

MR. ATKINS RETIRES AFTER FIFTY YEARS.

Council Bluffs, Ia., August 25.—After thirty-seven years of continuous and successful business in the same location, J. B. Atkins, the honored dean of Council Bluffs druggists, has announced his retirement by the sale of his stock to Robert E. Anderson. Mr. Atkins came to this city in 1866 and his first stock of drugs was hauled overland from the Northwestern track which terminated at Carroll. He engaged in business in a one-story frame building on the site at present occupied, but two years later built what was then the handsomest brick structure in Western Iowa. Mr. Atkins has been a druggist for fifty years, having begun in Michigan, going later to Burlington, Ia., and during the war he was in Idaho.

HEARD IN IOWA.

—William Morrison, druggist at Jamaica, who has been pitching for the Western League professional ball club at Des Moines for the last summer, is talked of as manager for the team. Morrison says that he will not give up the drug business but he may accept the position as manager and return to his drug business in the winter time.

—Druggist J. R. Hulburt and family of Des Moines, have been spending the last two weeks at Okiboji. C. W. Rogg, the Walnut street, Des Moines, druggist is entered in the contest for champion golfer of the State. He will play next week.

—Alexander & Co., have changed the firm name to Alexander & Silk, at What Cheer.

—The Hully Drug Co. has succeeded E. D. Hully & Co., at Elliot.

NEBRASKA.

—J. R. Everett has bought out P. K. Moore at Lush-ton. J. R. Easley of Alexandria has purchased his partner's interest and will conduct the business alone.

—A. G. Curtis has opened a drug store in Fort Cal-houn. W. H. Arness has purchased E. S. Lovely's store in Palmyra.

—Richard Wardlow has escaped from the State penitentiary at Lincoln and has not yet been caught.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.

Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

Eight years ago he and a pal entered the drug store of H. H. Ingram at Twenty-fourth and Farnum and attempted a hold up. Mr. Graham resisted and was shot in the face by Wardlow, who was sentenced to ten years.

—W. W. Blake of Metz, was recently burned out. R. H. Wilson & Co. of Linkville, have succeeded Nick Connor. J. S. Williams has sold his store in Eolia.

—T. G. Dorsey of York, has given a chattel mortgage for \$150. R. M. Erway has opened his store in Valley.

OPPORTUNITIES. GRASP THEM.

Opportunity makes the man. Failure to take advantage of opportunities has left many a business man in the rear. This column offers good things every week, it's your fault if you don't take advantage of them. Did you miss any of these in the August 20 issue?

MELLIN'S FOOD—Its friends are numbered by the thousand. It keeps perfectly any length of time in any climate. A wholesale price list may be obtained from the manufacturers, the Mellin's Food Co., at Boston, Mass.

NABOTH GRAPE JUICE—Order this month and get one dozen 3-ounce bottles free with every case of pints and quarts. The Naboth brand is made by the latest improved methods and by men who know their business. The Naboth Vineyards, Bracton, N. Y., is the home of this surpassing grape juice. A sample may be had for the asking.

DRUG MILLS—The Bogardus Universal Eccentric Mill is claimed, by the manufacturers, J. S. & G. F. Simpson, 26 Rodney St., Brooklyn, N. Y., to be superior in that it will grind five times as much as any other mill, of the same size. Illustrated catalogue and price list furnished upon application.

FIVE BROTHERS—This remedy makes friends wherever it is introduced. It is made by the Swanson Rheumatic Cure Co., 160 Lake St., Chicago, Ill. This firm says that it may be safely recommended to cure rheumatism, neuralgia and kindred ailments. All jobbers handle it. Booklets and advertising matter may be had from the manufacturers.

BIOPHASM (HOWE)—Have you had a call for it? You will have. It is being extensively advertised to the medical profession. When the prescription appears be prepared to fill it. For prices and other information see the Biophasm Co. advertisement of the inside front cover.

TABLETS—A full line of the kind that may always be depended upon, finely finished, true to formula, and thoroughly soluble, they are made by the Paino Chemical Co., at Rochester, N. Y., who also make a specialty of private formula and bulk order work. This firm will quote prices and furnish a catalogue upon request.

SEAMLESS NIPPLES—The Miller Rubber Mfg. Co. of Akron, Ohio, are making a special offer in this line. Have you noticed it? They send one doz. tissue paper wrapped, and a supply of new and fetching advertising novelties free with a dozen order for their standard non-collapsible nipples. More information on Page 6.

DIAMONDS' RINGS—They are made of sterling silver and a dull setting having ruby or emerald eyes and are a handsome insignia of the pharmaceutical profession. Every druggist should have one. The J. Arthur Co. give on Page 21 complete cuts and prices.

LAC RINSMO—Better than Bismuth salts, is the best basis for this preparation by the manufacturers, L. J. Hart & Co. of New Orleans, La. This ounce

bottles are \$3.50 per dozen and 6-oz. bottles, \$12 per dozen. This preparation is rapidly gaining in favor with the medical profession and is worthy of a place in any drug stock.

DECORATED TIN BOXES—The Savage Mfg. Co., Richard and Coffey streets, Brooklyn, N. Y., is one of the successful independent firms who make a specialty of this class of work. If in doubt as to the design wanted they will originate one to suit you. They also make decorated tin signs of all styles and stock talcum cans. Their prices are right, workmanship the best, and delivery prompt.

Does It Pay?

We wonder if there is a druggist living who hasn't at some time or other had to sooth the wrath of a customer to whom he had hold a syringe that wasn't guaranteed. If there is one he is an exception, and may not agree with us, but we think the rest will, when we say it does not pay to sacrifice quality for price, but we believe it does pay to handle such syringes as the Alpha and Omega brand for they are each and every one fully guaranteed by the manufacturers, Parker, Stearns & Sutton of New York. These syringes are continuous flow and cost from \$3.75 per doz. to \$17.50 per dozen. The manufacturers will be pleased to furnish a splendid new catalogue of photographs upon application.

Pharmaceutical and Technical Chemicals.

In the year 1822 the firm of Rosengarten & Sons of Philadelphia, Pa., was established. To-day, they stand among the leaders in the manufacture of pharmaceutical and technical chemicals. Their present position is due to the quality of their products and their conscientious efforts to serve the best interests of the trade. Very few firms have enjoyed so many years of confidence and the record made by this firm only goes to prove that the drug trade is thorough in sympathy with honest products made by honest manufacturers. Any druggist who is dissatisfied with the brand of chemicals he is using or wants to be absolutely sure he has one that can be depended upon will never be disappointed, if he specifies "Rosengarten's."

The Lightest Chalk.

Parke, Davis & Co., 3034 Maiden Lane, New York, would be pleased to send samples and quote prices upon the George W. Nichols brand of English precipitated chalk. This brand is claimed to be the lightest English precipitated chalk upon the market, and it must therefore be one of the best. This last assertion is, by the way, entirely superfluous, for Parke, Davis & Co. handle only the best of everything. The Nichols brand of chalk is packed in 7-pound bags, kegs barrels and casks. When ordering, address the importing department.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT	\$8.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPIDERM SOAP	2.00
EMERALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Mercurine)	6.00
COUGHLINE SYRUP	4.00
REDE UREA OIL	4.00
CCCULINE BALM	2.00

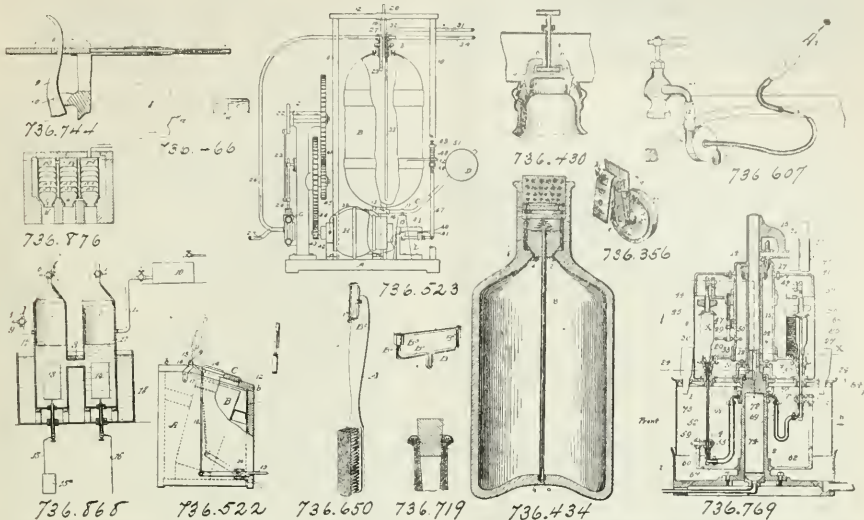
5 cent, counter advertising and display. Address the manufacturers.

THE CAL-CURA CO.,

1 Kennedy Row,

ROUNDT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 18, 1903.

- 736,356.—Mott B. Brooks, Rochester, N. Y. Truss.
 736,450.—Edgar A. Nugent, Unionville, N. Y. Bottle-stopper.
 736,434.—Winfield S. Palmer, Glenburn, Pa. Non-refillable bottle.
 736,466.—Georg West, Godesburg, Germany. Bottle-stopper.
 736,522.—Heber A. Hopkins, Cambridge, Mass. Ice-cream cabinet.
 736,523.—Heber A. Hopkins, Caudridge, Mass. Carbonating apparatus.
 736,529.—Roberto Lepetit, Susa, Italy. Formaldehyde compound.
 736,606.—Chas. R. Lane, Fort Wayne, Ind. Tooth-brush appliance.
 736,650.—Jordan E. Storus, Jr., Yonkers, N. Y. Tooth-cleaning appliance.
 736,719.—Max Haas, Chicago, Ill. Dust-protector for bottle necks.
 736,744.—Louis R. Kratzmueller, Chicago, Ill. Surgical caesaree.
 736,769.—Charles C. Parker, Baltimore, Md. Machine for washing and rinsing bottles.
 736,868.—William F. M. McCarty, Rockyridge, Md. Process of decomposing water by electrolysis.
 736,876.—Emile Raynaud Spy and Leon Pierron Jette-St-Pierre, Belgium. Process of making sulfuric anhydrid.

TRADE MARKS.

Registered August 18, 1903.

- 40,957.—Headache Cures, James Dennis Sutton, Mobile, Ala. The word "Brocel."
 40,958.—Medicine for cure of certain named diseases, Chas. Wescheke, Springfield, Minn. The representation of the human organ called the "appendix" inclosed in a circle.
 40,960.—Antiseptic astringent powder, Louis Feeser, St. Paul, Minn. The word "Borophene."
 40,961.—Antiseptic and disinfecting compound, Telephone Company of America, Washington, D. C. The word "Telephonic."
 40,962.—Disinfectants, Edison Manufacturing Co., Boston, Mass. The word "Odorkil," etc.
 40,964.—Cream colored cleaning compound, McLeod & Proom Grocery Co., Milwaukee, Wis. The representation of a seal or a multi-pointed star, etc.

LABELS.

Registered August 18, 1903.

- 10,245.—Title: "A. J. Bargahiser's Chic-Hen Cholera Cure." (For cholera cure.) A. J. Bargahiser, Rockford, Ohio.
 10,246.—Title: "Helmon's 'B' Sugar." (For medicine.) Preston Helmon, Charleston, S. C.
 10,247.—Title: "Money Back Pile Cure." (For medicine.) Levinger Drug Co., Baker City, Ore.
 10,256.—Title: "B. B. S." (For medicine.) Willis N. Bailey, Watervliet, N. Y.
 10,257.—Title: "Dr. Caldwell's Femitone." (For medicine.) George W. Caldwell, Middletown, N. Y.
 10,258.—Title: "Chave's Cholera Cure." (For medicine.) Thomas T. Chave, Tomahawk, Wis.
 10,259.—Title: "The 'Ounce of Prevention.'" (For medicine.) M. T. Fulcher, Alton, Ill.
 10,272.—Title: "Lorithia." (For mineral water.) Andrew Lohr Bottling Co., Cairo, Ill.

Mallinckrodt Chemical Works vs. Department Stores.

This journal is in receipt of a recent communication which firmly establishes the position of the Mallinckrodt Chemical Works of St. Louis, Mo., as regards department stores. This firm say they fully realize that the operations of department stores are detrimental to the best interests of the drug trade and therefore avoid selling them directly or indirectly, and that, if any of these houses have their chemicals in stock, they have obtained them from sources unknown to the manufacturers, and entirely without their knowledge or sanction. The Mallinckrodt people have enjoyed the confidence of the drug trade for many years and this clean cut, honest position they take will undoubtedly be thoroughly appreciated by the majority of druggists throughout the country.

DR. GEORGE W. ROLERFORT, druggist at 242 Plane street, Newark, N. J., aged 63 years.

MRS. EDWARD HELSING, wife of a member of the firm of Helsing & Helsing, Wahoo, Neb., is dead.



OPIUM DECLINES.

New York, August 25. Continued satisfactory conditions prevail in nearly all departments, but the volume of general business is of only moderate proportions, although the outlook is favorable to early improvement. A reduction in quotations for opium is the principal change during the last week.

OPIUM—As indicated by the easier feeling noted in last week's report jobbers have reduced their quotations to \$3.50/3.65 for 9 per cent, and \$3.60/3.75 for 11 per cent. Powdered is correspondingly lower and the revised prices are \$1.40/1.65 for 15 per cent, and \$1.90/2.15 for 16 per cent.

MORPHINE—Routine business continues of fair volume with quotations unchanged and steady at \$2.00 *gr* 2.70 for eighth in ounce boxes, \$2.55/2.65 in 21-*oz*. boxes, \$2.35/2.45 in ounce vials and \$2.30/2.40 in 5-*oz*. cans.

QUININE—The consuming demand continues fair and the tone of the market is steady with jobbing quotations maintained at 24/24 1/2 *gr* for bulk in 100-*oz*. tins, 21 1/2/25 *gr* in 50-*oz*. tins, 25/25 1/2 *gr* in 25-*oz*. tins, 26/26 1/2 *gr* in 15 or 10-*oz*. tins and 31/31 1/2 *gr* in ounce vials, according to brand and quantity.

COLUMBINE—Values are easier under the influence of increased available stocks and the jobbing range has been reduced to 38/41 *gr* per *oz*. as to size of order.

THYMOL—Lack of demand and consequent dullness has had a depressing effect on the market and jobbing quotations have been further reduced to \$2.25 *gr* 2.45 according to quantity.

ALOES—True Caps are scarce both here and in European markets and jobbers have advanced their quotations to 25/26 *gr* for whole and 30/31 1/2 *gr* for powdered.

SENEGAL ROOT—Primary markets are stronger and spot jobbing quotations have been advanced to \$1.05/1.15 for whole and \$1.15/1.25 for powdered.

OIL ROSE—Favorable conditions for new crop have caused an easier feeling among local dealers and quotations have been reduced to \$4.75/5.00 for Kissauk and \$3.75/4.00 for extra.

BECHE LEAVES—Short are easier abroad and the spot market is dull with jobbing prices showing a decline to 33/34 *gr* for whole and 43/44 *gr* for powdered.

LYCOPodium—Light supplies and an improved demand have caused jobbers to advance quotations to 65/70 *gr*.

GRAINS OF PARAHSE—Supplies are more plentiful and jobbing quotations have been reduced to 20 *gr* 25 *gr* for whole and 25/26 *gr* for powdered.

GOLDEN SEAL ROOT—Owing to scarcity and higher primary markets, jobbers have advanced prices to \$0/9/10 *gr* for whole, \$0/9/10 *gr* for ground and 90/91 *gr* \$1.00 for powdered.

CANTHARIDES—Unfavorable crop news have caused an advance in jobbing quotations to \$6/9/10 *gr* for whole and 35/36 *gr* 45 *gr* for powdered.

SALTYRON—American is firmer under light spot stocks and strong producing markets and jobbers have advanced quotations to 15/16 *gr*.

GUM TREE—Primary markets are higher and jobbers have advanced quotations to \$7.00 per bbl. of 280 lbs. and 7/10 *gr* per lb. for smaller quantities.

PIVETTO—Values are higher abroad and the revised spot quotations for jobbing quantities are 11/12 *gr* for whole and 16/17 *gr* for powdered.

CASCIPUM—Under a similar influence jobbers have advanced quotations to 20/22 *gr* for whole and 23/24 *gr* for powdered.

CACAO BITTER—Jobbing quotations for cakes have been advanced to 32/34 *gr* by the box and 11/12 *gr* for lbs.

FINISHED OIL—Jobbers have reduced quotations for raw 11/12 *gr* 14/15 *gr* in bbls. and 15/16 *gr* for less, boiled 10/11 *gr* in bbls. and 5/6 *gr* 7/8 *gr* for less.

SPIRITS TERPENTINE—Values are higher in sympathy with primary market and jobbers have advanced quotations to 60/61 *gr* 62 *gr* in bbls. and 71/72 *gr* for lbs.

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**DIRECT IMPORTERS OF
ASAFOETIDA, INSECT FLOWERS, SAGE,
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Write for samples and quotations

McCORMICK & CO.,

Manufacturing Chemists, Importers and Grinders, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Everything in education should conduce to understanding, just as everything which conduces to understanding is education."

Some undertake the study of pharmacy in order to obtain a thorough understanding of the science, others merely to fit themselves to pass a required examination.

While a desire to scramble past the board is not the best incentive to study, it still leads to a considerable amount of understanding and often to study of a more serious sort.

For a thorough grounding in the science of pharmacy, the larger colleges are undoubtedly the best means.

But for a beginning, and an aid in passing the board, correspondence courses, such as the Era Course in Pharmacy, are highly effective, and, moreover, inexpensive.

Write to The Pharmaceutical Era, No. 8 Spruce street, New York, N. Y., for a prospectus.



"PROVIDENCE HELPS THOSE WHO HELP THEMSELVES.

Those who possess the enterprise to help themselves, receive aid; but those who from lack of energy or in pure laziness refuse to exert themselves to extricate their own cart from the mire, are allowed to sink deeper and deeper into the mud, and nobody wastes any sympathy upon them. This is a rule of the world and applies to druggists as well as to drivers of carts.

The N. A. R. D. was organized to increase the profits of the retail pharmacist, and those who doubt that it has succeeded have only to examine the reports published in the Era during the past few weeks. In more than one town the direct result of the association's operations has been a yearly gain to the retail trade of thousands of dollars, and the work has become more effective every year.

Many druggists who have shared in the profits, have done so purely by the labor of others. They have not lifted a finger to help. Do they feel grateful? Not a bit. They admit that the N. A. R. D. is a good thing, and hope it will get other manufacturers to adopt the contract plan; but when it comes to putting their hands into their own pockets, they are not to be found. Perhaps they argue that this is a matter of business, and gratitude has nothing to do with business. Let us grant that grateful hearts are out of place in the business world; is it good business policy to neglect to keep up payments in a paying investment? What druggist in the country has not sold a few bottles of the preparations now sold at full prices, due wholly to the efforts of the N. A. R. D.? The difference between the full price and the price formerly obtained amounts, even in the case of these few bottles, to many times the small investment requested. Is it not worth while to keep up your end of a business venture that pays such good profits?

A very large proportion of the druggists have neglected to pay their insignificant dues. Some have failed to remit simply because "they didn't have to." A curious commentary upon their business sagacity!

Last year at about this time the association was also in need of funds. At that time many of its beneficiaries refused to fulfill their obligations because they were suspicious. They remarked sneeringly: "Well, what have they done with all their money? It looks queer to say the least. Here only a few months ago

they had no many thousand dollars. It's a big sum they ought to do a good deal with it. What have they done? Where has it gone?"

This year there is no room for suspicion. The treasurer's report is printed in our columns last week. Everybody can see for himself what has been done with the money. It has been employed; it has accomplished results. Witness the full prices under the direct contract plan!

Last year when certain members of the trade heard of the \$20,000 given by manufacturers to carry on the war, they remarked, "Ara! Sold again! It's funny we can't have a retail association for the retailers!" Do these druggists wish their association to pass through this same humiliating experience again? If they do not give it proper support somebody else will, unless, of course, somebody else gets tired of making donations—a thing quite possible—when it will be necessary to suspend operations.

The N. A. R. D. has accomplished results. If its policy does not accord with your ideas, that may perhaps be remedied, but remember that it has accomplished results. The work will come to a standstill unless you do what you agreed to do either personally or through a representative of your own choice. The matter has been placed fairly before you. Will you apply a little muscle to your cart or will you abandon it at a time when it has already risen perceptibly out of the mire?

THE FUTURE OF PHARMACEUTICAL EDUCATION.

With all due respect to the body of able educators concerned with the training of the young druggist, we can say without fear of contradiction, that the educational side of pharmacy is at present in a much less satisfactory condition than that of other professions.

In medicine, the various branches of engineering, technical chemistry and law, the question of education resolves itself into a mere matter of excellence and quantity. In these fields the advantages of the most thorough training are so obvious, that the schools offering the most comprehensive and exhaustive courses of study attract the most students. The direction of growth stimulated by a healthy competition is distinctly upward, the development being steadily for better and more practical professional work.

It is the demand for higher and still higher education that has created the great institutions of learning of which we are so justly proud, and, in spite of what regents and faculties may desire, it is the demand that ultimately determines the character of our schools and colleges. There is no power that can say to our students, "this and that shalt thou know." The student is supposed to know what he needs, and it is the average mind of those seeking instruction that determines whether one course shall be strengthened or another abandoned.

This is the normal and natural method of growth, and it is doubtful if any power can alter its course in any essential detail. In which direction is pharmaceutical education driven by this inexorable law of supply and demand?

The Midland Druggist's editor speaks as one possessing authority for he has seen much service in the Ohio board of pharmacy—makes the following state-

ment: "Young men are not crowding schools of pharmacy now for the purpose of becoming accomplished pharmacists to serve in retail drug stores, but to pass examinations of State boards, and the school that can assist them to do this in the shortest time and at the minimum of expense is the school which secures the greatest number of students."

This statement may be tinged with pessimism, but it undoubtedly contained a kernel of truth. If the daily work of the pharmacist makes no use of the knowledge gained by the student, and the only apparent advantage which the student derives from this knowledge is the ability to answer the questions of the examiners, the minimum requirement will naturally become the maximum of education sought.

IS THE PHARMACY LAW A FARCE?

There is a strange lack of agreement between educational and board of pharmacy requirements and the provisions of pharmacy laws. Legislatures are requested to enact laws conferring upon the pharmacist the exclusive privilege of preparing the medicines ordered by physicians.

In return the druggist is expected to protect the public from errors in dispensing poisons, and to furnish materials of standard quality. These two duties, protection against errors and ensuring quality of drugs, are the foundation and framework of pharmacy laws. Without them there would be not the slightest excuse for either license or special privilege.

How does the privileged class perform these duties? The necessity for protection against the accidental administration of poisons does not seem to be taken seriously either by the public or the pharmacists, for physicians are allowed to dispense without the least precaution and the restrictions surrounding the sale of poisons in quantities far more deadly than those likely to be dispensed in prescriptions are extremely lax—they are, in fact, very commonly ignored. Nor does this duty require great technical knowledge, a memorized list of doses and proportions being quite sufficient as a real protection.

The other duty required by law of the registered pharmacist, that he furnish only materials of standard quality, demands a very high degree of technical skill and thorough training in science. Indeed, if it were conscientiously performed by druggists generally, there would be no lack of students in the more thorough schools, and university degrees in pharmacy would not be a useless and ridiculous superfluity.

The law holds the druggist responsible for the materials dispensed, be they of his own manufacture or purchased in good faith from the wholesaler, and the public also takes for granted that the pharmacist knows exactly the quality of medicines dispensed. This fact was made quite clear a few months ago when druggists generally were roundly abused because adulterated drugs had been sold, apparently in ignorance, by a few individuals.

How does the pharmacist regard this important duty implied if not directly specified in all pharmacy laws and more or less openly demanded by the public? The answer to this question reveals the false position of the druggist before the law, and also explains in a considerable measure the threatened decline of the educational standard. Extremely few druggists pay

the slightest attention to this duty, and by boards of pharmacy it is almost universally ignored.

The candidates are seldom if ever required to apply any tests for purity and strength, and in the examination the highly educated applicant finds no use whatever for his hard-earned skill in analytical chemistry and the use of the microscope. And in daily practice these costly accomplishments are still less likely to be called into action.

If the law has any meaning at all, the standard of the most exacting college in the country is not a whit too high, and the boards of pharmacy and the rank and file of druggists are sadly delinquent. If the law is a farce and the existing order of things is the proper one, the better schools are demanding of their students a criminal waste of time.

If the law is a farce why require any examination or any education? If it is merely a wall to keep the outsiders from grazing in an over-crowded pasture, why not make length of service the only criterion, increasing the experience requirement to six, eight, or even ten years?

IS PROFESSIONAL PHARMACY ENTIRELY OUT OF THE QUESTION!

No doubt most of our readers will declare that the testing of all materials dispensed in drug stores is impracticable. "How can we afford to examine everything," they will enquire, "when our profits are so small that we can barely afford to keep one clerk?" To this the logical answer is, if commercial conditions are such that a strict obedience of the law is impossible, the pharmacy regulations must be changed, so that the druggist will not be held responsible. In that case the students contemplating thoroughly scientific courses should be informed lest they waste their time and money. But is it true that a careful examination of materials dispensed is impossible? There are a few pharmacists who conscientiously follow this practice, and find that it pays. Another question: Is it not true that this very precaution is becoming necessary? Adulterated drugs are now so plentiful that it is sometimes difficult to obtain goods of standard quality. The dispensing of inferior medicines is at present shamefully prevalent. Inspectors of the board of pharmacy in this city find pure drugs almost the exception and not the rule. These conditions can not continue indefinitely. If the druggists will not examine their wares, the inspectors must, and the results will not be agreeable. A good microscope and a small qualitative laboratory are necessary in every drug store in New York. There is work in abundance for the scientific pharmacist, and if the law is strictly enforced there will soon be an active demand for his services. Perhaps it is in this way that professional pharmacy will again come into its own. Times may be hard for the sort of druggists, said to be plentiful, who have never heard of a pharmacopoeia or dispensatory; but if inspectors and pharmacists will do their duty, the science of drugs as a pursuit will again be worth while.

IS IT WORTH WHILE!

The celebration of our last national holiday resulted in 415 deaths from tetanus. More than 90 per cent. of the cases were ascribed to the deadly blank cartridge.

Labor Union Methods.

New York Stereotypers' Union No. 1 is sending the following letter to the advertisers in the Pharmaceutical Era:

New York, August 26, 1903.

Gentlemen:

We would respectfully call your attention to the fact that D. O. Haynes & Co., publishers of the Pharmaceutical Era and the New York Commercial, have positively refused to employ members of New York Stereotypers' Union No. 1, consequently, their stereotypers being union men, were compelled to leave their situations. The above publications have therefore been declared unfair by organized labor.

Any firm that patronizes these publications by advertising in them, or subscribing for them, cannot expect the patronage of union men. This matter will be thoroughly ventilated in every city, town and village throughout the United States and Canada.

Hoping you will give this communication your earnest consideration, and requesting a reply on the subject, we beg to remain,

Very truly yours,

New York Stereotypers' Union No. 1.

The facts in this case are these: D. O. Haynes & Company is a corporation and it owns and publishes both the Pharmaceutical Era and the daily New York Commercial. The company has operated a so-called non-union shop since June, 1901. In this shop the type only is set for the Era, and that paper has nothing whatsoever to do with the stereotyping department which is used only for the daily paper.

As the "Commercial" is the only non-union morning paper in New York its men are being constantly approached by the unions to try and persuade them to quit their jobs and cause the paper trouble. The gang of men who were doing the stereotyping work for the "Commercial" went over to the Union last week, and the above letter to our customers is a specimen of the work they are doing to try and force us into line.

In their letter above, the Stereotypers' Union tries to give the impression that the men employed in the Commercial's stereotyping department were union men and that they were compelled to leave their situations because the publishers refused to longer employ union workmen. All of these men were engaged as non-union men. Three of them had been with the paper through previous strikes, and all of them volunteered to put up from \$100 to \$200 each, only a few months since, to secure their non-union jobs. The publishers had no intimation of their going over to the Union until 6 o'clock of the day they went out, at which time they waited on the management with a committee from the Union and because the manager refused to listen to any proposition from the Union the men walked out.

In other words, the men had sold us to the union and we refused to deliver the goods.

Strictly speaking, the Era has nothing to do with this labor question, but we want our friends to know the facts. The "Commercial" has, for several years, taken a very decided position against the abuses of labor organization. We quote the following from a recent editorial in that paper:

"We are unalterably opposed to the methods commonly resorted to by labor unions in coercing em-



George E. Thorpe and Some of His Clerks in His Pharmacy at Syracuse, N. Y.

The above is the interior of the store of George E. Thorpe, president of the Syracuse P. A. It is located at 228 East Washington street and is called the Yates Pharmacy. Mr. Thorpe has been at that location for seven years. The store is 22,800 feet in dimensions and has a well-appointed soda fountain and cigar stand as may be seen in the cut. Mr. Thorpe is behind the counter towards the further end of the store. Fred

Young is behind the cigar case. Behind the fountain is Charles Clark and in front of him is David Stolz, the latest addition to the force. The other gentleman is a customer. It is not to be understood that this is Mr. Thorpe's only customer but he happened to be the only one in the store at the time the photo was taken. W. G. Daggett and E. Smith, clerks, were out when the photo was snapped.

plays because we believe in personal liberty and in equal rights to all.

"Further, we consider the pernicious influence of these organizations as the greatest evil that threatens the prosperity and happiness of all our people.

"We have no quarrel with labor unions as such. We recognize it as the duty as well as the right of all classes of citizens to combine for their mutual benefit, but none of them has the right to use such organizations for unlawful purposes or to infringe upon the rights of others.

"We shall continue without the slightest relaxation our battle for a release from existing conditions. The editors may tie up our editions, they may even temporarily stop the publication of the paper; or they may by threats and intimidations frighten some of our customers away but unless we are very much mistaken in our estimate of the American business men, they are not made of such weak material, and instead of deserting us for such reasons they will, on the contrary, be all the more willing and ready to lend us their support.

The Man of "Tomorrow."

Longfellow has said that "our unfinished tasks will wait like mendicants at our gate." The procrastinating man expects to accomplish tomorrow the work of yesterday and wastes today in vague plans for the future or allows himself to be turned from his work by callers or social pleasures. He has never felt the satisfaction of being abreast of his work or even of having his work well in hand. His desk is buried under an avalanche of unfinished business. He is reminded of something and wastes time in vainly looking for it. He intends to be honest but delays the doing of it until it is too late. He has the common sense "to think to do something." Not able to manage himself or his own affairs, he never becomes a successful manager of other men or the affairs of others.—Whitson, Trade Advocate.

IPECACUANHIC ACID.

T. Keimura (Pharm. Zeit.) finds no reason for the high reputation of de-emetized ipecacuanha as a remedy for dysentery. He has separated ipecacuanhic acid, and experiments show that it has scarcely any astringent action or any influence on the development of the bacillus of the disease. In chemical composition the acid seems to be a glucoside related to quillagic acid, but it does not possess the properties of a true saponin.



DRUGGISTS ARE ASKING WHY.

Lancaster, Pa., August 24, 1903.

To the Editor:—We are in this locality looking forward to the two coming conventions: Boston and Washington. The success of the serial contract plan is so sure, the results so beneficial to the wholesale and retail trade, that the fact that there is not a general adoption of the plan by the proprietors, is evidence that there is at work, some power against the plan. The proprietor's interests are so thoroughly safeguarded and enhanced by the contract plan that it is arousing the curiosity of the retail trade as to the aloofness of the manufacturers.

There will be a close watch on the events of the future, as the retailer was never before so alive to his own interest and never so ready to aggressively guard them.

WM. O. FRALEY,

SHOP TALK

ON THE GREGARIOUSNESS OF THE HUMAN ANIMAL.

"I suppose you don't allow loafers in your store," remarked the C. P.

"None but you," returned the druggist dryly.

"In that you are, of course, following the advice and rules laid down and double-riveted by the journals and those in the trade who are trying to build a reputation for wisdom."

"I don't know whether I am following anybody's advice," snapped the druggist. "They are a nuisance, and I don't believe in them on general principles."

"There are loafers and loafers."

"A loafer is a loafer always."

"Yes, but sometimes you call him by another name. When the judge or the minister or one of several doctors drops in and bothers you for an hour or so, you smile affably like a Cheshire cat, but when that young brother of Charley's inamorato hangs around for fifteen minutes to arrange about ball tickets, you remark that you detest loafers. Then when the Indian tribe from the alley tries to communicate with Jimmy, you threaten to call the police or turn the hose on them. What's the difference?"

"A whole lot of difference. The judge and the minister bring in trade while the others have no business here at all."

The sage shook his head. "No, that won't do. You knew very well that the minister wouldn't buy a thing; his boy works at Pillem's. You knew very well that he merely wanted to talk a while with an eye to a possible subscription to that fund to get the organ tuned. Charley's friends buy shaving soaps and cigars, and the nickels that blunder into Jimmy's tribal treasury nearly all come into your cash-box for soda or war-paint. You distinctly have another guess."

"Go away! You know the difference between a caller and a loafer as well as I do."

"You don't seem to be altogether clear on that point yourself. What is a loafer?"

"I'm no dictionary. I suppose you might say it is a person who unnecessarily occupies space where he serves no useful purpose."

"Then at least one-half the people are loafers on this earth."

"All right! The other half is all I care to have in this store."

"Look here! It depends upon the person, then, eh? Whether you like him or not! The fellow you like is not a loafer, but the fellow that Jimmy and Charley likes is."

"Oh, bother! This is my store, isn't it? I keep it open to do business. The best thing for me is to have people come in, state their wants, pay their cash and walk out."

"Not always! It might be if people were reversed penny-in-the-slot machines. That is the machinery of business, yes; but that is not all there is to it. People have other things besides well-defined wants and coins with which to satisfy them."

"Well, what of it, and what has that got to do with loafers?"

"Man is a gregarious animal," said the sage impressively leveling his finger at the druggist's waistcoat. "He hates to be alone. Where there are others, he follows; and what they do, he is likely to want to do. Do you like to go into a strange restaurant where all the chairs are empty?"

"I never thought of it. Perhaps not!"

"Nobody does! When you are at Coney Island and feel a vacancy best filled with solids, you stroll along and look into the eating places, one after the other, out of the corner of your eye. If you don't see any-

body, you pass on, and ten to one you will choose the one that has the greatest number of busy forks."

"And then?"

"There is no 'and then' about it. It's always that way. People avoid a deserted place. Customers bring customers."

"So, instead of being a loafer, standing there wasting my time and burning up my matches, you are in reality a valuable trade magnet. Is that your idea?"

"Something like that. Of course, I don't expect you to pay me a salary, and the thing doesn't hold good in all places, but in many cases it is a decided advantage to a drug store to be a resort for local wits."

"Like yourself!"

The sage eyed him scornfully. "It wouldn't do in a fine prescription pharmacy on Fifth avenue, but most drug stores are better off for a little human attractiveness. I know a druggist in a medium-sized town who bribed the two most popular men in town to drop in every night at about nine. He fed these fellows on cigars and soda, and they told stories, discussed the ball game and criticised Deacon Jones' new barn. Everybody knew everybody else, as is the comfortable way in places of that kind, and everybody who passed that way dropped in."

"He must have had a store full of them."

"What?"

"Loafers."

"If you choose to call them that, but the druggist I'm speaking about turned them into customers. That's where the gregarious and following instinct got in its work. To see one man smoke reminds the other fellow that he also needs a cigar. Then the others who don't smoke want an equivalent and many nickels pass over the counter in consequence."

"What if a lady had come in?"

"She need not have felt the least embarrassment. All loafers are not hoodlums. These were gentlemen as the average self-respecting American always is."

"I don't think much of your scheme. You mention only masculine, late evening trade. The best trade in soda and side lines is usually in the afternoon."

"You might encourage a few popular ladies to— I mean drop in of an afternoon, and about the close of school two or three bright school-girls might attract trade."

"And last week you were talking about legitimate pharmacy!"

"Isn't this legitimate? It's not noble, unselfish exercise of the healing art, to be sure; but it's a way to get people into the store, and that is what everybody is trying to do by every conceivable means, from trading stamps to a full-sized barn yard in the window."

"AVERAGE DRUGGIST" ON DENTAL HYGIENE.

"Average Druggist" followed up his booklet and window displays on dental preparations by a booklet and accompanying exhibit devoted to the hygiene and care of the teeth. Why had he not taken this up before? On general principles, almost everybody realizes that they must take care of their teeth.

"If I had begun on the care of the teeth first I would have lost a whole week's sale of my preparations," he said. "I have my permanent exhibit of what things to use all ready to clinch my arguments for using them."

"What do you think of this week's window?" he asked. "Isn't it rather unusual?" "It cost me but little more than time and thought. My old standbys, the manufacturers, you know most of them are only too



J. A. LOUKIE, Buffalo, N. Y.
First-Vice President, New York Ph. A.

glad to supply me with material. The whole show cost about a dollar and a half, a few spare hours during rainy nights last week and a little time and trouble hanging up things." This is what the Era man saw:

Nothing in the way of advertising or dental goods shown except what was necessary to bring out points here and there, fully justifying the title on a large card hanging directly in front: "The Hygiene of the Mouth and the Teeth." The whole scheme was based on plates and illustrations of those useful organs—large papier-mache models, carefully drawn black-and-white sketches and explanatory cards. The background for hanging was a heavy curtain of dark material stretched across the back of the window; means for hanging were rods, stretched across at proper intervals, of wood, rounded off and gilded, bought in bulk lengths at a wood yard for a cent a foot, and sawed to proper lengths.

Pictures and plates were framed in neat "cut outs" made of two sheets of plain white cardboard and hung by small gilt confectioners' twine from the rods. The cost of the frames was from three to five cents apiece and the A. D.'s wife had made most of them. The larger pictures were hung against the background; smaller sizes were on the side walls of the window. In front of the back curtain was a set of "steps"—four shelves, each six inches high, covered with white paper.

The large pictures and plates were a set of colored drawings showing the formation of teeth, gums and jaw, in various stages of decay, nerves and blood vessels. Just above the steps was a row of colored drawings made by the A. D. himself from plates in a text book belonging to his dentist friend upstairs.

These drawings were made by laying draughtsman's tracing cloth over the plates and copying with colored pencils of the right color, the tracing afterward being mounted on cardboard. A D. said this tracing scheme was a good one for the druggist, who could copy any tracing he might run across and use it in his window.

The "home made" pictures showed the effect of such gritty substances, etc., on teeth—discreetly exaggerated, of course—how particles of food lodge between the teeth and weird images of horrible microbes that cause the teeth to decay. These microbes were germs, and each in front of each told what it was. A

little of the sensational was a large glass jar half full of a yellowish liquid, labelled "Solution of a tooth dissolved in the acid used in a tooth wash that claims to whiten the teeth!" Glass-stoppered bottles containing various solids and liquids, labelled as acids, alkalies, grit, etc., used in cheap tooth powders and washes, stood on the shelves of the steps. Enlarged pen and ink sketches near some of the bottles showed the effects of these substances in corroding and destroying teeth. In a row in front were handsome bottles containing A. D.'s dental preparations, and a card saying: "This will destroy the germs that cause the decay." The least informed person could learn from that window all about his mouth almost at a glance.

In profusion on the floor were booklets written to explain the display. "The Hygiene of the Mouth" was printed on the cover, and an invitation to step inside the store and get one hung in the window.

PUT OUT ALL THOSE BIPEDAL SPONGES.

"This pay telephone business," says a St. Paul druggist, "has had the effect of bringing to my mind the plea: 'Father, forgive them, for they know not what they do.' Many, perhaps most of the people who grumble at the idea of putting a nickel in the slot whenever they use the 'phone suffer under the handicap of inability to see both sides of a question. Now just look back a year or two and remember the plight I was in. Here is my 'corner' in a thickly settled part of the St. Anthony Hill residence district. The telephone is in my little, tucked-up prescription room, which is supposed to be exempt from the curious gaze of the layman. The space is sufficient for the work it was designed for, but not for the purposes of a public telephone station. More than half the time it was full of people, mostly women, who in turn held protracted sessions of idle gossip with still more idle friends at the other end of the line. Not only was I compelled to elbow my way when filling prescriptions, but it became more and more difficult to get at the telephone myself when I needed it for my own urgent business purposes. I am probably as patient as any member of any class of the community, even druggists; but, in my case, long before patience ceased to be a virtue, as it finally did, it was transformed into a positive agency for the depletion of my own cash drawer. This would not do at all. No man should be asked to virtually 'dig up'—put his hand into his pocket and pay out good money for being imposed upon. When this constant, systematic drain upon my good nature had eventually so overwhelmed me with a sense of fatigue that I could stand it no longer, a pay telephone went in, and the bipedal sponges went out. Result: The public loves me just as well as it did before, if not better, and I am making money again—which is what we are all here for.

WITH THE PILLS IN FAIRYLAND.

In a miniature fairyland in the window of Louis Berdy, 1504 Madison avenue, proportions are strange, but perhaps that is an attribute of fairyland. Probably the crowd of admiring young maids and lads did not note the plagiarisms from scenes in this world nor smile that the occupation of all the fairy people, even the fairy arrivals, was in transporting little pink globes expressively known as pills. Venice in the background, allowed her gondoliers to pole under the Brooklyn Bridge, when their craft were bigger than the sea-going vessels found dangerously near the beach in front. Two Indians in a brave canoe that was longer than half the bridge span threatened to run down a ferryboat. The canoe's load of pills would have created disaster in a collision. A dove on a house built on the beach sands was in the act of swallowing a pill, while a cat crouched in an adjacent window. A baby in a perambulator had a coverlet of pills. Flying cupid carried pills. Dogs gambled with pills. Pills grew in the moss skirting the sands. Familiar were the landscape signs everywhere, in this case pill labels. Thousands of pills and scores of figures made a very pretty display.

GIVE 'EM A CHANCE TO BE EXTRAVAGANT.

"This talk about its being a good thing to size up customers is all right," said a reminiscent drug clerk the other day, "but sometimes you get badly left. It was during my first experience behind the counter in an up-State town that an incident happened which I took care should never be repeated. The door opened and in walked a man dressed in very old clothes and carrying a big stick. He looked more like a tramp than anything else.

"Young man," said he, "I want some good cigars. Those there will do. Give me about ten I guess." He pointed to the best we carried in stock. I thought he had made a mistake or else intended to get the cigars and run. "Why," said I, "those are worth 25 cents a piece. We have some very good cheaper ones." "What if they are worth 25 cents apiece, you impudent puppy, don't you think I can settle?" And he pulled out a roll of yellow-backs that would choke a horse. The twenty he handed me I couldn't change. He was pleased when I had to scurry around to neighboring stores. I breathed easier when he left, afraid he would hang around until the boss got back. I learned later he was worth a million dollars and was on one of his long walking trips for his health. That incident taught me that it is better to offer a prospective customer the best and let him do the coming down. Don't assume that he can't afford expensive things and offer him the cheapest. Even though you know the customer is poor, everybody has his extravagances and how do you know that he is not indulging one of them when he comes into your store?"

WE HOPE FEW CLERKS NEED THIS ADVICE.

A Rochester druggist the other day related an incident which may be a warning to clerks:

"I was working in my office one noon a few days ago when a woman entered and asked a question of the only clerk present. The clerk, a new one, required a watchful eye. He replied to the woman's question, which I did not hear, and turned to the shelves, frowning as he looked, and at last brought down a small parcel and turned to the woman. She nodded, and I heard her say, 'I said I wanted Dr. L.—'s Pills.' The clerk forced a smile and began to talk. I left my seat and walked toward him, keeping behind the counter. I heard him say: 'You must be mistaken—in fact there is no doubt about it—for these are the pills that we have kept in our store so many years and have given so much satisfaction. The name used to be Dr. L.—'s, but that has been changed and—' At this point the woman snappishly said she didn't believe it at all and started to go to another store. But I stepped forward and said: 'I beg your pardon, madam, but my clerk has made a slight mistake. We are out of Dr. L.—'s Pills, which you so frequently buy of us, but there are some ordered and will be here in a day or two. If you cannot wait until then I think you can find what you want at our neighbor's store up the street.'

"After the woman was appeased, and had made one or two purchases from me, I gave the new clerk a few words of advice.

ANTISEPTIC THERMOMETERS.

Stini (Bull. gen. d Therap.) describes a simple apparatus by which to avoid the danger of carrying germs hidden in the scratches on the glass of clinical thermometers from patient to patient. The device consists of a metal tube provided with a cap fitting sufficiently tightly to securely enclose an antiseptic liquid. The thermometer is enclosed in another tube not unlike that commonly employed, but perforated with numerous lateral holes to allow free access of the antiseptic liquid. The perforated tube containing the instrument is carried enclosed in the outer metal case which contains the liquid antiseptic. Any germicide may be employed. The author uses a 1 per cent. solution of phenosalyl.

MEZQUITE.*

By E. G. EBERLE, Dallas Tex.

The Mezquite is a tree or shrub, in accordance with the favors bestowed upon it by nature and aided by the hands of men. Coulter describes the Mezquite as a shrub or tree, often armed with axillary spines or spinescent stipules, with bipinnate leaves, one or two pairs of pinnae, usually numerous small entire leaflets, small greenish flowers in cylindrical or globose axillary pedunculate spikes, and a linear pod, which is compressed or terete, straight or falcate, or twisted, coriaceous and indehiscent, and with thick partitions between the seeds. There are said to be 20 species, and applying the distinguishing characteristics mentioned, we have three in Texas, viz: *Prosopis juliflora*, with an elongated straight or falcate pod, *P. pubescens*, with a thick twisted pod, and the *P. cinerascens*, with a similar fruit but much smaller leaflets.

Swartz describes the habits of the Mezquite as follows: Extending from "the southern border of the Indian Territory, Northern and Western Texas the Eastern limit defined by a line from the intersection of latitude 37° with the 100th meridian to Dallas; thence south to the Colorado River and southwestward within 20 and 30 miles of the Gulf, which is reached near the mouth of the Rio Grande River, into Northern Mexico. Also from the Southern borders of Colorado and Utah, through New Mexico, Arizona, and Southern Nevada to Southern California, the Western limit defined by a line from Tojon Pass over Los Angeles to San Pedro; in lower California; Western South America (Andean region to Chili); Argentina and Southern Brazil and Jamaica."

I know, however, that it grows at least fifty miles east of Dallas, in fact it is almost co-extensive with Texas prairies.

The name *Prosopis* is Greek, meaning a face. The name under which it is commonly known is Mezquite, is also spelled by substituting an s for the z, and even displacing the qu with the letter k. The variety *pubescens* is known also as Tomillo and Screw-Bean.

At the beginning I noted that the various forms or development were due to surrounding conditions, and these are so distinctive that it tempts the botanist to divide what is evidently the same plant into varieties. In localities where the soil is rich and deep the roots penetrate to a remarkable depth, and if the region is comparatively free from high winds it attains to a height of fifty feet or even more; in portion visited by frequent heavy winds it becomes a spreading tree. The trees have very great resemblance to fruit trees, and I remember my astonishment and embarrassment when I mistook a grove for an orchard in a region very sparingly inhabited. In regions where heavy winds are still more prevalent the tree grows along the ground and forms a thicket, and where the sand blows frequently, as snow does in winter in the Northern States, it becomes almost covered and is evidenced by the foliage peering through the sand mound. So it will be seen that the mezquite adapts itself to the conditions which surround it. The tree grown from the seed is hardy; its growth is always slow, naturally depending largely upon the moisture, which, in a great portion of the section in which the mezquite rules supreme, is not abundant.

Dr. Havard makes the statement that a trunk seven or eight inches in diameter indicates a tree about thirty years old and one of twelve inches in the neighborhood of seventy-five years. The life of the tree underground is estimated at about 35 years, while above ground they certainly attain the age of 100 years, trees having attained to a diameter of 30 inches. The wood shades in color from a reddish brown to a light yellow, very hard, dense and durable. Its specific gravity is .7652. As a fuel it is equal to hickory. It yields an excellent charcoal, and I quote from Bulletin No. 13, Arizona Agricultural Experi-

* Read before the American Pharmaceutical Association at Mackinac Island, August, 1903.

ment Station, its percentage composition: "Potash, 3.49; soda, 15; loss, 28.68; phosphoric acid, .68. The wood contains about 10 per cent of tannins.

The wood is the fuel of a large portion of the section wherein it grows and in some localities the exclusive source. The yield of wood derived from the underground growth of the mezquite to which I have referred is surprising; sometimes such a mound, hiding only one plant, furnishes several cords of wood. It is a novel sight to unfamiliar eyes to see in El Paso the Mexican coming to market with his burro loaded with two bundles of mezquite wood which he has dug out of the ground.

On account of the durability of the wood in presence of moisture, as well as necessity, it is largely used for fencing, foundations for buildings and railroad ties. The bark and wood are used both for tanning and dyeing. A decoction of the former is used as an astringent, and by the addition of salt a purgative draught is made and used by the natives.

In the arid region in which the tree grows it is a blessing in more respects than one. It furnishes a most delightful shade, due to the fact that the leaves, which are suspended upon slender petioles and the flexibility of the branches, permit the free passage of the breeze without affecting the shade. The leaves are eaten by cattle when no other food is to be had, but they cause the milk to become bitter. The composition of the leaves is very much the same as alfalfa hay, the amount of tannin, however, about 6 per cent, make them objectionable for fodder.

Under favorable conditions the mezquite produces two crops of legumes. These hang in clusters of from five to ten, and are from 10 to 24 c. m. long, about 8 m. m. wide and 12 m. m. thick. When ripe they are of a yellowish color, speckled with red, and have a fragrant sweetish taste. It is this yield of the tree that adds to its worth, for upon them the native and his stock largely subsist, and the American stockman has learned to appreciate their value for fodder. The pods constitute about three-fourths of the weight, and the seeds one-fourth; both are very nutritious and preferred by stockmen to oats and barley. In order to utilize the seeds, they must be ground into meal. Protein is present in very much larger proportion than in corn, and fat and carbohydrates in about the same proportion. Both cane and grape sugar are present in variable quantities, ranging from 10 to nearly 25 per cent, the former being largely in excess. Not only does the mezquite bean supply the wants of the native for his stock, but also his own and that of his family, in fact in some sections they constitute his food and luxury. The pods are ground into meal, baked into a bread which does not mould or harden for months, into cakes, and also served in the form of mush by boiling with water. The seeds are parched and then used in place of coffee. They are also used in making a beverage by allowing an infusion of the pods to ferment, this is known as *uswin*. The olla basketry with which some of you are acquainted are jugs used for making *uswin*. A delicacy is made of the meal, similar to our custards, which is flavored with fruits, vanilla or chocolate and known as *stole*.

Medicinally a decoction is used for kidney and bladder affections. The leaflets are used by the natives in the form of a poultice to allay inflammation. Internally an infusion of the leaves is used for fevers. They are also used by the Indians for tattooing the skin; a punctured with the spines, the leaves moistened and rubbed over the surface under treatment.

The flowers of the mezquite yield, through the intervention of the industrious bee, a very excellent quality of honey.

Pharmaceutically we are somewhat interested in a gum which exudes through the bark of this very interesting plant, and forms in veins of various rounded forms. It resembles certain varieties of gum arabic, the flow being perfectly white, with a tendency from an amber to a more or less brownish color. It differs from gum arabic in not being precipitated with lead subacetate ferric chloride and is not coagulated by sodium borate. The gum has about the same solu-

bility as acacia and, like it, its solution is slightly acid. Miss Virginia Brooks of Waelder, Texas, reports the following composition: arabin, 84.67; bassorin, .206; foreign matter, .236; ash, 3,000; water, 11.640. Its ultimate composition obtained by a combustion of the carefully dried gum in oxygen, first experiment: carbon, 43.10; hydrogen, 6.11; oxygen, 47.26; ash, 3. Second experiment: carbon, 43.10; hydrogen, 6.50; oxygen, 47.40; ash, 3. The amount of bassorin in the gum seems to vary. The allusion so far made is to the gum which exudes from the branches. This can replace gum arabic for all purposes for which the latter is used and in which the color is no objection. It makes a good mucilage, the taste reminds one naturally of mucilage of acacia. It is excellent—if any thing better than acacia—for emulsions. I am told that the *Acacia farnesiana*, which grows from San Antonio to the Gulf Coast, and the Lower Rio Grande, yields a gum identical with acacia. About ten varieties of acacia grow in Texas.

In Mexico exceptional medicinal qualities are ascribed to mezquite gum, and pharmacies are required by law to keep it in stock, the principal use for it medicinally, as far as I have been able to learn, is for certain throat affections. The gum exudes during July and August, and the most favorable time for collection is during the latter part of August. In one section of the State it is only gathered for individual use; neither do I believe that very large amounts are gathered anywhere at the present time. In 1872, it is stated that 24,000 pounds were collected, half of this amount coming from Texas, according to the report of the United States Commissioner of Agriculture. It is said to make very satisfactory gum drops, and is to some extent employed in laundries. By wounding the bark the yield can be very much increased; no specific amount can be stated as a yield from a tree, as the product varies with the season, conditions of shade, etc. Two kilos would be a good average. Boys gather it, receiving for it anywhere from ten cents to 25 cents per pound. Under existing conditions it is difficult therefore to state what the probable yield or cost might be in case there were a steady demand for it. The territory, however, in which the tree flourishes is so extensive that the supply could be made to meet the demand, if the industry were developed. A very impure gum, or perhaps better, dried sap, containing some gum, collects in deep cuts of the trunk and forms blackish masses, weighing often several pounds. This contains a large amount, 15 to 22 per cent, of tanning material and is used by the Mexicans and others for dyeing and also for making ink.

To sum up the collected data, we have in the mezquite a source of valuable fuel in a region which otherwise would be lacking in this necessity. The fruit is palatable to both man and beast, and could be utilized for these purposes commercially. The gum could replace acacia partially, if the industry were developed. The so-called black gum contains sufficient amount of tanning material to make it valuable. The suggestion of its use for inks, calico printing, dyeing, etc., is probably only of speculative value. The tree is a slow grower; it is not successfully transplanted, and prospers best when grown from the seed.

INCOMPATIBILITY OF CALOMEL AND PEROXIDE OF HYDROGEN.

D. Conson Lamosier (Bull. Commere) calls attention to the fact that peroxide of hydrogen has the general properties and incompatibilities of an oxidizing agent, and that its action is often more violent than that of all others. He states that the internal use of this substance may be dangerous in case the body already contains such substances as calomel which is by oxidation converted into mercuric chloride. Experiments with calomel and peroxide of hydrogen showed a distinct change in the mercury salt, although the oxidizing agent was little decomposed. It is nevertheless well to exercise caution in the use of these remedies for the conditions in the stomach are subject to very great variations.

THE NEW REMEDIES OF 1902-1903

Being the Introduction to the Report of the Committee on New Remedies of the New York State Pharmaceutical Association for 1902-1903.

By THOMAS J. KEENAN, Chairman.

During the year which has elapsed since our last meeting, your committee have made a careful study of the current periodical literature of pharmacy for the purpose of recording the new and novel introductions to the materia medica in all countries, and the subjoined paragraphs embody such details of pharmaceutical interests as are likely to prove informing, if not of practical utility. In accordance with the custom, we preface our report with a reference to the trend of work in the production of new remedies, which will indicate briefly but perhaps sufficiently the lines of activity followed by chemical manufacturers.

Although anti-rheumatics and uric acid eliminants in new and novel combinations have been produced in average volume during the period under review, there has been a somewhat greater activity displayed in the manufacture of substances intended for the treatment of pulmonary troubles, and we have consequently to note the appearance of a number of new therapeutical synthetics, the bulk of which owe their medicinal efficacy to guaiaacol. This body, which is the active constituent of beech-wood creosote, has proved so valuable a remedy in many disorders that numerous more or less successful attempts have been made to overcome its objectionable features, the result being a lengthy list of additions to the materia medica which have, however, in few instances only fulfilled the expectations of the makers. The widespread vogue which guaiaacol and its derivatives have attained within a comparatively recent period has influenced your committee to review the history of this medicament in its chemical and pharmaceutical bearings. The preparation, known commercially as guaiaacol, is the fraction of beech-wood creosote boiling at 200 to 205 degrees C. From this a purified product is prepared by recrystallization from either potassium guaiaacol or benzoyl guaiaacol; and a crystalline guaiaacol is also built up synthetically by methylating pyrocatechin, as well as from orthoanisidin by diazotating and boiling. Pure synthetic guaiaacol made by either of the two last mentioned processes is a colorless, crystalline body, melting at 28.5 degrees C. and boiling at 205 degrees C. It is readily soluble in alcohol, ether and sulphuric acid, and in 50 parts of water. It combines directly with numerous bases to form crystalline salts, and with certain acid radicals, some of which form valuable therapeutic agents. While most of these compounds are free from the objectionable characteristics of guaiaacol itself, it is, nevertheless, the fact that most of them are at the same time much inferior to the parent product in medicinal value.

The first substituted guaiaacol introduced into medicine was benzosol, or benzoyl guaiaacol, which dates from the year 1890. Soon after this there was produced in rapid succession a whole series of ethereal salts, guaiaacol carbonic acid and guaiaacol carbonate in 1891, guaiaacol biniodide in 1892, cinnamyl guaiaacol and guaiaacol salol in 1893, guaiaacol ethylenate, guaiaacol phosphate, and methyl guaiaacol in 1894, guaiaacol valerianate in 1896, guaiaacol phosphite and guaiaacol piperidine in 1897. About this time (1897) attempts were made in other directions looking to the production of new guaiaacol derivatives. Guaiaacol was sulphated, and from the guaiaacol-sulphonic acid several new compounds were prepared. G. H. Schaefer, the chemist of the New York Quinine & Chemical Works, introduced quinine-guaiaacol sulphate under the name guaiaquin, followed by other alkaloidal compounds, as well as the iron and bismuth salts of guaiaacol-sulphonic acid; but the quinine derivative appears to be the only compound

which has met with any special favor. The potassium salt of guaiaacol-sulphonic acid, which is made and marketed by Merck & Co. under the name of thioacol, is recommended highly and used extensively as a non-poisonous substitute for the parent substance.

It is noteworthy that within the past few years investigators have returned to the old lines, and we have seen introduced guaiaacol cacodylate, guaiaamar and guaiaasanol, besides numerous other direct derivatives of guaiaacol, such as those enumerated in the present report, under names, more or less, indicative either of their chemical make up or their intended therapeutical application. Interesting as all these compounds are, it is more so to note the fact that where the action of guaiaacol is desired, physicians express a preference for the old fashioned product, and claim to obtain better results from it, though compounds like creosol and duotal-creosote and guaiaacol carbonates, respectively—are still extensively prescribed and bulk largely in import statistics.

The increasing use and applications of organo-therapeutic substances have attracted attention during the year. Although the long line of extracts and preparations from the organs and glands of the animal body, which promised a few years ago to attain a great vogue, and were indeed largely employed, have fallen into disuse, increasingly new applications are found for a number of the active constituents of certain glandular bodies, and their chemical combinations. The products of the suprarenal the thyroid and the thymus glands have been tried alone and in their various combinations, and the claims put forward for them have been well substantiated in many cases. Epinephrin was the first of the active principles separated from the suprarenal glands, this having been effected by Professor Abel, of John Hopkins University, in 1896. A year later von Fürth disputed the claims of Abel, and asserted that epinephrin was merely an inactive foreign substance contaminated with the active principle isolated by himself, and which he named suprarenin; but von Fürth's product itself is not believed to be a pure chemical compound. In 1901 Jokichi Takamine announced the isolation of the active constituent of the gland in a stable and crystalline form, naming it adrenalin, and this is now being produced on a commercial scale by the firm of Parke, Davis & Co. It may be well to note, however, that Takamine's claim for the purity of the substance isolated by him is disputed by Abel, who regards it as a mixture of native and reduced epinephrin.

Numerous attempts have been made to isolate the active constituents of the thyroid gland, and it is believed that the substance termed thyroindine by its discoverer, Baumann, fully represents the physiological properties of the gland. The isolation of a soluble ferment bearing the name thyroindinase was announced this year; and it receives mention in our report, as does also a preparation named antithyroindin, which consists of a serum from herbivorous animals deprived of their thyroid glands several weeks previous to being slaughtered.

The year's production of new remedies includes a number of iodine substitutes, which bear witness to the fact that efforts are still being made to produce an antiseptic substance as powerful as iodoform, but devoid of its disagreeable odor, while the search for substitutes for the bromide salts used in the treatment of epilepsy, etc., has led to the production of several compounds which are claimed to be free from the disagreeable by effects of the ordinary bromides, and these are described in our detailed report.

In submitting this year's list of acquisitions to the materia medica it is a pleasure to note the evidences of a tendency among the members of the medical profession to scrutinize the claims put forward for new remedies. This finds adequate expression in the number of Squibb's Ephemeris for January, 1903, in the followings words, which may fittingly stand as a "Foreword" to the list of remedies brought to your notice:



W. H. McCUTCHEEN, Luthar, O. T.,
Assistant Secretary Oklahoma P. H. A.

It may be quite confidently stated that there has been during the past year a possibly slow but very decided revulsion in the medical profession, at least in some quarters, against the efforts of a few enthusiasts to press forward the claims of some new products. This apathy of the profession to their claims has had a wholesome effect in general, and yet cannot be claimed to have necessarily retarded investigations on rational lines. The medical profession is now judiciously looking back over the line of agents already tried and found of sufficient value, in order to continue its investigations with such as have been suddenly and unwisely dropped for the very much newer products which are loudly proclaimed by advertisement and otherwise to be efficient substitutes or "sure cures."

GATHERED FORMULAS.

Syrup of Mullein.

Flowers and leaves of mullein. 5 ounces
White sugar 2 pounds
White of 2 eggs. 2 pounds
Orange flower water. 2 fl. ounces
Coloring, if desired. q. s.
Boiling water 1 quart

Pour the boiling water on the flowers and leaves, and allow to macerate upon a waterbath for six hours. Express the fluid and allow to cool. Add the sugar and when dissolved the white of the eggs, well beaten. Heat to the boiling point and keep boiling briskly for five or six minutes; then filter through a flannel bag, with a sprinkle of animal charcoal. When cool, add the orange flower water and any coloring matter.

Carbolic Salve.

Carbolic acid 2 ounces
Camphor 5 ounces
Oil sassafras 1 ounce
Petrolatum 20 ounces
Beeswax 2 ounces

Mix the camphor, carbolic acid and sassafras oil together and stir occasionally until dissolved. Melt the petrolatum and wax together, and while cooling add the solution of carbolic acid etc. and mix thoroughly.

Lice on Cattle.

Green soap 10 av. ounces
Alcohol 3 av. ounces
Wood alcohol 1 fl. ounce
Crude naphthalin 2 fl. ounces
Water 10 fl. ounces

Heat the whole together until dissolved, and then stir until cold.

To use, rub the infested places on the animal thoroughly with the preparation, and wash off the next day with warm soda solution. When the animal is dry, repeat the operation twice. The lice generally die after the second application.

To remove lice from chicken coops make a mixture of carbolic acid, one ounce, and water, fifteen ounces, and wash the woodwork with this, sprinkling it also on the floor.

An Excellent Permanent Paste.

Wheat flour 1 pound
Water, cold 1 quart
Nitric acid 4 fl. drams
Boric acid 10 grains
Oil of cloves 20 minims

Mix the flour, boric acid and water, then strain the mixture; add the nitric acid; apply heat with constant stirring until the mixture thickens; when nearly cold add the oil of cloves. This paste will have a pleasant smell, will not attract flies and can be thinned by the addition of cold water as needed.

Bath Powder.

Borax 4 ounces
Salicylic acid 1 dram
Extract of cassia 1 dram
Extract of jasmine 1 dram
Oil of lavender 20 minims

Rub the oil and extracts with the borax and salicylic acid until the alcohol has evaporated. Use a heaping tea-spoonful to the body bath.

Excelsior Hair Tonic.

Castor oil 2 fl. ounces
Oleo-balsamic mixture 3 fl. ounces
Tincture of cathartides 3 fl. drams
Benzoic acid 135 grains
Tannic acid 1½ drams
Alcohol 8 fl. ounces

Mix and filter.

Transparent Glycerine Jelly.

Transparent soap 1 ounce
Water 4 ounces
Glycerine 4 ounces

Dissolve the soap in the glycerine and water by aid of heat, and while still warm, add 20 ounces of glycerine; when nearly cold perfume and pour into glass jars.

Cement for Metal Letters on Glass.

Copal varnish 15 parts
Lined oil varnish 5 parts
Raw turpentine 3 parts
Oil of turpentine 2 parts
Carpenter's glue, dissolved in water 5 parts
Precipitated chalk 10 parts

Brodie's Liniment for Asthma.

Oil of stibogian 1 dram
Oil of ricin 2 drams
Oil of lobelia 1 dram
Alcohol 1 ounce

Penny In the Slot Doctor.

Competition of a novel nature has recently sprung up in Holland. A number of highly original automatic machines, made to resemble an old doctor with a big wig, have been set up on several Dutch towns. By placing a penny in the slot various remedies for common ailments may be obtained—British and Colonial Druggist.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

VIGOROUS INSPECTION.

Board of Pharmacy is Hunting Out All Dishonesty and Its Sponsors Must Either Reform or Get Out of the Business.

"When dishonest pharmacists are found they need expect no mercy from the board of pharmacy," said one of the members the other day. "We will give the honest druggist protection by weeding out his dishonest competitor. This we propose to do by keeping after the violator with prosecution and penalties until he either radically mends his ways or gets out of business."

"There are some druggists who seem to be thoroughly corrupt," said another member of the board. "If they are allowed to exist the whole profession will soon be in disrepute. Publicity, we believe, is the best way to scourge these fellows, and we may begin giving their names to the pharmaceutical press."

"What will be the result if they are allowed to continue their miserable practices? The physicians will do their own dispensing. They will be forced to. What right has a druggist to put one thing in a prescription when another is called for? He may rail at product patents and copyrights, but, just so long as these things exist, and the articles are prescribed, it is his business and duty to supply them without deviation in any way."

"A doctor may prescribe a diuretic; perhaps sugar of milk would do better. The doctor may not know his business, but he has a right to get what he prescribes. The druggist knows his business, or is supposed to, and he has no right to give sugar of milk. If I were a physician and I ever caught a druggist tampering with a prescription of mine I would make it so uncomfortable for him with his patrons that he never would need another lesson. I would brand him."

"Of course, sometimes a druggist gets articles from his wholesaler that are not up to standard. He can't assay everything that comes into his store; his profits and time would all be taken. But there are some things he should know without assays; if he does not, he would better get out of the business. The manufacturer may land his alcohol as just as good as the regular article, but that is no reason for a druggist excusing himself to us by saying that he used a certain brand of wood spirit, and that the agents said it was the same and that he thought it the same as the ordinary kind. Either he is a liar or a fool."

"And why is it that he always errs on the side of cheapness? And the excuses that he makes; they are a positive insult to the intelligence of the man who receives them. One man, whose iodine was bad, said: 'My clerk left the bottle unstoppered and the iodine evaporated.' Think of that! Another charges that the inspectors took the spirit of camphor sample from the wrong bottle. One bottle he had for selling. The other was one in which the gum and alcohol had been dumped and the gum had not dissolved, remaining at the bottom, the sample only touching the top. 'How long had the gum been in the alcohol when the sample was taken?' he was asked. 'Two weeks,' he replied. Anyone knows that in two days the solution would have been made."

"Another man was found wanting on five different

articles. He said: 'Your inspectors take a sample one day, the next day, another, then another; in a month at that rate I will have to close.' 'That is just what we want,' we replied. 'Such a fellow as you has no business selling drugs.' The druggist who said he was forced to sell poor drugs because his neighbors did, was proven a liar when the inspectors found them to be all right. In the same class was the man who asserted that he and his neighbors had agreed to sell poor drugs. A dishonest man who was honest came in and said: 'By —, my fellows caught me. I always made my camphorated oil half strength. It is the only thing I can off on, and I'll give you credit. Here's my \$25 and I'll make 20 per cent. camphorated oil after this.'

"The druggist whose tincture of iodine is found to be a trifle off may be excused in that the iodine may have contained a small amount of foreign matter. But when it is down to three per cent. that explanation does not go."

"One druggist recognized the inspectors when he saw them coming. He hastened back of his counter and dumped a lot more iodine in his tincture. Smilingly he watched as a sample was taken. On the assay the tincture was found to be far above strength, but the fellow had forgotten that it was made up with wood alcohol!"

"Look at creosote! Half of the druggists in this city are selling the coal tar instead of the wood tar product. It is largely through ignorance. They do not know that there is only one kind of creosote in the Pharmacopoeia. They do not realize that the woman who gets her mouth burned by using impure carbolic acid, or coal tar creosote, has a splendid damage case against the druggist. Just as soon as patrons tumble to this there will be trouble, for the druggist has sold something not in the Pharmacopoeia, the standard governing the pharmacy law. Fifty drops of wood tar creosote may be safely taken internally by habitual users, or 500 drops a day. It only irritates. Coal tar creosote corrodes."

"If I owned a retail drug store I would have a stamp and would affix it to every article in drugs that I sold, however small. That label would say: 'This is in exact conformity to the provisions of the U. S. Pharmacopoeia.' If they kicked on the price I would say: 'Well, get it elsewhere, if you wish; but it won't be pharmacopoeial.' I would show them the Pharmacopoeia and the pharmacy laws; people like to know such things. And they want good drugs. They will shop, it is true, but not if they know that cheapness means inferiority. In drugs they want the best."

"Here is another thing: There is some faking in patent medicines. Not wishing to involve ourselves in charges of partiality to some manufacturer, as the board of health did in the phenacetine crusade, we have decided for the present to let this phase severely alone. But we probably will take it up later. For the present let it suffice to say that the manufacturer who gets a verdict from a retailer for substitution or imitation may bring his evidence to the board and we will exact another penalty."

"I am telling you all these things because it is not only interesting to New York pharmacists, but is inter-



JOHN G. WISCHERTIL, Brooklyn, N. Y.,
Treasurer and Manager Brooklyn Consolidated Drug Co.

esting in being more or less true of conditions all over the United States.

"Several cases are pending against druggists whose unregistered clerks compounded prescriptions, and several more against those whose stores are unregistered. Another point in the law that seems to escape many is that the owner's—not the manager's—name must be in a conspicuous place at the store. With an increased force of inspectors the Eastern branch is checking up every store in town."

Said Charles S. Erb, secretary of the branch: "There are two kinds of scidfitz powders going around now. The pharmacopoeial formula calls for 31 grams of sodium bicarbonate, 33 grams of potassium and sodium tartrate and 27 grams of tartaric acid in making twelve powders. This means 2½ grams of tartaric acid in every powder, but we find a kind that is not only short weight but has more sodium bicarbonate, making it more effervescent and apparently better. The manufacturers are to blame, perhaps, but we cannot touch them and must put it up to the retailer."

"Again, there is a great deal of epsom salts or effervescent sulphate of soda being sold for citrate of magnesium. This is according to the so-called "English style," and is all right if the article is so labeled, but we find that that provision is frequently ignored."

"Retailers should remember that when a store changes owners the labels should be changed to bear the name of the new proprietor. In many cases this rule is not observed and we have even found labels that are six years old being used where the store has changed hands a half dozen times in that period."

"We have also caught ten painters on the charge of selling oxalic acid, for which the fine is \$50, and six grocers have got into trouble by selling paregoric, opium pills, etc. Thus it will be seen that we are not unmindful of protection for pharmacists against encroachments by outsiders whom we protect them from their weaker brethren. But, I wish to say that conditions in the retail drug trade are vastly improving and druggists are acting more careful. With carelessness and

ignorance eliminated and the wilfully dishonest scoured into submission to law or driven out of business, New York City pharmacy will have a cleaner house."

Tincture of iodine, spirit of camphor, camphorated oil, blue antrion, etc., form the bulk of the samples now being collected. In a short time the number of articles inspected will be increased.

A LULL IN A RAPID CONTEST.

There is a lull in the price contest between Milhan and the Broadway Drug Co., in which the former, a member of the Drug Merchants' Association, and the latter, a non-member, though heretofore an adherent of the association's price schedule, made new price records last week.

When M. Dlugasch of the Broadway Drug Co., cut Peruna from 74 to 63 cents, Milhan went to 65. Then it went down—Dlugasch, 63; Milhan, 59; both, 57; Milhan, 50; Dlugasch, 43; Milhan, 45; Dlugasch giving it away with Plaud's Iron Pills. The latter condition lasted three days, and then both went back to 57 cents where they now are. Probably 60 cents will be ultimately reached, though the old price of 74 cents will not be resumed for some time at least.

Last week Milhan and Hegegan & Co. were going to drive Dlugasch out. Dlugasch said, "All hosh!" Mr. Evans of the Peruna company was plainly perturbed, plead for peace and visited Henry Klein & Co. to see if the rumor that they were supplying Mr. Dlugasch were true. They denied it. If the war is ended it looks as though Mr. Dlugasch had won. But, in view of the wealth of the opposing forces, amounting to millions, and their assertion that they would drive him out, it is only problematical whether the trouble is over or not.

JOHN R. PLANTEN HONORED.

John R. Platen of H. Platen & Sons, the well-known capsule firm of this city, has been made a commander of the Order of Orange-Nassau in recognition of his services to his government as Consul-General of the Netherlands at New York.

Mr. Platen has been connected with the consulate for thirty years. For ten years he was Vice-Consul and since 1883 he has been Consul-General.

Mr. Platen is a native of Holland. He was born in Amsterdam in 1825, and came to the United States when he was 23 years old. He was made an officer of the Order of Orange-Nassau some years ago, and has now been advanced to a higher class. The order was founded by the Queen Regent Emma, in the name of the Queen, in 1822. The insignia is a handsome decoration in blue and gold, surmounted by a golden crown and suspended from a red, white and blue ribbon, with a central medallion bearing a lion rampant and the motto "I Will Maintain."

CONCERNING THE JOINT CONVENTION.

The attendance from New York at the joint convention of the N. W. D. A. and the P. A. of A. at Boston next week will be very large. No special trains will be run, as the distance is so short. Already the Hotel Somerset, chosen as headquarters, has been filled and nearly all of the rooms in two other hotels are taken.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

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P. O. Box 71.

NEW YORK CITY

There is a settled, though hidden sentiment that "something will be doing" between the big associations. All is not serene in the feelings of the jobbers. There is much talk about their enforced observance of restrictions while the manufacturer goes over their heads and deals with the retailer himself. Some explanations may be asked. Generally the feeling prevails that a storm may break loose.

NEW YORK NOTES.

—Queer method of obtaining drugs this: New Harlem drug store going in received a consignment of \$250 worth of goods from a local wholesaler, C. O. D. "But," protested a man who appeared to be in charge, "I didn't want them C. O. D.; I told them I would send my check." "That doesn't make any difference to me," said the truckman, "I must collect." But I will send the check; I don't want to get goods C. O. D.," the "manager" retorted. "Go to the phone and call your office." No telephone had been installed in the new store. When the truckman returned from a nearby phone, being ordered by his firm to bring the goods back, lo, and behold, both goods and man had vanished, and other men around the store disavowed all knowledge of either. No arrests yet.

—The estate of Henry M. Schieffelin of Schieffelin & Co., who died in Yonkers five years ago, leaving \$2,000,000 to more than 100 heirs, is about to be divided. The principal obstacle to the settlement has been the numerous arrivals of new babies. The original suit to partition the \$2,000,000 estate was begun in 1898. The number of heirs was then 130. Two of these have since died and seven new heirs have been born. At each birth an order for a supplemental summons in the partition had to be applied for, resulting in undoing all that had been done before. The last heirs brought by the stork are two boy babies, a son born to Mathew H. Morgan, a resident of Dieppe, Germany, and a son born to William J. Schieffelin, a few months ago.

—Visitors to town: C. M. Shivers, Albany, Ga.; W. B. Davis, Madison, Fla.; James A. Lee, New Iberia, La.; Joseph Emmert, Freeport, Ill.; Jesse D. Holloway, East Liverpool, O.; George S. Campbell, Summit, N. J.; T. F. Armstrong, Plainfield, N. J., Charles Weller, buyer for the Richardson Drug Co., Omaha, and Mrs. and Miss Weller, who are on their way to the Boston convention and will afterward spend a few weeks in Maine; Charles C. Goodwin, Eastern Drug Co., Boston; Frank Henry, Williams Manufacturing Co., Cleveland; Peter Lance, head of William R. Warner & Co.'s traveling service, who is taking his usual summer rest here; W. B. Duryea of Duryea & Johnson, Freehold, N. J.

—Charles W. Robertson, N.Y.C.P., '03, who has been employed at Race's East End pharmacy, Bay Shore, L. I., for the summer, has left for a two week's vacation, after which he will enter Dartmouth College to take up the study of medicine. Mr. Robertson reports that of six druggists who have been employed at Bay Shore this season, five are N. Y. C. P. men. Ralph G. Herson, '03, who has been employed at Kinsman's One Hundred and Twenty-Fifth street and Eighth avenue, since college closed, has left for his home at Belgrade Lakes, Me. E. Bronstein, managing clerk for Alfred D'Annunzio, Ninth avenue, is away on a vacation.

—Alfred H. Kennedy of the C. X. Crittenton Co., is badly sunburned from a cruise on the waters of the St. Lawrence River. William A. Demarest, of the same firm, goes for a rest to his summer home at Allen-ville, Ulster county next week, and F. B. Waterman, second vice-president and secretary, is back from a vacation taken locally.

—In Emil Roller's store, at Fifty-sixth street and Ninth avenue, a lawyer, a minister and several others juggled for hours the other night trying to throw up a wooden cylinder and catch it upon the end of another one. The minister named the game "damnit" and Mr. Roller now has all his customers playing it. He says it draws a crowd.

—The greatest trouble with foreigners in board of pharmacy examination papers here is their tendency to spell phonetically. This, however, is no evidence of illiteracy, but only a proof of little preparation in English, which is, perhaps, the least phonetic of all civilized languages.

—Lewis Moes, formerly with George Bley, is now with Boris Kobosoff, Fifth avenue and One Hundred and Nineteenth street. James M. Blaine, clerk for H. E. Steinhilber, One Hundred and Forty-fourth street and Amsterdam avenue, is home from a month's vacation in Canada.

—Dr. H. M. Seem, manager of Sharp & Dolme's New York branch, has completed his vacation, most of which was spent at his home in Bayside, L. I. John F. Sprague, traveling department manager, is resting for two weeks at Morganton, N. C., his old home.

—Emil Roller, chairman of the committee appointed by the German Apothecaries' Society for the formation of a druggists' cooperative insurance company, has been invited to address the next meeting of the Bushwick Ph. A.

—The store at 1036 East One Hundred and Sixty-Ninth street, recently foreclosed upon by the mortgagor, Emil H. Keidantz, and which was to have been opened by Ernest Meyer, is now owned by Moses Werbow.

—Mr. Cantor, of N. Y. C. P., 1901, is spending his vacation of two weeks in Asbury Park. Leo Degenstein, manager of F. E. Roen & Co., will join Mr. Cantor on his vacation and remain till end of season.

—G. Scimeca Passantino has bought N. Caliva's pharmacy at 261 Elizabeth street, and Mr. Caliva has bought Dr. E. Danzi's store at 30 Spring street.

—Sydney H. Carragan, head of the traveling service of Parke, Davis & Co., was called to Saratoga by the death of his aged mother on Sunday.

—R. Burkhardt, druggist at Broadway and Greene avenue, Brooklyn, leaves on September 15 for a long tour of Switzerland and Germany.

—Theodore H. Sherwood, manager of McKesson & Robbins' fancy goods department, is on his vacation in Minniewaska, Catskill, New York.

—A. M. Roelrig, whose picture was published last week, is second vice-president of the A. Ph. A., instead of third vice-president, as printed.

—Meeting at the Erie West Twenty-third street ferry at 9:30 a. m. today, the Apothecaries' Bicycle Club will wheel to Summit, N. J.

—Otto Boedicker, prominent pharmacist at 954 Fifth avenue, has purchased the pharmacy at 636 Park avenue, of Matilda Hoyendorf.

—One of the biggest pharmacists in Harlem is under the notice of the board on five separate counts of adulteration.

—H. G. Shaw, McKesson & Robbins, will combine business and pleasure in a trip to Providence this week.



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FROM ROCHESTER.

—Chairman Elmer E. Chilson of the committee on prices of the Rochester Ph. A., has with other members of the committee visited the druggists of Rochester, all but a half dozen of whom belong to the association, and will report that the price of all dentifrices, such as tooth powder, talcums, etc., will go up in price in Rochester from 8 cents, the actual cost, to 20 cents. Some of the old partnership stores may demand the right to sell those for 19 cents. This report will be made at the monthly meeting tomorrow night, September 4.

—Burglars gained entrance through a collarway to the store of Flood Bros., druggists at 403 Campbell street, a few mornings ago, and stole \$200 from a secret hiding place under one of the counters. Nothing else in the place was disturbed. The secret hiding place was known to only a few trusted employes, all of whom stand high in the estimation of the firm. The police are trying to clear up the mystery.

—The pharmacist who advertised in the want columns of a local paper: "A show case and table for sale by a druggist with mulegany legs," evidently knows more about compounding prescriptions than about grammatical construction.

—The development of rural mail service, local druggists say, has greatly increased their out-of-town trade in patent medicines, advertised specialties, etc. Some dealers are advertising in the country papers especially to win this trade.

—J. W. Gram, former president of the local association, and of J. W. Gram & Co., has returned from a vacation trip into Canada.

IN SYRACUSE.

—Henry N. Gitt's head clerk in the Barnes & Barnes pharmacy was married on last Monday to Miss Margaret L. Near at the home of the bride, 107 Henry street, R. M. The wedding was quiet, only relatives being present. Upon the return of the couple from their wedding trip they will reside in the Reynolds.

—The directors of the Syracuse Chemical Society gave a smoker on last Thursday night at the University Club in honor of their president, John D. Pennock, who was appointed by Secretary of State Hay as one of two delegates to the fifth international congress of applied chemistry in Berlin.

—Mrs. Marietta Harmon, secretary of the S. D. A., has returned from a vacation trip through various European countries. W. B. Essell, the South Salina street druggist, is also back from his vacation in the North Woods.

—T. F. Quigley recently went conk hunting in the town of Marcellus with a party of friends. They treed two coons which were killed by their dogs. The animals were placed on exhibition in Quigley Bros. store in the University block.

—Roscoe Snow has bought George C. Gildersleeve's store at 221 Delaware street. Mr. Snow has heretofore been employed in the wholesale and retail store of C. W. Snow & Co.

NEW ENGLAND.

NEW ENGLAND PHARMACAL CO. WINDS UP.

Stock was Subscribed by New England Druggists, and Medicines were Manufactured.—Venture Did Not Pay.

Boston, September 1.—At a meeting just held, the New England Pharmacal Co. voted to wind up its business affairs and go out of existence. The company is not a paying success. It was incorporated in 1891 with the idea of making and selling to druggists everywhere, but especially in Massachusetts, various medicines and specialties under the name of "Nepco," taken from the initials of the company's name.

The capital stock was \$10,000, the par value of shares being \$25. Some druggists took only a single share, while others took four, and still others took many more than that number. It has manufactured various sarsaparillas, cough medicines, summer complaint mixtures, plasters and other things, all made from prescriptions of physicians and chemists. The business never has been a success, however, to the extent hoped for and expected at the start. Those who subscribed for shares were druggists in Massachusetts, primarily, and also in other New England States, though more in Connecticut and Rhode Island than in Maine, New Hampshire and Vermont. All debts are paid in full, but there is no surplus to pay to stockholders. F. M. Harris, Worcester, is president; William F. Sawyer, Boston is treasurer, and William C. Green of Ashmont, is the secretary.

THE "PERFUMER" TANNER SENTENCED.

Boston, September 1.—Final disposition has been made of the case reported early in the summer in which Edward C. S. Tanner was arrested on a charge of obtaining by false pretenses several hundred dollars from a man seeking a good investment. Tanner claimed to own a perfumery manufacturing business, and represented to his victim that he had controlling interest in the "Madame Campbell Company," having offices in Boston and a manufacturing plant in Worcester. The man who invested, after waiting in vain for promised dividends went to Worcester where he found little to back up Tanner's claims. Tanner was convicted some time ago and his lawyer appealed, without avail, however, for the court sentenced him to eighteen months in the House of Correction. Tanner is more than fifty years of age and of excellent personal appearance. His manner is such as to entirely disarm people. He was wholly unmoved when sentence was pronounced.

VACATIONS STILL DEPLETING RANKS.

Boston, September 1.—Vacations still continue to take druggists, their clerks and other employees away from the usual haunts and accustomed duties for a little change and rest, and many of the belated ones think they are likely to get some pretty good vacation weather from now on, to make up for the lack of real summer weather in New England. A. J. Hayman, a Brookline druggist, and his family are at Palmouth, Cape Cod. John F. O'Brien of the Boulevard pharmacy, Malden, spends his vacation in Providence, Newport and Bristol, R. I. P. J. Noyes, a Winchester druggist, is at Portland, Me., with his family. Ernest L. Noyes of the McLean store, Waverley, is on his vacation, with Charles L. Noyes of Crocker's store taking his place. George T. Bates of Meacom's, Saugus, is on his vacation in South Livermore Falls, Me. John W. Harvey of the Colonial drug store, Salem, goes to Wolfboro, N. H., for his vacation. While William L. Jenkins of William M. Martlet's, Salem, is at Alton Bay, N. H., for his vacation, his place is taken by Earl Flanders. Joseph Myerscough of the Allen pharmacy, Andover is in Maine for a fortnight. Frank Chaigun, analytical and manufacturing chemist at Clarke's, Lawrence, is in the White Mountains of New Hampshire. Henry A. Burditt owner of a Clinton store and son of the pioneer druggist of that town, A. A. Burditt, is enjoying a visit at York Beach, Me., accompanied by his wife. Thomas Gordon of the Merchant & Wilcox pharmacy, Clinton, spends his vacation at Lake Washacum, Sterling. Joseph Goggin, clerk at Hunter's pharmacy, Marlboro, is visiting friends in Providence. George L. Gelsean of Pushard's, Grafton, is in New Hampshire.

THE BAY STATE.

—W. B. Markell, a Chelsea druggist, has hit upon a novel scheme to bring patronage to his store and become widely known. A fine upright piano with a handsome case is to be given away under these conditions: Everyone making a purchase of ten cents or more in amount is entitled to vote on the result of the coming election for governor of Massachusetts. The customer guessing the exact vote or coming the nearest to it will walk off with the piano. On the week preceding election, the ballot boxes which have been set up for holding the coupons of guesses, will be sealed and, after the formal announcement of returns has been made at the State House, three leading citizens of Chelsea will sort out the guesses. The druggist helps people in making a guess by having on each card the vote of the State for the last three elections.

—The newest phase in the contest at Clinton between the selectmen and the road commissioners, regarding the placing of a large electric-illuminated mortar out in front of the pharmacy of Merchant & Wilcox, to be above the sidewalk, is the actual putting up of the mortar. For some time it had been stored in the police station. Several men were required to put up the heavy supports and then the mortar itself, and there was a large and interested "sidewalk committee" to watch the proceedings and give advice. The question now to be determined is whether the mortar serves in the capacity of a street light, to aid the weary traveller on his homeward way, or merely must be viewed as an advertising sign. On this point chiefly will rest its future—whether it be allowed to remain in position or be ordered down.

—H. J. Ramsey, an East Pepperell druggist, was the means through which an alleged "green goods" man was captured by the police of New York. Mr. Ramsey, when he received a circular from the man, offering to

sell him "the stuff" whereby he could make his fortune at little outlay of the real thing in the line of money, promptly communicated with the postoffice inspectors in Boston and they in turn tipped off the New York authorities. Mr. Ramsey arranged for a personal interview with the idea of purchase, under instructions of the inspectors.

—In Palmer, the clerks in Le Gro's have utilized a scheme proposed last summer by the Era, by rigging up an attachment which, joined to a bicycle, from which the wheels have been taken, does the work of turning the crank of an ice cream freezer. In this store they make their own ice cream for soda fountain purposes and a clerk can now mount the saddle and do the work with his feet. The clerks think it great fun, and now there is not kept such close tab as to whose turn it is to do the freezing.

—Charles E. Scallan has purchased the Bay street pharmacy, Cambridge and is making improvements. He has long been identified with the trade, having begun as a clerk in a pharmacy when he was only thirteen years of age. Later he was in one position—as clerk in H. C. Bispham's drug store in South Boston—for eleven years.

—In the District Court at South Framingham, Louis F. Hoffman and John Kennedy, who together carry on the drug business under the firm name of L. F. Hoffman & Co., have each been fined \$50 on the charge of maintaining a liquor nuisance. Each appealed and furnished bonds to the amount of \$200 for a later appearance.

—J. J. Hammers of Braintree, is to leave the Braintree pharmacy with which he has been identified many years and associated with C. M. Wesley, a man of experience in the drug business, will run a prescription store in Tremont street, Boston.

—In Maynard the people are signing a popular petition that druggists there be licensed to sell liquors, etc., under the usual restrictions. The townspeople find it often a menace to health not to be able to get something required under physicians' orders.

—In North Adams a new pharmacy is that of M. J. Quin & Co., which is an up-to-date place with entirely new fixtures and stock, a fine soda fountain, etc. Eugene Gaguere has been engaged as registered pharmacist.

—The Redfern pharmacy is a new place which Jesse A. Clarke has just opened in Fall River. He formerly worked in various drug stores there, but lately Mr. Clarke had been in the business in Providence, R. I.

—Mrs. Ralph P. Hoagland, wife of the well-known Boston dealer in drugs, paints, etc., won the first prize in the class of four-wheeled carriages, single hitch, at the coaching and floral parade in Swampscott.

—J. K. Morrill, official milk and vinegar inspector in Holyoke, is at present serving temporarily in the Glesmann drug store in South Hadley Falls, while the regular prescription clerk is on his vacation.

—Another chapter in the history of the drug store in Spencer, conducted for a long time by Dr. L. Verner, and now owned by Adelard Mathieu, will be added in the sale of the stock by auction.

—The stock sold by auction from the drug store of J. H. C. Pratt, North Adams, and purchased by P. F. Dowlin, has been sent to fit up a store in Troy, N. Y.

—G. B. Moulton, a Danvers druggist, is forced to find a new situation for his store. His present premises have been leased for savings bank purposes.

—A newly-opened store in Lawrence is at Broadway and Concord street, the proprietors of which are Alphonse Belle Isle and P. P. Lavoie.

—Alexander G. Child, Hyde Park druggist, is a vol-



CHARLES F. DYNA, Brooklyn, N. Y.,
Secretary, Brooklyn Consolidated Drug Co.

untary petitioner in bankruptcy, with liabilities amounting to \$1,470 and assets \$1,400.

—John A. Morgan has purchased the Gannage store in West Medford, which will make two pharmacies in that city of which he is owner.

—Dr. Bohemier, a physician in West Warren, intends to open a drug store in that town.

FROM MAINE.

—There is general hope on the part of druggists in the State that there may be brought about resubmission of the constitutional prohibitory amendment and that the matter will be brought up for consideration at a special session of the Legislature early in the fall. The druggists have been asked to subscribe toward the expenses of the movement and many are doing it, especially in the larger cities. The law as it now stands is viewed as a farce.

—They were pretty mean burglars who recently robbed Frank J. Brazdon's store in Portland. Not content with the money drawer and a slot gun machine, they stole the contents of a Salvation Army charity bank placed in the store, and six or seven boxes of cigars.

—In the supply department of the adjutant general's office at the State Capital in Augusta, A. M. Robinson, a Bangor druggist, has been examining the State's stock of drugs and medicines, etc.

—J. H. Daniel, a Portland druggist, and his four children had just seated themselves on a swan boat for a ride around the pond, when the thing turned turtle.

—Lewis H. Algeron, formerly employed at Pickett's, Portland, is now a clerk at the Woodman pharmacy, Westbrook.

VERMONT.

—A man who claimed to had from Montreal was arrested in Burlington for stealing small articles from the store of R. B. Stearns & Co. and E. Henry Parker. When arraigned in court, he pleaded guilty and said he must have been intoxicated and therefore not responsible for his actions at the time of the offence. He was

sentenced to serve from two to three months on each count.

—W. B. Reeves, who has a drug store in the Fitzgerald Block in Burlington, has reopened his renovated place, closed temporarily because of the recent fire in that block. It is much like a new store with new stock.

—J. M. St. Germain, a St. Johnsbury druggist is having a vacation at the home of his father, Napoleon St. Germain, Manchester, N. H.

—Dr. I. S. Brault has assumed charge of the prescription department at the West Side pharmacy, St. Albans.

—The Red Cross pharmacy has been opened in St. Albans by A. Bertram Kingman.

—Harry Moody of the Spalding company, New Haven, Conn., has gone on a vacation trip through the Berkshires. Arthur Rowe, manager for Willis Mix, New Haven, is spending August in Massachusetts.

PENNSYLVANIA.

THROUGH A CHUTE.

That is the Way a Philadelphia Woman Sends Her "Bay-bee" Downstairs to the Druggist-Physician.

There is an Italian tenement house in the southern section, new, up to date and with all modern conveniences. On the first floor a physician has a drug store. A few days ago one of the upper floor women rushed in to tell him about the baby. After the usual chat the doctor told her to send it down, that a sight was better than all the description, and, dismissing the incident, he turned to the regular business of the place.

Behind the prescription counter runs a chute, intended to empty the sweepings of each floor directly into the cellar. In the early part of the day the lower portion of the chute fills with refuse awaiting the janitor, otherwise this item might have been for the coroner. As the doctor was waiting in the rear, came a crash and a cry, and the door connecting with the chute flew open with a bounce—and, out tumbled a child. Totally forgetting his former visitor, the doctor grabbed the infant up to see whether it was hurt, when a cry up in the chute took his attention. "Hello Doc! Hello Doc! That's the by-bee—you see him how he is—I come down soon."

To save time the mother had absolutely sent the child through the slanting chute—and, much to the delight of the genial physician, not only was the child unharmed, but the wise mother did not follow that path, but came down the stairs in proper fashion.

POOR LETTER WRITERS OUT OF JOBS.

Pittsburg, September 1.—Much has been written about the scarcity of drug clerks in all parts of the country. The following is interesting:

A certain druggist located not far from Pittsburg advertised in two of this city's papers for a registered pharmacist, and in three days had sixteen applications, not one of which he accepted, because, as he told the writer, when he showed the applications, "I could not trust a man in my store who shows such evident carelessness as every writer here." A glance at the letters showed the wisdom of his remarks. Very few of them were written in anything like a legible hand, and the chirography of most of them was positively undecipherable. Everyone showed poor construction and worse grammar, and had an air of general carelessness that has no business in a drug store. In commenting on the lot the proprietor said that he always made it a point to

have his prescription labels written legibly and neatly and could not tolerate a clerk who would not aim to a point of excellence in this matter.

ROCKEFELLER'S COMPANY IN PITTSBURG.

Pittsburg, September 1.—Word reaches here from New York that "The Ava Chemical Co.," a recently incorporated concern, and one in which John D. Rockefeller is interested is shortly to establish a Pittsburg plant. The company, it is said, will engage in the manufacture of proprietary remedies and chemicals and in addition to its Pittsburg factory will operate two more in Pennsylvania.

OTHER HAPPENINGS.

—Since the infusion of new blood into the State pharmacy board many changes have been noticed. For years, the questions have been treated as something sacred, students being forbidden to take them from the room, and as for publishing them in any form, that was deemed sacrilege. All this has been changed, however, and after each examination the questions will be published in full. Doing away with the star-chamber method of ascertaining the candidates' fitness, and not surrounding the whole proceeding with mystery, has caused the liveliest approbation and favorable comment in pharmaceutical circles. Past methods of the board have been criticised severely. The new regime is apparently giving universal satisfaction.

—Great rejoicing is heard in the Mamayunk and Falls of Schuylkill districts of Philadelphia, over the breaking of the textile strike. The two districts depend entirely upon their huge population of mill-workers, who have been idle all through summer. Now that they are going back to work, the ubiquitous salesman is given the glad hand, stores are beginning to spruce up, fall stocks are going in, and best of all, prescription work is beginning to improve.

—Speaking of the dull business that Philadelphia has recently experienced, a collector called on a man, whose store, in a good neighborhood, has the reputation of doing a steady business. This man "kicked," however, and said that the previous day he had taken in \$2.68. Repeating the incident at another call along the line, the collector was greeted with "that all? I can beat that—I took in over \$4."

—Lane V. Collins has purchased John P. Frey's store at Fifteenth and Moore streets, Philadelphia. J. F. McDonnell has located at Jenkintown, having built and fitted up a store. J. B. Davis of Seventh and Oxford streets, Philadelphia, has purchased the balance of Dr. Randall's interest in the Tenth street and Girard avenue store. It will be run as a branch.

—D. Strode Jefferis of Twenty-second and Norris streets, has improved and added during the summer months. Geo. L. Holstein has gone to Lebanon. Dr. D. V. Reinohl to Erie, Charles E. Slocum to Denver, Colo., and David Stolz to Syracuse, N. Y.

—Clarence H. Campbell of Eighteenth and Market streets, Philadelphia, accompanied by his wife and sister, has returned from an extended trip on the great Lakes, as far as Duluth.

T. PARKE HAWLE of Manchester, Va., died last week. He had been in ill health for years, being forced to retire from active business some time ago. Then he went into a machine shop, working day after day to get back his health. He almost succeeded and for a time his friends were deceived. But it was unavailing and he took to his bed six weeks ago. He was of a very prominent Virginia family and was well loved.

THE SOUTH.

THE BOYS OF THE ARMY AND NAVY.

Washington, September 1.—It is possible that the pay of hospital stewards in the Navy may be increased from \$60 to \$70 a month. The former compensation was specified by law, but some other chief petty officers are now receiving \$70 by virtue of an executive order and it has been represented to the Navy Department that hospital stewards are entitled to like remuneration.

The surgeon general has authorized a new poster, urging the need by the hospital corps of men within a prescribed age limit and other qualifications of physique and character, "with some experience in nursing, cooking, pharmacy, clerical work, the handling of tools and care of animals."

List of thirty-one sergeants, Hospital Corps, who passed examination for sergeant, first class, and will be appointed to the thirty-one existing vacancies: Frederick M. Bell, Fort Sam Houston, Tex.; Ernest Vollmeyer, G. H. Washington Barracks; Earl F. Green, G. H. Washington Barracks; Edward R. Murphy, A. S. O. Washington, D. C.; Edgar S. Nye, Fort D. A. Russell, Wyo.; Paul Compton, Fort McPherson, Ga.; Marvin E. Malloy, Fort Sam Houston, Tex.; John Huff, Philippine Islands; Ernest C. A. Barber, Philippine Islands; Elmo D. Mathews, Fort Clark, Tex.; C. E. Yeager, Co. of Instruction 2, Ft. McDowell; Arthur C. Gwinn, Philippine Islands; Patrick J. Maloney, Fort Crook, Neb.; John Hodgins, G. H. Washington Barracks; Gustave Hahn, San Juan, P. R.; John G. J. Knust, Fort Hamilton, N. Y.; Frank O. Nicodemus, Fort Sheridan Ill.; Charles F. Eble, Fort Thomas, Ky.; William Kirschenbauer, Philippine Islands; William McFarland, Philippine Islands; Ralph E. Gregg, Fort Ethan Allen, Vt.; John C. Whitehead, G. H. Washington Barracks; James W. Forsyth, Columbus Barracks, Ohio; C. B. Leedon, Co. of Instruction 2, Ft. Dowell; Brown P. Atkin, Fort Leavenworth, Kas.; Richard W. Soper, Fort Brady, Mich.; Forest E. White, Columbia Arsenal, Tenn.; Willard M. Burton, Fort Clark, Tex.; Samuel W. Pennington, Fort McPherson, Ga.; Nelson A. Hoberg, C. S. O., San Francisco, Cal., and Walter L. May, Philippine Islands.

Some changes: Sergeant, first class, Patrick Haughey, from army transport Sheridan to Angel Island, Cal., to relieve Sergeant, first class, Arthur A. Chenay, who goes to the Sheridan; Sergeant, first class, Paul Connton, from Fort McPherson to Fort Bananas, Sergeant, first class, Patrick P. Vane, whom he relieves, going to Army Medical Museum and Library Division, Washington; Sergeant, first class, Ephraim Stevenson, from Fort Strong to Manila, P. I.; Sergeant, first class, Gustave Hahn, from San Juan, P. R., to Fort Strong; H. J. Smith, from Angel Island to Philippines; M. Neil, discharged; A. D. Tuttle, to Fort Levett, Me.; C. Herman, furlough to Ft. Columbia, Wash.; J. L. Henderson, discharged; J. N. Lathrop, to Ft. Lisicum, Alaska; M. T. Esterly, to Ft. McDowell, Cal.; Robert Leighton, discharged.

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CHARLES H. LA WALL, Philadelphia, Pa.

Charles H. La Wall, prominent in college and student circles as the general assistant of Professor Joseph P. Remington, has severed his connection with the analytical laboratories of the Smith, Kline & French Co. His resignation, which takes effect October first, will be followed by association with Dr. Henry M. Löffmann, the private laboratory of the latter being much strengthened by the addition of Professor La Wall.

GOVERNMENT TO STUDY MINERAL WATERS.

Washington, September 1.—The mineral waters of New York State have been known and employed as remedial agents for more than a hundred years, and there is evidence that the red men knew and had recourse at times to these healing waters at least two centuries ago.

Sanitariums have been built and pleasure resorts have been developed at many of the natural springs. During the last quarter of a century the bottling of these waters and their shipment to all parts of the country has so increased that at the present time the annual proceeds of the sale of natural mineral waters found within the State of New York amount to more than a million dollars.

Many of these waters were analyzed 25 or 30 years ago. Few chemical studies have been made in recent years and but little is known of the origin or relations of these waters. Investigations along these lines have been rarely undertaken in this country. F. B. Weeks of the United States Geological Survey, has begun such studies of the mineral waters of the State of New York, and his report will be issued as one of a series of Water-Supply Papers published by the Survey. The extreme care necessary to determine the proportions of various rare minerals and the time required to make even a single accurate mineral water analysis render it impracticable to undertake new chemical investigations at this time. It is expected, however, that when these studies are completed considerable evidence will be forthcoming relative to the geographical and geologic occurrence and the origin of the mineral waters of New York.

KENTUCKY DRUGGISTS TO INSURE THEMSELVES.

Louisville, September 1.—Kentucky retail druggists propose to organize an insurance company of their own,

to avoid paying the rates charged by regular companies. A committee is working out the plan, which was first advanced in June.

MARYLAND.

—Cons. H. Hudson, of Hudson Bros. & Co., Edmondson and Fulton avenues, Baltimore, was much surprised last Tuesday evening to find reposing upon one of the show cases a lady's hat of fashionable design. Concluding that some fair customer had left it there, he put the dainty creation carefully away. Closing time came and no one appeared. The next day also passed and the hat was still there. He then advertised, and a reporter wrote a story, which was read with interest by the owner of the hat at breakfast. She had stopped there with her husband to get a glass of soda water. She admits that she would not have missed the hat until the next Sunday if she had not seen the story in the paper.

—Paul Mulder, president of the Maryland Drug Co., which went into the hands of a receiver recently, has sent out a circular to his creditors making a proposition with a view to settlement. He offers 25 cents on the dollar, it is said, and advances an alternative plan of adjustment. He also embodies a statement of assets and liabilities. Whether either of the propositions will be accepted is not known.

—The demand for competent drug clerks continues unabated, and firms in a position to make recommendations have applications almost daily. The same condition appears to exist over a large part of the South, inquiries being received here even from Texas.

—John S. Stillman, a popular druggist of Baltimore, has returned home after a prolonged vacation spent at his former home to recuperate, and is looking well. He says he has entirely recovered and is receiving the congratulations of his friends.

—Among the visiting druggists in Baltimore last week were L. B. Montague, Georgetown, S. C.; C. Robert Kopp, York, Pa.; A. J. Williamson, Frederick; Thomas Holland, Centerville, and Robert S. McKinney, Taneytown.

LARGEST AMMONIA PLANT IN THE WORLD.

St. Louis, September 1.—The St. Louis branch of the National Ammonia Co. has commenced the erection of the largest plant in the world for the exclusive manufacture of ammonia at the foot of Mallingekrodt street. The buildings will cost about \$200,000. The company has at present three other ammonia plants in operation in the city, one being at the Mallingekrodt chemical company, a second—the St. Louis ammonia company—at the foot of Mound street, and a third—the works of Larkin & Schaeffer—at 109 St. George street. These three plants will be discontinued when the new one starts up. Edward Mallingekrodt is president of the company and E. H. Larkin one of the directors. The remaining officers and directors are Eastern men.

J. C. Atwood, general manager of the National company in St. Louis, stated yesterday that the new plant would enable his company to largely increase its output here. St. Louis, he said, is the largest manufacturer of ammonia in the world.

C. O. PATTERSON, druggist of Heppner, Ore., was numbered among the victims of the recent disastrous flood in that State. He had been long established there. His wife and child were also drowned.

AROUND THE GREAT LAKES.

DRUGGISTS IN CRIB.

Several Dozen of the Most Prominent in Chicago Involved.—But Crib is Part of Public Water Works. —Public Services of Druggists.

Chicago, September 1.—The Chicago Veteran Druggists' Association met on August 26. The cribs of the city water supply were visited. The trip was made on invitation of Commissioner of Public Works W. F. Blocki, son of John Blocki. The city tug boat "Rose Jackson" was used. Those who went were: John Blocki, William Jauncey, Wilhelm Bodemann, Thomas Braun, William K. Forsyth, Anton Hattinger, Morris Kremis, Henry S. Maynard, T. H. Patterson, L. K. Waldron, Louis Woltersdorf, Fred. J. Schroter, William G. Morris, William G. Baxter, Paul J. Behrens, J. C. Borchardt, Judge James B. Bradwell, Albert L. Ebert, Charles E. Matthews, William M. Chase, A. D. De Pass and J. H. Spangler. At "Carter H. Harrison" crib dinner was taken, in the dining room, which is capable of seating fifty persons. After dinner the following toasts were responded to:

"The Veteran Association." Judge Bradwell; "The City of Chicago." Wilhelm Bodemann; "Our Host, Commissioner Blocki." Mr. Spangler; "Our Absent Members." John Blocki; "Mayor Harrison." A. D. De Pass of Mississippi. Remarks were made by W. G. Morris, ex-Alderman Anton Hottinger and by the historian, Albert E. Ebert. After this Captain W. G. Morris took a photograph of the group.

By reason of the absence of President William F. Blgki in Paris and Vice-President Birch, in California, Ex-President William Jauncey presided. During the discussions it was brought out that the first tunnel and crib were built under the direction of Chief Engineer William F. Clark, a member of the third drug firm in Chicago, his store having been established in 1835. The last tunnel and crib—the four mile crib—was built partly under the supervision of Engineer J. H. Spangler, the host's deputy, who had served a four years' apprenticeship in the drug business at Bethlehem, Pa., later becoming a civil engineer and chief of the engineering department of Chicago.

Former Alderman Anton Hottinger related an incident occurring during his term as a member of the city council, about 1863, showing that it was upon his recommendation that the northern part of the city cemetery was set aside for a city park, when it was proposed that it be sold for city lots to raise funds, becoming the nucleus of Chicago's present great park system.

VETERINARY SUES FOR PROFESSIONAL LIBEL.

Chicago, September 1.—Three lines in the Chicago Law Bulletin this week develop the following story, which illustrated how easy it is for even the best of scientific men and the most responsible of firms to be entangled in an expensive difficulty. A large proprietary manufacturing house, after extensive, and what was deemed conclusive, investigation and experiment, developed a supposed cure for anthrax, a fatal disease which attacks cattle. The remedy was put upon the market and a quantity was purchased by an Illinois veterinary surgeon for use in his practice. He used it extensively and asserts that all the cattle upon which he used the remedy died. His attorney says that the manufacturers paid for all the cattle that died, but that was not all the veterinary wanted. His professional reputation, he says has been hurt and he thinks that

\$15,000 will be about sufficient to repair the damages. Accordingly he has filed suit against the manufacturers for that sum.

The statement made above is substantially that of the plaintiff's attorney. Whether the medicine is in the nature of a specific or of an immunizing serum, he did not state. If a specific, to be given to cure stock already diseased, it would be difficult to determine whether the medicine or the disease wrought the havoc. The presumption would be that the latter and not the former was responsible. If, however, well cattle were treated, thinking to immunize those in the herd not already affected and the cattle so treated died, then the presumption would be against the remedy. The case is likely to be interesting.

THE LAKE STATES' TRAIN TO BOSTON.

Chicago, September 1.—The Chicago members of the N. W. D. A. will leave for Boston in special coaches attached to the New England express over the Lake Shore road at 2 p. m., Saturday, September 5. At Cleveland there will be a special car containing the Ohio delegation waiting to "hitch on". Members will be picked up at Albany, Syracuse, Rochester and even Pittsfield, Mass. The train consists entirely of Pullmans, and will reach Cleveland at 10.45 Saturday night, arriving in Boston 4.55 Sunday afternoon. Among those who will be on board are: James Morrison, Frank M. Bell, B. T. Van Allen, Romaine Pierson, Frank Hereth and wife, and H. A. Antrim, of Chicago; A. M. Haas, Philadelphia; W. H. Elbel, Minneapolis; J. A. Gallagher, Kansas City; J. R. Kathrens, Milwaukee; R. H. Bradley, Toledo; A. H. Beardsley and wife, Ekhart, Ind.; C. F. Yahr, Milwaukee; A. E. Whiting and wife, Cleveland; F. E. Holliday and J. E. Toms, Indianapolis; W. Howard Ogborn and wife and Miss Ogborn, Cincinnati; Dr. Hartman, Dr. F. N. Schumacher and G. W. Lattimer, Columbus. Romaine Pierson is in charge of arrangements.

OIL OF ALMONDS CAUSES DEATH.

Detroit, September 1.—Through the alleged error of a druggist, Mrs. Margaret Stewart of Ravenwood, is dead. Her husband, a carpenter, purchased on his wife's request last Tuesday a phial of oil of pine. Wednesday night, feeling ill, Mrs. Stewart took a liberal dose of the liquid, fell unconscious in an instant, and died after remaining wholly unconscious for 25 hours. Instead of oil of pine the bottle is said to have contained oil of bitter almond. The case is being investigated by Coroner Harrison.

MANY DOCTORS WERE THEIR GUESTS.

Detroit, September 1.—More than 350 members of the Canadian Medical Association, with their wives and friends, swelling the party to about 450, came to Detroit on Friday as the guests of Parke, Davis & Co., and spent the day visiting the firm's laboratories and sight-seeing, winding up with a banquet at the Russell House in the evening. The association was in annual session at London, Ont., and, Friday morning, at 8 o'clock, a



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ETNA CHEMICAL CO., New York, U. S. A.

special train left for Walkerville, where an inspection was made of the Parks, Davis laboratories. A steam-hoist and hoistway were provided the visitors.

FORTY PER CENT. OFFER ACCEPTED.

Chicago, September 1.—The majority of Lord, Owen & Co.'s creditors have accepted the receiver's forty per cent. offer.

TWENTY-FIVE SUCCESSFUL IN WISCONSIN.

Of fifty-six applicants before the Wisconsin State Board of pharmacy in Milwaukee, twelve secured registered pharmacists' certificates and thirteen received assistants' papers. They were: Registered pharmacists—Arthur G. Raiche, Marinette; John Brakke, La Crosse; Odm Johnson, Eau Claire; Sister M. Gregory Krenner, La Crosse; Mondus H. Stuelke, Milwaukee; Charles J. Norton, Oconto; Charles F. Rainey, Thorpe; George Koerner, Jr., Milwaukee; Frank Flood, Darlington; Herman Borge, Milwaukee; Ernest F. Wallner, Milwaukee; Carl L. Mootz, Milwaukee; William E. McKracka, Racine.

Assistant registered pharmacists—Edward H. Schweitzer, Racine; Cecilia J. Williams, Milwaukee; Michael J. Rice, Kewauano; F. L. Buening, Milwaukee; Charles E. Swartz, Reedsburg; E. A. Winkler, Oconomowoc; Alfred C. Reinmann, Milwaukee; Ward O. Gilbert, Jamesville; Adam Kading, Milwaukee; Albert C. Spurling, Milwaukee; Armin T. Roemheld, Milwaukee; Calvin E. Hess, Johnson Creek.

FROM ILLINOIS.

—Albert E. Ebert, has been appointed a member of the advisory board of the University of Illinois School of Pharmacy (Chicago College of Pharmacy). The appointment is made by the trustees and is for five years. Mr. Ebert has taken an active interest in the school for many years and under the old organization, held at various times nearly all the offices within the gift of the college. The other members of the board are Walter H. Gale and W. K. Forsyth of Chicago, Charles Ryan of Springfield, and George M. Bennett of Urbana.

—James A. Davidson and family have returned from an extended pleasure trip which found its western climax in the Catalina Islands. Mr. Davidson rose to the utmost heights of honesty when he declared that he caught a few fair-sized little fish while the other fellows corralled all the big ones. Business on the coast is excellent he says. The irrigation projects now under way in Arizona speak volumes for the commercial future of the territory.

—The funeral of Robert Stevenson took place last Wednesday at the late residence of the deceased, 525 La Salle avenue Chicago. Among those present were, O. F. Fuller, Peter Van Schanck, Robert Dawson, J. Giles Lewis, and members of the other wholesale drug house of the city and representatives of the several retail drug associations. The interment was at Rose Hill Cemetery.

—Harold Sorby, F. S. agent for the Pasteur Vaccine Co. and secretary of the Drug Trade Club, left last week for his annual business trip to Europe. He will be gone about five weeks.

—John Block of John Block & Sons, perfumers, Chicago, who, accompanied by Mrs. Block, has been spending some weeks in Colorado, has returned.

—C. W. Grassly, well-known Chicago druggist, member of the C. V. D. A., has gone up into the Lake Superior region on a fishing trip.

—Charles A. Develon has just left for a vacation in Wisconsin.

—Henry Birch of Chicago is summering in California.

MICHIGAN.

—A Lansing druggist introduced a novelty by scrubbing his floor with soda fountain syrup. The old gentleman is very near sighted, and at an early hour he appeared at the store to give the floor a good scrubbing, which he thought the young men had neglected. He rummaged around in the cellar and finally came across what he thought was a pail of water already drawn. He found a man and ascended to do the cleaning. True, the water seemed thicker than usual, but he wrung out his mop and went after the dirt in real old-fashioned style. About half an hour later one of the clerks arrived at the store and was surprised to find that the old gentleman was using a pail of newly made syrup for mop water. Then there was a real scrub to get off the syrup. Flies were thicker on the floor that day than usual.

—Sid Erwin and Will Murphy of Battle Creek, took a rapid ride in an elevator recently, the net results being badly burned hands for Murphy, who tried to stop the car by clutching the rope, and severe jolts for both, through the cage stopping so suddenly when it had reached the bottom. It was a hair-raising experience that beats the Sutherland Sisters by several points.

—E. L. Dodge, a popular clerk at L. G. Ripley & Co.'s store at Montague, will leave on October 1 to accept an outdoor position in Utah. Mr. Dodge is a great sufferer from asthma and he hopes to regain health in the dry climate of the West.

—There has been a change in the management of the Red Cross pharmacy at Saugatuck, C. W. Parrish retiring for a short vacation, after which he will go to Allegan. P. M. Grice returns to Saugatuck, after an absence of many years.

—G. V. Collins of Charlotte, the pioneer druggist of Eaton county's metropolis, was seventy-seven years old on Saturday, and he invited three fellow grey-beards in to dinner.

—The City drug store of Bughes, Roxburgh & Co. at Traverse City now occupies new and handsome quarters in a brick block across the way from the old location.

THE LAST STORE SOLD.

Indianapolis, September 1.—A few weeks ago as announced in the Era, the store at 22 East Washington street, owned by the Sloan Drug Co., was bought by Henry H. Under. The second and last holding of this company, the Denison Hotel pharmacy, has now been bought by Cyrus A. Smith who for several years was the Indianapolis representative of Parke, Davis & Co. The passing of the oldest and best-known name from the drug trade of Indiana carries with it some sad recollections. Dr. George W. Sloan, who died not long ago, had been in the drug business in Indianapolis continuously for 55 years, having begun as a boy 14 years old in the house of Craighead & Browning.

MRS. SOPHIA WEBSTER LLOYD, mother of Prof. J. U. Lloyd, the well-known pharmaceutical writer and author of Cincinnati, died on August 17 at his residence. Mrs. Lloyd was a direct descendant from the Noah Webster branch of the Webster family. Besides a beautiful life her poems endeared her to many.

JOSEPH MENDELSON of the Bisner & Mendelson Co., mineral water importers of this city, died at Fair Rockaway, L. I., aged 51. He had been a member of the firm for about twenty years and was highly regarded.

MRS. CATHERINE M. RAWLINS, mother of C. M. Rawlins, druggist at 1253 Euclid avenue, Cleveland, Ohio, is dead.

WEST OF THE MISSISSIPPI.

EARLY DAYS IN OMAHA.

The First Druggist Killed His Man and the Third One Moved Up from Missouri, Frame Building and All.

Omaha, September 1.—The first druggist arrived in Omaha in the spring of 1855 and achieved notoriety by "shooting his man," one George Hollister of Bellevue, over a disputed claim. This was Dr. Henry and on his second trial he was acquitted. Between his first and second trials he was locked up in a blacksmith shop at night and allowed his freedom during the day, as he was the only druggist in the place. Once he was even let out at night to attend to a special case. The cost of the trials lowered the doctor's exchequer and, as a means of raising it, he went down to an Indian village on the Platte River, laid out a town and went East to sell the lots. He showed his plot and on the representation that his town had 800 inhabitants (not mentioning that they were native born Americans) upon a navigable river (navigable for skiffs) he found ready customers. However, the rivalry for corner lots was not as bitter as he desired, so he visited some wholesale druggists in Chicago to whom he confidentially offered half lots on the river frontage in exchange for drugs. He soon raised the required amount of drugs and, returning to Omaha, erected a new building on Farnam between "Fenix and Eleventh. After a few years he sold out to "Jersey" Tuttle and migrated to California and degenerated into a lawyer.

The second drug store was opened in the summer of 1856 by Jones & Wood at 1420 Farnam. Eventually the stock passed into the hands of A. D. Jones, the first postmaster, and by him was sold to Dr. E. P. Childs. He transferred it to Allen & Donovan, who sold to C. F. Goodman who is still in the business on Leavenworth street.

The third druggist, James K. Ish, brought his store up from Booneville, Mo. This frame building after being moved about to several places still remains near the new federal building across the street from James Forsythe's old stand. Mr. Forsythe has the distinction of bringing the first soda water fountain to Omaha.

John W. Bell, now the longest in continual service in the city came to Omaha as a clerk for Mr. Ish in 1870 but after a year of clerking started in for himself.

FIVE HUNDRED MILES ON A BUCKBOARD.

Omaha, September 1.—N. A. Kuhn, recently returned from a trip overland from Denver through Colorado and Wyoming on a buckboard, gives some interesting drug gossip for the Era. He and two companions purchased a team and wagon in Denver, which they sold on their return for \$20 less than they paid for them. They were well equipped with winter blankets. In the middle of August at 9,000 feet above sea level they found ice half an inch thick in their water bucket.

At Empire, where the tourist ascends the Rockies to cross Burthod's pass, Mr. Kuhn saw a drug store sign and went in to have a common cholera mixture put up, but was met with the reply.

"O, we don't fill prescriptions here. Drugs is our side line. We depend on stamps and stationery for trade." Mr. Kuhn suggested that he would put up the prescription himself if given the drugs but found that the entire stock consisted of two-ounce bottles of laudanum, paregoric and castor oil.

Across the divide a drop is made into Rout county and at Yampa a very nice new store is conducted by J. A.

McKenny. Yamp is the Indian name for bear. The principal stock in the drug store is a fine line of fishing tackle. Notwithstanding, it is a peculiarity of Colorado that natives always assert that the good fishing is either eight miles back or eight miles ahead.

At Steamboat Springs Dr. Newman has a very neat drug store which was established by his father. At this place there are 152 springs and the place receives its name from one of these which puffs alternately from two orifices with a sound like the escaping of steam from a locomotive. James Killion also has a very cosy drug store at this place.

At Hayden, twenty-five miles west of Steamboat Springs, D. L. Sellers runs a paying drug store and post office and makes a specialty of buckskin gloves made from horse-hide—or at least he affirms they are.

Craig has a couple of well-kept drug stores. At Encampment, Wyoming, Henry W. Britt has lately started a new store. Mr. Britt is also interested in copper and stands a chance of being a millionaire from it before he is by drugs.

After a drive of 450 miles Mr. Kuhn left his companions, purchased a saddle horse, hired a guide and made a trip of 50 miles over the mountains to the Union Pacific road where he took the train for Omaha.

THE KANSANS.

—There is a young drug clerk in Troy who is sweet on a certain girl who likes soda. The girl also likes dogs, and has a little one which accompanies her every where she goes. The other day while the clerk and the girl were dallying at the fountain, the dog went on a tour of investigation. He wound up in the show window inside a particularly sticky piece of fly paper. The girl was in tears until a happy thought struck the clerk, and he carried the dog to the wrapping counter. The young lady emerged from the store a moment later with a big bundle that looked like a parcel of meat.

—After several years of persistent effort, the Woodward company of Lawrence has landed the seat chart for the local theatre. This has always been a good advertisement for the firm holding it, and has been eagerly sought after. For a number of years past, Dick Bros. have conducted the advance sales.

—One of the new Kansas houses is the Central Drug Co. at Independence. Clate Fair is manager. Reports say that the firm's prospects are the best. Among those who contemplate an early retirement from the trade are W. J. Cattell of Kiowa.

—Geo. Van Warden, who is one of the Wichita druggists who have had trouble in explaining the "why" of cocaine sales, forgot to appear in police court the other morning and the city is \$50 richer.

—F. W. Murray of Stafford, has sold to Rose and Stivers. F. J. Dittus, who formerly operated a store in Glen Elder, has made arrangements to put in another stock there within a short time.

—G. H. Ensign, who has stores in Topeka and its suburb, Oakland, contemplates disposing of the latter place in order to devote more time to his city business.

—Fred Baugh succeeds Louhie & Baugh, Edna. Lowman Bros. succeed P. J. Unbrite at Pittsburg.



Georgian Bay, where she was camping. The body was recovered. Miss Curzon was a graduate of Toronto University and for over ten years was assistant to Dr. W. H. Ellis, Dominion Analyst. She was the daughter of the late Mrs. Sarah Anne Curzon, well known as a writer.

—S. B. Seobell, druggist of Newcastle, Ont., has disposed of his business to W. Anderson, Wm. Cochran, druggist of Ottawa, has opened a branch establishment on Sussex street in that city. Lodingham & Co., druggists of Russell, Man., have dissolved partnership. The business will be continued by Dr. T. A. Wright.

—Mr. Wade, druggist of Kingston, has for some months been annoyed by a series of thefts of parcels from his store. Finally an officer was detailed to keep watch and last week a woman was arrested in the store on suspicion of being the guilty person.

—Philip McGregor of Toronto, was fined \$5 by the Police Magistrate on a charge brought by Thomas W. Crutenden, druggist, who purchased three gallons of fruit syrup from him and found it 122 ounces short in weight.

—Robert E. Reynolds, druggist of Hamilton, Ont., married Miss Katherine E. Hicks, daughter of Richard Hicks of that city.

TEN REASONS

Why I am a Member of the Pennsylvania Pharmaceutical Association.

Why should the druggist join the pharmaceutical association of his State? This question is answered by means of the following ten terse arguments published in the form of a neat booklet and distributed by the Pennsylvania Ph. A. The president of the organization, Mr. Wm. O. Frailey, says that it is his ambition to increase the membership to 1200 before the next annual meeting in 1904.

The Aims.

The aims of the Pennsylvania Pharmaceutical Association are to unite the educated and reputable Pharmacists and Druggists of the State; to improve the science and art of Pharmacy and so restrict the dispensing and sale of medicine to regularly educated Druggists and Apothecaries.

These aims form the basis and platform on which the Association was organized. By its work and influence the aims have been partially accomplished.

General Benefits.

"By their fruits ye shall know them." The fruits of this organization are the State Pharmacy Board; the recognition of its influence by the several associations and institutions of pharmacy. Membership establishes identity as a reputable and able pharmacist and an upholder of all that is true, scientific and ethical in pharmacy. Through its officers the craft throughout the State have been saved much annoyance from revolutionary upheavals by the averting of threatened legislation of a pernicious character.

Economies.

Some of the immediate benefits most recently accruing to the pharmacists of the State through the Association are; the saving of \$1.00 a year to each registered man in the State by the repeal of that section of the law requiring a re-registration and fee of \$3.00 every three years; the saving of from \$10.00 to \$20.00 a year to each store by the defeat of the bill requiring prescriptions for the sale of opium and its preparations; the saving of large sums by the defeat of the bill requiring the formula to be printed on the bottle of every unofficial compound.

Mutual Interests.

They are not idle for much work is accomplished. But that feeling of mutual interests and fraternity exists and prevails.

Fraternity.

As to the general commercial interests of the pharmacists of the State, it should be unnecessary to more than mention the fact that the Pennsylvania Pharmaceutical Association is affiliated with the National Association of Retail Druggists, is an integral part of that great organization, is always represented on the floor of that body, and some of the most aggressive workers are members of both associations.

Published Proceedings.

The reports of officers and committees, the papers read and the discussions on the same, the constitution, and by-laws and the full roster of members are all published in a volume of several hundred pages each year, which publication is a valuable contribution to pharmaceutical literature. Every member receives a copy of this publication, which alone is worth more than the annual dues.

Professional Identity.

Every pharmacist in the State, therefore, should, in order to ensure and maintain his identity and professional standing, be a member of the Pennsylvania Pharmaceutical Association.

Possibilities.

The activity, aims and field for its work, the possibility for incalculable good to be accomplished, indicate the necessity for the Association to be truly representative of the pharmacists of the State, not only from a scientific standpoint, but also in point of numbers, as the more largely representative the association is, the more wide and powerful its influence for good and the more respect its reasonable demands will inspire.

Social Contact.

The meetings of the Pennsylvania Pharmaceutical Association are held annually and the members secure the enjoyment of a hand-to-hand association with each other, that exchange of opinion and discussion of interesting topics and a social intercourse which is at once edifying, enjoyable and educating, and proves a very excellent contrast with and relief from the constant grind of every day routine behind the counter. At these meetings one receives food for reflection all the rest of the year. Ideas expressed evolve new ideas and some of the most fortunate campaigns in business have been instigated through the ideas and impressions gained at the annual meetings.

Equality.

Here every one is on an equal footing. Professors of pharmacy, manufacturing chemists, wholesale and retail druggists, traveling salesmen for large industrial concerns in pharmacy and the allied branches of trade, all meet together for a few days outing and the rigors and conventionalities of "shop" are for the nonce forgotten and every one has an enjoyable time.

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PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

THE MALAY DRUGGIST.*

A Bit of South African Life.

DON'T be made of you are at all in a hurry, but the door of an immediate consultation you may care to enter. Be careful as you go through a few steps leading into the shop, or you may strike your head against the cross beam. The (real) room is situated in the basement because the rent is low, and the premises are more open to the light of day. When you enter you find the proprietor seated on his stool. He bows to you courteously, but makes no attempt to rise. This is only his way and you must not mind it. After a time he gets up and asks the nature of your business. The Malay druggist's stock consists largely of herbal remedies. Besides these he now keeps a fair assortment of the more prominent "patents." His principal customers are his own countrymen and Kaffirs, though a fair number of Europeans also deal with him. He sells at ridiculously low prices, and this counteracts the natural drawbacks to success with which he has to contend. Every evening, as the sun is setting, the priests come on to the square roofs of the temples and summon the faithful to prayers. Then the "Muezzin" rings out the warning note. When this occurs the druggist pushes anyone who may be unfortunate enough to be in the shop at the time outside, makes fast the door, and prostrates himself in prayer. When he has got through with his devotion he reopens the door. This praiseworthy attempt at following in the footsteps of his ancestors causes trouble at times, as strangers invariably object to such summary treatment. There are a considerable number of fast and fast days in the Malay calendar. On these days no body works. If you will visit the shop then you will find it closed, and a notice pasted up stating that the feast of Ramadan or some other high sounding name is in progress. Below in bold lettering is the polite invitation, "Come to-morrow." But with all these drawbacks to control the Malay druggist is going ahead. One valuable asset which helps him materially in his dealings with the Kaffirs is his look of preternatural gravity. The natives believe that a man who looks so solemn must be wise. When a Kaffir comes into the shop and states that he is suffering from some simple ailment, and asks for a remedy, the druggist invariably asks him one question, "How much money have you got?" The Kaffir always puts this down to the smallest amount he dares, but no matter how small the sum to be disbursed the druggist will find a remedy of that value. After the native has answered this question the proprietor points to the door, and the customer goes outside and sits on the steps until the article is ready for him. Europeans, of course, are not requested "to wait on the stoep." On a Saturday afternoon the steps and entrance to the shop are thronged with natives awaiting their turn to interview the proprietor. A great many of the herbal remedies sold in these establishments are old Colonial-Dutch remedies, and the druggist number among his clients many of the Cape Dutch, who are so much in evidence in the outskirts of the capital. At present Malay druggists have their places of business in the back parts of the town, and so far the law has had little terror for them.

BRUCINE IN MORPHINISM

A Tromm (Apoth. Zeit.) recommends the use of brucine salts as a remedy for the symptoms which follow the rapid decrease of the dose in the morphine habit. The remedy may be applied either hypodermically or internally. The dose to be employed must be determined by experiment in each case, the amount required varying greatly in different individuals and stages of morphinism.

*The Chemist and Druggist.

THE OLD TIME PHARMACY.*

It was not the "pharmacy" in those days, it was the "drug store" and the presiding genius was a "druggist." The time I speak of was away back, so far off, that I will decline to specify for fear you will imagine me to be an old man. I will, however, mention to you may get your bearings, that it was before "chlorate of potash," "glycerine" or "chloral" days, as I have seen all of these introduced. I paid Powers & Weightman \$75 for my first ounce of chloral.

The pharmacies of those days were not, as a rule, attractive in appearance. The one I have in mind, where I learned the business, was not even on a corner. It was narrow, with steps and pitfalls for the heedless. The ceiling was low, the shelving very plain, the shelf ware was common, lights very bad, everything dingy, and this in a large city. But in the very plain show cases was a first-class stock of brushes and sundries. In the very ordinary shop bottles were the best drugs money could buy or experience select.

In the back room was the laboratory, and tinctures were carefully made by macerations and expression, for this was before the arrival of the percolator, and fluid extracts were scarcely known.

Prescriptions were filled in the very best manner, with care andidelity. One of our best physician patrons wrote his prescriptions on a small scrap of paper. His range of remedies was very small. His only cough prescription for all patients was this:

Syr. Ipecac.....a. ʒ i
Syr. Scillaee Co.....a. ʒ i

Another doctor preferred all his prescriptions with the initials I. N. D. (In Nomo Dei.)

We did a small wholesale trade with grocers, castor oil, etc., in bottles being supplied upon order.

My duties as junior were of the usual kind. I was expected to open the store, build the fire, sweep, dust, clean and wash bottles. Then I was expected to go out and apply leeches either by the doctor's orders or otherwise, and I soon became an expert. Once I was sent with a vial of prussic acid to a patron's house to kill a cat, and the work was done in first-class manner.

This was a typical old-style pharmacy, but I venture an opinion that no plate-glass, tiled-floor, marble-lined, mahogany-finished shop will supply their customers with any better drugs or more honest and capable work than this old time pharmacy. I recall very many happy days there, and my very great and lasting respect for the proprietor.

I hope that in this hasty sketch I may interest some of the younger generation, and that they will not forget that honesty, and truth, probity, faithfulness and ability may dwell in an "Old Time Pharmacy."

*Read before the Kentucky Pharmaceutical Association.

Dr. David Kennedy's NEW MEDICINES.

	Per Dose
CALCURA SOLVENT.....	\$5.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPDERMI SOAP.....	2.00
EXEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Irocaline)....	5.00
COUGHLINE SYRUP.....	4.00
REDECURA OIL.....	4.00
OCCLINE BALM.....	2.00

Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

ROUNDOUT, N. Y.



FAVORABLE OUTLOOK FOR BUSINESS THIS FALL.

New York, September 1.—Dealers report a gradual improvement from the various distributing and consuming trades and the outlook is favorable to a steadily increasing volume of business as the fall and winter season advances. Fluctuations in prices noted below show changes of more or less importance in several articles, notably wool alcohol, oil peppermint and cascara sagrada.

OPHINE.—Quotations are without further change and the market is quiet with routine transactions reported at \$3.50@3.65 for 9 per cent, and \$3.60@3.75 for 11 per cent. Powdered is finding a moderate consuming outlet at \$4.00@4.05 for 13 per cent, and \$4.00@5.15 for 16 per cent.

MORPHINE.—A fairly active jobbing market is reported and quotations are maintained at \$2.60@2.70 for eighth, in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials, and \$2.30@2.40 in 5-oz. cans.

QUININE.—Values have steady support and a good jobbing business is in progress at 24@24½¢, for bulk in 100-oz. tins, 24½¢@25¢, in 50-oz. tins, 25¢@25½¢, in 25-oz. tins, 26¢@26½¢, in 15 or 10-oz. tins and 31¢@31½¢, in ounce vials, according to brand and quality.

COCAINE.—Some of the larger manufacturers refused to follow the lead of those who recently advanced prices 50¢ per oz. and jobbing quotations for mirate have reacted to the basis of \$4.25@4.50 for bulk, according to size of order.

CASCARA SAGRADA.—Owing to reports of excited and higher primary markets the local situation is decidedly stronger and jobbing prices have been advanced to 30¢@35¢, for whole, 30¢@40¢, for ground and 37¢@42¢, for powdered.

PERUKIA ASH BARK.—Supplies are increasing and the market is easier with quotations in a jobbing way further reduced to 24@30¢, for whole and 30¢@35¢, for powdered.

WITCH HAZEL BARK.—Lack of demand and ample supplies have caused a reduction in jobbing quotations to 15¢@20¢, as to quality and quantity.

WOOD ALCOHOL.—Manufacturers' prices are 5¢, per 2½ lb. lower and the revised jobbing range is 50¢@60¢, in bbls. and 60¢@70¢, for smaller quantities. Columbian or Oriental brands are quoted \$1.25@1.30 in bbls. and \$1.25@1.55 for less.

SAW PALMETTO BERRIES.—Now crop are coming forward and with the recent stringency of the market relieved, jobbing prices have been reduced to 35¢@40¢, as to quality and quantity.

GAMBIDGE.—The market is better supplied and holders have reduced quotations to \$1.10@1.20 for orders and \$1.20@1.30 for either stock plus or powdered.

OIL PEPPERMINT.—Only a light consuming demand is reported and with more or less pressure to sell the market is easier with jobbing quotations showing a further decline to \$3.20@3.45 for Western, \$3.25@3.40 for Wavay Co. and \$3.00@3.20 for redistilled. The latter range is also quoted for U. G. H.

OIL PEPPERMINT.—Stocks are light and values firmer, with jobbing prices advanced to \$1.25@1.50.

COB MARIN.—The season supplies and keen competition have caused a further decline in jobbing quotations to 37¢@47¢, per oz., according to quantity.

BALSAM FIR.—Oregon is very scarce and considerable higher jobbing prices showing an advance to \$1.75 @2.00.

GOLDEN SEAL ROOT.—Under the influence noted last week jobbing quotations have been further advanced to \$2.60@2.80 for whole, \$2.60@2.80 for ground and \$2.80@3.00 for powdered.

SAFFRON.—American is again higher and the routine jobbing range is 55¢@60¢, as to quantity.

PARMIN.—Only a light jobbing market is reported and an advance in quotations for No. 10 to \$2.10@2.20 per lb. and 2.00@2.10 per oz.

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Can be Opened Without Effort.

The saving of the cost and labor of using corkscrews is something in which all consumers of beverages are interested and they will be glad to learn that the Apollinaris Co. Ltd. is introducing the Crown Cork bottle, which can be opened without effort and without spoiling the contents. No corkscrew is necessary. Openers are contained in an envelope tucked under the lid of the original cases. Apollinaris, which is bottled only at the Apollinaris Spring, Neuenahr, Rhenish Prussia, Germany, and only with its own natural gas, is increasing in sale and this universally well known table water needs no encomiums.

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The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Everything in education should conduce to understanding, just as everything which conduces to understanding is education."

Some undertake the study of pharmacy in order to obtain a thorough understanding of the science, others merely to fit themselves to pass a required examination.

While a desire to scramble past the board is not the best incentive to study, it still leads to a considerable amount of understanding and often to study of a more serious sort.

For a thorough grounding in the science of pharmacy, the larger colleges are undoubtedly the best means.

But for a beginning, and an aid in passing the board, correspondence courses, such as the Era Course in Pharmacy, are highly effective, and, moreover, inexpensive.

Write to The Pharmaceutical Era, No. 8 Spruce street, New York, N. Y., for a prospectus.



N. W. D. A. and P. A. of A.

At the present writing the most conspicuous event on the pharmaceutical horizon is the coming meeting of the wholesale and manufacturing branches of the trade. When this paragraph reaches the readers' eyes, these two associations will be busy making history. For the prevailing expectation is that this meeting will not be a mere social gathering with its chief business the graceful exchange of bouquets. Unless indications are utterly at fault there will be interesting proceedings. Only a complete failure of courage can prevent a thorough airing of grievances and the adoption of vigorous resolutions. The exact nature of the grievances is not now apparent, but, if we are not mistaken, they have more or less to do with broken promises, not to use a harsher word. It is an open secret that rebate and tripartite agreements have been too freely broken in some quarters to remain longer unnoticed, and pointed protests or even more radical measures are quite likely if not probable to make their appearance. Inquiries, explanations and readjustments seem to be demanded. The retailers are also beginning to ask significant questions, and signs indicate plentifully that there will also be "something doing" in Washington next month. It is not at all improbable that the present arrangement for the distribution of proprietary medicines will be superseded by something less likely to be disturbed by the lapses peculiar to human nature under stress of competitive trade. On the other hand the more conservative will do their best to preserve the existing order of things. They maintain that the present arrangement, while leaving much to be desired, is still accomplishing good results and is constantly becoming more effective as the trade is gradually being educated to the mutual concession policy. It is further suggested that all great and good movements are slow of growth and that the present plans have not yet been given a fair trial. Whether the more conservative element will prevail or the radical will be free to overturn things remains to be seen. At any rate there will be something besides festivities next week in historic Boston of the tea-party.

THE RETAILER IS RESPONSIBLE.

In considering the numerous reports of drug adulteration in this city, we have hitherto always supposed

that in the majority of cases at least, the druggists were merely guilty of negligence and not of conscious fraud. We had to be granted that the easy-going gentleman showed himself to be imposed upon, not deceived, by the wholesaler but by some one nearer the source of supply. But it seems that this view of the situation is entirely too charitable. We are forced to draw our conclusions against our will that the more recently reported violations of trust cannot be explained in this comfortable manner. Inspectors of the board of pharmacy have been gathering samples of common remedies prepared in the retail drug store and have found a shamefully large number that do not meet the pharmacopoeial requirements. Tinctures prepared with wood alcohol, camphorated oil and tincture of iodine below strength, and bisulphide salts mixed with prepared emulsion can not be accounted for with the plea of ignorance and inadvertence. The result of such sophistication is invariably a cheapening of the product. The druggist who dispenses them, does so with only one objection in view, he is guilty of a detestable form of fraud, and a disgrace and disrepute to every honest member of the calling. The number of so-called pharmacists who are willing to stoop to such disgraceful practices for the sake of a few pennies is almost incredible. If this is the logical result of free competition and the pursuit of the cheap, a thorough weeding-out campaign is absolutely necessary. Honest members of the trade owe it to themselves, merely as a means of self-preservation, to aid the inspectors in every way possible to remove this disgrace from the pharmacy of the city. Can we blame the public for being cautious about entering a drug store when there are so many sharks lying in wait behind the colored bottles to prey upon their helplessness?

THE BLAME CANNOT BE SHIFTED TO THE WHOLESALER.

Druggists when accused of supplying inferior drugs have frequently tried to shift the blame to the jobber by saying that the materials were dispensed exactly as received. There have been numerous hints that the inspectors might profitably look for fraud "higher up." This, while not a valid excuse—the retail pharmacist is, by reason of his license, alone responsible before the law—was still, under the anomalous conditions existing, capable of removing a portion of the disgrace. But even this plea is without foundation, for if the druggist receives inferior goods from his jobber he does so consciously, knowing very well that the best can not be obtained for the least money. As a matter of fact, reputable wholesale firms are much more scrupulous in examining and testing than the retail distributors. Practically every one maintains a thoroughly equipped laboratory. Crude drugs, as received are not all of superior quality, and it is a common and commendable practice to subject the contents of original packages to considerable sorting. The material are separated into various grades, the different qualities being, of course, sold at different prices. This practice is necessary in order to ensure the best result, and it is a practice that pays. A prominent member of the wholesale trade informs us that there is no lack of druggists willing to pay the highest price to obtain superior drugs. That the common grade article sold goes without saying,

and we have no fault to find with this perfectly obvious commercial necessity. Even if not suitable for the preparation of official remedies, the cheaper grades are useful for other purposes. If the druggist, in his demand for the greatest quantity for the least possible outlay obtains these inferior, cheap goods, or if he allows himself to be imposed upon by schemes possessing only a negative reputation, he has no one to blame but himself. And if he dispenses these materials or employs them in the preparation of standard remedies, he is wholly responsible for the result.

THE PHARMACOPOEIA AS AN OFFICIAL STANDARD.

With the increasing necessity for drug inspections and greater frequency of prosecutions for violations of pure drug laws, the U. S. Pharmacopoeia, the standard by which the druggists' wares are adjudged good or bad grows in importance. In prosecutions for adulteration the tests applied to the materials are, in fact, of greater weight in determining the guilt or innocence of the accused than even the opinion of the judges or the verbal details of the law. It is, therefore, essential that these tests should be absolutely fair and leave no room for doubt or uncertainty. Does the U. S. P. fulfill these conditions? It is revised only once in ten years, and the volume at present authoritative bears the date of 1890. It takes no account of the changes that have taken place in science during a decade, a long time in view of the very rapid progress which is characteristic of the present age of research. Some of the tests have long since been declared uncertain, and some of the requirements are far from those possible in actual practice. It seems that here is room for great improvement. It is necessary that there should be an official standard and no one is better fitted to prepare such a standard than the body of gentlemen now responsible for the contents of the pharmacopoeia, but there should be some way of keeping this extremely important standard up-to-date. The U. S. Government issues bulletins for the guidance of its customs officials at frequent intervals, and, whenever additional data are discovered, these are immediately rendered available. Certainly standards of purity in drugs are of as much importance as those governing the importation of textile fabrics, and there should be some means of bringing fresh discoveries more quickly into use. If it is impossible to issue yearly editions of the pharmacopoeia, why not publish addenda from time to time when these become desirable?

MORE JOURNALISTIC SCIENCE.

We have all marvelled, from time to time, at the eccentricities of newspaper science. When the expert journalist undertakes to serve up the wonders of nature to a jaded public he invariably converts the molehills into mountains, the meanwhile calmly ignoring every raging volcano on the map. Harper's Weekly and the N. Y. Sun, with the aid of Mr. Edison, have now unfolded the radium mystery. It is all as plain as day, and all accomplished with so little effort! A few months ago, the discovery that radium salts maintained a temperature higher than the surrounding atmosphere set the world of science agog. It immediately set in motion a train of experiment and speculation as to the source of this energy and the manner

of its transformation. There were a number of more or less plausible theories about the ultimate source of the energy, one of the most satisfactory being that the element converted some of the molecular motion of surrounding gases into heat. No one for a moment believes that radium could continuously create energy out of nothing at all. It is merely a little pinhole in some vast reservoir through which a little leaks into the open. Mr. Edison—sensible man—apparently recognizes this necessary assumption, and recently made a remark to this effect to a reporter. His theory does not differ greatly from those already published except that he proposes a new and unheard-of source of energy, which is quite unnecessary considering the many forms now floating about in the ether and mostly convertible the one into the other. Enter the expert journalist—great discovery by the great inventor—mystery solved! The perfectly obvious to any mind gifted with ordinary powers of thought and in reality explaining nothing, is hailed as a wonderful discovery. These dignified journals evidently supposed the scientific world to be in a situation similar to that of the historic Boston maid, who upon first observing a lawn-sprinkling arrangement in operation, exclaimed: "Who evah would have dwamed that such a diminutive appawatus could contain so much watah!"

Give the Best that is in You.

The best lesson in culture is to learn to give the best that is in us under all circumstances. He who is master of himself will be able to command his powers at all times. No matter how distracting his surroundings, how unfortunate the conditions under which he works, he will be able to focus his powers completely and to marshal them with certainty. If things go hard with the self-mastered man, he will be able to trample upon difficulties, and to use his stumbling-blocks as stepping-stones.

If a great misfortune overtakes him, he will simply use it as a starting-point for a new departure, a turning-point for more determined endeavor. He may even be weighed down with sorrow or suffering under discouragement, but he always starts anew with redoubled determination to do the thing he has set his heart upon.

The power of self-subjection of a determined soul is almost incredible. Imprison him, and he writes a "Pilgrim's Progress;" deprive him of his eyesight, and he creates a "Paradise Lost."—Success.

ERA COURSE IN PHARMACY.

List of Graduates for August, 1903.

Matriculation No.	Name	Grade.	Per Cent.
3327	L. A. Klenze, 726 W. 6th St., Davenport, Ia.	96	
3640	Leo Wathen, Morganfield, Ky.	95	
3576	J. M. Jackson, New Haven, Ind.	96	
3521	Duane S. Laucks, Mannsville, N. Y.	98	
3577	William E. Sharp, Box 241, East Bridge-water, Mass.	96	
3634	Edward M. Scribner, Monroe, Maine.	98	
3250	M. A. Hunsinger, 145 Erie St., Buffalo, N. Y.	98	

The above graduates will receive diplomas within a short time. A large and handsome engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it for the sum of \$2.00. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.



W. A. LESLIE, Morganton, N. C.
President North Carolina Ph. A.



AN APPRECIATION.

To the Editor:—I must thank you for the good lift you have given in the last two Eras to the crusade against cocaine. Mr. Eberle's report on the drug habit could not have come at a better time, and his observations are sound. He describes the fiend to a finish. Who ever saw them—as I did—can not but admire his diagnosis of the appearance of the poor victims.

We are issuing a circular on the cocaine traffic to be mailed in sealed envelopes to every R. P. and A. P. in the State.

The great difficulty comes in here: Druggists who willingly violate this law, know the fiend when they see him, and will not sell to any but fiends. They don't give them away; and when we drop in on them, they refuse us.

You see the cunning, fox-like tactics. As I said in my paper to the I. P. A. a year ago, "a murderer kills only the body, a cocaine vender lets the body die slowly, but kills the soul in the live body," and Mr. Eberle almost adopted the same language.

I hope some day the relatives of fiends will sue the vendors for damages. The verdict could not be heavy enough! The damage can not be repaired by money!

W. BODEMANN.

Chicago, Sept. 2, 1903.

THE MAXIMUM DOSE OF HERVINE.

Austrian pharmacists have apparently adopted a method for fixing the doses of drugs which is much less troublesome than the usual experiments with physiological action. As a result of recent discussions of the toxic properties of hervine, a committee of the pharmaceutical association recommended that the dose of this remedy be fixed at .003 gram for a single dose and .01 gram for the daily dose.

SHOP TALK

CUTTING A SWATH AND SAWING WOOD.

"I have a question here," remarked the druggist. "C. P. told me you would chuck into the bucket a few sagacious aphorisms and I am curious to see what would come out of it."

The sage beamed with pleasure, and rubbed his forehead expectantly.

"It can't be of any use," continued the druggist. "It comes from Chicago, where I must say there is a great deal floating around that is not all wind, by any means."

"Out with it!"

"It is this: Why do people spend a year thinking, planning and working to get up a top-lofty paper on some abstruse subject having only a spider web connection with the drug business, while, when it comes to the question of making a real success of pharmacy no one has anything to say?"

"What do you mean by 'success'?"

"Why, material success, of course. That is the universally accepted idea of it. There is mighty little glory or fame or satisfaction to be got out of pharmacy as a pastime. If you can't make it pay, it's no use."

"Lots of people do make it pay."

"Of course! That's what I say. But why don't some of these successful chaps hob up, in the A. Ph. A. for instance, and tell their associates how they did it?"

"Too busy sawing wood!"

"Nonsense! Nearly everyone present at these meetings has a very respectable thing of it, and they read papers, too, but always about something else—the past history and present status of the search for an active principle in some common weed or other, or the sad decay of the art of making chewing-gum—something that takes outside thought and research, but which does not come within a thousand miles of the store ledger. Why is it?"

"Too busy sawing wood!"

"It isn't that, I tell you! The men who read papers know how to saw wood as well as the inarticulate fellows, but they won't talk about the wood-pile nor the saw, nor their way of keeping it sharp, so that it will bite."

"In my opinion," said the sage, "the most successful sawyers are so busy when they are at it, that they haven't time to think of other things, and when they do get a chance to lay aside the saw, they are tired and go in for something else."

"Is the A. Ph. A. a sort of recreation, a relaxation?"

"I think it is with most retail members. With some others it may be a matter of business."

"I don't believe you have got hold of the whole of it. The most enthusiastic insist and insist upon the profitability of it."

"I dare say it is profitable, but I have yet to hear of anyone who ever went there a second time if he failed to extract pleasure out of his first attendance."

"But don't you think there are other reasons?"

"For what?"

"For the lack of bread and butter papers?"

"Oh, yes! The firm who is good at wood-sawing is not always good at telling others about it. And then he has a curious notion that in an association paper something extraordinary is expected of him. His business methods do not seem out of the common to him."

"And to really say a good deal to tell about?"

"Oh, sorry to say! But he doesn't know it. He is too busy to think about things and find reasons. He can't busy his own. His energy runs to action."

"I see! That is why you are not disgustingly wealthy?"

"I shouldn't wonder!" replied the C. P. slyly. "I have always been in the habit of figuring things out Good, careful judgment is all right, but you can't over-do it. Musing around too long about every little thing is not good business. There are lots of successful men who haven't the slightest idea why they succeed."

"A matter of luck, then?"

"No, I would not say that! You ask almost any old chap who has made his pile to tell you the secret of his success, and he will say 'Attending strictly to business.' How he attended to business is a matter he does not speculate about. He takes for granted that you know about that as well as he does."

"Perhaps that is all there is to it!"

"What?"

"Hard work and close attention."

"Yes, I dare say you are right. There is no secret of success. It is a matter of work, ordinary common sense and some luck. Energy and tenacity count more than intellect. Carnegie tries to tell the boys how to succeed, but his sermons are just about the same as those you and I preach."

"Then what's the use of talking about the way to succeed?"

"There isn't much—not in a general way, but in little details men who are placed in similar circumstances can be very helpful to each other. The members of such local associations as they have in Pittsburgh, Philadelphia and Brooklyn do help. They receive hints and stimulus, which is only another form of energy."

"Why don't they do the same thing in the big associations?"

"They try to, but somehow they are too formal for that sort of thing. People seem to think common talk isn't worth while at an annual meeting. They think when a man gets up at one of these big affairs he must cut a wide swath, so instead of walking on solid ground he soars away in the empyrean as the boy says, and not being used to soaring his flight is not always graceful."

"Oh, pshaw! Your liver is out of order again. You and the fellow who asked the question are both away off the course."

"What do you think about it, then?"

"They do read beautiful practical papers at the A. Ph. A. and you fellows are clumps not to see it!"

"Oh!"

A CHAPTER ON FROGS; WHAT FOR!

Rebert & Kimmey, druggists at Syracuse have a window which has attracted more attention than any of the interesting displays they have had. The center of interest is a small frog pond, around the mossy sides of which ten or a dozen immense bullfrogs go through various antics.

The first who stopped were two young fellows of about the High School age. "Say," said one, "they say all these suicide clubs keep them frogs on hand 'Suicide clubs' what for," asked his companion. "So they can croak easier."

"Oh, look here," sang out a Syracuse University co-ed, "look at these frogs!" "They ought to have a bullfrog there too," said co-ed number two. "What for?" "Then we could sing: 'O! The bullfrog on the bank, and the bullfrog in the —' The rest of the conversation was lost.

In came a farmer looking for Paris green for his potato bugs. He glanced at the frogs and smiled. Finally he broke into a laugh, and said:

"Seem' them frogs reminds me of a toad (he pronounced it 'tud') my pup got bolt of. He was at the calf age where he wanted to bite everything on the place. After a rain one day he saw a 'tud' hoppin' along and he went after 'im. He give one good bite and you ought to seem 'im. Ha! Ha! He jest put his tail between his legs and sneaked. It took a few hours to get the taste out of his mouth. It cured 'im all right. He wouldn't take bolt of another if he knew he would get a big chunk of meat for doin' it."

A fat man accompanied by a tall 100-pounder who looked as if he had been run through a flattener, then came up to the window. The fat man had evidently been acquainted with the beasts before. "D'ever see one of them fellers bite on a piece of red flannel," asked he. "Red flannel?" queried his companion in surprise. "Yes, that's no joke. You take a hook and bait it with red flannel and you can ketch 'em every time." While the thin man was still pondering over the statement and wondering whether to believe it or not, the fat man spoke up: "Sav, I got down on a man once and slipped a little frog down his throat before he could say Jack Robinson."

Two business men came into the store, ordered some vichy and turned to look at the frogs. "Like 'em to eat?—the legs I mean," asked one. "Don't care anything great about 'em," was the answer. "You would if you cooked 'em right," said the first man. "When I was a boy on the farm, I used to run the hay rake. I had a bag along and a club. The meadow was full of the critters and I used to get off the rake whenever I saw one and whack him over the head. By noon I'd have a bag full. I used to dress 'em, only the legs of course, and my mother would cook 'em for dinner. My stars! but they were good."

As the Era man moved away from the store he heard a Yale man say to his companion: "Lets make 'em give the Yale yell. These must be the 'Frogs' of Aristophanes. Brek, ek, ek, koax, koax!"

MORE TROUBLES THAN HE SHOULD BEAR.

"Tell your troubles to a policeman" has long been an expression when a man was bored by hearing the woes of another," said a drug clerk the other evening. "but if you would hear the woes of mankind hot from human lips just step behind the prescription counter and listen to the troubles I have to endure and the tales I have to listen to during my trick on duty."

After a man with a cold had imbibed his lemonade he returned to his first love—the drug clerk—and proceeded to pour out misery.

"Went to a dance the other night, you know," he began. "I'm a very smart young man, and after I had danced every number on the menu I proceeded to stroll into the cool and refreshing night air. Look at me now. Ain't I a dream of delight? Oh, I do such bright things! I suppose if the plumber would come along with a pail of hot lead I would dip my finger into it to see if it were really hot." The poor drug clerk had to listen and appear to like it.

"Mister, I want a nickie's wuth o' wepion salts for my mamma," chirped a youngster as he handed over an empty bottle and incidentally knocked over half a dozen bottles of perfume.

"Doctah, kin yo' tell what's good fo' a pluracy pain in ma side? Ah done had a mos' mis'ble time dis las' night; deed I has."

Old "mammy" held her hand on the offending side and groaned as the drug clerk proceeded to mix some brown sugar and water to give to her.

"How much is dis?"

"Oh, nothing; that will be all right."

"Thank yo,' sah."

The drug clerk looked across the store and saw an old man coming.

"Great heavens! Here comes another!" he groaned.

"Good mornin', doctor," groaned the apparition as it approached the clerk.

"Good morning, Mr. —. How do you feel today?"

That was all the patent medicine fiend needed to open up his tale of woe.

"Oh, tougher than the dickens, Charlie," he began. "Have you anything in the store that will stop an awful aching in my neck? And I've felt so numb all day today that I don't believe I can last much longer. I had an awful backache yesterday, but that's better to-day. Don't much more'n get rid of one thing till another comes. My teeth has been tryin' to worry me some lately, too."

The drug clerk handed him a small vial of tooth-ache drops and he ambled out.

A moment later the clerk got into an argument with a woman who was possessed of a small slip of paper.

"No, you can't work that off on me. A doctor never saw that prescription," the clerk said to her.

She muttered and walked out.

But the drug clerk does not hear all woe. He has to be polite to the woman perfume fiend. There are women in local society who delight in visiting drug stores for the purpose of sampling every make of perfume in the house. They sometimes buy a small bottle, but it is seldom. They will sniff at the bottles, try a little on their handkerchiefs and ask the price. Then they go to the next drug store.

The drug clerk—poor dog!—he has to know it all, hear it all and bear it all. If he doesn't, he is a bad drug clerk.—Adapted from the Tradesman.

A PUSHING CLERK.

"You must push matters a little, James," said the druggist to his new boy: "by calling a customer's attention to this article and that article, you often effect a sale."

"Yes, sir," responded the new boy, and then he hastened to wait upon an elderly person who wanted a stamp. "Anything else, madam?" inquired the ambitious boy, politely: "hair dye, cosmetic, face powder, rheumatic drops, belladonna, mole destroyer?" The elderly lady deals over the way now.—Philadelphian "Methodist."

One Way of Looking At It.

When a man discovers his house is on fire he goes tearing down the street yelling "Fire!" at every jump until he reaches the nearest station to turn in an alarm. If he hasn't any insurance he spends his time swearing at himself till the fire engine comes, and vows that henceforth he will carry all the insurance the companies will stand—if he has anything left to insure.

But when his business profits are exposed to the fire of cut-rate competition he thinks the wind is not in his direction, and the N. A. R. D. organizer who wants to write him an insurance policy for \$2 a year premium finds him stoically indifferent.

By and by he smells something burning and discovers that while he has been looking on at the other fellows his prospective profits have taken on the appearance of a Fourth of July celebration. Then with coat tails aflame he rushes to N. A. R. D. headquarters, yelling for help, and wishes he had taken out that insurance against cut rates when he could have got it cheap.

N.B.—The best time to get insurance is a few days before the burning shingles begin to fly.—The New Idea.

GRAPE STONES AN ADULTERANT IN PEPPER.

V. Paolini (Zeit. Nahr. u. Genussm.) has discovered a new pepper adulterant in the form of grape stones. Under the microscope this falsification is easily detected. The sclerenchyma of the grape stones is quite different from that of pepper. A thick membrane almost fills the cells of this tissue in grape seeds, this tissue forming to per cent. of the total. There are also other large cells which contain crystals of calcium oxalate and aggregation of crystals are also found in the aluerone cells of the grape. Starch, oil and resin are not present in grape seeds.



Some Pennsylvania Members of the A. Ph. A. who attended the recent meeting at Mackinac Island, Mich.

SAPU MOLLIS AND LINIMENTUM SAPONIS MOLLIS.

By GEORGE M. BERINGER.

THESSE preparations are but seldom prescribed by their present official titles, but are almost invariably ordered under the name of *Sapo Viridis* and *Tinctura Saponis Viridis*, by which they were designated in the 1880 Pharmacopœia. Their introduction into medicine was due to German dermatologists. These early users were supplied with a soft soap possessing a decidedly green color and yielding with alcohol a bright green-colored tincture. As hempseed oil alone yields a soap of such color I presume that this was the oil used in the manufacture.

A soft soap suitable for medicinal use should answer to the following requirement: A smooth, even soft unctuous mass, having a translucent, greenish-yellow color, soluble in alcohol and water to clear solutions and leaving only a minute insoluble residue, and the filtered solutions should be clear, and, while moderately alkaline, must not be irritant from excess of alkali, and must possess strong detergent action.

A number of formulas for medicinal soft soap have already been published, and the object of this paper is to present some experiments on the same subject. These formulas can be classified under two heads, namely those made by the cold process and those made with the aid of heat and generally with the addition of a moderate amount of alcohol.

The cold process formulas are well illustrated by the following, which was given under the title, "*Sapo Viridis*" in the first edition of the National Formulary:

Take of—

Potassa	8 parts
Water	12 parts
Cotton seed oil	21 parts

Dissolve the potassa in the water, and while stirring the solution add the cotton-seed oil. Stir occasionally during forty-eight hours, then transfer to suitable vessels.

The product of this formula is not green at all, and has no claim to the title given. Moreover, it is subject to the very serious objection that it is entirely too alkaline, and this objection necessarily holds true of all cold process soaps.

The official formula for soft soap was undoubtedly superior to that in the German Pharmacopœia. The

latter also recognizes "*Sapo kalmus venalis*," and the American market was formerly largely supplied with importations of this commercial grade. Hager (*Pharmaceutische Praxis*), states that "this commercial soft soap is a product of varying composition, being made from mixtures of rape seed oil with linseed oil, train oil, hemp oil, etc., with a large excess of alkali, and frequently colored artificially—by the addition of coppers, dyewood, indigo and other coloring materials to produce the color desired. Hemp oil produces a beautiful green without the addition of other coloring."

Following the official formula on a manufacturing scale, the writer was confronted with a practical difficulty, namely that linseed oil, per se, was not readily saponified, and in order to obtain a fair product, the amount of potassa and alcohol used was greatly in excess of that directed. Yet the entire replacement of linseed oil by some other oil such as cotton seed oil, which has been proposed, may be objected to on therapeutic grounds, even if the latter did not present some objection in that will be shown later.

Experiments were undertaken to determine the following points needed to establish a satisfactory formula; the oil, the correct amount of alkali to obtain a product sufficiently detergent, and yet not irritant, the proper temperature, and the amount of alcohol necessary to insure saponification and the yield.

My experiments led me to adopt the following formula:

Take of—

Linseed oil	40 grams
Malaga olive oil	40 grams
Potassa	19 grams
Alcohol	10 Cc.
Water	60 Cc.

Warm the mixed oils on the water bath to 70 degrees C.; dissolve the potassa in the water and warm this also to 70 degrees C. and add this to the oils and stir thoroughly. Now add the alcohol, and as soon as this is thoroughly incorporated stop stirring. Continue the heat at this temperature for a short time until saponification is complete, which is evidenced by the mass becoming clear and a portion dissolving in boiling water or alcohol without the separation of oil globules. The finished product will weigh about 140 grams.

If the above directions are followed, the resulting soap is an almost transparent, smooth, greenish-yellow mass, but if stirring is continued after the addition of the alcohol until the saponification is completely effected, then the resulting soap is opaque from included air.

Taking this as a fundamental formula, samples of soap were made by substituting various other oils and mixtures. Of these the following are worthy of exhibition and comment: Malaga olive oil saponified with 10 Cc. of alcohol, but cotton-seed oil, *Luca* olive oil, linseed and hemp oils each required 15 Cc.

The cotton-seed oil yielded a soap that was transparent and almost colorless and the liniment prepared from this in accordance with the official formula was pale yellow, almost colorless. Neither to this soap nor to its liniment would the official synonyms be applicable, yet these are the names used by prescribers.

The *Luca* olive oil soap and liniment were nearly identical in appearance with those from cotton-seed oil, being only a slight shade deeper in color.

The commercial or Malaga olive oil yielded a transparent, yellow soap, having a faint green tint, and the tincture was likewise yellow.

Linseed oil yielded a greenish-yellow soap, and the liniment, while yellow, had a distinct greenish tint.

A mixture of equal parts of linseed oil and Malaga olive oil, as recommended in the above formula, yielded a soap and liniment identical in color with those made from linseed oil.

Hemp seed oil yielded a transparent green soap and the liniment made from it was bright green. In odor and color this liniment closely resembled the tincture of green soap as originally imported.

*Read at the Fifty-first Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

Detergency.

As the soft soap and the tincture, or so-called liniment, are both chiefly used for their detergent value and not as a liniment or rubefacient, a comparison of the detergent strength of these tinctures was considered as an important factor in deciding the relative desirability of the soaps and the oil preferable for the formula. The writer was surprised to note the very marked difference in these tinctures in this respect; as, for example, .5 Cc. of the tincture from cotton-seed oil soap shaken with 100 Cc. of distilled water formed a foam which lasted only seven minutes, while .1 Cc. of the tincture from Lucea olive oil similarly treated formed a foam which persisted for five hours.

In order to make a comparative determination the following arbitrary test was adopted and the six samples of tinctures all prepared by the standard formula were subjected to exactly the same conditions:

To 100 Cc. of distilled water contained in a new, clean four-ounce vial, .1 Cc. of the tincture is added from a pipette and the vial corked and given five distinct shakes or jars with a wrist movement and then set aside at rest, and the persistence of the foam noted.

This simple test I believe to be practical, and to give a fair indication of the detergency. The results are stated in the inverse order of the strength exhibited by the samples.

The tincture of cotton-seed oil soap gave a foam which lasted only three minutes, and the water at once showed a cloudiness. After standing over night (12 to 14 hours) the water was quite cloudy, and on agitation failed to show any tendency to foam. The deficient detergent value of cottonseed oil soap should alone be sufficient to exclude it from official recognition.

The tincture from hempseed oil soap gave a foam which lasted for three minutes. The water was cloudy at once and this increased decidedly after standing twelve hours, when the solution showed only a slight tendency to foam.

Linseed oil soap held the foam for three hours, and after twelve hours standing the water had become somewhat cloudy but was still slightly frothy.

The tincture from Lucea olive oil soap gave a foam which lasted for five hours, and the next day the water, which was at first clear, showed some cloudiness, and only a slight tendency to foam.

With the tincture from Malaga olive oil soap the foam lasted six hours, and after twelve hours the water had become faintly cloudy, but gave abundance of foam on agitation.

The tincture from the mixed linseed oil and Malaga olive oil soap held its foam for ten hours, and after standing twelve hours longer showed but little cloudiness and gave very persistent foam.

All these aqueous solutions, after standing for twenty-four hours, showed some signs of decomposition, the water becoming more or less cloudy.

PROPRIETARY AND TRADE NAMES.*

By M. I. WILBERT,

Apothecary at the German Hospital, Philadelphia.

IF the several perplexing problems connected with the introduction and sale of the so-called new remedies, the proprietary right vested in the trade names is probably the most important. From the manufacturer's point of view, the coming of a conveniently short and easily remembered name is second in importance only to the fixing of a selling price that is sufficiently high to insure a liberal profit, after allowing for the necessary expenditures for salesmen and advertising.

The justice and importance of this, from the manu-

facturer's point of view, must be conceded. With him it is a business venture pure and simple, and he is lawfully entitled to all profits that may accrue to him. Without going into any further discussion of the problem from this point of view, it may be well to bear in mind that there are several kinds of proprietary rights in trade names. These may be defined as moral and legal.

I. For instance, a manufacturer in putting out a new or old compound chooses to coin for it a new name or title, this name or title is morally his property, and is usually considered as such. If, however, he, in addition, registers the same, as prescribed by the patent or trade-mark laws of the country, he has a legal right to the sole use of such title or name, and can restrain any and all persons from the use of such word, name or title.

The nuisance arising from this self-evident right is that we, particularly in connection with the medical and pharmaceutical professions, are being overwhelmed with a multitude of meaningless and in many cases misleading names. Many of these names are dangerously similar, and are likely to lead to serious misunderstanding and possibly fatal mistakes. The injustice to the public, as well as the pharmacist, is evidenced by the unnecessary duplication of names and titles for substances or mixtures that are not themselves covered by patents.

As an illustration of how this duplication of titles may be abused, we may cite the substance that is chemically known as hexamethylene tetramine. This is being sold and used quite extensively under different trade names. These we will say are A, B, C and D. If a pharmacist receives a prescription for hexamethylene tetramine as C, even if he has A, B and D in stock, he is morally not allowed to dispense either of them, despite the fact that he knows they are chemically identical. Nor would it be likely to avail him much if he were to ask the physician who wrote the prescription for permission to substitute A, B, or D for C—the reason for this being that the agent for C has recently visited the physician and has assured him that C is the original and only genuine preparation; its use is never followed by any untoward results, and it has in addition many and decided advantages over the numerous base and worthless imitations that the unscrupulous druggist is always ready to substitute for it. So that there is nothing left for the druggist to do but to lay in a stock of C, and thereby complete his line of this particular chemical, until some other enterprising manufacturer chooses to put the same thing on the market under still another name or title.

This is but one of dozens of similar instances that could be quoted, but is sufficient to call attention to the possibilities that may arise from this one particular phase of proprietary names. It is difficult indeed to suggest a remedy for this evil. Personal interviews on the part of the pharmacist subject him to being accused of being interested in one or the other of the cheaper preparations or substitutes. Some joint action on the part of different national associations might be feasible, but even this could hardly be made binding on their members. In the meantime there is probably nothing to do but to give the subject as much publicity as possible, with a view of calling attention to the injustice done to the public, and the actual menace that the practice must necessarily be to progress along professional lines.

ZINGIBER MIOGA.

C. Hartwich and J. Swanlund (Ber. d. Pharm. Ges.) describe the rhizome of *Zingiber mioga*, a plant cultivated in China and Japan and said to be very hardy. It differs in many respects from the official ginger. Its taste is less stringent and suggests bergamot. The shape of the starch grains is remarkable being greater in breadth than in length and having the hilum placed in a small projection from the broad side.

* Read at the Fifty-first Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

THEORY AND PRACTICE

THE ADMINISTRATION OF RADIUM AND THORIUM TO CONSUMPTIVES

Dr. Soddy (British Medical Journal, through American Journal) discusses the application of the elements radium and thorium to therapeutics. He states that a milligram of radium equals in radio-activity about a kilogram of thorium salt, but that the cost—about \$1000 of a kilogram of thorium nitrate, which can be obtained in ton quantities, is only two or three times as great as the cost of radium bromide. For medical application of the rays it is probable that the thorium salts can never be sufficiently powerful to replace radium in medicine. The following indirect method is therefore of interest. The cheapest and most convenient salt of thorium to employ is the nitrate, which is very soluble and is manufactured on a large scale in the Welsbach mantle industry. The salt is dissolved in water, the excess of nitric acid neutralized with ammonia, and the fairly concentrated solution placed in an ordinary gas-washing bottle, the vessel being filled as full as possible. This apparatus is used as an inhaler, a small caustic potash tube being attached to the outlet to remove moisture and prevent access of any unneutralized acid to the lungs. If large quantities are employed so that several bottles are required, these should be connected up in parallel and not in series. When not in use the inhaler is carefully closed by means of suitable stop-cocks to prevent the escape of the emanations, which are formed slowly. Inhalations are begun by drawing out a gas from a fairly large bottle containing 100 grains of thorium nitrate in solution. The mixture is retained as long as possible before being exhaled. If no evil effects follow the dose may be increased gradually until the entire gaseous contents of the bottle are taken into the lungs, a few bubbles at a breath, the treatment being repeated once every twelve or twenty-four hours. The powerful nature of the agent should, however, be borne in mind. The emanation from a few milligrams of radium bromide mixed with air glows quite brightly in a dark room. In an atmosphere containing oxygen the emanation possesses a powerful oxidizing effect upon carbonaceous matter.

CINNAMON CULTURE.

Stuhlman (Swiss Wochechr.) describes the method of cultivating cinnamon as followed in Ceylon. The industry is entirely in the hands of natives. The plant gives the finest product on the sandy soil of the coast region, but is also cultivated from the sea level up to a considerable altitude. Coast winds do not seem to injure the trees. The seeds are sown in beds and the seedlings set out about four to six feet apart, and when about two or three inches high the shoots are cut off. From the stumps a limited number of shoots are allowed to grow, a stump sixty years old bearing from six to ten. The shoots are cut off twice a year, the later crop yielding better cinnamon than that gathered earlier in the season. The shoots when gathered are deprived of leaves, and the upper thin portions used as "cinnamon chips" for the distillation of oil. The thicker portion of the shoots are then ringed in length of about two feet, and the bark slit longitudinally and removed with a knife. The outer bark is removed from the stems of bark with a sickle-shaped knife upon a wooden block. Several of the strips are then rolled inside another and the whole packed dry in cylindrical bundles.

PHOSPHORESCENCE OF COMMON SALT INDUCED BY RADIUM BROMIDE

W. Akeroyd (Nature) describes an interesting phenomenon easily performed at ordinary tempera-

tures and illustrating the curious property of radium salts of inducing phosphorescence in certain bodies. A wooden match-box is filled with table salt removed from the inner portion of a block, a tube containing radium bromide is pressed into the yielding mass and just covered with the substance. If it be now set aside for a few hours, say in a compartment of a chest of drawers, on opening the box in the dark the salt about the tube will be found to phosphoresce with a white light, but to glow zinc borate and barium platinumocyanide, the salt will continue to glow after the removal of the radium bromide tube. The portions of the salt around the tube are colored a faint buff or ochre tint.

BACTERIA WHICH YIELD THE FLAVOR OF STRAWBERRIES.

M. Lechholz (Schweiz. Wochehr.) has given the name *Bacterium papi* to an organism which he isolated from milk, which spontaneously developed the flavor of strawberries. It is one five-hundredth millimeter in diameter, has the power of movement, and in a number of different culture media it produces the taste of strawberries. It is propagated most readily on sugar of milk and gelatin, and peptonizes the albumenoids of milk. The aroma produced is most marked between the temperature of 14 and 18 degrees C., higher and lower temperatures retarding the action and higher than 75 degrees destroying the bacterium.

CASSAVA.

The Department of Agriculture of Jamaica has issued a bulletin describing seventeen species of cassava, a plant largely cultivated in tropical countries for its tuberous roots which serve as an article of food. The species vary considerably in the yield of tuber and the amount of hydrocyanic acid produced. The percentage of starch in the tubers was found to vary from 10.30 to 30.50 per cent. The poisonous, bitter cassava grown in Trinidad yielded .022 per cent of hydrocyanic acid, and the sweet variety .101 per cent, while the Colombian varieties yielded only one sixth of amount present in the Trinidad sweet cassava.

TANNATE OF PYRIDINE.

According to the Revue Pharmaceutique, tannate of pyridine is a uric acid solvent, which can also be employed as an intestinal astringent. It is prepared by pouring a solution of pyridine into a solution of tannic acid in excess, precautions being taken to prevent the rise of the temperature above 10 degrees C. The precipitate thus formed is washed with cold water and dried at a temperature of 20 to 25 degrees C. The product must be protected from the light.

EUMORPHOL.

Hirschhof (Journ. Pharm. d'Anvers) has given the name eumorphol to a serum obtained from rabbits and mice which have been kept for some time under the influence of morphine. It is claimed that an antitoxin is thus produced which not only serves as an antidote in opium poisoning but also offers a means for the treatment of the morphine habit. No symptoms either local or general have been observed after the administration of the serum.

PHTOOGONE.

Phtogone is described in the Bulletin Commercial as a mixture of 52 parts of acetic acid, 2 parts phenol, 2 parts menthol, 2 parts camphor, 2 parts oil of eucalyptus and 1 part oil of lavender. It is recommended as an antiseptic and for inhaling in certain diseases of the respiratory organs.

THE FAT ACIDS OF LECITHINE OF EGGS.

H. Cousin (Comptes rendus) has isolated from egg lecithine linoleic acid beside the fatty acids already reported, oleic, palmitic and stearic. The linoleic acid was precipitated from a saponified mixture of lecithine, with barium, and the remaining acids with lead salts.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

A Lot of Formulas.

(Z. G. J.) You should get a copy of the Era Formulary. Here are the formulas you request:
Cream of Roses.

Spermaceti	4 drams
Oil of sweet almond.....	2 ounces
White wax	1 ounce
Glycerin	4 ounces

Melt together the spermaceti, almond oil, and wax, with gentle heat and add the glycerin with constant stirring. Remove from the fire, perfume with oil of rose, and stir until cold.

Hair Oil.

Olive oil	32 ounces
Alkanet	2 ounces
Oil of lemon	1/2 dram
Oil of cinnamon.....	15 minims
Oil of cloves.....	15 minims
Otto of rose.....	5 minims

Color the olive oil by digesting the alkanet in it for an hour in a water bath, filter, and add the perfumes.

Face Powder.

Corn starch, 7 pounds; rice flour, 1 pound; powdered talc, 1 pound; powdered orris, 1 pound; extract of cassia, 3 ounces; extract of jasmine, 1 ounce. Mix.

Tooth Powder.

Precipitated chalk	4 ounces
Powdered myrrh	1/4 ounce
Powdered castile soap, white.....	1/2 ounce
Orris root	1/2 ounce
Oil of peppermint.....	q. s.

Sea Foam (Dry Shampoo).

Alcohol	7 ounces
Water	10 ounces
Ammonia water	1 ounce
Cologne	1 ounce
Tincture of green soap.....	4 drams

Use as a shampoo and wash off with clear water.

Fox Ointment.

(S. C. D.) A number of formulas have been published under the above title. One of them, contributed to the Bulletin of Pharmacy from your section of country (Minnesota) some months ago, follows:

Salicylic acid	1 part
Icthyol	2 parts
Bismuth subnitrate	2 parts
Starch	30 parts
Ointment of rose water.....	50 parts

It is said this formula was devised by Dr. Fox, the well-known dermatologist of New York, and is very largely used by some specialists in skin diseases. Creolin is sometimes substituted for the ichthyol. Another formula used in Massachusetts:

Salicylic acid	5 parts
Oil of eucalyptus.....	5 parts
Zinc oxide	25 parts
Starch	25 parts
Lard or simple oerate.....	40 parts

Some other formulas used by Dr. Fox in the treat-

ment of skin diseases were printed on page 350 of the April 2, 1903, Era.

Zinc Paste.

Mixtures of glycerin and zinc oxide employed with bandages are made after various formulas. Here are two of them: (1) Glycerin, 16 parts; starch, 8 parts; zinc oxide, 4 parts. Warm the glycerin and starch in a porcelain capsule until they form a jelly, and then stir in the zinc oxide. (2) Zinc oxide, 10 parts; gelatin, glycerin, water, of each, 30 parts. This constitutes the "zinc glue" recommended by Unna as forming a stiff surgical dressing.

Varnish for Paper.

(C. A. W.) A good varnish for paper and maps is made with gum mastic, 6 parts; sandarac, 3 parts, dissolved in a mixture of 3 parts of turpentine and 32 parts of alcohol. These ingredients, with the exception of the turpentine, are placed in a copper vessel tinned inside, and surrounded by hot water. The contents of the vessel are stirred for several hours until the gums are dissolved; the turpentine is then added, and the stirring continued an hour longer, after which the varnish is strained and set aside for use.

In attempting to varnish, the first and most essential operation is the proper sizing of the paper, as, if this be imperfectly done, almost any kind of varnish will penetrate the paper so as to make oil spots. Glue water of the proper consistency is the best protection against absorption of the varnish. It should be of the right strength, however. If, after being dried, the coating cracks in bending a corner of the paper, the solution of glue was not diluted enough. When dry the paper is coated with the above or any mastic varnish of the right consistency.

Another formula for a suitable varnish is: Gum mastic, 5 ounces; sandarac, 2 ounces; camphor, 1 ounce; alcohol, 95 per cent., 16 ounces.

Solution of Pepto-Manganate of Iron.

(M. M.) The following formula has been recommended for preparing a solution of pepto-manganate of iron:

(1) Dissolve 4 grams of citric acid in 500 Cc. of distilled water, and neutralize the solution with C. P. ammonia water.

(2) Dissolve 96 grams of iron peptonate, as fresh as possible, in 500 Cc. of distilled water.

(3) Dissolve 14.8 grams of manganese chloride in 500 Cc. distilled water.

(4) Add 30 Cc. of tincture of sweet orange peel, 15 Cc. of tincture of vanilla, and 10 Cc. of spirit of cinnamon to 500 Cc. of brandy, then add 500 Cc. of distilled water.

(5) Place 500 Cc. of distilled water into a suitable container, and add the solutions above indicated successively in the order in which they were obtained, shaking after each addition. The resulting solution is said to be a stable compound and may be kept without undergoing change.

Formaldehyde as Milk Preservative.

(W. D.) "Is the use of formaldehyde as a milk or cream preservative immediately dangerous, i. e., would one drop to a quart be apt to produce unpleasant symptoms?"

Probably not in the majority of cases. However, the use of formaldehyde as a milk preservative is opposed by physiologists and the food laws of the country generally. According to Halliburton, formaldehyde in a percentage of 0.5 renders gastric digestion almost impossible. Even in the small proportion formaldehyde is stated to be sometimes used in the milk trade, it greatly delays remnet action, and even minute quantities are said to produce injurious effects on the activity of the enzymes concerned in ordinary digestion. Under these circumstances it is obvious that formaldehyde should not be used as a preservative. Cold storage is preferable.



CARL ENGEL, Manhattan, Kansas.

Carl Engel was born in 1841 in Zorndorf, Neumark, Brandenburg, Germany. After attending the village school for six years his father's family emigrated to Watertown, Wis. When Fort Sumpter was fired upon he enlisted in the First Wisconsin Infantry, but, being under age, his father took him back to Watertown. 1864 found him working on the "Westliche Post" at St. Louis. The next year found Carl foreman and reporter on the first German daily published in Kansas. In 1866 he went to Manhattan, Kan., where he married and lives at the present time. About eighteen years ago he went into the drug business, and, in 1896, organized The Carl Engel Mercantile & Drug Co., the stockholders being members of the family, which consists of his wife and four sons and four daughters. He and two sons are registered pharmacists. The great Kansas flood last Spring found him at Chanute attending the annual meeting of the Kansas Ph. A., of which he is second vice-president. He managed to get home—traveling by rail, wagon, horse-back, on foot, and finally in a boat from the hills surrounding Manhattan. He brought the first news to Manhattan from the outside world after the flood. He found his store—along with two-thirds of Manhattan—under water. The "Grass-hopper Year" of 1872 was not in it. But after much hard work and expense he is again doing business at the same old place. At the age of fifty-nine he takes a six-mile walking exercise every day.

Hypodermic Tablets.

(N. I. G.) Hypodermic tablets are made with a basis of granulated sodium subphosphate, or cane or milk sugar the first named, according to MacLewan ("Art of Dispensing") being the best. Other diluents are used, sodium acetate being recommended for diluting morphine acetate.

According to Coblenz hypodermic tablets are made with cane sugar only, moistening with alcohol and using as lubricant a pure finely powdered boric acid, about 1 per cent being sufficient. The quantity of powdered sugar used depends upon the size of the tablet that is to be used, usually 50 to 75 grains are sufficient for one tablet. The tablets are made in the ordinary hard rubber moulds, the perforations being usually $\frac{7}{16}$ inch in diameter and $\frac{1}{16}$ to $\frac{1}{8}$ inch in depth. The product produces a tablet that can readily be placed in the ordinary hypodermic syringe, in which it is quickly dissolved upon addition of ten or fifteen minims of water and subsequent agitation. Sodium sulphate may be used as a diluent for cocaine sulphate.

Substitutes for Male Fern.

(N. I. G.) "What substitutes does the market supply for male fern?"

The rhizomes of other ferns, as *Oncoclea sensibilis*, are sometimes substituted for those of *A. Filix mas*. These substitutes may be usually known by the much smaller diameter of the rhizome proper, even when the attached stipes make them appear as thick as the genuine male fern. Flückiger and Hanbury ("Pharmacographia") state that as substitutes the rhizomes of *Asplenium Filix foemina*, *A. pidium Montanum*, Vogl., and *Aspidium spiculiforme* may be scarcely mistaken for those of *Filix mas*, and "practically no other indigenous fern than *A. Filix mas* affords a rhizome of sufficient bulk so as to be remunerative."

Ginger Ale Extract.

(W. McL.) See formulas, this journal March 19, 1903, page 299. A flavor of coriander or cardamom may be obtained by adding to the extract a suitable amount of oil of coriander dissolved in a little alcohol or tincture of cardamom, or, coriander or cardamom seeds may be employed in making the extract. Here is a formula for an

Aromatic Ginger Ale Essence.

Cinnamon bark	1 ounce
Cloves	3 drams
Cardamom seeds	$\frac{1}{2}$ ounce
Capsicum fruit	1 dram
Soluble extract of ginger	2 pints

Macerate four days and filter. Color with caramel.

Manufacture of Petrolatum.

(N. I. G.) "Soft" and "hard" petrolatum are both stated by the U. S. P. to be "mixtures of hydrocarbons, chiefly of the marsh-gas series, obtained by distilling off the lighter and more volatile portions from petroleum, and purifying the residue when it has the desired melting point." They are manufactured on the large scale by the filtration of oil residuums through heated bone-black. The process is described in most of the works on technical chemistry.

Coloring Paraffin.

(W. K.) Paraffin may be tinted red by first melting it and then adding eosin, alkannin, safranin or some suitable aniline dye. For blue use induline, 6 B., an aniline dye used for coloring ointments, soaps, candles, pomades, etc. A few experiments should enable you to determine the amount of dye necessary to produce the desired tint.

Weight of Linseed Oil.

(W. D.) The actual weight of a gallon (231 cubic inches) of linseed oil, sp. gr. 0.930 (U. S. P.), ordinary temperature, is 7,749 pounds (av.). In the trade, however, linseed oil is sold on the basis of 7 $\frac{1}{2}$ pounds to the gallon. This equivalent is sometimes referred to as the "commercial weight" of linseed oil.

Love Powders.

(Z. G. J.) Love powders are usually harmless substances, such as powdered sugar of milk, gum arabic, etc., which are sold by druggists who can stretch their conscience sufficiently to impose upon their customers.

Sweetened Castor Oil.

(S. C. D.) Saccharin is usually employed as the sweetening agent in the preparation of the so-called "sweetened" castor oil. For formulas see Fra of June 18, 1903, page 626.

Elixir Lactated Pepsin.

(J. M. T.) A typical formula under the above title is the "compound digestive elixir" of the National Formulary. Other formulas have been published in previous volumes of the Fra. Consult the indexes.

NEWS DEPARTMENT.

N. W. D. A. AND P. A. OF A. IN BOSTON.

Joint Meeting of Wholesale and Manufacturing Druggists Opens Under Most Favorable Auspices—Weather Superb—Arrangements Admirable—First Day Spent in Seeing Harvard and Getting Settled—Second Day Given Over to Routine Business—N. W. D. A. Officers for Ensuing Year.

Boston, September 9.—This self-sufficient town professes to dislike conventions, but its citizens possess such civic pride that when associations do select Boston as a place of meeting, they surpass in hospitality all other cities in the country. Such is the verdict of the delegates to the National Wholesale Druggists' Association and the Proprietors' Association of America who have been foregathering at Hotel Somerset here by the train-load, from all parts of the country since the joint convention opened on September 7.

New England, as if in sympathy with the wishes of its inhabitants, put on its very best appearance. Bright Italian skies and tempered breezes brought out most effectively imposing buildings and picturesque landscape, and rendered it equally enjoyable to exert one's self in the way of duty or to saunter under historic elms. The committees of arrangements headed by Charles F. Cutler and C. G. Stone, prepared a program which fills the week with alternate business and pleasure, in a manner that leaves not a moment unemployed for either pleasure or profit.

Monday was given over to pleasure. Early in the morning a party visited Harvard, 110 going in drags and tally-hos, barges and carriages. The students guided them through the classic shades. It was a merry party, and it got back barely in time for lunch.

Late in the afternoon tea was served in the parlors of the Somerset. The ladies of the receiving committee were Mrs. W. H. Hoyer of Denver, Mrs. C. C. Goodwin of Boston, Mrs. C. A. West of Boston, and Mrs. Charles F. Cutler of Boston. In the center of the parlors, a huge round tea table was set, and Mrs. Edgar F. Taylor of Richmond, Mrs. George F. Kellogg of Boston, Mrs. William O. Blanding of Providence, and Mrs. Clarence W. Fox of Boston poured. The room was set with palms.

That night the convention scattered about the city somewhat, and those who remained at headquarters indulged mainly in getting acquainted all over again.

The first business session of the N. W. D. A. was held in the Hotel Somerset yesterday morning. The Proprietary association also held its first session, although at a different hour. Both associations met together for the welcome, which was given by President Arthur W. Dolan of the common council.

President William A. Hoyer presided at the N. W. D. A. meeting. Charles F. Cutler of Boston, chairman of the committee on arrangements and entertainment, spoke briefly of what had been done for the comfort and pleasure of the visitors. Greetings and responses followed. M. Cary Peter of Louisville, responded in behalf of the association. A delegation consisting of Dr. V. Mott Pierce of Buffalo, R. E. Queen of San Francisco, and E. C. DeWitt of Chicago, was announced from the Proprietary association and Dr. Pierce spoke briefly, C. F. Shoemaker of Philadelphia, responding.

Henry Canning of Boston, representing the A. Ph. A., brought greetings from that body. The other delegates were A. L. Dickinson of Danbury, Conn.; W. D.

Wheeler of Boston, F. A. Jackson of Woonsocket, and F. H. Butler of Lowell. Thomas H. Main of New York, made the response.

Robert K. Smith, S. Charles Rehffuss, John C. Gallagher and Thomas V. Wooten represented the N. A. R. D., and Mr. Smith voiced the greetings of the 40,000 retailers which that association represents. M. N. Kline of Philadelphia, responded. C. F. Shoemaker of Philadelphia, brought the greetings of the Pennsylvania P. A. and William J. Walker of Albany, responded. Other pharmaceutical associations in New Jersey, Minnesota and Virginia presented credentials and extended greetings. President Hoyer made his annual address, followed by the reports of secretary and treasurer.

These are the nominations for officers of the N. W. D. A., for the coming year: President, C. F. Shoemaker, Philadelphia, first vice-president, M. Cary Peter, Louisville; second vice-president, Fred L. Carter, Boston; third vice-president, C. F. Michaels, San Francisco; fourth vice-president, James S. Morrisson, Chicago; fifth vice-president, A. D. Parker, New Orleans; secretary, J. E. Toms, Indianapolis; treasurer, S. E. Strong, Cleveland; chairman board of control, Lucien P. Hall, Cleveland.

The annual meeting of the P. A. of A. was called to order by President Herbert B. Harding of New York. In his annual address he called attention to the fact that at this present meeting the association had attained its majority. Of the 97 members who, in 1882, formed the association, only 30 now remain. He told of the first proprietary articles produced in this country, which sold for the sum of \$10 a bottle. President Harding's only recommendation was that the association memorialize Congress for a reduction in the tax on alcohol.

The report of the committee on trade interests, made by A. M. Hance of Philadelphia, was then read. He said that the chief feature of the year was the further development of drug departments in the great department stores and the continued advertising of cut prices, coupled oftentimes with the statement that the goods were bought direct from the manufacturers, which had a very disturbing effect upon the retail trade. He said that in very few instances, if any, were such claims correct. There had been fewer attempts at mischievous legislation, but he urged vigilance on the part of the association.

For the rest of the week, until Saturday night, the program is full, although most of the business will be finished Thursday. A list of those in attendance, as nearly complete as is at the present time possible, is appended. The names are printed as they were registered, some registering from their home city and others from the city containing their firm's headquarters:

NEW YORK.—R. D. MacLeod, A. J. Mausell, George R. and Mrs. Hillier, H. and Mrs. Schweitzer, Thomas F. Main, W. R. and Mrs. Robinson, C. S. and Mrs. Littell, W. N. Janvier, Thomas P. Cook, William James Evans, Henry Thornton, G. A. and Mrs. Fuller, H. J. and Mrs. Schell, W. O. and Mrs. Allison and Mrs. K. F. Allison, W. S. Douglass, E. G. and Mrs. Wells, S. Bigelow Haley, J. H. and Mrs. Stallman and the Misses Adele and Charlotte Stallman, A. A. and Mrs. Stilwell, E. W. and Mrs. Fitch, R. M. and Mrs. Hartwell, B. and Mrs. Lillard, H. T. and Mrs. Jarrett, O. Loretieri, Mrs. Kiecklaff, C. H. and Mrs. Ersie Camp, R. L. Tye, A. Van Zwilnburg, Herbert B. Harding, Thomas M. Curtiss, Joseph Leeming, C. W. Griffith.

ROCHESTER.—W. P. Anderson, A. G. and Mrs. Richardson.

ELMIRA, N. Y.—W. S. and Mrs. Gerity, M. F. Gerity.

BALTIMORE, N. Y.—E. N. Rowd, C. H. Rapprecht.
 BARNHARTMAN, N. Y.—E. L. McLean, C. McKellar.
 BIRNEY CITY, Mo.—L. C. Gallagher.
 BIRY, N. Y.—C. J. Mrs. and Miss M. E. Polk;
 J. E. and Mrs. Perry, F. W. Schneider.
 ALBANY—William J. Walker.
 NEW LEBANON, N. Y.—J. H. and Mrs. Cox.
 BELLEVILLE, Dr. V. Mort, Pioneer, Robert K. Sisson.

BOSTON.—John A. Gilman and Mrs. and Miss G. Anne Charles C. Goodwin and Mrs. Goodwin, Charles F. Kedge, J. F. Curvey, E. L. Surtivant, Howard S. Mrs. and Miss Mildred Fowle, W. J. and Mrs. Norcross, S. A. and Mrs. Tuttle, E. M. and Mrs. Overholser, Samuel A. and Mrs. Neill, F. L. and Mrs. Carter, Gustav Martin, M. W. Jessly, W. W. and Mrs. Cutler, S. W. Fowle, J. E. and Miss Mages, R. P. and Mrs. Houghtland, E. G. and Mrs. Foster, F. A. and Miss Davidson, Benjamin and Mrs. Levy, Charles F. and Mrs. Cutler, Charles A. and Mrs. West, George F. and Mrs. Cutler, B. Jenney, Jr., and Mrs. Jenney, E. F. Billings, C. W. and Mrs. Fox, Mrs. George Cutler, Mrs. R. L. Richardson, Miss L. B. Conn, Mrs. R. C. Fultz, Miss E. A. Kellogg, Miss G. M. Finch, Miss Davidson, Henry Canning, W. D. Wheeler.

LOWELL, MASS.—A. D. Sargent, C. J. and Mrs. Hood, F. H. Butler.

WILMUNSCHEP, Mass.—F. A. Jackson.
 LYNN, MASS.—A. W. Pinkham, C. M. P. and Mrs. Hunt, William P. Gove, Mrs. Lydia P. Gove, Mrs. C. H. Pinkham, Miss L. E. Pinkham, Miss M. P. Pinkham, W. H. and Mrs. Gove.

PHILADELPHIA.—W. W. and Mrs. Jayne, Charles A. and Mrs. Loring, P. R. and Mrs. Lance, William R. Warner, Jr., Mrs. Warner and the Messrs. Albert and Blanche D. Warner, M. N. and Mrs. Kline, J. C. Robinson, C. F. Mrs. and Miss Janie Shoemaker, C. S. and Mrs. Jones, J. M. Baird, Walter V. and Mrs. Smith, Adam P. Fromm, John and Mrs. Gleichmann, R. S. Pettet, William R. Warner, 3rd., S. Charles Rehfuss.
 AMBLER, PA.—H. V. and Mrs. Everham.

CHICAGO.—Romaine Pierson, Harry A. and Mrs. Antrim, C. Henry Cutler, Frank M. Bell, James W. Morrison, P. S. Herold, C. C. DeWitt, Thomas V. Wooten, E. F. Van Alen.

GRAND RAPIDS, MICH.—John M. and Mrs. Hindman, H. B. Fairchild.

DETROIT.—Sydney H. Carragan, Fred M. Odenn, George S. Mackay.

CLEVELAND.—Lucien B. Mrs. and Miss Amey E. Hall; W. A. Harshaw, Frank S. Henry, A. E. Whitney, L. L. and Mrs. Pope, E. L. Strong, Mrs. M. E. Harbaugh.

COLUMBIUS.—George W. Lattimer, E. C. and Mrs. Derby, F. W. Schumacher.

CINCINNATI.—W. Howard and Mrs. Oglorn, A. H. and Mrs. Evans, C. G. Merrill.

TOLEDO.—R. H. Bradley.

MILWAUKEE.—J. R. and Mrs. Kathrens, E. F. and Mrs. Yahr, Eugene T. Fabius.

MONTREAL, CAN.—Thomas and Mrs. Reid.

INDIANAPOLIS.—John N. and Miss Carey, C. J. Lynn, Joseph E. Tomp.

ELKHART, IND.—A. H. and Mrs. Beardsley, F. K. Fernald.

KANSAS CITY, MO.—H. W. Mrs. and Miss C. Evans; J. A. Gallagher, John P. and Mrs. Cobb, Miss C. M. Cole.

ST. LOUIS.—Theodore F. and Mrs. Meyer, Clarence G. Stone, A. C. Roper.

KNOXVILLE, TENN.—D. C. Chapman.

ATLANTA.—W. D. and Mrs. Lamar; A. M. Reid, Mrs. J. W. Rankin.

BALTIMORE.—James G. Stanley, Julius Forester, A. L. and Mrs. Carter, H. F. Baker.

LOUISVILLE.—M. C. Peter, C. C. Stoll, Charles P. Harlow, Charles G. and Mrs. Pickett, George A. and Mrs. Newman, C. D. Wallbridge, Charles P. Barden.

NELSON, KY.—J. N. and Mrs. Cole.

DENVER.—W. A. and Mrs. Hover, Tracy Hoover, BES MOINES, IA.—D. S. Chamberlain.

PORTLAND, ME.—Albert H. and Mrs. Hinds, E. A. and Mrs. Hay.

PROVIDENCE.—W. O. and Mrs. Blanding, Allen C. Blanding, A. W. and Mrs. Chaffin, Mrs. S. J. Briggs.

DANFORTH, CONN.—A. L. Dickinson.

RICHMOND.—A. J. Cavanaugh, Edgar D. and Mrs. Taylor.

SAN FRANCISCO.—C. F. Michaels, R. E. Queen.

OMAHA.—C. F. Mrs. and Miss Agnes Weller.

SPARTANBURG, S. C.—W. S. Tolleson.

NEW ORLEANS.—A. D. Parker.

CHARLESTON, W. VA.—A. C. Jeffords.

MINNEAPOLIS.—H. H. Engel.

DALLAS.—L. W. Leckband.

COMMERCIAL TRAVELERS

Enos Isham Dies at Railway Station.—Siller gets new Trial in His Damage Suit.—Several Changes.

A. E. Rennie, Chicago, manager for William R. Warner & Co., spent his vacation among the pine woods of Michigan. He took his grip, a couple of baskets of frogs and a lot of fishing tackle along. These were all that appeared on the schedule exhibited and sworn to as complete by Mr. Rennie. He frequents the same haunts each year. The principal point of vantage is that these haunts are fifty miles from doctors or druggists.

O. A. McNichol, who has represented Eli Lilly & Co. in Pittsburg territory for a number of years, has severed his connection with that concern in order to take up the study of medicine.

W. D. Lawton of Topeka, the popular salesman for the McVikes of Atchison, has resigned his position to take "something better" in New York.

C. W. Wilkins, who makes Northeastern Kansas for Nelson, Baker & Co.'s Kansas City branch, and P. S. Senton, who does Southeastern Kansas for the same house, are back from their trip to Detroit in their territory again.

Herman Ficke, formerly clerk with Zoeller, Jersey City, and later traveler for Bruen, Ritchey & Co., is now telling his customers that he is a Frederick Stearns & Co. man.

Enos Isham of Sacramento, Cal., a very popular commercial traveler for the Langley & Michaels Co., San Francisco, dropped dead at the Southern Pacific depot in Sacramento of heart disease. He was standing with friends and about to board a train when he suddenly fell, and, before medical aid could be summoned had passed away. A widow survives.

Dr. P. Whitney Davis, of William R. Warner & Co., has been transferred from Northern Jersey to Brooklyn. Dr. Morgan still covers Southern Jersey.

Eli Lilly & Co. have placed C. M. Raymond, formerly with Mulford, but lately with the medical end of Lippincott's publications, in Boston, succeeding E. F. Griffith, who leaves the firm. G. W. Cate, the Providence and vicinity man, is succeeded by F. H. Bentz, formerly a clerk in Elkhart, Ind.

Charles Siller has secured a new trial in his action for \$25,000 damages against the Bath & Hammondsport R. R., on the ground that the court mischarged the jury in the first trial. It was shown that the village of Bath had secured an injunction against the railroad preventing it from running trains through the streets at a speed of more than six miles an hour. The engineer of the train that cut off one of Mr. Siller's arms, testified that he was moving at a speed of 25 miles an hour. The new trial, it is thought, will result in a victory for Mr. Siller, who as a drug salesman, for Bruen, Ritchey & Co. of this city, is a well-known man.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

P. O. Box 71.

NEW YORK CITY

NEW YORK AND VICINITY.

KINGS COUNTY PH. SOC. HAS NEW SECRETARY.

Because of his selection to succeed the late Dr. John Frederick Golding as professor of toxicology and assistant in theory and practice of pharmacy at the Brooklyn College of Pharmacy, Dr. Frederic P. Tutthill handed in his resignation as secretary of the college and of the Kings County Ph. Soc. on Tuesday, at the first meeting of the society after the summer vacation. There is an unwritten law that no officer may be at the same time a member of the faculty. Andrew E. Hegeman was unanimously elected from the second vice-presidency to the secretaryship and J. H. Rehfuss was elected second vice-president.

The resolutions passed by the faculty and endorsed by the society at Dr. Golding's death, beautifully engrossed and framed, were presented by the committee.

Drs. William Muir and William C. Anderson reported as delegates to the State Ph. A. and Dr. Anderson as a delegate to the A. Ph. A. Dr. Anderson said that, as president of the State association he has adopted a provision in the by-laws that the trades interest and membership committees may have the same members. An aggressive campaign for members will be made by these committeemen, who are appointed from different sections of the State.

Thomas E. Burchell and Edward William Steinicke were proposed for membership and John A. Roeder and Frederick C. Schmilbe were elected new members.

Dr. Tutthill has brought more members to the society than any other one member. His work during his nearly five years as secretary has always been enthusiastic, business-like and capable. On Dr. Muir's motion \$50 was appropriated to engross suitable resolutions of the society's esteem to be presented to him. They will be signed by a committee of fifteen, appointed from different sections of the city by President Kleine, and by the officers, ex-officio.

NICE WAY TO FILL PRESCRIPTIONS.

Occasionally—more frequently of late—when a physician finds one of his prescriptions filled in a manner that does not please him he goes to the board of pharmacy with it. Then the board gathers another sample and the druggist pays a penalty.

One of these displeased physicians brought a supposed bottle of iodoform to the board the other day. His analysis of the real contents were borne out in the analysis made by the board of both the physician's bottle and a sample taken from the druggist's shelf. They found that 55 per cent. of the contents were a mixture of lycopodium and other drugs.

In the same way another physician submitted a bottle of supposed bismuth subcarbonate. In analysis it proved to be pure precipitated chalk. The druggist at first denied the condition when accused by the board. Then he admitted it. But he asserted that precipitated chalk was just as good. "Yes, and it is only 36 cents a pound, while bismuth sub-carbonate is \$2.50 a pound," retorted a member of the board. "You fellows are mighty careful not to give a more expensive article than the one called for. Had that prescription been for precipitated chalk and you had, by mistake, used bismuth sub-carbonate, you would have sent in a panic for its return."

William Kaiser, 2386 Third avenue, and Dr. A. L. Goldwater, the latter on five charges, were defendants in board cases in court last week. Dr. George Ferguson, the chemist of the board, had not returned from his vacation, and the judge refused a postponement, throwing the cases out of court. There is much

inflammation because of this, as the board is a State body and should be accorded at least the scant courtesy that other litigants receive. The defendants were looked out for by a great array of legal talent, including Mazet inquiry lawyers.

TO TEST OWNER'S RESPONSIBILITY.

The board of pharmacy is watching with interest the outcome of an action brought by the board through Excise Commissioner Patrick W. Cullinan against John F. Burkhard, pharmacist at 680 South avenue, Rochester. Similar actions may be brought in other parts of the State if the decision in this case is favorable to the State. The point at issue is whether or not the proprietor of a drug store can be held responsible for the illegal acts of a clerk, when the clerk in question is acting against the orders of the proprietor.

It appeared from the evidence in the case that a trap was laid for Mr. Burkhard, and that the clerk fell readily into it. Henry C. Adeo, an agent of the State department, called at Burkhard's, and, in the absence of the proprietor, purchased a half-pint of brandy without a prescription. Immediately a charge was made against Mr. Burkhard and none against the clerk. Justice Davy took the position that the defendant Burkhard could not be held responsible, inasmuch as the agent was not acting in the capacity of agent or employee of the druggist when he did something the plaintiff swore he told him not to do. The excise department, through its lawyer, Albert O. Briggs, made a motion for a new trial, which has not yet been granted.

DRUGGIST DIES FROM SLEEPING DOSE.

William Weltwitz, aged seventy, for thirty-five years a druggist at 110 First avenue and a member of the German Apothecaries' Society died at Bellevue Hospital from morphine poisoning.

The druggist's wife was summoned home from Bath Beach, where she was spending the summer. She insisted that her husband go to the hospital. Before he left the drug store for the hospital the druggist was made a prisoner by Policeman Abouz W. Meyers who got it into his head that Mr. Weltwitz had meant suicide.

The clerk said there was no suicidal phase about the case. He said that Mr. Weltwitz, in trying to get his usual nap, took a sleeping powder, which had a little too much effect.

It was later reported in the Yorkville Police Court that Mr. Weltwitz had committed suicide. He had been arrested on evidence obtained by an agent of the New York County Medical Association, who had employed a young woman to purchase the forbidden drug from Augusta Dundeck of 39 East Seventy-seventh street. The evidence apparently implicated Weltwitz, as both were arrested. Mr. Weltwitz was on parole that he might obtain a bondsman when his death occurred. The woman was examined on Wednesday.



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A word from you to parents and you can sell an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

for nearly every baby. Let us send you free literature
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GUARDSMEN THREE.

On this page are pictures of three gentlemen who give weight to the purposes and life to the Rochester P. A. In the midst of this type is Fred W. Fickett, the president. John A. Vanderbelt is the first vice-president and William T. McRay is secretary. They are all pharmacists, live men, very good fellows, and the association is properly complacent in possessing them. Their association is a practical one and is noted also for its social affairs.



FRED W. FICKETT.

NEW YORK NOTES.

—Some town arrivals: E. A. Tolbot, buyer for the Braun & Ferguson Co. of El Paso, Tex.; Joseph F. Delaney, McKinney, Tex.; Gus. Katz, New Orleans; Edward J. Aul, Pittsburg, who is enjoying ocean breezes at Atlantic City; Frank I. Adams, Frank I. Adams & Co., Amsterdam, N. Y.; C. E. Roseman, manager of Gem Pharmacy Co., Cleveland; Mr. Rourke of Rourke Bros., Binghamton, N. Y.; Mr. Crutchfield of the Crutchfield-Tolleson Drug Co., Spartanburg, S. C.

—Drug Trade Club guests: J. M. Kessler, Philadelphia; P. Strange, London; W. D. Eastland, Oklahoma City; A. H. Rohrer, San Francisco; A. Schoonmaker, Chicago; J. H. McNulty, London; G. W. Ganong, M. P., Ottawa, Can.; Wendell J. Wright, Demorest, N. J.; Newton C. Smith, Waterbury, Conn.; Aaron Lucas, Norwich, Conn.; Lucus Gardiner, Short Hills, N. J.; C. E. Weller, Omaha; W. G. Tolleson, Spartanburg, S. C.; J. C. S. Northern, Boston.

—The Wood Products Co., at a recent meeting of the officials in Buffalo, decided to reduce the price on wood alcohol to 50 cents a gallon. This decrease will bring the price of wood alcohol to a lower figure than it has ever before been sold for, the reduction being made necessary in consequence of a large over-supply, according to a Pennsylvania newspaper, on the authority of Felix Stemberger of Bradford, one of the directors of the company.

—Bauer & Black are now installed in their handsome new quarters in William street. A. N. Alexander, formerly the city manager, is now drumming New Jersey and is succeeded by H. S. Edgerly, who comes from the West. H. R. Engle of Chicopee Falls, Mass., and F. A. Kelsey of the Chicago office, are new to the local office force. R. A. Jackson, the Jersey man succeeded by Mr. Alexander, left the firm's employ and has gone to Chicago.

—In fainting condition and suffering with acute heart disease, William A. Stone, a druggist, was arrested and taken to the West Side Police Court Monday for refusing to assist Patrolman Edward O'Neill of the West Forty-seventh street police station in handling a drunken man. Later Stone was removed from the station to Roosevelt Hospital. Stone is 41 years old, and lives at 363 Alberton avenue.

—Caleb E. Morris, who has been with Chuldbuck at Breezeway Beach all summer, will be back in Brooklyn next week. Nelson S. Kirk, druggist in Rededge street, Brooklyn, has been opening bottles of ginger ale (3).

Nelson Douglas Kirk, three weeks old Monday, was the cause.

—Dr. T. C. Lippman, employed at Miller's pharmacy, Eighty-third street and Amsterdam avenue, who graduated from Cornell Medical College this summer, will open an office at 200 West Eighty-third street. He is succeeded by C. L. Doty of Newark, N. J.

—Druggists along the subway are the only ones who tell of better trade. That is because the torn-up condition of the streets, now almost remedied, had completely demoralized their trade for many, many months.

—Frank W. Faulke, who has for the last twenty years been connected with the jobbing drug trade of Baltimore, has been placed in charge of their Eastern territory by J. L. Hopkins & Co., of this city.

—Roessler & Hasslacher obtained a judgment for \$68 against Charles H. Pleasant, 61 West Houston street. The National Drug Co. received a judgment for \$238 against Edward Parrish.

—Walter Lamar of the Lamar, Taylor & Riley Drug Co., Macon, Ga., and Mrs. Lamar were New York visitors. They have been on a vacation trip and may go to Boston before returning home.

—F. Avignone & Co. have temporarily removed a half block away from their corner at McDougal and West Houston streets, pending erection of their new building.

—Henry P. Crosher, bachelor of swindling of this city, it is recorded, has a judgment against him in the sum of \$48, procured by W. H. Kenzel, the face powder man.

—The Apothecaries' Bicycle Club will run to Babylon, L. I., today, meeting at the East Thirty-fourth street ferry at 9 o'clock. Next week the run will be to Lakewood.

—Harry A. Leonard, with Lamb's pharmacy, Brooklyn, was operated on last week for appendicitis, at the Smith infirmary, Staten Island.

—Thomas F. Raynow will open a pharmacy at Coney Island avenue and Beverly road, Brooklyn.

—M. Brandt has sold his store at 423 Second avenue to Henry Guelmann.

—A. H. Solotaroff has bought out Moses Squirsky at 71 Broome street.

AT ROCHESTER.

—The Rochester Ph. A. monthly meeting on Friday afternoon was well attended, with President Fickett in the chair. The price committee, Elmer E. Chissell, chairman, reported that a complete canvass had been made of the druggists of the city and that the attempt to secure the assistance of all to join in a movement for the reduction of prices on tooth and talcum powders had been unsuccessful. Duke & Co.'s large drug store



Wm. T. McRay.



J. A. VANDERBELT.

on Main street east, had "held up" the movement by refusing to sell at a profit. It was the purpose of the association to get twenty cents rather than the cost price of eight cents for these powders. It was decided not to send a delegate to the N. A. R. D. at Washington. The association is entitled to one delegate.

—"This is getting to be a trading stamp town once more," remarked a druggist the other day. "One thing is sure—they won't catch me again. I was in it once and I got all I wanted. Besides its being a nuisance I had to give stamps to old as well as new customers. I lost 20 per cent. on my sales and I don't believe the new business amounted to 5 per cent. It was shown to me as a great trade bringer, but I wish to say unhesitatingly that it was a farce and a fraud."

—C. H. Ven Nest, secretary of the R. J. Strassenburgh Co., is recreating at Long Pond on Lake Ontario. Vice-President H. F. Snyder is at the Toronto fair, as is also Manager F. M. McIntyre, of the retail store.

—Mr. Houghton, a part owner of the store of Strassenburgh & Houghton, is slowly recovering from a serious illness that has kept him away from business this summer.

ROUND ABOUT BUFFALO.

—Joseph M. Schmitt, who was for years in the employ of Stoddard Bros., and was winner of the Peabody prize at the University of Buffalo last year, has bought the drug store of W. R. Joseph, 650 Jefferson street. Mr. Joseph is going out West, where his folks reside, as chemist with a large manufacturing concern. Mr. Schmitt has made extensive alterations in the store and, as he is well known in that vicinity, his future looks very bright.

—Buffalo druggists were well represented at the reunion of the Knights Templar at Buffalo on last Tuesday. Among the out-of-town druggists in line were: J. B. Todd, Ithaca; J. C. Kruger, Salamanca; F. W. Palmer, Jamestown; R. J. Strassenburgh, Rochester. The Buffalo druggists in line who are Sir Knights were: H. J. Dimond, G. H. Thompson, C. N. Riggs, W. C. Dambach and George Reimann.

—In the Twenty-first ward Republican political sentiment seems to be almost unanimously in favor of the nomination of Supervisor James A. Menzies as the Aldermanic candidate in place of the late Frank Maischoc. Supervisor Menzies has represented the Twenty-first ward in the county legislature for the last 12 years. He is a druggist.

—Councilman and Druggist Thomas Stoddard has returned from his home at Magnolia Beach. He immediately announced his positive declination of the Republican nomination for city treasurer. He is as brown as a berry from his vacation, a little of which he spent in inspecting Boston's garbage plant.

—Michael J. Fitzmorris, formerly with Faxon, Williams & Faxon, is now with Stoddard Bros. Clarence E. Walters, formerly with T. S. Wilson, is now with E. H. Breckon, Military road. Henry Bloch, formerly of Brooklyn, is now with H. A. Dado, 408 Clinton street.

—The meeting of the Erie county Ph. A., called for last Wednesday for the annual election of officers and customary business matters, has been postponed until later in the month; date to be announced.

—William A. Fahrenwald has assumed charge of the pharmacy of Cole & Merriam at Niagara Falls.

FROM JERSEY TOWNS.

—At Trenton Vice-Chancellor Reed filed an opinion in the suit of the Ocean City Association to prevent Druggist William W. Chalfant of Ocean City, from selling soda water, candies and like merchandise on Sunday. The bill of complaint was dismissed on the ground that the complainants had waived their right to equitable assistance. The purpose of the suit was the enforcement of a restrictive covenant made by the association, which purchased several thousand acres of land on Peck's Beach and laid it out as a religious seaside resort, incorporating in all deeds that no business of any kind should be carried on on Sunday.

—In their second base ball game the Bayonne druggists were defeated by the Elizabeth druggists by ten to eight. The rubber will be played this month at Bayonne. The Bayonne team was sadly handicapped by the absence of Charles H. Landell and John Burchill, the places being filled by clerks. The proceeds went to the Elizabeth hospitals.

—John Doyle of Perth Amboy, has brought suit for \$10,000 against the Roessler & Hasslacher Chemical Co., alleging that his health has been injured by the noise and fumes which accompany work at the company's plant in that city, particularly at night. He lives across a narrow street from the plant.

—Atlantic City has gone after the druggists again and this time eight of them were fined \$150 apiece for selling liquors in flasks without having a city license. It will be remembered that they were arrested a few weeks ago on the same charge but were released because of a flaw in the warrants.

—Six men were injured in an explosion of a boiler in the rear of the chemical establishment of the Hanson & Van Winkle Co. at 219 Market street, Newark. Had the explosion occurred a few minutes earlier several would have been killed. The engineer died from his injuries.

—Several big groceries and a drug store or two in Paterson are in trouble on the alleged charge of selling liquors illegally.

—The Whittall, Tatum Co. will use gas in their glass factory at Millville this winter instead of wood, coal or oil.

—Bert Tiller, the Jersey City druggist, has gone on a two weeks' vacation.

Powdered and Ground Drugs for Percolation.

The attention of our readers is called to the advertisement of Gilpin, Langdon & Co., which appears upon the inside front cover of this issue. For many years this firm have been headquarters for powdered and ground drugs for percolation, and as they are so well and favorably known to the majority of the drug trade it is hardly necessary to say anything about the quality of their products, but for the benefit of those who have recently begun to do business we will just say, that if they want the finest quality of powdered and ground drugs for percolation, the kind that may be depended upon to produce standard preparations and correct results, the same may be secured from Gilpin, Langdon & Co., Baltimore, Md. Price lists are furnished to any one desiring goods of the above named quality.

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.



A. J. WEEKS, Exeter, N. H.,
First Vice-president, New Hampshire Ph. A.

NEW ENGLAND.

FOR HIGHER EDUCATION.

President Root of the Vermont Ph. A. Wants High School and College of Pharmacy Diplomas for Druggists.

Burlington, Vt., September 8.—The tenth annual meeting of the State Ph. A., took place in this city last week and was more largely attended than have been most annual meetings. Mayor James E. Burke gave a most cordial address of welcome to the visiting druggists, to which H. C. Pierce of Barton, ably responded.

At the first session, in his annual address, President W. F. Root of Baltimore, made a strong plea for higher and better education, urging that a higher standard of excellence be required from the start. The college of pharmacy student, he said, should be obliged to prepare himself in the high school for his entrance to the college, and only graduates should be privileged by the State board of pharmacy. In this way the standard would surely be raised. Laws are needed to better pharmacy conditions, he asserted. He urged that the educational end of the pharmacy business be a strong incentive with the trade and assured his hearers that the commercial success will then come naturally.

The election of officers resulted as follows: President, H. C. Pierce, Barton; first vice-president, E. H. Parker, Burlington; second vice-president, E. A. Brown, Barre; third vice-president, Charles S. Wilson, White River Junction; secretary, W. E. Terrill, Montpelier; treasurer, G. L. Harwood, Chester. More than fifty applications for membership were acted upon. In the evening, after an afternoon visit to Ft. Ethan Allen, papers were given by Dr. D. C. Hawley, on the "Relation of Doctors to Pharmacists"; J. H. Dow of Portland, "The Vanilla Bean and Vanilla Extracts," H. J. Dune of Northfield, "Drug Store Health," Z. B. Hopkins of Brandon, brought the session to a close with an interesting informal talk.

The program of the second day was given over to discussion of business matters. Then came a trolley ride and in the afternoon a steamboat excursion on Lake Champlain. This brought the party to Hotel Champlain at Bluff Point on the New York side of the lake, where the annual banquet took place.

FOR SHORTER HOURS.

Drug Clerks of Springfield Renew Enthusiasm in Their Effort to Obtain 65-Hour Schedule.—Bogus

Advertising Takes in Druggists.

Springfield, Mass., Sept. 8.—The Drug Clerks' Union is making efforts to infuse a bit more life into the organization, and is especially trying to bring about the adoption of a sixty-five hour schedule, under a reorganization plan, with new officers. A personal canvass from store to store will be made to get every druggist's consent to such a plan, or at least to find his reason for not assenting. The new officers are: President, W. H. Tuohy; vice-president, Marshall Johnson; treasurer, Thomas McCarthy; financial secretary, Frank J. Callahan; recording secretary, W. W. Bradbury. President Tuohy, Vice-President Johnson, Mr. Callahan, Harry H. Cook and Charles Adams are the delegates from the union to the Central Labor Union.

DRUGGISTS TAKE BOGUS ADVERTISING.

Boston, September 8.—Druggists in many Massachusetts towns, including Boston, Malden, Bedford, Cambridge, Lynn, Salem, Lawrence and Peabody, have been the victims of two clever swindlers. The method was to visit a store and present for inspection the prospectus of a handbook of some local labor union or similar organization. There was to be much reading matter they asserted, and they solicited ads. at pretty good rates. The circulation was to be among members of the organization named. The books, of course, never appeared.

WATERBURY CLERKS' DIFFERENCES SETTLED.

Waterbury, Conn., September 8.—The differences between the Drug Clerks' Association of this city and the Retail Drug Clerks' Union were adjusted last week at a meeting of the two parties. The latter association will continue as a member of the Central Labor Union and the Retail Clerks' International Protective Association, with a membership of about twenty, while the association will be a purely social organization and will have the thirty members who withdrew last spring from the union. All the talk of suit has been over the funds of the union of which the members of the association wanted a part, while the union members claimed that the money was paid into the union treasury and, as long as the charter held that the union could exist with seven members, the money in the treasury belonged there until the organization was disbanded.



The gentleman on the left is John H. Marshall of Manchester, N. H., secretary of the State association, and the other is Second Vice-President Lewis G. Gilman of Manchester.

It came out today that the main reason why a majority of the members of the union withdrew was because of the clerks' employers objected to their belonging to a body associated with the Central Labor Union and refused to grant the men any increase in wages as long as they were members of a labor organization. As a large number joined the body to secure by consolidation better wages and shorter hours, when they found that their employers refused to treat with them they got out.

According to the committee of the association a paper has been signed by members of both organizations who agree that the funds of the union have been equitably divided.

THE BAY STATE.

—Another new candidate for a position on the State board of registration is Fred. W. Connolly of Connolly & Davis, (C. H. Davis) who have three drug stores in Boston. Mr. Connolly has a fairly strong backing of friends who have urged him to stand as a candidate along with the three others presented by the committee of fifteen from the Massachusetts Pl. A.—F. A. Hubbard, Newton; Thomas B. Nichols, Salem, and Andrew G. Gayler, Hyannis. Mr. Connolly's eligibility appears to be in doubt, as he is a resident in the same district as George M. Hoyt, of Weymouth, present member.

—The recent opening of the new store of Smith & Murphy, Bolton road and Rivet streets, New Bedford, was on the date of the tenth anniversary of the launching of the firm in business. The new store received many floral remembrances from fellow druggists, customers and personal friends. The fixtures are of solid black walnut, at least half a century old, and have about them much elaborate hand carving. They were formerly in the pharmacy of Frank R. Hadley, and were carefully made over. Walter C. Chamberlain, comes from Taunton to be prescription pharmacist.

—Norman Rogers, popular druggist of Canton, has taken unto himself a wife. He and the bride-to-be rode away in a trim little turnout, ostensibly to see Lou Dillon make a record. But they went to Hyde Park where Miss Marion Sawyer, daughter of Freeman Sawyer, Jr., of Canton, became Mrs. Rogers. Then Mr. and Mrs. Rogers started off, still in the smart rig in which they travelled, on a wedding journey, an old-time custom for taking such a trip revived.

—C. E. A. Cameron, long a Springfield druggist, has sold. The purchaser was John D. Smith, pharmacist of Ware. Mr. Smith will retain in service the same force of clerks employed by Mr. Cameron, managing this new possession himself and leaving the Ware store to clerks. Mr. Cameron will devote his attention to the automobile business, becoming New England agent for a large company.

—An intoxicated Pole recently tried to break into Tucker's store in Turners Falls, where the only light in the village was burning. He got a heavy beam and smashed a hole in the plate glass big enough to walk through easily. Then he became frightened, but, before he could escape, was captured. He was fined \$10 and ordered to pay the expense of new glass.

—The Aya Chemical Company of New York—Rockefeller's company—are making plans for opening a manufacturing branch in North Adams. There also will be branches in Fall River, Springfield and Worcester and Bangor, Me. In other cities prominent chemists will be chosen to represent the company's interests.

—Simon B. Harris, State agent for the board of registration, has been in Leominster and finds that the recent agreement on the part of Dr. Clemente Fouchette to retire from the drug business has been carried

out. Dr. Fouchette was not prosecuted on the liquor charges in view of his retirement.

—At South Framingham, Louis F. Hoffman and John Kennedy, who not long ago purchased the drug business formerly conducted by ex-Senator Slattery, were found guilty of violation of the liquor laws, and fined \$50 each. They appealed, furnishing bonds of \$500.

—Wallace Briggs of North Adams, is to be added to the force of clerks at the Wilson House drug store in that city. John Mulhearn, leaves the Bristol County drug store, Taunton, to take a position at Frank Guillo's pharmacy, Weir Village.

—Raymond McGrath is an addition to the employees of William Curtis, Jamaica Plain. Lyle Lothrop, leaves Easton's, Rockland, to take a position with C. L. Rice & Son, Rockland. Harry Lane succeeds Mr. McGrath at the Easton pharmacy.

—In Melrose the druggists have no liquor licenses. A recent raid on the pharmacy of William J. Schoff aroused interest because the raiding officers captured about thirty gallons of whisky and twenty gallons of ale.

—Charles Blanchard, who used to be prominent in the drug business in Lowell, has recently spent so much time profitably on his farm in Wilton, N. H., that he may take up farming as a permanent occupation.

—F. H. Ware, the Turners Falls druggist who recently sold, is to give his time to the wholesale drug business in which he is interested in Boston. Just now he is enjoying a vacation at Chesterfield Lake.

—While at work in the laboratory of Hartwell's pharmacy, Southbridge, recently, S. F. Chase was severely injured in his right eye by the explosion of a bottle of ammonia. Prompt care saved the eye.

—It is probable that the druggists in Turners Falls will soon close on Sundays, except for a couple of hours in the middle of the day. There is a movement now on foot to bring this about.

—Ralph F. Norcross of the Norcross pharmacy, Beachmont, has just announced his engagement to Miss Madge Leona Gay, the daughter of Mrs. E. M. Gay of that town.

—To satisfy creditors' claims an attachment has been placed on the stock of A. H. Standish, Taunton, and a deputy has charge of the place.

—The stock of Dr. Elie Barnaud, the Worcester druggist who recently made an assignment, will be sold at auction.

—A. L. Cormier, formerly manager of the Cleghorn pharmacy, Cleghorn, is now a resident of Marlboro.

—A new drug store in Adams is that of M. J. Quinn & Co.

CONNECTICUT.

—George L. Ellsbree, for the last twenty-five years leading druggist of New Haven, filed a voluntary petition in bankruptcy this week. The town is much incensed that Mr. Ellsbree should be forced into bankruptcy because of insistent creditors, when, it is claimed, if given more time he could have met all his obligations. The liabilities are \$9,580.59, with assets of

PHENALGIN
Put up in One Ounce Bottles Only.

Powdered..... Per ounce 1.00
Pink Top Capsules..... Per ounce 1.00
Tablets, 2½ grain only..... Per ounce 1.00

ETHA CHEMICAL CO. New York U. S. A.

855010. The hopes of Mr. R. Shee are liable to change, but it is certain that he will be able to pay for the catch. He is a member of the board of industry, has been a representative at the State legislature and has had prosperous offices in the town and city with credit. It is hoped that he may open up again to the same old site.

—Druggist Everett M. Roberts of Waterbury, is the envy of all the other pharmacists of the town since he came home from Naumk, L. I., and told about the great luck at fishing he had while on his vacation. He brought home an eel which weighed 11 pounds and was six feet long. This he placed in the window of his store as corroborative evidence that all his stories were not fishy. A. S. Barnes of Naugatuck, took a fancy to the fish and gave a dinner to his friends on it.

—While crossing the tracks of the New York & New Haven Road at South Norwalk, on September 1, an unknown man was killed by a passing train. Later the body was identified by his father as that of Edward F. Crowley of Meriden, a well-known drug clerk of that city. He is survived by a widow and one child. —John Hume, who has been with the Nichols & Harris Co., New London, as chief clerk for over twelve years, has left to engage in other work.

PENNSYLVANIA.

MIXED ON DELEGATES.

P. A. R. D. Didn't Know They Should Have One Delegate to Every Twenty-Five Members.—Western Pennsylvania R. D. A. Endorses Miles Plan.

Philadelphia, September 8.—The regular September meeting of the P. A. R. D. was held on last Friday, with an augmented attendance, men in good spirits, all officers present, and President Leedom in the chair. Cooler weather and possibly better business seemed stamped on the smiling countenances and only one man was observed without a coat.

At the last meeting, the Greene Co., Missouri, association, asked for data from the P. A. R. D. respecting the blue law prosecutions in this city. Mr. Reese having furnished the desired information, they wrote acknowledging it with a long history of their troubles—which seem to be about like other people's. Along this line came another invitation from the Retail Merchants' Association of Pennsylvania to affiliate with them and strengthen their hands in the fight being made against the ancient and modern ten "Blues."

A startling announcement was made by the secretary respecting the number of delegates to the N. A. R. D. It has been understood that the allowance was one to every fifty members or fraction thereof. A circular from Secretary Wooten tells that to equalize the number the quota is now one in twenty-five. None of the delegates present at the meeting of the N. A. R. D. could recall any authority for such a change and much discussion ensued, finally the delegates were declared delegates, and new alternates will be elected at the next meeting.

It was the same of the association that a delegate should be sent to the proprietors, and others' joint meeting to be held in Boston, and a well-laid plan to send President Leedom as that representative was promptly nipped in the bud by his declining. Then Samuel K. Strunk, the man who never knew when he "snickered," had devoted his effort.

A few general remarks were uttered out in an unceremonious and being the uttering of the financial statement of the association to be away with cheers

and similar schemes with their attendant evils. Many suggestions were made and a final committee of ways and means, consisting of Messrs. Lee, Ganno, and Shull, were appointed to consider and act upon methods. Another committee, Messrs. Rehms, Rees, Stiles, Perry and Larkley, were asked to hustle up the attendance for the fall N. A. R. D. meeting at Washington.

The executive committee reported one or two cases of cutting under the signed list, the matter being referred to the organizer. They also turned in six new applications for membership.

EMPHATIC ENDORSEMENT OF MILES' PLAN.

Pittsburg, Pa., September 8.—The Western Pennsylvania R. D. A. has addressed letters to proprietary manufacturers, saying of the Miles' serial numbering and direct contract plan:

"Its popularity with the trade is beyond dispute, and if you want to do business with the majority you will have to seek for it on our side. With those facts before you, fortified by proofs in the shape of personal letters from all the leading cities in the United States, we feel that we are justified in presenting to you the accompanying resolutions, which were unanimously adopted by this association at a regular meeting held August 26."

Resolved: That it is the sense of this association that it is the bounden duty of every proprietary medicine manufacturer to protect the retail price of his products.

Resolved: That such protection can be assured by the adoption of the direct contract and serial numbering plan of the N. A. R. D. by each individual proprietor, firm or company has been abundantly proven.

Resolved: That we hereby tender our hearty good will and honest co-operation to each proprietary house that shows its willingness to give us said protection.

Resolved: That we will endeavor in every honorable way to discourage the sale of the products of such proprietors as refuse to conform to our reasonable wishes by adopting this modern method of distributing their products.

Respectfully submitted,

B. E. PRITCHARD,

Secretary.

OTHER HAPPENINGS.

—W. J. Gilmore & Co. are putting up a substantial seven-story building in the rear of their present location in Seventh avenue, Pittsburg, which, when completed and added to the store they now occupy, will give them the distinction of having one of the largest exclusive wholesale drug houses in the country. The buildings are to be connected by arcades from each floor. The building will be fireproof and will have a cellar divided into different rooms, in which the walls, ceilings and floors will be of cement and concrete. Here will be stored oils, and inflammable materials. Automatic fire-proof doors will be used between each apartment.

—In the latest batch of presentations ordered by the pure food commissioners of the State the samples are four of lager beer preserved with salicylic acid, twelve of milk, in five of which an emulsifying fluid was used to dose them, one contained formaldehyde and one a lot of coloring matter, one of ice cream, doctored with boric acid; one of gelatin jelly, containing no quinine but made of glucose, starch and a very little pear juice, one of strawberry preserves, containing strawberry seeds, coal tar dyes, starch and cheap glucose, eight of lambing stick and sausage liberally supplied with aniline dyes.

—Dr. J. J. McAdden is opening a new store at Twenty-second and Morris streets, Philadelphia. W. Callart Roll has opened a branch in Bordentown, N. J.

A Catalogue

That Every Druggist Needs

To the busy retail druggist our catalogue is worth its weight in gold, yet it costs him nothing.

Our catalogue is a wholesale department store on paper. It lays before you practically every line of goods sold over the retail counter and names net rock-bottom wholesale prices on everything.

In especial it contains exceedingly strong lines of Druggists' Sundries, Notions, Stationery, Holiday Goods and other lines of prime interest to druggists.

It is a mine of merchandise suggestions—chockful of goods—hints for profitable “side lines”—for new ways to swell sales and profits.

It takes the market to you. Each month brings to our customers' desks a new edition, with new goods, new “specials” and up-to-date prices throughout.

Every quotation is GUARANTEED; “subject to change without notice” never emasculates our prices. They are guaranteed for thirty days—until a new book is issued.

Retail druggists who aspire to get out of their business all there is in it will find our catalogue a right hand.

FREE to merchants—we send it to none other. Ask for catalogue No. T473.

BUTLER BROTHERS

NEW YORK CHICAGO
ST. LOUIS

—Wholesalers of Everything—By Catalogue Only

"IT TELLS YOU HOW"

THE ERA FORMULARY

CONTAINS OVER 5,000 FORMULAS.

For Household and
Domestic Use

1,267
Formulas.

The Drug Store Labora-
tory is the best paying
department of a Retail
Drug Store.

For Perfumes and
Toilet Preparations

1,013
...Formulas...

Increased profits are
made when you manufac-
ture your own goods.

For
the Soda Fountain
168
Formulas.

When you sell your own
preparations you extend
your own business.

For Paints,
Varnishes and Stains
212
Formulas.

For Veterinary
Preparations
456
Formulas.

For the Drug Store
1,217
...Formulas...

Sample sheets will be sent
on application showing the
scope and character of the
book.

FOR
Technical Methods
AND
Industrial Processes
389 Formulas.

Sent anywhere in the
United States, postpaid, on
receipt of \$5.00.

D. O. HAYNES & CO., Publishers,

8 Spruce Street, - - - - NEW YORK, U. S. A.

Mr. Ruff has four stores running in Philadelphia. J. J. Keenan is fitting up at Fifty-fifth and Thompson streets, the fourth store in his chain. George B. Evans will open his fifth store in a few days, having purchased Robert Young's place at Eighteenth and Chestnut streets, which is being re-stocked and refitted.

—Harry Hogenobler, clerk in the store of Dr. E. B. Herr, Lancaster, was held up in a dark place while returning from his work. He refused to hold up his hands until a revolver was poked into his face. Then he let the thief take \$1.92 away from him. Just afterward W. O. Frailey, president of the State Ph. A., came along, and to him the clerk told his trouble. Mr. Frailey shouted for the police, but the thieves escaped.

—Among those visiting the Pittsburg wholesalers last week was F. T. Wray, well-known druggist of Apollo. Mr. Wray has recently copyrighted and is now publishing a handy ledger, especially adapted for the small accounts of retail druggists.

—H. C. Horst, late manager of John P. Frey's store at Fifteenth and Moore streets, Philadelphia, has connected himself with Sutton & Rorer, the drug brokers and manufacturers. He will look after the drug specialty and of the business.

—A decided and radical improvement all along the line has characterized the week's business. Prescription work is better than it has been all summer, and the present outlook for a vigorous fall trade is most encouraging.

—The store of the late W. I. Moore of Homer City, has been sold by his executors to Sickenberger & Co. Mr. Sickenberger was formerly clerk for Robert Miliken of Indiana, Pa.

—Dr. A. A. Neheker of Twelfth and Ellsworth streets, Phila., is taking his family through California and the West. The trip will extend up to the first of October.

—George W. S. Keath, formerly with Dr. Backmann, later with Harrigan, has returned to Ninth and Catharine streets, Philadelphia.

THE SOUTH.

MARYLAND.

—Most of the attachments taken out against the Maryland Drug Co., Baltimore, it appears, will not prove of any advantage to those who obtained them, receivers having been named before they could be served, and the goods removed. Such claims will have to take their chance with the rest of the creditors. The stock on hand will be sold at public auction by the receivers on next Wednesday, and the establishment will be closed, the offer of Paul Muller, president, having been rejected, it appears. It is said that in his statement Mr. Muller placed the assets at only \$8,000, against \$30,000 of liabilities. What some of the creditors would now like to know is how, even if the company started without any cash capital, the assets could have shrunk \$22,000 in five months.

—Among the visiting druggists in Baltimore last week were: Dr. E. E. Wolf, Cambridge; E. M. Foreman, Centerville; T. J. Dabney, Orange Court House, Va.; H. R. Cameron, Port Deposit; J. E. Ballard, St. Louis, Mo.; E. F. Helb, Railroad, Pa.; Mr. Brown, of Brown & Hooff, Charleston, W. Va., and R. T. Petzhold, Washington.

—J. L. Walz, pharmacist at the Johns Hopkins University, has returned from a vacation trip of about four weeks. He reports having had a most enjoyable time.

—C. W. Miller, formerly with C. E. Souneburg, Baltimore, has taken a position with C. W. DeFrehn, in the Altamont Hotel.

—Henry Nordman has sold his retail drug store at Preston street and Harford avenue, Baltimore, to John A. Gerlach.

AROUND THE GREAT LAKES.

SHOULDN'T CARRY MONEY.

Chicago, Sept. 8.—Dr. Willis B. Holmes of the University of Chicago, has been made the object of totally unmerited suspicion recently among newsboys and small vendors. The doctor is not a "shover of the queer," he is a chemist, and has been conducting some experiments during the course of which quantities of hydrogen sulphide gas were liberated. The gas penetrated into his pockets and got busy with his silver money, turning it a nice, rich old mahogany hue. When he handed a quarter to a street car conductor, that individual expressed his doubts; a dime was flatly refused by a newsboy with the contemptuous ejaculation, "Dat's bogus money," and when the doctor made some purchases in a neighboring store and handed the clerk a dollar, the latter went to the rear of the store and rang it on the counter to make sure that the coin was good. "It is really a nuisance," said Dr. Holmes, "but if I clean the money, either by rubbing or with acid they will think it is counterfeit sure."

SWINDLED RELATIVES OF THE DEAD.

Chicago, September 8.—By the discovery of a large number of express packages directed to Chicago men who have died within the last four days officials of the United States Express Co. today uncovered a swindle which had for its victims the relatives of the dead.

Fifty packages were received today with "C. O. D." charges of \$5.40 on each. They were from room No. 326, Mercantile Building, Aurora, Ill., and on each parcel was the name of a Chicago man whose name has appeared in the death records this week. Inside the wrapper was a small bottle, containing a colorless fluid, marked "Prescription No. 16,747. Dr. Weyler, a noted drug company of Chicago. Take as directed."

FROM ILLINOIS.

—It is now reported that ninety per cent. of the creditors of Lord, Owen & Co., have acceded to the receiver's proposition to wind up the business on a forty per cent. basis. Twenty per cent. of the claims have already been paid and an additional 20 per cent. is ready, making up the forty per cent. offered. The rumor is that an attempt will be made to reorganize the business. The firm name, it is said, is still a valuable asset. This rumor is not credited among the wholesale druggists.

—The people of West Madison street, Chicago, and of Kensington, near Pullman, have recently been holding street carnivals. Druggists in these places as well as other merchants now wish their foresight had been



of 2002, as their insight, for in that case they would not have contemplated or contributed to the affairs. Dr. Rogers says that while the carnival crowds keep the fountain and cigar counter busy, the best part of the trade is likely to keep away because of the character of the crowds.

The State pure food commission has begun a crusade against luxury fountain flavoring syrups. More than a score of Chicago fruit dealers and confectioners have been arrested charged with selling adulterated strawberry syrup. A like charge was also preferred against two druggists, A. M. Levy, 352 Wabash avenue and H. J. Schulte, 190 Fifty first street. Mr. Schulte was charged with selling impure cherry syrup.

A. B. Hunt, manager of the city department of Fuller & Fuller Co., Chicago, has returned from his vacation and has buckled down to work with his usual Rooseveltian strenuousness. Charles E. Matthews, manager of the local branch of Sharp & Bohme, is back and is telling stories of the latest catch.

Business prospects are improving every day. In most localities the corn crop is considered safe. A drug traveler returning from a trip through Southern and Central Illinois says that merchants are feeling much encouraged and are disposed to be liberal in making their purchase for fall.

In Chicago for a few days were Theo. Hagenow, president of the St. Louis C. P., and L. A. Seitz of the executive board of the same institution. H. J. Stottle, treasurer of the J. S. Merrell Drug Co. of St. Louis was also called on his way "up the lakes."

S. Frank, who owned a drug store at Twenty-sixth street and Wentworth avenue, Chicago, and sold it with the intention of going West to better his health, has returned and opened a store at Forty-first street and Ellis avenue.

W. H. Sage, agent of the board of pharmacy, has bought Murphy's drug store at 591 East Fifty-first street, Chicago. Mr. Sage is the editor of the Registered Druggist, the publication of the Drug Clerk's Association.

John Bakkers, for fifteen years clerk for T. Schmidt at Rosebud, has opened a drug store at One Hundred and Ninth street and Michigan avenue, Chicago.

The Thornhill Drug Co., formerly at North Clark street and Sheffield avenue, Chicago, has moved to Grand boulevard and Thirty-ninth street.

Fred W. Scarff, manager of the Bromo-Chemical Co., Chicago, has just returned from a month's business and pleasure trip in the West.

George Thornhill has moved his store from North Clark and Sheffield to Thirty-ninth street and Grand Boulevard, Chicago.

I. Trace has bought out L. Leehman, at Fourteenth and Johnson streets, Chicago.

Latest Formula for Making Druggists' Paste.

Many druggists have experimented for years in an effort to produce a satisfactory paste, but it has remained for Mr. E. M. E. Scott, a progressive druggist of Ottumwa, Iowa, to be the first one to our knowledge, who has ever found a paste that can be guaranteed to be satisfactory. Elsewhere in this issue Mr. Scott advertises a paste which he says "is the stickiest thing upon earth, that it sticks upon any thing, is ten times stronger than non-sticke and can be relied upon," that is to say, he does not advertise the paste but he advertises to sell the formula for making such a paste for the small sum of 50 cents, and further, offers to refund the money if the purchaser is not satisfied. This ought to be an excellent investment for any druggist who needs a good reliable

PACIFIC COAST.

APPEAL TO MANUFACTURERS.

Los Angeles Retail Druggists Ask Manufacturers Not

to Recognize N. A. R. D. Listing of the Two

Los Angeles Jobbing Houses.

In an effort to defeat the N. A. R. D. in its "listing" of the F. W. Braun Co., and the Western Wholesale Drug Co., the drug jobbing houses that are supplying the Owl Drug Co. of Los Angeles, whose price-cutting main house in San Francisco has demoralized the retail drug trade there; the retailers of Los Angeles have sent circular letters to all of the tripartite manufacturers of the country protesting against any withholding of goods from the wholesale firms named. They ask for "non-interference" on the part of the manufacturers, expressing the fear that if the ban is not removed the now Utopian conditions in their city will be upset.

The letters, which follow in part, are believed to be the first appeal ever directed from the retailer to the manufacturer for such a purpose.

Los Angeles, July, 1903.

To the Proprietors of Tripartite Goods:

We desire to lay before you a few facts relative to the conditions in Los Angeles and in the immediately surrounding territory, as they pertain to the sale of proprietary goods handled by retail druggists, department stores, etc. At this time there are no aggressive cutters—as defined under the conditions of the tripartite plan—here, yet the Owl Drug Co. of this city, is bulletined as an aggressive cutter—by what authority we are not advised. The conditions have been harmonious since January 15 and proprietary goods are sold in all leading trade centers in Southern California under an "arrangement," at reasonable margins of profit. Non-cutting retail druggists, former aggressive cutters, department stores and grocers are parties to the arrangement. The results show a larger sale of all classes of proprietary articles than before. There is less substitution.

The arrangement does not bring goods that have been cut up to the price shown on the package; it is merely intended to do away with the ruinous cut-rate conditions that have existed for so many years.

Our experience during the last ten years with cut-rate conditions warrants us in making the statement that the only rational way to control the cut-rate evil is through the medium of an arrangement under which all parties in a given community will "give and take" with the idea of coming together on a basis that will permit of harmonious working; and such an arrangement we believe is possible in every community, if the matter is properly handled by an intermediary who is able to understand his men and to handle them with tact, discretion and judgment. On the other hand, we contend that the use of force to compel cutters to "fall in line," by cutting off supplies, is wrong in theory and wrong in principle. We know from our experience that no good is accomplished through such means, and that much injury is done to the trade as a whole by resorting to coercive measures. We also know that N. A. R. D. methods not only fail to produce good results, but actually cause heavy losses to the retail drug trade, as an attempt in this community to enforce N. A. R. D. rules and regulations actually augmented the disastrous cut-rate conditions, and resulted in the selling of nearly every proprietary article at from 10 to 40 per cent. below cost. In addition there is sometimes large expenses in defending suits at law, as happened here.

Now, since we all see and know the advantages of working under an arrangement effected by mutual concessions, and still have in mind the disastrous results of our efforts to employ coercive methods, we are apprehensive lest by placing the Owl Drug Co. on the "list" will be followed by a disturbance in local harmony.

We earnestly request that you pursue a consistent policy of strict non-interference in our affairs and we be-

Have the results will be beneficial to you as well as to ourselves.

Very truly yours,

The Retail Druggists of Los Angeles,
For Ernest S. Tauner,
Authorized Spokesman and Intermediary.

A later letter, under date of August 7, written because the N. A. R. D., under date of August 1, had complained of P. W. Braun Co. and the Western Wholesale Drug Co., both of Los Angeles, reviews past conditions. Three years ago the association followed N. A. R. D. advice in the treatment of cutters. The latter were shut off. The result was a "ruinous, unrelenting cut-rate war that never abated for an instant, although both the jobbers steadfastly refused to sell the cutters. Seeing the case was hopelessly lost, and that force measures resulted in defeat to everyone, the local retail druggists withdrew their demands upon the jobbers, and, as the N. A. R. D. had accomplished nothing in two years, the jobbers again recognized all alike."

Then came the "arrangement," bringing better prices than in eight years and the same prices to big and small dealers. The letter ends with an appeal to the manufacturers not to interfere.

This letter is signed by Samuel F. Bothwell, acting intermediary and spokesman of the Los Angeles retail druggists.

CALIFORNIA.

—The thirty-second annual session of the California C. P. opened on Aug. 26 in the hall of the Affiliated College in Parnassus avenue, San Francisco. Sixty-five freshmen, the largest class that has ever entered the college, were present. Among them were students from nearly every county in the State and from Nevada, Oregon and Arizona. After words of greeting by President G. E. Bacon, a masterful address was delivered by Professor Albert Schneider, who has been appointed professor of botany and pharmacology, entitled "The Point of View," Dean W. M. Searby said: "We now have more students than ever, though we are constantly raising the requirements. When students come to us poorly prepared, we advise them to pursue special work and wait a year or two. In fact we advise a full high school education."

—Pharmacists Brannigan and F. B. Hurling, two of the leading druggists in Third street, San Francisco, have a hatchet out for the board of public works of that city. The board has been paving Third street for three months, the street is shunned by pedestrians, and cars have been ordered off, and it looks like a back alley in the wilderness. Mr. Brannigan has allowed his clerks to take a couple of weeks off.

—The store of J. Askenasy, 501 Fifth street, San Francisco, has come prominently before the public in the case of Martin L. Bowers, whose death the police are endeavoring to lay at the door of his wife. Drug clerk J. C. Peterson has positively identified Mrs. Bowers' sister as the woman to whom he sold a quantity of arsenic a week ago.

—The members of the State board of pharmacy are greatly pleased with the law recently put into effect in California which aims to protect druggists against street fakirs and itinerant vendors. The law was framed by H. D. Fingar and is in line with a law passed a short time ago in Iowa.

—Lew Chase, who with his father conducted a pharmacy in San Diego, has accepted a position with the McEhonnell pharmacy of San Francisco. The McEhonnell pharmacy has moved its stock to its new quarters at 803 Market street.

—J. H. Miller, who until recently has been employed at the Ferry drug store, San Francisco, is on the staff at Boericke & Runyon's, Sutter street.



The Cacao Tree as Seen in Haiti.

IN THE WEST INDIES.

A Model Pharmacy in Haiti, and Pharmaceutical Conditions There and in the Bahama Islands.

A pharmacy that would be a credit to Broadway, or better, Fifth avenue, is what Dr. A. Herzfeld, New York C. P., '87, now a practicing physician at 224 West Twenty-fourth street, found in Gonaives, a little village in Haiti, West Indies. Under a tropical sun, in the lazy atmosphere of the palm and magnolia, among unprovident negroes, Herr Buch, an educated German, works in a splendid laboratory that would be the envy of most of the pharmacists of this country.

Herr Buch was born in Konig, province of Starkenburg, Germany. He was in the drug business there for fifteen years and then, with German fixtures, fitted up his Haitian store. He is one of the most able botanists in the Western Hemisphere and his contributions of botanical groups to various great universities have made a permanent and complete record of Haitian flora, which, until his appearance, was comparatively unknown.

Because of the heat and dust all of Herr Buch's wall cases are glass covered. Dr. Herzfeld said that he found all of the most recent drugs there, even those that have appeared within the last few months.

The laboratory was beautifully equipped and filled with large current and reserve stocks, arranged alphabetically. An alcohol distilling plant is going all of the time, making alcohol for all of the tinctures directly from the grain. Castor oil is made from the bean, and will compare favorably with any wholesale product.

Arne Kolbjornsen, a Norwegian, is a genial pharma-

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.
Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

NEXT TERM BEGINS SEPT. 7, 1903.

Address inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.



Haitians on Their Native Soil.

cist at Port au Pay. Edmond Rommain, a creole, who studied pharmacy and chemistry at Leipzig for eight years, lives in Port au Prince and assays mines for the government. Though a born Haitian, his German speech is beautifully classic and his English fine.

In Haiti all stores conduct a general prescription and retail business and some of the larger ones import for the smaller ones in the city and elsewhere on the island. The "Drogerie Centrale d' Haiti" is a wholesale house established by a German. Of the twenty-five drug stores in Port au Prince ten do a very fair business, but the standard is not high. Nearly all of the pharmacists are Germans.

Nearly all drug importations are from Germany and France, from which, it is asserted, they can be obtained more cheaply and on longer time. "If our wholesale houses," says the vice-consul-general, "would send representatives here and offer some inducements that are obtained in other countries, they would soon procure most of the trade here, as it would give importers a great advantage to buy in the United States and secure their goods in a few weeks, while from other countries it takes three months."

There is a considerable amount of French proprietary preparations sold, such as pectoral syrups, iron and quinine tonics, digestive preparations, mineral waters, pills, and many others, while the American preparations sold are very few. Some of Ayer's preparations, cod liver oil with hypophosphites—of which a considerable amount is used—are sold, being preferred to the French preparations. The vice-consul-general believes American proprietary men should circulate Haiti, and that fluid extracts would find a ready sale to take place of the articles prepared by the old methods.

Times are not very good for the pharmacist. Government conditions are in bad shape, and, though prescriptions are always being filled, money is not always easy to get. Tablets are seldom used, as it is claimed they are inaccurate. Gelatine-coated pills are in small favor.

Prescriptions must be numbered and registered. Every apothecary with a diploma from any school must pass an examination before the jury medical, composed of four physicians and one druggist appointed by the Government.

Many of our drugs are or may be obtained from Haiti. There are the jambul trees, the seeds of which are used for diabetes, and then there is, of course the cacao tree, and a great deal of logwood is exported. Coffee is another great staple export product, but as a duty of \$3 must be paid to the government for every 100 pounds that is taken away, the island is sadly handicapped in that industry. Everything in furniture is of mahogany; fine is too expensive.

The "Flindria," Captain Ed. Bode, stopped at the Bahamas on the way down. In that multitude of islands there is, excepting at Nassau where there are six druggists, only one doctor, who dispenses his own medicines, and no druggist. This doctor is at Inagua, and he is paid \$700 a year by the British Government, receiving about that much more from his fees. On the other islands the natives depend on any physicians who may have passage on the boats stopping there and the prescriptions are filled usually at Nassau or Port au Prince.

From Nassau no drugs are exported. The usual sundries and perfumes are kept. Goods are purchased largely from the United States, though some come from Great Britain. No druggists' goods are sold in department stores.

Prescriptions are never destroyed but must be kept on file. They may be renewed at any time. Any person desiring a license presents to the registrar a certificate, signed by a practicing physician, that in the physician's opinion, he is competent and that he has served a three-year's apprenticeship in a chemist's shop. Then he pays 10 pounds, or \$18.66, a year. A diploma from an American or English college of pharmacy would not be accepted as sufficient to procure a license under the laws of the Bahamas.

Dr. Herzfeld is enthusiastic over the island of Haiti, which presents, he says, more loveliness than any other land he has ever visited.

Practical Filing Devices.

The Reliance Cabinet File Co. of Cincinnati, Ohio, are advertising elsewhere in this number, one of the most practical prescription files we have ever seen. This file is in the form of a cabinet, each draw is fitted with the Reliance Company's patent arch files and has a capacity of five hundred prescriptions. The transfer cases which accompany the file have removable arch wires and each case will hold one thousand prescriptions. This device is not only quick and handy, but also saves much time and labor in referring to back numbers. No. 1010 Dayton is the street address of this company and they would be glad to mail, any interested person a catalogue containing cuts and descriptions of their line of filing devices.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT.....	\$3.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPIDERM SOAP.....	2.00
EMERALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Hercaline).....	8.00
CCUGHLIN SYRUP.....	4.00
REDECURA OIL.....	4.00
OCCELLINE BALM.....	2.00

Samples, counter advertising and window displays provided.
Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

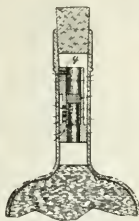
RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



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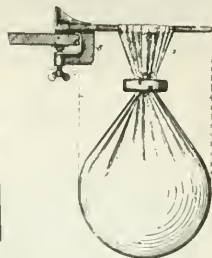
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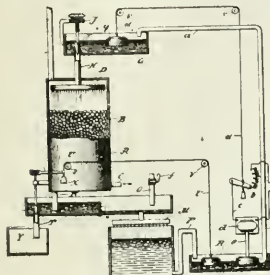
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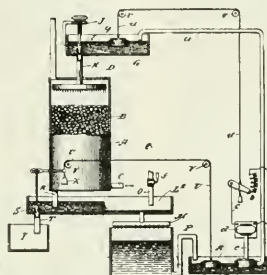
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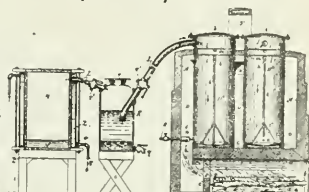
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PATENTS.

Issued September 1, 1903.

- 737.625.—John B. F. Hereshoff, New York, N. Y., assignor to General Chemical Company, New York, N. Y., a Corporation of New York. Process for making sulfuric acid.
- 737.626.—John B. F. Hereshoff, New York, N. Y., assignor to General Chemical Company, New York, N. Y., a Corporation of New York. Apparatus for manufacturing sulfuric acid.
- 737.633.—Frederick W. Johnson, Wallham, Mass. Device for preventing refilling of bottles.
- 737.638.—Mathias A. Lazareff, New York, N. Y. Bottle.
- 737.656.—La Fayette R. Parsons, Detroit, Mich. Vaccine and process of preparing same.
- 737.739.—Clarence Holloway, Lincoln, Ill. Bottle and stopper.
- 737.741.—Zachariah F. Jones, Scottsville, Va. Bottle or other vessel.
- 737.752.—Mary I. Lowry, Indianapolis, Ind. Automatic straining device.
- 737.795.—Victor C. V. Wood, New York, N. Y. Syringe-pipe.
- 737.994.—Carl W. Bilfinger and Clarence F. Hallock, Moultrie, Ga. Apparatus for the manufacture of turpentine.
- 738.009.—Julius N. Dews, Portsmouth, Va. Medicine-applicator.
- 738.032.—James P. Harrison, Danville, Va., assignor to Carrie D. Harrison, Danville, Va. Bottle.

TRADE MARKS.

Issued September 1, 1903.

- 41,041.—Toilet cream, Adair Manufacturing Co., Waco, Texas. The letters "A. V. C."
- 41,042.—Perfumery, Colgate & Co., New York. The word "Viodora."
- 41,043.—Soap, Colgate & Co., New York, N. Y. The word "Viodora."
- 41,044.—Hair-grower and dandruff cure, Younglove & Singer, Peoria, Ill. The monogram of the letters "Y. S."
- 41,045.—Powder for use in surgical dressings, The Dermogen Co., New York, N. Y. A coat of

- arms comprising a shield, a helmet above the same, a draped mantle about said helmet and shield, and a crown above said mantle, and having displayed in black letters on a diagonal line across said shield the word "Dermogen."
- 41,047.—Remedies for diseases of the eye. The Eye-Fix Remedy Co., Detroit, Mich. The hyphenated word "Eye-Fix."
- 41,048.—Remedies for certain named diseases. Hannah C. Martin, New York, N. Y. A rectangular panel in which are placed the registrant's initials "H. C. M.", this panel being enclosed by a larger rectangular panel of a color different from the first and in which is placed the hyphenated word "Dip-Scar."

NEW NAMES IN KANSAS PHARMACY.

Ellsworth, Kans., September 8.—Following are the names of those who passed the board of examination at Concordia last month: J. M. Reynolds, Parsons; C. C. Stillman, Morganville; Fred. D. Potter, Republic City; Jos. H. Hilton, Cottonwood Falls; Robt. G. Draper, Greeley; A. L. Wells, Neodesha; Ernest Rose, Emporia; C. T. Hamilton, Iola; Geo. E. Grimes, Severy; R. P. Briggs, Garnett.

Following were registered during the last quarter by virtue of being graduates of recognized schools of pharmacy: Earle Schaefer, Wichita; Edw. A. Sinclair, Troy; J. A. Searcy, Wellsville; P. E. Kaler, Topeka; Geo. D. Cochran, Lewis; R. H. Needham, Lawrence; Geo. W. Foulks, Kansas City; Guy M. Coffman, Erie; H. E. Stevens, Springhill; Guy Poe, Topeka; C. A. Wakefield, Howard; R. R. Smith, Wamego; W. E. North, Clay Center; D. W. Sheeler, Devon; Assistant Pharmacist: A. J. Clark, Lincoln.

Following were restored to the register since the last meeting of the board: L. E. Garrett, Chanute; H. V. Nichols, Liberal; Fred. O. Voss, Leavenworth; Richard Izek, Leavenworth; J. B. Mitchell, Robinson; John B. Paul, Abund City; J. E. Brogan, St. Paul; Geo. R. Bassett, Sterling; R. W. Wright, Oswego; J. M. Allison, Burlington; Eben Carlson, Lindsay; J. H. Chandler, Wellington; James E. Burke, Scammon; W. J. Conwell, Kansas City; E. B. Walker, Topeka.

The next meeting of the board will be held at Wichita, on November 18.

MARKET REPORT

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Page

DECLINES IN OPIUM AND CAMPHOR; QUININE ADVANCES.

New York, September 8.—Further improvement in the general consuming demand is reported, and it is evident that preparations for the fall and winter season are in progress. The more important price fluctuations are declines in opium and camphor and an advance in manufacturers' quotations for quinine.

OPIUM.—Owing to keen competition among importers the market is more or less unsettled and jobbing quotations show a decline to \$3.46@3.65 for 9 per cent. and \$3.50@3.75 for 11 per cent. Powdered is correspondingly lower and the revised prices are \$1.30@1.50 for 13 per cent. and \$1.90@2.00 for 16 per cent.

MORPHINE.—Dealers report a continued active jobbing market with quotations maintained at \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.30 and 2.40 in 5-oz. cans.

QUININE.—Manufacturers have advanced prices 1c. per oz. owing to increased cost of raw material and the revised quotations are 25¢@25½¢. for bulk in 10-oz. tins, 25½¢@26¢. in 50-oz. tins, 26¢@26½¢. in 25-oz. tins, 27¢@27½¢. in 15 or 10-oz. tins and 32¢@32½¢. in ounce vials, according to brand and quantity.

GOLDEN SEAL ROOT.—Values continue to harden under the influence noted in previous reports and spot jobbing quotations have been further advanced to \$1.95¢. for whole, 90¢.@81.00 for ground and 95¢.@81.00 for powdered, as to quality and quantity.

CAMPHOR.—Refiners have reduced prices 1c. per lb. and jobbers now quote 55½¢.@56¢. for bulk in bbls., 56¢.@56½¢. c. in cases and 56¢.@55¢. for less. 1 ounces, 57¢. @57½¢. in cases and 62¢.@67¢. for less; 2½, 60½¢.@61¢. in cases and 65¢.@70¢. for smaller quantities.

LYCOPodium.—Foreign markets are higher and spot jobbing quotations have been advanced to 67¢.@75¢. as to quantity.

NITRATE OF SILVER.—Owing to higher cost of the metal, manufacturers have advanced prices, and jobbers now quote 43¢.@48¢. for crystals and 45¢.@50¢. for fused.

OIL PEPPERMINT.—A continued weak market is reported and jobbing quotations have been further reduced to \$2.85¢.@3.20 for Western, \$3.00¢.@3.25 for Wayne Co. and \$3.35¢.@3.60 for either H. G. H. or distilled.

OIL TANSY.—The market is easier and jobbers have reduced quotations to \$3.75¢.@4.00.

CANTHARIDES.—Unfavorable reports, from producing points in Russia have caused the market to harden and quotations in a jobbing way have advanced to 90¢.@81.00 for whole and \$1.00¢.@1.10 for powdered.

CASCARA SAGRADA.—Supplies are offered more freely from the Pacific coast and local dealers have modified their views somewhat. Jobbing prices have reacted to 27¢.@22¢. for whole, 30¢.@35¢. for ground and 32¢.@37¢. for powdered.

COLCHICUM SEED.—Revised jobbing quotations show a reduction to 55¢.@65¢. for whole, 60¢.@70¢. for ground and 65¢.@75¢. for powdered.

BALSAM COPAIBA.—Keen competition among dealers has caused a reduction in jobbing quotations to 45¢.@55¢. for Central American and 55¢.@65¢. for Para. **BALSAM FIR.**—Supplies continue light, but there is not much inquiry and jobbing prices have reacted to \$1.50¢.@1.75.

SALOL.—Manufacturers' prices are 10¢. per lb. lower and jobbers have reduced quotations to \$1.30 in pounds, \$1.35 in halves, \$1.45 in quarters and 12¢. per oz. in drums. For 5 or 10 lb. tins the quotation is \$1.75.

QUININE.—Owing to increased cost of raw material prices in a jobbing way have been further advanced to \$3.50¢.@3.75 per lb. for No. 10, and 35¢.@36¢. per oz.

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EDWARD HALL, died 82 years, prominent in business in Philadelphia, died of pneumonia after a brief illness. Early in life he was a druggist. He was born in Brattleboro, Vt. During the gold fever in 1849 he went to California, but instead of seeking the interior in quest of gold he opened a drug store in San Francisco.

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BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermometric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

"Everything in education should conduce to understanding, just as everything which conduces to understanding is education."

Some undertake the study of pharmacy in order to obtain a thorough understanding of the science, others merely to fit themselves to pass a required examination.

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THE TWIN CONVENTIONS AT BOSTON.

We devote a considerable portion of the space in the present issue to the joint meeting of the National Wholesale Druggists' Association and the Proprietary Association of America. For this we owe our readers, the retail druggists of the United States, no apology, for the sessions were full to overflowing, of matters of vital importance to the retail trade. If we were asked to name the most conspicuous qualities characterizing the meetings, we should answer, "good-will" and "inertia." The assemblies abounded in expressions of sympathy and readiness to co-operate with other branches of the trade, directed especially towards the retail druggists as represented by the N. A. R. D. Before the matter came up for formal discussion there were numerous assurances that something must and would be done to save the retail pharmacist from the assaults of the aggressive cutter. The representatives of the retail association were invariably received and heard with applause, and Mr. Wooten's earnest and eloquent appeal made a profound impression upon every hearer. The wholesale association did endorse the contract and serial numbering plan, and that in no uncertain terms, but the present form of the resolution—destined to become famous in the history of the drug trade—was adopted only after tremendous exertion. A large proportion of those present had evidently come prepared to give vigorous approval to the retailers' chosen plan. Why then this hesitancy and reluctance to "come out strong" for the contract plan? The answer is embodied in the word, so aptly suggested by the retail druggists' able spokesman, "inertia." It is in overcoming inertia that the tremendous efforts put forth by the authorities of the N. A. R. D. are expended, and it is due to inertia, the reluctance of a body to change the direction of its motion, that progress has been so slow. Inertia is directly proportional to the weight of a body. A body of great weight is more difficult to move, but when once in motion its force is also more irresistible. The energy put into the movement is not lost, its results will become more and more apparent.

WHY IS IT SO DIFFICULT TO QUIET SUSPICION.

Some enthusiastic supporters of the N. A. R. D. have wondered why it is so extremely difficult to allay

suspicious which are so easily aroused. The great obstacle to be overcome in promulgating price-protection principles among the retailers is suspicion. A large number of wholesale druggists arrived in Boston with a firm conviction that the direct contract plan offered the long-sought solution of the cut-rate problem. On the way, and in the lobby and corridors of the hotel, they met others who suspected that the plan had not proved to be an absolute success. Instantly the old suspicions asserted themselves with all their original vigor. Why this timidity, and reluctance to try experiments? The answer is, that suspicion is one of the cardinal business virtues. In proportion to the magnitude of the merchant's interests is his wariness of new plans and schemes. The retailer who has taken some months to make up his mind to the value of the direct contract plan, should therefore not become too easily impatient when the jobber, whose capital invested is so much larger, hesitates somewhat long. Nor can he justly find fault with the proprietary association for failing to endorse the plan as a body. The proprietor has immeasurably more at stake in this radical change in the method of conducting business than either the retailer or jobber. The adoption of the contract method of distributing goods involves the discarding of systems and policies which are, perhaps, the result of the accumulated experience of years. The capital invested is large, and details must be largely left to subordinates, and it would not be flattering to his business acumen if he were to jeopardize his interests in hasty experiments. Capital is notoriously timid; it possesses great inertia, and its very existence depends upon conservative action in all things. The manufacturers must be given time. If the policy of price restriction is so profitable as it now appears to be, we can rest assured that the proprietors will gradually become convinced, and will adopt individually a plan which to the retailer seems so clearly to his interests.

THE PRICE PROTECTION PRINCIPLE.

It is not difficult to understand the reluctance of proprietors to adopt a detailed plan of distributing goods, but it is not so easy to explain why so many refuse to accept the principle of price protection. This principle is no new thing. It has been tried again and again with great success. Years ago manufactured articles were sold at fixed prices, and cases in which this has resulted in financial loss must be extremely few. At present the policy is applied to an immense number of articles, and almost invariably to those of the most highly esteemed of the respective classes of goods. Bicycles, fire-arms, cameras, sewing machines, and a long list of manufactured products are marketed in this way. Invariable prices are with many people a guarantee of quality, it would seem that in the case of medicines "the best is none too good for the sick"—fixed prices should be a valuable advertisement. The principle is not the result of recent experiment. It has been known and applied in ancient times and by primitive people. We even recollect a story of an African chief, who with a commendable desire to elevate womankind, stipulated that wives should not be sold for less than a certain fixed number of cows or their equivalent. If price protection does not pay, it should not be difficult to establish this fact. There

have been experiments enough to satisfy the most sceptical.

THE JOBBERS ALSO HAVE THEIR TROUBLES.

There were a number of the reports read before the wholesale druggists' meeting in Boston which show that if the jobber reposes on a bed of roses there are at least numerous crumpled petals which tend to disturb his rest. More than one committee called attention to the growing cost of everything in a wholesale drug business, and a decreasing percentage of profits. Evidently success of a middleman between the manufacturer and retailer is not gained without the exercise of great care and the expenditure of much energy. A crumpled rose leaf—if we may be permitted to apply this term to a hard commercial fact—which has peculiar powers of disturbing the jobber, is the buying club, and the injustice of encouraging the formation of these combinations, while the party of the second part is expected to adhere to the tripartite plan was frequently referred to. It has been shown again and again that the buying-club cannot pay, and that if it does prove successful it results in the gradual elimination of member after member until only a new wholesale firm is left. If these assertions are true the jobber need not be greatly troubled, for the disturbing factor will soon disappear. No doubt if inquiries were made it would be found that the manufacturers also have woes. These were, however, not very conspicuous at the twin conventions, for the P. A. of A. transacted most of its business behind closed doors, and exhibited to the public only its prosperous side—fine feather and contented countenances.

WHY SHOULD THE CITY FURNISH FREE ANTITOXIN?

The distribution of free antitoxin by the city authorities is still a source of considerable dissatisfaction to the drug trade of New York. The arguments used to defend this practice are all worn out, and are no longer of any weight. When it was difficult to obtain this remedy in proper quantities the health department may have been justified in expending some of the city's funds for the relief of suffering which there was no other means of mitigating. But since this indispensable remedy for checking the ravages of diphtheria can and is prepared in sufficient quantities and of the best quality by private firms at much less expense than that incurred by the board of health, there is absolutely no reason why the practice should not be discontinued at once. Some people say, "Oh, but the board of health only gives to the poor!" Very well, but why should this excellent institution produce the remedy in its own laboratory for this purpose, when the same or better material can be bought at less expense in the open markets? The city occasionally also distributes coal among the poor, but it does not maintain an expensive coal mine for this purpose. If the health department needs a biological laboratory for experimental purposes, the city can afford to supply the means. Manufacturing one article prepared by private enterprise, while thousands of others are bought and distributed in the regular way, is unfair competition, and is indefensible on any grounds, humanitarian, economical or political.

SHOP TALK

FRIEND "DOC" BEATS THE TWINKLER REPORTER.

"It beats all how some simple ideas in advertising pay," said a newspaper reporter. "There's my friend 'Doc,' for instance, of Kansas City.

"How do you do it 'Doc'?" I asked the other day. 'How is it that people come from all over town to buy a nickle's worth from you.'

"You're a bloomin' innocent for a reporter," returned 'Doc,' 'I use my head, same as you ought to.' "Thanks."

"Say," flashed 'Doc,' 'if I told you that in the next week I would work the Twinkler for three or four half-column write-ups, and would make the Theatre pharmacy the most talked of store in town, you would say I was a fool, wouldn't you?'

"I would!" I replied cheerfully.

"Two days later I saw in the Twinkler a half-column about a unique contest started by Dr. _____ of the Theatre pharmacy. I went over to ask 'Doc' about it. About this window was a constantly changing crowd of thirty or forty. In the soda room was another crowd. I pushed to the window, and this is what I read:

"Hello, Bill," said 'The Volunteer' to 'A Reuben in New York,' you look like 'A Deserted Bride' from the 'Land o' Cotton.' Have you been taking 'A Trip to Chinatown?' No, but I've had 'A Hot Old Time, 'Way Down East' trying to butt into 'The Smart Set.' Told them I was 'An American Gentleman' who served 'Under Two Flags' 'When Knighthood Was in Flower' and had made my pile 'At the Races,' but it didn't go, so I went to 'Sag Harbor' at 'Eight Bells' and saw 'Alphonse and Gaston' hitching 'A Texas Steer' to 'The Bonnie Briar Bush' for 'Herman the Great' to change into 'A Bunch of Keys,' 'The Girl from Sweden' was there with 'Two Little Vagrants' and she told 'The Two Sisters,' 'Beware of Men.' This tickled 'Eben Holden' more than a 'Comic Opera' or 'The Newest Comedy,' and when 'Little Johnny Jones' told 'Ole Oeson' to join 'Black Patti's Troubadours,' 'Harry Corson Clarke' had to turn the hose on 'Mr. Jolly of Joliet.' That night 'Al H. Wilson's Company' panhandled the doorkpeer and saw 'Lewis Morrison in Faust.' 'Fisher and Carroll' weren't invited and they got sore and said the whole bunch looked like 'Pi-kings from Puck.'"

"I found 'Doc' inside explaining the terms of the contest to a group of girls who were consuming soda and sundaes. All you've got to do is to get that list of attractions and string them together so that they will make sense. The one that gets the most out of it gets the finest box in the house on the 15th."

"'Doc's' store is now more talked of than ever. Everybody on the East Side went in on his contest, and the Twinkler gave him five notices on the strength of it, while the theatre gave the box to pay for the advertising they received.

THAT BADLY WRAPPED PACKAGE OF PEPPER.

"It seems to me," said an Indianapolis retired druggist, "that, taking the retail drug stores by and large, there is not as great attention paid to tying up packages of every day request making the package neat and presentable, as was demanded by employers of twenty years ago.

"For instance," he continued, "Here is a quarter of a pound of cream of tartar tied up by your clerk. It has no more shape than a sack of bran with a string tied around the middle. Then your clerk has neglected to label it. When I was a lad of his years in the drug trade it was a rule of the house to label every package whether in paper or glass.

"I recall a lesson given to me when I first went

behind a drug counter, a few years after the Civil War. My customer was the late Stoughton A. Fletcher, Sr., banker. I had tied up a package for him, a half-pound of sulphur, and had been rather prodigal in my use of paper and string. He called to my employer, and this is what he said:

"When I was a young man I kept a country store. A man came in and bought a half-pound of pepper. He went out and to another store, farther up the street, to make other purchases.

"Mr. Bates, the other merchant, caught sight of the package in the customer's basket, 'What's that?' he asked. 'Pepper? Let me have it, I'll put you up another package in its stead.' Then Hervey Bates brought that package to my store, 'Stoughton,' he asked, 'did you put up that package?' I acknowledged that I was the offender. 'Don't you see, what a botch you've made of it!—Twice too much paper, three times too much string!

"This," said the retired druggist, was the lecture given by Mr. Fletcher who at his death was worth more than a million dollars. Hervey Bates also died a very rich man."

MAKE A LITTLE GO A LONG WAY.

A retired druggist who had built up a remunerative business in Waterloo, Ont., Can., on a very limited capital gave the secret of his success:

"I spread my little capital and made it go as far as possible by buying a little of everything and not too much of anything. I made the wholesalers carry my stock. The great mistake which many druggists in a small town make is buying large lots of some particular line just because they get them cheap. They load up their shelves with articles for which the demand is limited, simply tying up so much capital, instead of having it where it can be turned over. It is better to pay more and carry no dead stock. I preferred to carry only a dozen or so bottles of a kind to buying a gross at bargain prices, to remain on my hands for years. I made it a point always to have the articles on hand, in however small a quantity, and never allowed my stock to run down.

Of, course, this plan kept me constantly sorting up, and I was at a good deal more trouble replenishing my stock. But I regarded the additional labor as all in the way of business, and, anyway, the trouble was much less than that I escaped by not having to meet bills for superfluous stock.

"I subscribed to all the trade journals I could get—and would recommend all druggists to do so. The pointers I got by a careful reading of even the least valuable of them were worth a great deal more to me than the subscription price. I always kept in touch with what was going on in the larger centers. The smaller the community, the greater is the need for a live druggist to get all the information he can as to up-to-date business methods and new developments in the trade."

DATE, REGARDLESS OF WEATHER.

The writer was in Utica in the early part of summer, or rather late in spring, and the day being tremendously hot—about 88 degrees Fahrenheit—he sought for a non-saloon drink. Anticipating a drink of cool and refreshing soda water or phosphate he entered a drug store.

"A glass of ice cream soda," was the order given. "We haven't started our fountain yet," was the reply.

"What have you a fountain for, and when will you start it?" the caller asked.

"We start it July 1. It seldom gets warm enough



WILLIAM C. FRAILEY, Lanester, Pa.
President Pennsylvania Ph. A.

before that time," said the clerk, wiping the perspiration from his brow.

Not a drug store in town had started its fountain. In the afternoon of the same day, however, on passing the store first entered, it was noticed that the marble shelf had been cleared of bottles and other merchandise and that more than a dozen people were waiting to be served. The druggist had taken the advice offered him in the morning.

Now, many druggists will be late with their hot chocolate, if they do not keep the weather in mind and not alone the time of year.

WITH A WEEKLY BARGAIN COUNTER.

Said a Main street drug store proprietor of Rochester: "One thing I have found of great help in drawing trade, and that is to maintain the year around a counter that is devoted entirely to the sale of articles at bargain prices. I let my trade know about this 'special' on a certain day each week through the newspapers and by my window. For instance, last week Friday I made a run on vaseline, which ordinarily sells at 5 cents. I offered the public two bottles for five cents, five for ten cents, or fifteen for a quarter. In my window I announced these prices on a handsome board resembling photographers' mounts, my sign appearing in the center, nicely printed, leaving a neat border of about two inches around the edge. This was supported on an easel. I had bought a big invoice of vaseline cheap, and I not only filled the bargain table but my window also. By night I had cleaned up the bargain table and a good part of that shown in the window. I made a good profit on the investment and had many bottles left to carry in stock. I have done the same with soap, perfumery and like articles with the same success."

Order in Business Life.

Strict order is indeed, one of the most important principles of business life—order about places—which is cleanliness and neatness; order about ways—which is doing things in the right way, and not any way; and lastly, order about time—which means activity and regularity. It saves time. It saves temper. And it means that the work shall be done both more easily and more thoroughly.

HOW SHALL THE BUYER MEET THE SALESMAN?*

By J. W. GAYLE, Frankfort, Ky.

BEFORE attempting to answer the query under consideration let us, if possible, get clearly before our minds who the salesman is, and whom he represents.

In the first place it may be said that he is the natural product of modern business contingencies and necessities, a natural accompaniment of the growth of modern business systems, being, so far, if you please, "the survival of the fittest" of the methods yet devised by which those who have goods to sell may approach those who would buy them.

Time was when the buyer sought the seller, but gradually the seller, being naturally, I almost said by necessity, the more enterprising character, with that aggressive and progressive spirit (alas for its rarity among retail druggists!) which is the real life of the business world, and without which our business lives would be both "stale and unprofitable," has found it absolutely essential that he come into closer personal relations with his customers. For however strong and skillfully executed the personal letter, however attractive the illustrated catalogues, or seductive the price lists and descriptive circulars, the personality of the up-to-date travelling salesman will invariably win the business. He is then the personality of the manufacturer or the jobber come to the door of the retail buyer, and it is difficult to say whether the buyer or the seller is most highly served.

Recognizing then this representative capacity, the buyer, whether he would or not, should meet the travelling salesman with that cordiality and eagerness which should and does represent the degree of enterprise with which his business is conducted.

The conservative buyer (and only this kind will be here referred to) will not, of course, allow his partiality for the personality of the salesman to induce him to purchase goods for which he has no use, nor, on the other hand, will he permit any prejudice which he may have conceived against the salesman to interfere with his making desired purchases. But the salesman should be received cordially, not only because he is the personal representative of his house, but because he, in every essential way, brings the market immediately to the buyer. Nor is this all. It not infrequently happens that the salesman by his intimate and thorough knowledge of the market, of the extent of the demands and possibilities of the supply, is in a position to render the buyer service, the value of which is incalculable, and can be obtained in no other way.

It may be remarked that the closer and more confidential are their relations, the greater is the benefit to the buyer. And the salesman should be received cordially, not only because he is a benefit to the purchaser, but because he has inherent right to be so received. His coming is legitimate, his motives are in every way laudable, and the buyer who would treat him either discourteously or in the slightest degree condescendingly, does not merit the respect which we like to accord every retail druggist. In a word, the buyer should meet the salesman as one enjoying equal rights and privileges with himself, with a view to that mutual benefit which should always follow the advantageous exchange of commodities.

Before closing let us take to ourselves a few good and wholesome lessons from the character of the salesman. Without discussing his vices, or even acknowledging for the time that he has any, let us call attention to, and attempt to imitate his virtues. Let us in parting with him note the ever prevailing cheerfulness of his manner, his perennial hopefulness in the face of discouragements, his indomitable perseverance, his minute tact, his progressive spirit, and his genial manner, and be pleased when he comes again, for rightly met he will do us good.

* Read before the Kentucky Pharmaceutical Association, 1903 meeting.

NUX VOMICA ASSAY.*

By W. A. PUCKNER, Chicago.

SOME time ago I published (Pharm. Rev., 16, 180, and 20, 457), a method for the assay of belladonna leaves. It was a modification of the method of Keller, and directed that maceration of the drug with the ammoniacal chloroform-ether mixture as directed by Keller, be followed by percolation, attempting thereby to exhaust the drug completely, and thus avoid the taking of an aliquot part of the chloroform-ether. I at that time expressed the opinion that in the assay of such drugs as nux vomica, ipecac, etc., where the amount of solvent in relation to drug and water used is large, the error introduced through the use of an aliquot part will be small, and may be neglected. And I proposed this modification for such drugs as belladonna leaves, henbane leaves and stramonium leaves, where the error would be greater on account of the small amount of alkaloid contained in the drug, its greater bulk and absorbent power, the weight of drug operated on must be increased, as also the water to be added, while a corresponding increase of chloroform-ether would render the process cumbersome.

Since then I have been gradually eliminating all aliquot parts from routine assay methods, less to avoid the error incidental to the taking of the aliquot portion, than as a matter of convenience. Thus, by eliminating the aliquot part the use of dry measuring vessels and their subsequent cleaning is avoided, the loss of volatile solvent by evaporation is of no consequence, and due care may be taken to obtain the chloroform-ether quite clear, and thereby avoid many a persistent emulsion. Also the time of maceration may be reduced to an hour or half an hour, while in methods where aliquot parts are taken, three, six, or even twelve hours maceration with frequent or even continuous agitation is directed.

Below are given some experiments relative to the extraction of alkaloids from nux vomica which may be of interest to those engaged in similar work. These results show that the aliquot part method gives correct results, apparently through a compensation of errors, that an hour's maceration and subsequent percolation may well be substituted, and that alcohol should here be added to the light chloroform-ether mixture usually used in the Keller method, since its addition facilitates the extraction of the alkaloids, and also prevents the formation of emulsions in subsequent steps of the determination.

A. To 5 Gm. powdered drug were added 40 Cc. ether, 10 Cc. chloroform, 2 Cc. ammonia water, and the mixture shaken occasionally one hour. It was then transferred to a small percolator, the percolate received in a separator; when the menstruum had all passed through, the drug was packed down and exhausted with a further 50 Cc. of the chloroform-ether. The chloroform-ether solution of the alkaloids was next extracted with 10, 10 and 10 Cc. normal sulphuric acid.

To the acid extractions a drop of cochineal T. S. was added, then an excess of ammonia water, and then the alkaloid abstracted with 10, 10, 10 Cc. chloroform. After the evaporation of the chloroform the alkaloidal residue was titrated with decinormal acid, cochineal being used as an indicator. In these determinations the chloroform extractions took much time, while shaking with chloroform did not produce a condition which could be called an emulsion, yet each time an hour or more often elapsed before the chloroform would separate completely and could be drawn off. In four determinations the alkaloidal resi-

due so obtained required a) 3.31, b) 3.49, c) 3.41, and d) 3.49 Cc. of the decinormal acid.

B, a. These determinations were carried out as those in A in every way except that the drug was macerated with 50 Cc., and later percolated with 80 Cc. of a mixture obtained by mixing 7 Cc. alcohol, 23 Cc. chloroform, and 70 Cc. ether. Here all separations occurred most promptly, and all liquids drawn off were perfectly clear. In four determinations the alkaloidal residue required a) 3.49, b) 3.53, c) 3.56, and 3.47 Cc. of decinormal acid.

B, b. Proceeding as in B, a, except that the time of maceration was extended to two hours, there was required a) 3.46, b) 3.47 Cc. decinormal acid.

B, c. Again proceeding as in B, a, but macerating two hours, decanting the clear liquid to the percolator, macerating the drug with a further 50 Cc. for two hours, then transferring all to the percolator, and then percolating with further 25 Cc. In this way there were required a) 3.54 and 3.50 Cc. decinormal acid.

C. To 10 Gm. drug were added 100 Cc. chloroform-ether, obtained by mixing one volume of chloroform with four volumes of ether and 4 Cc. ammonia water, the mixture shaken frequently for three hours, allowed to stand over night, shaken again, the drug allowed to subside and then decanted through cotton to obtain exactly 50 Cc. This aliquot part (part 1) was transferred to a separator, the flask rinsed with a little chloroform-ether, then the alkaloid extracted and determined as in A. The remaining chloroform-ether and the drug was now transferred to the percolator, through which the aliquot part had been decanted, and further 75 Cc. chloroform-ether used to complete the extraction. From this liquid (part 2) the alkaloid was again obtained as in A. Finally the marc was dried and then extracted according to B. The result was:

Part 1, 3.15 Cc. Part 2, 3.58 Cc. Part 3, 0.18 Cc.

Here again, as in A, the extraction with chloroform consumed much time.

D. Here the procedure in C was followed, except that to 10 Gm. drug was added 100 Cc. Prolium mixture (70 Cc. ether, 23 Cc. chloroform, and 7 Cc. alcohol) were measured into a flask, allowed to stand until cooled to room temperature, then 3 Cc. ammonia water added, shaken violently, and while the ammonia water was in suspension 100 Cc. measured out and added to the drug.) After decanting the aliquot portion, the exhaustion was completed with 100 Cc. of menstruum consisting of 70 Cc. ether, 23 Cc. chloroform and 7 Cc. alcohol.

For three determinations the results are:

	Part 1.	Part 2.	Part 3.
a.	3.51 Cc.	3.56 Cc.	0.15 Cc.
b.	3.49 Cc.	3.34 Cc.	0.20 Cc.
c.	3.45 Cc.	3.56 Cc.	0.08 Cc.

If the experiments detailed under B may be taken to show a practically complete exhaustion, then it may also be accepted that the aliquot part (part 1) in D, apparently through an accidental compensation of inaccuracies, gives equally correct results. In choosing one or the other procedure when extracting nux vomica, it should be borne in mind that in the aliquot part method, care must be exercised to add the exact volume of the ether-chloroform-alcohol-ammonia water mixture, and later to avoid all evaporation when obtaining the aliquot part. This is done away with in B, which, however, takes more time, owing to the percolation directed.

Below are given some determinations made on samples submitted from time to time, which show an exceptional concordance between the results obtained according to B, a, and the aliquot part (part 1) of C. Ce. of N/10 H₂SO₄ required for the aliquot part representing 5 Gm. drug a c to Method C.

1. a) 3.93 Cc. b) 3.90	a) 3.57 Cc.
2. a) 2.80 Cc. b) 2.82	a) 3.03 Cc. b) 2.81 Cc.
3. a) 2.48 Cc. b) 2.49	a) 2.39 Cc.
4. a) 4.24 Cc. b) 4.23	a) 4.19 Cc.
5. a) 2.81 Cc. b) 2.75	a) 2.81 Cc.

* Read at the Fifty-First Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION, neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Doctor's Initials or Name on Prescription Labels.

(C. H. M. D.) "To settle an argument will you inform me what should be done in the following case: A doctor sends to a druggist a prescription which has printed thereon, at the top, his name, office hours, telephone number and street address. Below the prescription on the blank the doctor does not sign his name in full but writes only his initials. In writing the label should the druggist copy only the initial letter or write in full the physician's name as it appears printed at the top of the prescription?"

The pharmacist should always write the name of the prescriber on the label for the medicine the latter may prescribe. In the case stated, the fact that the physician signed the prescription by his initials would imply that he did so in the belief that his full signature was unnecessary because his name was printed on the blank he employed, a most desirable arrangement. Prof. Remington, in discussing the subject of "Prescriptions" says, "the name of the prescriber is rarely signed in full, particularly since the very general use of printed prescription blanks, which contain not only the full name and address of the physician but also his office hours. When printed blanks are not used, the name and address of the physician should be written in full." Following this statement to its logical conclusion the duty of the pharmacist in the case would seem plain. Of course, it is not to be supposed that any reputable physician would employ the printed blanks of another physician and thus mislead the pharmacist. It is also noted that in some of the States having special enactments for dispensing and selling cocaine, etc., the law requires that not only the name and address of the patient shall be written upon the prescription, but it must also be signed by the physician who is required to be a duly licensed practitioner.

Hair Grower.

(Mrs. G. S.) See this journal May 28, 1903, page

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Here are some other formulas:

(1)	
Caster oil	2 fl. drams
Oleo-balsamic mixture	3 fl. ounces
Tincture of euntharides	3 fl. drams
Benzoin acid	2 drams
Tannic acid	1½ drams
Alcohol	8 fl. ounces
Mix and filter	

(2)	
Urine sulphate	15 grams
Cologne water	3 fl. drams
Bain	3 fl. ounces
Alcohol	4 fl. ounces
Glycerin	3 fl. ounces
Rose water	2 fl. ounces
Alkanthol, sufficient to color.	
Mix and filter (Diétrick)	

(3)	
Tincture of euntharides	1½ dram
Tincture of capsicum	20 minims
Glycerin	1½ ounce
Cologne water to	6 ounces

Many other formulas have been published in previous volumes of the Era.

Tincture of Iron and Listerine.

(G. W. R.) Asks criticism on the following prescription:

Potassium chlorate	2 drams
Tincture of ferric chloride	1 dram
Glycerine	1 ounce
Listerine	1 ounce
Water to make	4 ounces

When compounded the mixture becomes a purplish red, due to the reaction between the tincture of ferric chloride and Listerine, the latter being stated to contain, among other things, "the antiseptic constituents of gaultheria, benzo-boric acid, etc." In compounding, the tincture should be added to the other ingredients previously mixed. The yellowish colored liquid in the bottle brought to you to be refilled was probably some of the mixture which had been exposed to the action of the light for some time.

Suggestions for Window Displays.

(K. E. M.) The show window has been said to be the connecting link between the crowd outside and the store within, and hence the druggist should endeavor to make his window displays accord with the goods he has upon his shelves. This statement in itself is suggestive and you should be able to think of many seasonable goods you might advertise by making a suitable display. As a source of inspiration we suggest you refer to the volumes of the Era covering the past three or four years. These contain so many suggestions that we cannot spare the space to enumerate the list. The only book on the subject we know of is the "Art of Decorating Windows and Interiors," published by The Merchants' Record Co., 320 Dearborn street, Chicago, Ill. The price, we are informed, is \$3.50 per copy.

Books on Veterinary Medicine.

(F. W. M.) The following are standard books on veterinary medicine: Dun, "Veterinary Medicines, their Action and Uses"; Courtney, "Manual of Veterinary Medicine and Surgery"; Chauveau, "Comparative Anatomy of Domesticated Animals"; Fleming, "Veterinary Obstetrics"; Gresswell, "Theory and Practice of Equine Medicine"; Hays, "Veterinary Notes for Horse Owners"; Hill, "Principles and Practice of Bovine Medicine and Surgery"; Hill, "Management and Diseases of the Dog"; Smith, "Physiology of the Domestic Animals." A small and very useful book for druggists is "Veterinary Counter Practice," a treatise on the diseases of animals and the most suitable remedies for them.

Hair Curling Preparation.

(Houghton.) The following is a typical formula:

Powdered gum tragacanth	2 ounces
Borax	½ dram
Powdered soap bark	20 grains
Oil of rose geranium	½ dram
Oil of rose	3 drops
Oil of cinnamon	4 drops
Oil of bitter almonds	2 drops
Extract of musk, enough.	

This preparation is not used upon the hair, but may be kept on hand to prepare a "liquid curler" with water, as needed. About a dram of the powder to 8 ounces of water will produce a satisfactory preparation.

New York Veterinary College

(F. W. M.) Address the New York Veterinary College, 141 West Fifty-fourth street, this city

N. W. D. A. and P. A. of A.

JOINT CONVENTION HELD IN BOSTON, SEPT. 7-12, 1903.

Two Branches of the Trade Meet at Hotel Somerset—Nearly Six Hundred Present—Fine Weather, Beautiful Surroundings and Brilliant Entertainment—Exhaustive Reports on Trade Conditions—Rebate and Tripartite Plans Discussed—N. A. R. D. Delegates Received with Cordial Welcome—Direct Contract and Serial Numbering Plan Endorsed with Certain Provisions—Theatre Party, Ball, Banquet and Excursions.

The joint convention of the National Wholesale Druggists' Association and the Proprietary Association of America, which met in Hotel Somerset, Boston, September 7, was one of the most successful in the history of the associations. Everything was favorable to a pleasant and profitable meeting. Nearly six hundred names were registered on the roll of visitors.

As reported in last week's Era, the first day was spent in visiting Harvard and getting settled in the various hotels. Tuesday morning both conventions opened formal sessions.

TUESDAY MORNING.

Both Associations Formally Open Sessions and Receive Representatives from Sister Organizations.

President Hoover called the assembled members of the National Wholesale Druggists' Association to order in the small ball-room of the hotel shortly after ten o'clock. There was a fair sprinkling of members of the Proprietary association and a number of interested visitors. The hall is an ideal one for a meeting of this kind, spacious, well-lighted and protected from disturbing noises.

In his opening remarks, the president complimented the committee of arrangements upon the success of their plans, the pleasant environment selected and the attractive program of entertainment provided. He introduced the chairman of the committee representing the wholesale organization, Charles F. Cutler of Boston.

The gentleman introduced extended a hearty welcome to New England. He had expected to be able to introduce Mayor Collins, who unfortunately could not attend. As a representative of the city of Boston he therefore presented Arthur W. Dolan, president of the Common Council.

Mr. Dolan welcomed the visitors on behalf of the municipality which he had the honor to represent, and referred briefly to the show places and historic scenes of the city. He spoke in hearty praise of the program which had been provided and said that in a number of years' experience he had never seen its equal.

M. Carry Peter of Louisville, accepted the welcome on behalf of the association and promised not to abuse the privilege.

Reception of Delegates.

After the roll call and the reading of minutes had been disposed of delegates of associated organizations were received.

Dr. V. Mott Pierce of Buffalo spoke for the Proprietary association. Referring to the fact that his association had met this year with the wholesale organization for the first time in many years, he said it was now time to kill the fatted calf. He thought the associations should always meet at the same time and place, and quoted the famous remark: "We must all hang together or hang separately." In response C. F. Shoemaker of Philadelphia referred to the return of the prodigal and hoped that in lieu of a fatted calf, the ban-

quet of Thursday night might suffice. He regretted that the associations had ever separated, and hoped that they might now remain together. He said that there were knotty problems to be solved, but trusted that the solution would be found.

Henry Canning of Boston appeared as delegate of the American Pharmaceutical Association and spoke of the grand old association—the mother of them all—which he had the honor to represent. He said that the spirit of unity seemed to be in the air, and expected good things from this meeting. It might be necessary to re-thresh some old straw, but he asked the assembly to remember that "the isle across the sea" had been threshing old straw for centuries and was just beginning to see day-light. He said the N. W. D. A. had set a good example for the retailers, and that if the latter were as solid they could demand anything they might please. In response Thos. F. Main extended a hearty welcome to the A. P. A. and referred to the extremely valuable services of this parent association.

For the N. A. R. D. the president, R. K. Smither, arose, and said he represented the youngest child of the grand old association. He could point to a record of but five years. There was no history to point to, but his association wished to make some. He and his associates were present upon important business. He believed that the N. A. R. D. had reached a crucial stage. He said that the tripartite plan had yielded as much fruit as it could, but that it needed reinforcement. His association was working for the benefit of all branches of the trade. He asked permission to present the needs of the immediate future. He hoped his hearers would not listen and then go home and sleep upon it.

In response M. N. Kline said that it was fitting that a body of business men should confer with men who "meant business." He said that all views offered as such should be taken seriously. He stated emphatically that the N. W. D. A. was not a "body of jolliers." His organization would do business in the old way. He had never yet seen the day when its retail friends had come for bread and had gone away without.

George W. Cobb appeared as a representative of the Massachusetts State Ph. A. In response C. P. Walbridge of St. Louis said he hoped the meeting would be rich in benefits. There were things which must be settled, and he hoped they would be.

C. P. Shoemaker said the Pennsylvania State Ph. A. which he represented was in a very prosperous condition, and believed that the condition of the retail trade in his State was better than it had been for years, a fact due to the work of the N. A. R. D. W. J. Walker welcomed the Pennsylvania association.

The Virginia Ph. A. was represented by Edgar D. Taylor.

President's Address.

After the reading of a number of letter and telegrams expressing regret at inability to attend the meeting in person, President Hoover delivered his address.

He said that it was sixteen years since the last meeting of the association in historic Boston, in many re-



CHAS. F. CUTLER, Boston, Mass.

Chairman N. W. D. A. Committee on Arrangements and Entertainment.

spects the most interesting of American cities. At that time the presiding officer was that splendid veteran of the drug trade, Daniel R. Noyes, of St. Paul, whose influence had always been a powerful factor in the deliberations of the body. The president and vice-president elect at that meeting were Dr. E. Waldo Cutler and Solomon Carter, both residents of the city, and belonging to a school and generation fast passing away.

The speaker referred to the pleasure of visiting the birth place of freedom, and said the scenes reminded him that it was in Boston that that popular function the "tea party" originated.

President Hoyer then referred to the readjustment in values of certain classes of property, and said that it was one of the marvels of the age that a shrinkage of \$1,766,729,000 in value had not materially affected the output of our factories or created any disturbance in commercial life. In view of the fact that further readjustments were bound to occur, he cautioned his hearers to be conservative in extending credits.

The increase of membership from 216, sixteen years ago, to 233 at the present time, of whom 115 and 179 were respectively wholesale druggists, was referred to as no great increase, but as sufficient to meet all the demands upon this branch of the trade in the interim.

The subject of securing more adequate returns for the work of the wholesale druggist next occupied the attention of the speaker. He referred to the numerous drains on the firm of increased taxation, greater cost of transportation and expense of labor, and urged the importance of composing a charge for boxing and cartage. He deplored the loss of profit in the sale of chemicals due to excessive competition, and recommended the adoption of a resolution requesting chemical manufacturers to manufacture special work. The question was asked, whether manufacturing chemists could not establish a society for promoting their products similar to that of the manufacturing pharmacists?

After discussing the P. A. of A. to the joint meeting, and referring freely to discounts upon proprietary articles, the speaker suggested that the disposition among wholesale buyers to become manufacturers and proprietors was due to the fact that so many of the preparations which they are carrying are sold at so small a profit

as to make it necessary to eke out their profits by preparing and distributing goods under their own label.

The practice of placing upon the market many sub-quantities was deprecated. The speaker urged the two associations to discuss these matters fully.

The actual capital invested in the wholesale drug business as represented by the N. W. D. A. was shown to be between \$23,723,000 and \$27,380,000. Annual sales were estimated at about \$94,241,680. Of this amount 51 per cent, or \$51,211,680 represents sales of proprietary articles. The expense of the association was a trifle over 1 1/4 of one per cent, of the total sales of proprietary articles, a sum insignificant as compared with the results obtained.

The speaker closed his address by calling attention to the willingness of the association to help the N. A. R. D. in every way possible, and said that in the discussion of the rights of these parties to the tripartite agreement, the following points should be borne in mind:

That the sale of proprietary articles constitutes from fifty-six to sixty per cent, of the jobbers' gross sales.

That the actual expense of conducting a wholesale business as shown by statistics, is from eleven to twelve per cent, of the gross volumes of sales.

That owing to the vast increase in the sales of proprietary articles in subquantity lots, the gross profits of handling these articles has been materially reduced and will not now average to exceed ten per cent., and in my judgment it will be even less than that figure.

That any plan which involves the expenditure of extra time and money to a degree that will increase the percentage cost of doing business without adequate compensation, is absolutely impossible from the jobber's standpoint.

Secretary's Report.

Secretary Toms reported an active membership of 231. He said that the associate membership at the beginning of the year was 176; there had been a net loss of seven, making the present membership 169.

Report of Treasurer.

Treasurer Strong submitted his annual report which showed that the receipts had been \$23,860.38, of which \$22,334.90 were from membership dues and other sources. The expenditures had been \$18,547.25, leaving a balance of \$5,313.15.

Mr. Strong supplemented his report with a few remarks. He said the association was so comfortably off because the voluntary contributions had been generous, and he urged some permanent plan of financing the affairs of the association, since with expenses reaching nearly \$20,000 the regular annual receipts, prior to this year, had averaged only \$15,000.

Before the meeting adjourned Secretary Toms read a communication from the Vermillion County (Illinois) Pharmaceutical Association, urging the organization assembled to adopt a plan for combatting the cut rate evil, similar to that now known as the Miles plan.

MEETING OF PROPRIETARY ASSOCIATION.

The meeting of the proprietary Association of America was called to order at 11 o'clock. President Herbert B. Harding made a brief address. He reviewed the history of the association since its beginning in 1882, and said that of 97 members in that year only 30 remain on the rolls.

Delegates from other associations were then received. C. P. Shoemaker extended the greetings of the N. W. D. A. and was responded to by J. P. Kathrus of the Pabst Brewing Co., R. K. Suther, president of the N. A. R. D., spoke in behalf of the plans of the retail association. His appeal was responded to by A. H. Beardsley of the Miles Medical Co., Geo. W. Cobb gave the welcome of the Massachusetts State Ph. A. and was answered by Dr. V. Mott Pierce.

Clarence G. Stone, chairman of the committee of arrangements, outlined the entertainments for the week.

In presenting the report of the committee on pharmaceutical preparations, Dr. V. Mott Pierce said that almost without exception the State associations had endorsed the direct contract and serial numbering plan of the N. A. R. D.

Secretary Joseph Leeming presented his report which covered 16 months, this long time being accounted for by the change in time of meeting from May to September. The members of the association at present number 152.

A. M. Hance of Philadelphia presented the report of the committee on trade interests. He noted the development of drug departments in department stores. He showed that the tendency in these stores to advertise their goods as coming direct from the manufacturer at prices which enabled them to sell at cut rates had disturbed the retail trade, but he thought the prevalent opinion concerning these department store drug establishments was not wholly fair. The committee suggested that members should co-operate with State inspectors in the enforcement of pure food laws, and also that a law similar to the New York confectionary act might be desirable.

The report of the committee on deceased members, read by secretary Leeming showed that there had been a number of deaths during the year.

THE MORNING'S ENTERTAINMENT.

While the two associations were listening to addresses of welcome and considering reports of committees the ladies enjoyed a trolley trip through Boston. Cars had been provided for the party which, embarked at 10 A. M. under the leadership of Mrs. Chas. A. West. The morning was spent in visiting places of historic interest and public buildings.

TUESDAY AFTERNOON.

After luncheon the N. W. D. A. alone transacted business, the proprietary organization having no session, the members either following their own plans in the city, visiting with friends in the lobby or listening to the proceedings of the associate body. In the assembly room of the N. W. D. A. the reading of reports was continued.

Committee on Credits and Collections.

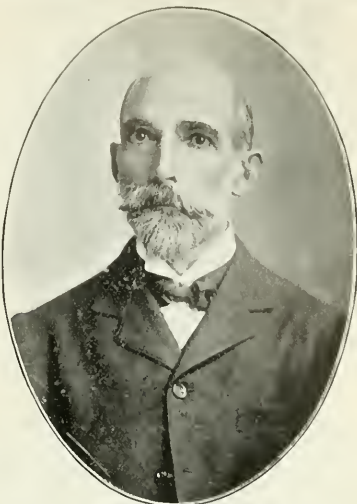
The report of the committee on credits and collections was presented by C. F. Shoemaker. After considering the present conditions in the business world, the report stated as the belief of the committee that, the commercial interests of the country are on a firm foundation because as a rule they have not been subject to undue inflation.

The opinion was expressed that wholesale druggists should be extremely careful in encouraging the starting of new retail stores, especially when this is done by means of credit. The committee recommended the passage of laws in every State preventing the sale of stocks in case of failure without proper protection to creditors. The need of more elastic currency was dwelt upon at length.

Secretary Toms read the report of the committee on cases and cartage submitted by J. C. Eliel. The report recounted the history of past efforts to reimpose charges covering the expense of packing and shipping goods. No success had thus far been attained. The only hope of permanent results was shown to be the adoption of uniform methods in the East and West. The jobbers of the larger cities refused to join in the movement. In other places west of the Alleghenies and even in New England the members seemed to be willing. The committee urged the association to make other efforts, and suggested that a new committee consult with members of other trades namely, hardware jobbers and others.

Committee on Fire Insurance.

Thos. F. Main, presenting the report of the committee on fire insurance, called attention to the impor-



D. S. CHAMBERLAIN, Des Moines, Ia.
President Proprietary Association.

tance of the subject. He stated that there had been many changes and charges had been modified, but that rates were still excessive. He divided fire insurance companies into two classes—those carried on merely for the purpose of securing large dividends for their stockholders, and those formed for the distributions of the many for the benefit of the few.

If the companies are institutions for the distribution of losses, the report pointed out, that the insured had a right to expect that the business will be carried on economically. In many cases this is not done. The tax is enormous and disproportionate.

Concerning the kind of policy employed it was pointed out that no one standard policy could be made to cover every business risk. Businesses differ and different conditions must be added to fit each risk. The advisability of employing an insurance broker was considered, but in any case the insured was cautioned to scrutinize his policy.

The point upon which insured and insurer are most apt to differ was shown to be the question of rates and premiums. The careless merchant without provisions for putting out fires pays the penalty in high rates. Care will secure low rates. A series of examples showing the relation of rates to buildings of various characters, and uses, and equipped with different forms of apparatus were given. The rates varied from 50 cents to \$3.10, the latter in an old line company under the least favorable conditions.

The rebate principle as applied to insurance was shown to yield very satisfactory results. In this system the insured makes a deposit to cover emergencies, and his liability is limited to a certain amount. The subscriber is paid a yearly dividend upon his deposit which he is at liberty to withdraw after certain formalities. As an example the New England Factory Mutual was mentioned. It has educated its subscribers to build carefully, and has reduced the cost of insurance to 15 cents for a number of years, and last year to 7 cents. While it would probably be impossible to reach this figure in the insurance of drug houses, the present rates might still be materially reduced. Fire insurance still left much



HERBERT B. HARDING, New York, N. Y.
Retiring President Proprietary Association.

room for improvement. It had not been reduced to a science as was the case with life insurance. In settling claims the professional adjuster had come to be an important factor.

The report closed with a set of proposed resolutions to provide for the collection of statistics of losses and inquiring into methods of reducing hazards, organizing fire brigades, etc.

Committee on Trade Marks.

Charles H. Camp presented the report of the committee on trade marks.

The report emphasized the importance of protecting rights of individuals in trade marks, and urged vigorous action on the part of proprietors in striking at every attack upon their exclusive rights. Attacks upon infringements should not be made unless there are reasonable chances of success. In many cases it was not necessary to begin with litigation. A visit to the infringer with a clear statement of the rights of the lawful proprietor was often sufficient.

In the consideration of cases decided during the year a number of interesting decisions were given. The question of rights in proper names received considerable attention and brought out some curious rulings, in some cases a man being unable to use his own name. The protection of trade mark rights in foreign countries was shown to be a matter of some difficulty, especially in Cuba and Germany, where priority of registration often caused great annoyance and expense.

Committee on Legislation.

M. N. Kline presented the report of the committee on legislation, which had been active in promoting four bills.

The Jay bill for the purpose of reducing the tax on alcohol from \$1.10 to 70 cents a gallon had attracted comparatively little attention from the public and legislators. All indications seemed to show that it would receive more attention during the next session. Efforts have been unfruitful, and the result promises to be a reduction.

The Hepburn pure food and drug bill passed the House but failed in the Senate. A provision to prevent importation of impure drugs and foods had been added to another measure which had become a law. The inspection of samples and the examination of applicants

were provided for, and much work similar to that proposed in the pure food bill was already under way. Appropriations for the chemical investigation by the Department of Agriculture had been made. These provisions were originally a part of the Brosius pure food bill.

The history of the Lovering draw-back bill to provide for a draw-back of the tax paid on alcohol used in manufacturing articles for the export trade, was similarly discussed. An argument prepared by a special committee was read. It was shown the amount which could be claimed under such provision, had during four years increased from \$78,000 to \$125,000. Most of the alcohol was imported from Germany. The bonded warehouse law was shown to be inadequate. Not more than five or six firms were operating bonded warehouses. The measures could be modified to include domestic alcohol under the same provision. The difficulties of operation were shown to be much less than had been supposed.

The importance of proper legislation covering these difficulties was dwelt upon. Failure of our Government to provide a proper law had forced American manufacturers to establish factories abroad. The importance of the use of alcohol in the arts was urged. Under present conditions American manufacturers were unable to compete with those of other countries. A list of products which could be produced in this country in competition with other countries was read, and in considering the question of rebate on evaporated alcohol it was shown that the loss in the process varied from 5 to 20 per cent.

Outside of the business done by two firms, one in New York and one in Detroit, the report stated, we have very little export manufacture. With proper provisions on the part of our government the amount could be increased one hundred-fold.

Committee on Relations with Associations.

In the report of the committee on relations with local and inter-state associations, Geo. W. Lattimer urged the formation of local associations. Those bodies were shown



M. N. KLINE, Philadelphia, Pa.
Chairman Committee on Legislation, N. W. D. A.

to be of great value in correcting evil customs. Everything could be reduced to a matter of custom, and it was necessary to establish correct customs in the trade. The customs which needed correction were discussed. The relations between the different branches of the trade were not entirely what they should be, and thus could be much modified by association and free discussion. It was shown that the jobber is not ready to go. The retailers would make a great mistake if they attempted to discard the jobber. Buying clubs could not pay in the end, and the association was urged to educate the retailer to see this.

The speaker stated that the jobber was not to blame for the great number of retail stores, but he urged his associates to be cautious in encouraging new stores, to sell only in large quantities and only on good credit.

The relation between the jobber and manufacturer were also said to be strained, due to encroachment upon each others' chosen fields. The report advocated moderation all around, and called the jobber to account for a share of the trouble. Some firms entered all three fields. They should encourage the custom of remaining in one field. The retailer should be aided by means of more satisfactory arrangements between the jobbers and grocers, so that the latter could not undersell small drug stores. Physicians' supply houses were condemned, the trade of physicians being the retailers' exclusive right.

The report closed with a strong appeal for higher ideals, and the statement that the competition of former days is wrong; it is commercial surrender.

Committee on Transportation.

The report of the committee on transportation was presented by C. F. Weller, who stated that while many excellent reports had been presented by former committees, nothing had been accomplished by transportation lines. He said the transportation corporation no longer seemed to consider the wishes of the jobber. Charges were regulated to suit the carrier companies and not the shipper, and trains were run seemingly for the sole purpose of piling up dividends. The report suggested that a permanent committee be appointed to look after the associated members' interests, to inquire into freight rates, and if possible to secure a more satisfactory classification of goods in the drug line.

WEDNESDAY MORNING.

N. W. D. A. Listens to an Appeal by Thos. V. Wooten for Justice to the Retailer and to More Committee Reports—P. A. of A. Spends Most of the Morning in Executive Session.

The third session of the wholesale association was held on Wednesday morning, and was largely occupied by the reading of reports. The proprietary body spent the greater portion of the time in executive session.

The first business of the wholesale meeting was the consideration of the report of the committee on deceased members, by C. F. G. Meyer. The report was read by Secretary Toms and recorded the deaths of a number of members all of which have been noted in the columns of the Era during the past year.

Committee on Proprietary Goods.

John N. Carey, chairman of the committee on proprietary goods, read his report which was referred to the board of control without debate.

The report referred briefly to the changes of the past year and discussed the condition in the wholesale drug business. It showed that the cost of conducting the business is constantly climbing, and a large portion of the report was devoted to a discussion of the success of one of the most important means of maintaining the jobbers' profits—the rebate plan. Reports from whole-

sale druggists in different parts of the country on the situation in the various localities were presented. With few exceptions satisfactory adherence to the rebate and tripartite plans were reported. The chairman said that he realized that there were a few manufacturers who were not careful to adhere strictly to their pledges, but he believed that most of the prominent proprietors who sell their goods on the tripartite plan have been faithful to their pledges in this respect.

The present status of the tripartite plan was discussed at some length, and the history of the Miles plan and the famous conference of jobbers in Chicago recorded. The difficulties involved in distributing goods under the direct contract and serial numbering plan were briefly discussed and the necessity of additional compensation to the jobber pointed out.

The president then proceeded to a special order of business and extended an invitation to the retail friends of the association to present any proposals they might wish to offer. He added that he believed that a satisfactory agreement would be reached.

Secretary Wooten's Appeal.

Thos. V. Wooten, secretary of the N. A. R. D., responded to the call and held his hearers' closest attention, while he delivered an impassioned appeal for justice to the retail druggist.

Mr. Wooten said he thought everyone would admit that the present condition of the retail druggist was far from satisfactory. Thousands of retail pharmacists are through no fault of their own reduced to the narrow limits of a precarious living.

There are a few hundred more than 40,000 druggists in the country. Some are prosperous but all know that they are apt to be reduced to poverty at any time. The speaker stated that one enter in a locality is sufficient to upset all stable conditions.

Mr. Wooten said he did not appear before the assembly to ask sympathy. All he wished to ask was simply justice. He asked that proper recognition be given the retail druggists for their services to the very goods which were now killing them.

The retailers, continued the speaker, were not the only sufferers. The proprietors and jobbers also suffered. The degradation of pharmacy by lowering the moral tone of the profession was also the work of the aggressive cutter. "Yet," said Mr. Wooten, "we are told that nothing can be done. Cutting must go on."

"The N. A. R. D.," continued the speaker, "says that this course of infamy must be stopped. Our purpose is to call upon the proprietors and jobbers for aid, not once, but many times. Much has been done, and we are thankful. Much has been done to improve conditions in the drug trade, but much remains to be done."

Continuing Mr. Wooten said that at one time the tripartite plan was believed to be the solution. This plan is effective in many ways, but in one important particular it is weak. There is no way of following the course of goods to the cutter. The cutter boasts that he is safe, for there are always enough jobbers to keep him going. This boast is only too true. The tracing of goods is necessary. Serial numbering can be applied. This principal has already done wholesome work. In proportion to its cost the benefits to all branches of the trade has been incalculable.

Five years experience with the tripartite plan has revealed another weakness. A contract is necessary to give a definite penalty. All eyes have been directed to the success of the contract plan. The druggists of the country urge upon the allied branches of the trade the adoption of this modification of the plan, the need of which it has taken five years to demonstrate.

Mr. Wooten said that retailers long had confidence in the loyalty of the proprietor and jobber, but the boasts of

the cutter have aroused suspicions. Are the proprietors and jobbers sincere? The retailers want that question answered, and they look to this meeting to give an answer—not only an answer in words but in action in behalf of the common interest.

Continuing, the speaker said that the subject of substitution has been much aired. Much of what has been said was admitted to be true. But who is responsible? The cutter and through him the proprietor and jobber who have not discouraged cutting. For this reason the retailers insist that the meeting give this matter the closest attention. The three-party principle is so well recognized that it is unnecessary to discuss it. The situation is one of mutual dependence. What benefits one, benefits the other. Substitution is bad for the jobbers as well as other branches of the trade, and the indifferences of some of them to this practice is astonishing. In view of the importance of the question, the contention that any plan is too much trouble is astounding.

Mr. Wooten stated that the bulk of the retail trade is firmly convinced that the plan is practicable. They may be mistaken, but want to be shown why. He warned the jobbers not to stand in the way of retail success in the drug business, and his eloquent appeal had a visible effect upon his audience. He declared that it was not his desire to introduce discord into the meeting, but that it is better for the future to recognize these facts. If the meeting failed to come to the rescue, the association would be condemned in the eyes of the retail trade. Restlessness and suspicion against the jobber is already great and its tendency is to increase. Soon a tripartite plan will be impossible. The tripartite plan is fatally weak and must be strengthened.

Failure to secure the aid now so sorely needed appeared to the speaker inconceivable. In the last few days a proprietor had expressed his willingness to adopt the plan but did not because the jobber objected. "This," said Mr. Wooten, "we do not believe to be true. If it is true we are mistaken in you. Boston is sacred to the cause of the oppressed, and we call upon you in this historic city as friends and natural allies to help us in this undertaking."

The address was received with applause. At its close President Hoyer said that things of this kind were usually referred to the board of control.

M. N. Kline made a motion, which was adopted, to refer the matter to the committee on proprietary goods to be referred back to the meeting later as a special order of business, and that members of the proprietary association be invited to take part in the discussion.

Committee on Suits Against Members.

In the report of the committee on suits affecting the members of the association M. N. Kline discussed the Parks case, the Macy case and other suits.

Committee on Commercial Travelers.

Robert H. Bradley presented the report of the committee on commercial travelers. The report referred facetiously to the traveling man as a "necessary evil," an "expensive evil" and an "indispensable attachment" to the wholesale drug trade. The importance of the utmost confidence between the agent and his house was pointed out and emphasized with the statement that there must be "strength in the union of house and agent."

Concerning the remuneration of commercial travelers the report found it impossible to discover a method which could be uniformly adopted by all houses. The matter must vary with different houses and different conditions. Selling on commission was shown to be a great incentive to "good, hard work," but this system possesses certain disadvantages, and in the committee's opinion the best interest of the wholesaler in large sales districts point to the payment of salaries, as against commissions. In most cases, a stipulated salary seemed to be more prac-

ticable—something in which the agent can feel secure.

Committee on Paints, Oils and Glass.

Secretary Toms read the report of the committee on paints, oils and glass, which was submitted by William Scott of Indianapolis. The conditions existing in these lines of trade during the past year were discussed. An advance of \$15.00 a ton in white lead was noted and trade in mixed paints declared highly satisfactory. Linseed oil, the consumption of which during the year broke all records, declined steadily in price, and the available stock of linseed is very large. The market in window glass was disappointing, a condition for which the jobbers themselves were to blame.

Committee on Paris Green.

The report of the committee on Paris green, submitted by Alanson S. Brooks of Detroit was also read by Secretary Toms. It stated that Paris green had not been sold on the rebate plan although efforts had been made to bring about this desired result, but in five cities a schedule of prices had been arranged and employed. The consumption of this commodity was shown to have been very light during 1903, and Paris green was stated to be no exception to the rule: "Buy when you are in the market, as legitimate requirements demand."

The committee urged continued effort to induce manufacturers to sell upon the rebate plan.

Secretary Toms read by title the drug market committee's report. Upon request he read in full that portion referring to the duty on borax, which it was stated now operated to the advantage of the borax trust which was entirely English. The committee recommended that this issue be fought by the association in Washington.

Special Committee on Commercial Travelers.

A report by a special committee on commercial travelers by Frank S. Henry, of Cleveland, was read by Secretary Toms. It discussed the difficulties with which the commercial traveler was forced to deal. The various virtues and qualities demanded by the traveling man were dwelt upon in an instructive and entertaining manner. The salesman was cautioned not to talk politics, and to keep his powers of conversation well in hand. The practice of drinking "high-balls" was especially discouraged as unusually vicious and demoralizing.

Committee on Adulteration.

The report of the committees on adulterations by P. L. Hopkins was also read by the secretary. It stated in effect, that the cry of adulteration was much louder than the facts seemed to warrant. Reports of sophistication invariably dealt with specific instances the actual proportion of cases not being considered. In this way it was believed that the public had been given a false impression. The drug trade suffers to no small extent by the popular confusion of the goods which it handles with those known as "grocers' drugs."

The committee suggested that there should be some means of standardizing drugs. Dealers in drugs were confronted by the same conditions which govern those in other lines. There are always several grades, and the same standard has many disadvantages. Opium below certain strength of alkaloid is condemned by the government as below standard, but to manufacturers who em-

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ploy the gum for the extraction of alkaloid and themselves by this ruling deprived of a satisfactory raw material.

The ultimate consumption of most drugs is for therapeutic purposes, and the committee pointed out the desirability of adopting therapeutic standards, so that the retail druggist could be readily assured of the quality of everything he might buy.

THE PROPRIETARY ASSOCIATION.

The Proprietary Association of America went into executive session at about 9:30 and remained behind closed doors for nearly four hours. All business of the convention was disposed of and the meeting adjourned subject to the call of the chair.

Reports on legislation, transportation, advertising and infringement of trade marks were read and discussed.

Greetings were received from the Canadian Proprietary Association and suitable resolutions adopted.

The officers chosen for the coming year by the P. A. of A. are as follows: D. S. Chamberlain of Des Moines, president; William H. Gove of Lynn, first vice-president; F. W. Schumacher of Columbus, Ohio, second vice-president; Joseph Leeming of New York, secretary; Henry H. Good of New York, treasurer and Herbert B. Harding of New York, Dr. V. Mott Pierce of Buffalo, A. H. Beardsley of Elkhart, Ind., George A. Newman of Louisville, Dr. Chas. H. Stowell of Lowell and W. A. Talbot of Warren, Pa., executive committee.

WEDNESDAY AFTERNOON.

Nominations of Officers for N. W. D. A.—Reports Adopted.—Interesting Speeches.

When the N. W. D. A. reassembled after the recess for luncheon, the committee on nominations were found ready to report.

The following nominations were made: President, C. F. Shoemaker, Philadelphia, first vice-president, M. Cary Peter, Louisville; second vice-president, Fred L. Carter, Boston; third vice-president, C. F. Michaels, San Francisco; fourth vice-president, James S. Morrison, Chicago; fifth vice-president, A. D. Parker, New Orleans; secretary, J. E. Toms, Indianapolis; treasurer, S. E. Strong, Cleveland; chairman board of control, Lucien B. Hall, Cleveland.

Lucien B. Hall read the report of the board of control on the reports submitted by the various committees. These were all adopted with few changes.

M. N. Kline made a few remarks supplementary to the report of the committees on legislation. He quoted from a pamphlet issued by a New York firm of attorneys on the manner in which Germany had developed its industry by a wise provision for the use of alcohol. German industries consume 56,000,000 gallons of alcohol as against 10,000,000 gallons in the United States. While the population of Germany is only two-thirds that of the United States the consumption of alcohol in the arts is nearly six times as great, the only reason being that Germany recognizes two principles—low duty on alcohol and free alcohol for the manufacture of export goods. Mr. Kline said that he had been told that what this country needed was a provision for the use of denatured alcohol and not reduced tax.

The report of the committee on fraternal relations was called for. M. Cary Peter delivered, *viva voce*, what is probably the shortest report on record:

"Peace and Harmony Prevalent."

This report was adopted with a rising vote of thanks.

All the applicants for membership in the association which had been posted for twenty-four hours were elected.

The assembly adopted a resolution read by John N. Carey, and submitted by the P. A. of A., pledging mem-



S. E. STRONG,
Cleveland, O.
Treasurer N. W. D. A.



C. F. WELLER,
Omaha, Neb.
Chairman Transportation
Com.

bers to discourage the imitation of Van Stan's Strataem Cement.

Officers of Proprietary Committee.

After various committee reports had been disposed J. N. Carey of Indianapolis was elected chairman of the proprietary committee for the ensuing year, and F. E. Holliday vice-chairman of the same committee.

Resolutions on the Direct Contract Plan.

The proprietary committee rendered its report dealing with the N. A. R. D. appeal, and offered a set of resolutions pledging the N. W. D. A. to co-operate with the N. A. R. D. in every way possible. It stated that if the direct contract plan were found acceptable the association would lend its active support subject to a number of clauses and provisions.

Thos. V. Wooten, secretary of the N. A. R. D. arose to inquire why a clause suggesting unwillingness on the part of retail druggists to adopt the Miles plan had been inserted. He thought the clause entirely unnecessary. The fact that 34,000 druggists had signed the contract was proof sufficient. The tripartite plan would be fatally weak without the serial numbering features. He thought the resolution would be stronger if there were fewer provisos. The proposed form would arouse suspicion in the minds of the retailers. The latter are certain that the plan is successful. The resolution contained so many provisos as to impair its value.

M. N. Kline defended the resolution. He said it had been carefully prepared. If, however, it was not satisfactory it could be changed. Answering Mr. Wooten in detail, he pointed out that the first paragraph was a reiteration of the former position of the association. The members of the association occupied the position of middle men and were bound to abide by the decisions of the other branches of the trade. They disliked to assume that the plan would work even with certain endorsements. If the clause suggesting doubt was unnecessary, it was also harmless. The Miles trial was not enough to be convincing. Many retailers had signed the contract, but it was not entirely certain that many in the larger cities had not signed them because they were not selling the goods anyway. The trouble involved in the serial numbering feature is so great that the expense must be provided for, and the arrangement for this additional recompense was the purpose of the first proviso. The second proviso merely provided for consultation with a committee to arrange necessary details.

R. K. Smither, president of the N. A. R. D., said that he was disappointed with the proposed resolution.



JOS. LEEMING, New York, N. Y.
Secretary Proprietary Association.

He had hoped to receive a more helpful resolution. The history of the Miles campaign showed that it took an immense amount of effort to overcome inertia. He pointed out that there is in reality a great deal of opposition from the jobbers. These facts are well known and it was hoped that the N. W. D. A. at its meeting in Boston would endorse the plan "right out." He said that the proprietors are not a bit more reluctant than the jobbers. The jobber is now the principal factor involved. The proprietors say that, if the jobbers and retailers want the plan they shall have it.

Mr. Smither said: "We want a little more prestige from you. Boil the resolution down to a simple endorsement!" The proprietors, continued the speaker, are afraid, they have much at stake. But the jobbers have nothing to lose by the adoption of the plan. Why not come squarely out for it. They might, then, if desirable, tack on a little proviso for additional compensation.

M. N. Kline arose and said, since this was a matter of the utmost importance, he hoped there would be a full discussion.

Mr. Parker, of New Orleans thought the gentlemen from the N. A. R. D. did not fully understand all the resolution implied. It seemed to grant all the benefits asked.

C. F. Shoemaker said that, in his opinion, the association of business men could not strongly urge the adoption of any plan unless they were thoroughly convinced of its efficacy. The N. W. D. A. stands ready and has always stood ready to follow any plan which is best for all concerned. But that is the question. The vote of 31,000 druggists does not necessarily mean that 31,000 druggists will sign a dozen other contracts. The speaker wanted to state that he did not wish to discuss retail sales on the movement, but that the proof of success was to yet not forthcoming. He had asked some of the proprietors about an example of the bold, unhesitating, unhesitating course. "What are you doing with the Miles goods?" The reply was that so-and-so were selling the Miles goods at 60 cents although the

wrappers were mutilated. This was merely a casual illustration from the city of Boston, but it showed what might be going on in other places.

The jobbers, continued Mr. Shoemaker, are not the principal factors in this matter. The proprietors have the deciding voice. He was told that the druggists were looking with great hope to this movement. It had been suggested that some hidden power was keeping the proprietors back. He questioned the truth of this suggestion. The proprietor should be able to settle his own affairs. The wholesale association was not thoroughly convinced that this present plan is the solution. "This," said the speaker, "is a matter of business and not of sentiment." The retailers should remember that man is a creature of habit. The proprietor with capital is necessarily conservative.

Geo. W. Lattimer said he had come to the meeting from a place where sales of the Miles goods were large. He had come in full favor of the plan, but he had learned, in conversation with different members of the assembly, that the conditions with which he was familiar were not in force everywhere. He had been led to doubt whether all retail druggists really wanted the plan, and whether the association ought to endorse it.

John N. Carey thought that after a little scrutiny, the N. A. R. D. representatives would find that in the resolution they were getting exactly what they had asked. He said he was prepared to offer a motion to strike out that most objectionable feature. The wholesale association wished to give the retailers what they wanted in every way possible.

Mr. Wooten suggested that it might be a good plan to refer the resolution back to the committee and give his associates a chance to confer with the committee. In regard to the resolution's not being of assistance to the retail cause, Mr. Wooten explained the difficulties encountered in putting the Miles contracts into effect. There were an astonishingly large number of retail druggists who did not know anything about the movement. Contracts were thrown into the waste-basket with advertising matter. A great deal of education was necessary. The most effective method of education was by means of object lessons. If retailers are shown that their neighbors cannot obtain goods they will realize that there is a plan at work. "Heaven knows that the retailer is suspicious enough now," said the speaker. "Cast no further doubts!"

The name "Miles plan" was shown to be unfair. It was not fair to say that it had all been done for advertising purposes. Every proprietor had the same opportunity. Immense injury had been done the N. A. R. D. cause by representatives of wholesale houses in speaking cynically of N. A. R. D. hopes and prospects.

Mr. Wooten then offered a very simple remedy for the broken label referred to by Mr. Shoemaker. The proprietor could eliminate that factor at once by simply printing a notice on the bottle that he is not responsible for the goods if the package is broken. As to sales in large cities it was shown that one cutter could demoralize an entire community. The speaker stated emphatically that small sales in large cities are no proof that the Miles plan is unworthy of confidence.

As suggested the resolution was referred back to the committee to be reported again after a conference with the N. A. R. D. representatives.

In the evening the visitors repaired to the theatre where 500 sittings had been provided. In a large party they streamed up Massachusetts avenue where a long string of trolley cars stood waiting. The evening proved a pleasant one and the pretty costumes in the auditorium added no little to the success of the performance.

THURSDAY MORNING.

New Orleans Selected as Next Place of Meeting—Officers Elected in "Unbroken Lot"—Satisfactory Resolution Endorsing the Contract and Serial Numbering Plan, Adopted.

After the opening of the last formal session of the N. W. D. A. on Thursday morning, the committee on time and place of meeting reported that New Orleans had been selected for the 1904 meeting, the convention to be held the last week in October, or the first week in November, the exact time being left to the discretion of the local committee.

More reports were adopted. During the course of the routine business, Geo. W. Lattimer suggested that lines between wholesale and manufacturing firms should be more carefully drawn. He thought that in this work, local associations might be very helpful.

Upon the suggestion of President Hover, the officers nominated by the committee on nominations were elected in "unbroken lot, and not in one-twelfth dozen parcels."

The Resolution.

An expectant hush fell upon the assembly as John N. Carey arose to read the amended resolution relative to the endorsement of the direct contract and serial numbering plan. The proprietary committee had been in consultation with President Snithier of the N. A. R. D. and his associates, and had agreed upon the following resolution:

Resolved, That the National Wholesale Druggists Association in annual convention, met September, 1903, pledges its members now as heretofore to co-operate to the fullest extent with the retail druggists in the establishment and maintenance of any protective plan that is feasible, legal, and equitable for the betterment of their condition.

Resolved, That this association hereby approves of a direct contract and serial numbering plan of marketing proprietaries, and pledges its co-operation with the other branches of the trade in putting such plan into more general operation; provided that the proprietor or proprietors adopting the same will compensate the wholesale druggists for any additional labor involved in carrying it out; and provided that the details of such a plan meet with the approval of a sub-committee of five to be appointed by the chairman of our Committee on Proprietary Goods, of which he shall be chairman, which sub-committee is hereby authorized to consult with any proprietor or proprietors who adopt such a plan and with a similar committee selected from the executive committee of the National Association of Retail Druggists. We will not favor the promulgation of such a contract by any proprietor until such joint committee shall have agreed upon the terms of the same.

M. N. Kline in submitting a motion to adopt the resolution, deprecated very much the reports that had been circulated to the effect that wholesalers "are everywhere in a while putting up a job." He said the essence of these statements was that the wholesale druggists as a body are a "lot of jolliers." This was denied emphatically. The speaker thought there were a fair proportion of those who would say one thing and do another in all branches of the trade, but no one could look at the history of the trade and truthfully say that this had been the attitude of the wholesale trade. He said that they had proceeded cautiously, and for this reason the resolution had been put in the form submitted the day before. He hoped the resolution in its present form would do all that was hoped for it.

The tripartite plan, continued Mr. Kline, involves the principle of each branch of the trade helping and protecting the other two. He criticized the spirit which led to the formation of buying clubs. It was not consistent with the tripartite plan. In return for endorsing the plan he hoped there would be a willingness to do away with these clubs. He believed that the retailers could count on the active co-operation of a large proportion of jobbers.



LUCIEN B. HALL,
Cleveland, O.,
Chairman Board of Control,
N. W. D. A.

C. P. Wallbridge said he was especially attracted by the movement because it came from the many to the few, from the weak to the stronger. This was directly opposite to the principle of trusts. There could be no trust as long as the weaker members of the trade have confidence in the stronger.

The resolution was adopted unanimously, and Mr. Wooten thanked the assembly on behalf of the N. A. R. D. In regard to the buying club, he said that the lack of success of the tripartite plan was largely responsible for the idea. If the jobbers would co-operate to make the plan effective the buying club policy would soon die out.

One reason why the tripartite plan had not been more effective, continued Mr. Wooten, was because it was so hard to get evidence, and he asked the jobbers to co-operate with his associates in this work—not in finding evidence themselves, but in making it easier for the N. A. R. D. officials to get it for themselves. He spoke of jobbers who, when questioned about their competitors would not say a word.

Henry Canning stated that no authoritative organization had recognized the buying club. He thanked the assembly for the helpful resolution, and said the retail druggists had been groping for twenty-five years, and had at last found what they needed. He spoke of the scholarly, graceful and modest eloquence of his associate, Mr. Wooten, and said that a movement similar to the N. A. R. D. had been started in Boston twenty years ago. Plans had heretofore been based upon the principle that all men are honest, but he feared that success would have been greater if the opposite principle had been followed. It was impossible to make men honest by resolution and legislative enactment, but he thought the present plan answered as many objections as possible.

President Snithier extended the thanks of the N. A. R. D. for the courtesy and hearty response of the meeting, and President Hover responded with a few graceful remarks. He said, "anything that can be done for the retailers is directly in the interests of the wholesalers."

After adopting the report of the committee on time and place of meeting and a few fitting remarks from various members, the session closed.

The Banquet and Excursion.

The annual banquet was a fitting close to the sessions of the allied associations held during the week. A feature of the evening was a preliminary banquet served the ladies of the assembly in the large dining hall at 6 o'clock, which was attended by about 200.

It was after 8 o'clock when the members were seated at the round table in the ball room of the hotel. More than 300 guests sat down to the feast, and for nearly

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two hours the good things presented were discussed. The after-dinner exercises consisted of a number of speeches by members of the association, and distinguished visitors. Among these practised and finished orators, President Harding of the P. A. of A., and President Hoyer of the N. W. D. A., acquitted themselves with great credit.

Friday morning the visitors set out upon the great excursion of the week, the trip to Braumwood, the country place of Thos. W. Lawson, of yacht, carnation pink, and copper fame. The day was fine, and the drives and scenes were all that could have been anticipated.

In the evening, the officers of the two associations were formally installed amid much pleasantry and many sallies of wit.

Saturday there were short sessions when a few matters, of unfinished business were disposed of. After this there were short excursions to places of note, and departure for home.

STRAY LEAVES FROM BOSTON COMMON.

Why Were They Late?

All the sessions opened late. Not once did the parliamentary train get away on schedule time. "What's keeping them?" was a common question. Some one suggested that they were wandering about, lost in the mazes of old Boston's crooked streets. Not a bad explanation in view of the fact that at nearly every convention held in the birthplace of freedom, some important officer rushes up late and breathless, and, thanking his stars "that he got there at all."

"Job Lots."

M. Cary Peter referred to the Somerset dining room as the "job-lots place," a phrase the aptness of which was instantly recognized by members of the trade familiar with the custom of grouping assorted articles in lots designated as "No. 1," "No. 2," etc., the menu being also curiously divided into groups in this way.

A Base Slander.

Friends of virtue and abstinence, were not a little pleased at the vigorous condemnation of the "high-ball" in Frank Henry's report on commercial travelers. And now some people are mean enough to say that the denunciation of this species of ball was not penned by Mr. Henry at all, but originated in the fertile brain of his whilom familiar and side-partner, the Depewesque Mr. Lance.

That Classic Pose.

In the lobbies and corridors of Hotel Somerset, when any one noticed numerous examples of that familiar pose, finger pointed Heavenward and eyes turned up in a beatific roll, he instinctively looked about for Dr. Munyon.

Patient Endurance.

A beautiful example of pure altruism was Clarence G. Stone, the maker of plans for others' enjoyment and the soothe of others' woes. Did a trunk fail to show up—ask Mr. Stone! Has a telegram gone wrong—"tell Mr. Stone, he'll fix it." And Mr. Stone's brow was always smooth and placid.

Had Not Far to Go.

The number of visitors at the twin conventions who had been summering on the Atlantic coast in the neighborhood of Boston was quite remarkable. Among these was Mr. Dobbins, formerly of John Wyeth & Bro., Philadelphia, who owns a fine place at Magnolia. Another was Theodore Meyer of Meyer Bros., Drug Co., St. Louis.

A New Pun.

A really good pun is as rare, that we should all be grateful when one is added to the repertoire of our pub-

lic speakers. Le Bar James, the attorney who has been active in the unravelling of the famous Park's case, deserves a vote of thanks. When told that the druggists were being shown the park system of Boston, he suggested that "the druggists had a Park's system of their own."

He was "It."

A pretty mot of President Hoyer's requires a bit of explanation. After the witty speech of Boston's president of common council, the presiding officer remarked that as to speech making, the corresponding official of the city of Denver was distinctly "not in it." Mr. Hoyer is, himself, the distinguished citizen of Denver thus maligned.

The Retort Courteous.

William Janvier, with a cheerful smile: "Good morning ——" Colonel Fitch, quick as a flash: "Yes, I have!" Mr. Janvier is the agent for Pears soap in the United States.

A Chance Encounter.

One of the acquaintances pleasantly renewed at the convention was that of the secretary of the N. A. R. D., and Colonel Fitch. When the redoubtable colonel first knew him of the fine presence and sympathetic voice, Mr. Wooten dealt in drugs in a small way at Smith's Grove, Kentucky, and obtained supplies at the Louisville house, Arthur Peter & Co., a firm of which Colonel Fitch was then a member.

Another Fraud Punctured.

The Boston girl has been vilely slandered. She is now completely vindicated by M. N. Kline. His story shows that appearances are sometimes deceitful, and the icy maiden may be icy only on the surface. The tale concerns a seat in a car, a Boston maid, a susceptible young man and a muff. The man and maid occupy the seat, and the muff lies upon the fair Bostonian's lap where it is held in place with one hand inserted. The young man inserts a hand into the other end of the muff. Pause. The maid, in a sharp, metallic, New England voice: "Young man! I'll give you just twenty minutes to take your hand out of my muff."

"A Rose by Another —"

During Wednesday and Thursday, Bunker Hill Monument wore a distinct odor of drugs. So say the people of Charlestown.

Another Inevitable Pun.

Another pun, which possesses the merit of novelty concerns a proper name. It has, no doubt, long since become monotonous to the person most concerned to answer the question: "Mr. P'fromm, where are you from?" or "Mr. P'fromm, where are you P'fromm?" It must be somewhat of a relief for him to get back to his accustomed haunts where he is more likely to hear: "Mr. P'fromm, where were you at?"

MRS. ELIZABETH INGHAM, wife of W. V. Ingham, the well-known Atchison, Kas., druggist, died last Tuesday. She leaves a boy aged two, and a girl aged 5. The body was sent to the old home in Leecompton for interment.

DR. ERNST HANTKE, aged 40 years, professor of chemistry and conductor of a brewers' school in Milwaukee, died suddenly of pneumonia. He was well known in German circles throughout the country.

MATT RUSH, who for a number of years had a store in Andover, Mo., died of heart failure. Mr. Rush was one of the most popular country druggists in Missouri.

NEWS DEPARTMENT.

TOM FRASER.

He is Back Again in Business, Preying Upon the Drug Trade.—"His Own Worst Enemy."

Poor Tom Fraser! In another interval of partial freedom from the stupor of liquor and drugs he has started in "business" again.

Tom Fraser was not a bad sort once. He is remembered with pity by his classmates of the N. Y. College of Pharmacy and by his associates in the old New York Society of Apothecaries, in a group picture of which, published in the Pharmaceutical Era on May 1, 1893, we find not only Fraser but G. A. Otgen, James C. Wagner, Frances B. Hays, W. J. Quencer, W. H. Madison, J. A. Rosenheim, Ferd. Lasear, Ed. Hammann, Thomas J. Keenan and Charles Michling, Jr. These men say of Tom Fraser that "he was his own worst enemy."

There is in Fraser none of Henry P. Crosher's smirking, impudent self-complacency over ill-gotten gains; none of P. L. Gerrish's smug and cowardly personality—we are told Gerrish passes for a pretty big business man among his wife's boarders up in Thirty-fourth street—Fraser has not Crosher's villany nor Gerrish's lack of intelligence, nor even the lustre of Algernon Granville, A. B., Oxford, whom the Era drove from State to State, and, finally and recently, from his oil well stealings in the South. For poor Tom Fraser is simply—"his own worst enemy."

In this office are scores of letters from manufacturers that Fraser swindled when he was in "business" at various times before. Fraser would be rich now—as Crosher says he himself is—had he saved the money from his ill-gotten gains. He was the star of them all.

The explanation is plain. There is a genuine Fraser & Co. in this city and their reputation and rating is splendid. It was a very easy matter for a manufacturer to make the mistake of thinking of Tom Fraser's 10, 30 or 60-day order was from this firm, especially as Fraser even imitated the real Fraser & Co.'s letter heads. He had a right to the name. Hence, if he made no definite false representations, simply getting quotations and ordering in the next mail, all he had to do was to keep the goods, once he laid hands on them, out of the reach of an attachment.

Fraser made his debut in swindling in 1897, as Fraser & Co., wholesale druggists and manufacturing chemists, 219 Greenwich street and 4 West Broadway. The "Co." was Charles J. Dwyer, who claimed to have inherited a few thousand dollars. Their swindling of a prominent thermometer house out of \$813 was one of their best jobs. An Indiana house lost \$210, and other losses run a few months' operations into several thousands of dollars. The Era drove Fraser out.

Later, in 1900, he bobbed up again, at 23 Duane street. It soon got too hot for him. A few weeks ago he was borrowing quarters, "touching" whomever he might. Today we find him at 22 Duane street, or 1 Chambers street, corner Park Row, directly opposite his old stand.

He is a legitimate "wholesaler" now, so he told E. Bangs, proprietor and inventor of the Primo-Syringe, of E. J. Hussey & Co., 80 John street. He typewrote a letter to the firm, asking best 10-day's discount on gross lots. Then he delivered the letter himself. "I told him he could have all the stuff he wanted if he was really in

the wholesale business," said Mr. Bangs, "if he could produce the cash from his jeans. He went out without ado."

Fraser's letter head reads: "Office of Fraser & Co., wholesale druggists, No. 1 Chambers St., No. 2 Duane St." On the bottom of his letter to E. J. Hussey & Co., were the letters "D. B. F., R. P. L. No. 225."

NEW ADMINISTRATION FOR D. C. C.

A special meeting of the New York Drug Clerks' Circle was held on last Wednesday evening, at the club rooms, 335 East Broadway. The election of new officers was brought to a successful issue, as follows: President, Phillip Lewy; vice-president, L. B. Epstein; treasurer, Dr. J. Kahn; trustee, J. Bernstein; financial secretary, J. Streiffer; corresponding secretary, B. Colle; recording secretary, William S. Sindey; sergeant at arms, J. Gallobin.

Mr. J. Beck, in a few well chosen words, installed the newly elected president, who, in turn, installed all the other officers, and appointed the following committees:

Arrangements—J. Beck, chairman; Dr. J. Kahn, J. Hertzgen, J. Streiffer, H. Boylsson.

Board of Health—B. Colle, J. Bernstein, Griefvance—Phillip Lewy, J. Gallobin.

Open Meeting—L. B. Epstein, chairman; B. Colle, J. Streiffer.

Social—J. Beck, J. Hertzgen, L. B. Epstein.

Spirit and enthusiasm prevailing through the meeting bore promises of a lively and successful administration.

WITH UNABATED ENTHUSIASM.

A well-attended and enthusiastic meeting of the New York R. D. A. on last Friday evening was presided over by President Weinstein. Owing to the fact that this was the first regular meeting after a recess of more than two months, several reports by various committees occupied considerable time. They were all encouraging.

It was decided to ratify President Weinstein's appointment, during the recess, of Messrs. Diamond, Bakst and Lewin to the joint committee for the entertainment of the State Ph. A. next year. N. A. R. D. matters were favorably discussed, and Mr. Weinstein was chosen a delegate to the next meeting. Messrs. Bakst, Bernstein, Diamond and Weinstein spoke interestingly of pharmaceutical matters.

BUSHWICK LUNCHEONS AND DISCUSSES.

When the Bushwick Ph. A. gathered around the table at their regular meeting on Monday night Emil Koller was the guest of honor. He told the members about the new co-operative fire insurance plan which his committee appointed by the German Apothecaries' Society, is planning, and was thanked by the association. Several other speeches, on board of pharmacy and professional matters, were made, demonstrating to visitors the

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., - - Boston



JOHN PAUL JONES.

Mr. Jones is New York State Representative for Sharp & Dolme. "He Pays the Freight."

fact that the members can and do ride full tilt at one another in the heat of debate and forget it with the same unanimity.

NEW YORK NOTES.

—Inspector of Combustibles George E. Murray informs the Era that there is no truth in the report that an extra \$2 will be charged those having benzine privileges included on their old permits. He said: "If your readers will send their permits for the current year to this office we will put the amendment concerning sale of benzine on same without charge."

—John H. Allen, once a druggist at Nineteenth street and Second avenue, then of Millbrook, now world traveler, came back from Australia the other day with a new wife. She was his second cousin and is the daughter of a member of parliament and very wealthy real estate owner of Silney, Australia. Mr. Allen will live in Australia hereafter.

—The German Apothecaries' Society will hold an outing on October 8, at Bachman's Pavilion, Rose Bank, S. I., as many as possible to leave on the one o'clock boat. Arrangements have been made for seating 200 people at the tables. For the various prizes for games, \$30 will be distributed. This will be one of the usual good times of the G. A. S.

—Ruben R. Smith, pharmacist at 901 and 854 Seventh avenue, writes that he is not in any way identified with the R. R. Smith connected with the Manhattan Therapeutic Association, the recent incorporation of which was noted in the Era.

—Robert McLain, of the Grasselli Chemical Co., returned from a Canadian vacation, spent in playing golf in Canada. He won so many trophies that the customs authorities were almost determined to make him pay duty on them.

—Dr. Doderian & Sons Co., 73 Lexington Ave., this city, declares the Court of Appeals of the State of New York, are entitled to the exclusive use, within this State,

of the trade-mark "matzoon" for a preparation of fermented milk.

—Charles H. Gaer, the well-known pharmacist at 115 Nostrand avenue, Brooklyn, was married on Sunday at Progress Assembly Rooms, Manhattan, to Miss Amelia Podlasky, in a very pretty ceremony and among many friends.

—Sharp & Dolme have received a judgment for \$61 against Dr. Herman Seaton, druggist at 104 Canal street. The Norwich Pharmaceutical Co. obtained a judgment for \$124 against Ralph H. Goldberg.

—A man wrote to the board of pharmacy last week saying: "Noticed 'Vigorous Inspection' article in Pharmaceutical Era, September 3." Then he gave the names of two stores he believed needed inspection.

—Emil Keilantz now owns the store at 454 First avenue, formerly conducted by D. Ruzicka, who is opening a new store at 593 Bushwick avenue, Brooklyn.

—Frederick Barget of 764 Quincy street, Brooklyn, has written to the board of pharmacy for a license for a new store which he contemplates opening.

—Fred W. Stewart, a retail druggist of Oswego, filed a petition in bankruptcy. Liabilities \$7,000, and claims \$4,600. The assets are small.

—E. A. Talbot of Talbot Bros., drug brokers, Los Angeles, was in town. So was John Fergusson of Fergusson Bros., Philadelphia.

—Joseph Ostrowicz's drug store at 57 West Third street was damaged to the extent of \$100 by fire last week.

—At yesterday's examination by the board of pharmacy one candidate made his eleventh attempt to pass.

—Frank Avignone has sold his new store at 123 McDougal street to George Watman.

—J. J. Huether, 701, Brooklyn C. P., is opening a new store at Richmond Hill, L. I.

—Emmanuel Lieberman is now a pharmacy proprietor at 37 Chrystie street.

—M. Friedberg has bought M. Wesolek's store at 322 East Eighth street.

—The Manhattan Ph. A. meets next Monday night.

AROUND SYRACUSE.

—Syracuse has a curiosity in the person of D. Prentice Rhoades. Mr. Rhoades was in the drug business in Geddes, a suburb of Syracuse, in 1877. Business reverses came and like many others he failed. He said at the time that he would pay every dollar he owed, no matter how long it took him. His promise was fulfilled about a week ago, when he cleaned up the last dollar, although the debts had long since been outlawed. Mr. Rhoades is now square with the world. He is now in the health food business at 112 East Fayette street. Mr. Rhoades says: "I am glad I have cleaned up the score and feel amply repaid for doing it. A man never feels just right when he owes money he can't pay and when someone has lost through him, even though it be no fault of his own."

—The Syracuse D. A. has been accorded a high honor by the election of one of its members as president of the Automobile Club of Syracuse. The fortunate druggist is Willot L. Brown, of Brown & Dawson. Mr. Brown is the only Syracuse druggist, as far as the Era man can learn, who has a motor car. As a "choffer" he can't be beat. He has never been arrested for exceeding the speed ordinance, but it must not be inferred from this that his machine couldn't go faster than the law allows if he wanted to let it out.

—Bert H. Gifford, in the employ of T. Bruce Fernald, has accepted a position with C. H. Norton, at 259 James street.

NEW ENGLAND.

UNDER NEW STATUTE.

Springfield Druggist First to File Notice of Intended Sale of Retail Business.—The Statute.—Other News.

Springfield, Mass., September 15.—The first instance to be recorded in this city of acting under the provisions of a new statute passed by the legislature, was afforded a few days ago, when B. L. Umbertfield, Jr., sold his drug store at 619 Capitol avenue.

To the trade at large the provisions of this new statute are not familiar. Here they are:

No person who makes it his business to buy commodities and sell the same in small quantities for the purpose of making a profit, shall, at a single transaction and not in the regular course of business, sell, assign, or deliver the whole, or a large part of his stock in trade, unless he shall, not less than seven days previous to such sale, assignment or delivery, cause to be recorded in the town clerk's office in the town in which such vendor conducts his said business, a notice of his intention to make such sale, assignment or delivery, which notice shall be in writing, describing in general terms the property to be so sold, or delivered, and all conditions of such sale, assignment, or delivery, and the parties thereto.

THE BAY STATE.

—Considerable interest centres around the resignation of Caleb D. Kinner, who has been postmaster of Merrick, West Springfield, for more than twenty-two years. Mr. Kinner is one of the oldest living postmasters in length of service. He removed to West Springfield in 1876, when he started in the drug business. At the same time he began to carry mail from Springfield to a few subscribers in the town; and with the growth of the mail service, it was suggested that a post office be started. Then Mr. Kinner was made postmaster. In 1898 he was obliged to give up drugs.

—Among some excellent appointments just made by Governor Bates is that of Fred A. Hubbard to be a member of the board of pharmacy, succeeding Freeman H. Butler of Lowell, whose term had expired. Mr. Hubbard is one of the leading druggists of Newton and popular in the trade everywhere. He was formerly president of the Boston D. A., and served for a number of years as a member of the board of aldermen. He is a member of the Massachusetts Associated Board of Trade, the Massachusetts C. P., and his endorsement for his new office was given by the State Ph. A.

—Ernest L. Pinkham, proprietor of the Pinkham pharmacy, Clinton, some time ago decided to enter the drug business at Medford. A party of a dozen or more clerks in the town gathered at Bare Hill pond to participate in a very pleasant farewell party to Mr. Pinkham. When he takes his new store in Medford his chief clerk, Irving Howatt, will accompany him.

—An interesting case has been occupying the attention of the court in Worcester. The complainant is Hercule Vigneault, who claims to have been discharged from his position with a local manufacturing company because Druggist Duane W. Williams had trusted his wages. Mr. Vigneault's side of the story is that he was indebted to Williams for a bill for drugs. He said he thought the bill was excessive and declined to pay it.

—John E. Flynn, clerk for Mr. Lowe at Pittsfield, was bitten on the index finger of the left hand by a nasty little mosquito. He thought nothing of it at the time. But soon after the hand swelled to almost double its natural size. Then he called in a physician. Blood poison, and a very serious time.

—Currier & Co., proprietors of the Lawrence pharmacy, have dissolved partnership. Hereafter the two

partners will run individual stores, Mr. Currier continuing the business at the Essex street place, while Mr. Matthes will look after the fortunes of the store at Jackson and Berkeley streets.

—The many friends of George E. Linehan, the popular clerk in Conley's, Brockton, will be glad to learn of his engagement to one of the well-known young women of the city, Miss Nora Guerin. It is understood that the marriage will be in the latter part of this month.

—At the last quarterly meeting of the Worcester Ph. A. the principal matter of business was the selection of a delegate to attend the convention of the N. A. R. D. Peter B. Moriarty was unanimously selected. William H. Morse, was admitted as a new member.

—The quiet town of Concord, was visited by fire early Sunday forenoon and Druggist C. H. Whitney was burned out, almost every thing in the way of stock in the place being destroyed, entailing a loss of several thousands of dollars.

—The Eastern Drug Co., has brought suit against Joseph E. Hattery of Clinton, in an action of contract for \$1,000. The writ is returnable in the Second District Court of Eastern Worcester at Clinton in the latter part of September.

—James Begley, who for a quarter of a century has been operator and station agent at the South Spencer depot, has decided to operate a drug store and purchased the establishment heretofore run by Dr. Ishmael Verner.

—The Riverside pharmacy of Holyoke, conducted by Bardwell & Flynn was broken into by burglars. Nothing of special value was taken.

—G. B. Moulton, Lawrence, will not be able to continue in his present quarters much longer, as the building is to change hands.

PENNSYLVANIA.

RATHER DUBIOUS.

The Outlook for the Continuation of a Retail Syndicate of Philadelphia Not of the Best.

Philadelphia, September 15.—A peculiar state of affairs is said to exist in one of the drug concerns in Philadelphia. This particular syndicate, backed with what was supposed to be ample capital, has been making quite a splurge in local circles, and what it had so far accomplished was nothing to what it intended to do in the future.

The first rift in the lute came a couple of months ago when one of the main stays withdrew his capital and went out. This has now been followed by the placing of the majority of their stores on open market. One, however, as the former proprietor expressed it, had a "string tied to it," and when the concern liquidated, he "pulls the string" and takes it back. The experiment of syndicating a series of stores has been tried before, but this scale was a more ambitious one; for that reason a much closer watch has been kept on it, and more general interest displayed.

MANY PHILADELPHIANS WILL GO.

Philadelphia, September 15.—At the last meeting of the P. A. R. D., as reported in the last issue of the Era,



Powdered.....Per ounce \$1.00
 Pink Top Capsules.....Per ounce 1.00
 Tablets, 2½ grain only.....Per ounce 1.00
 ETNA CHEMICAL CO., New York, U. S. A.



L. L. WALTON, Williamsport, Pa.
First Vice-President Pennsylvania Ph. A.

Messrs. Rohlfuss, Rees, Stiles, Perry and Lackey, were appointed a committee on attendance at the Washington meeting of the N. A. R. D. Without wasting any time, they have been steadily at work, and while it is too early yet to know positively what the result of their labors will be, their reception so far has been most gratifying. The desire of the Philadelphia association is to take as large a delegation as possible, outside of the regularly elected representatives. Mr. Rees is preparing a circular letter which will be mailed to the members, urging them to take advantage of the low rates to visit the national capitol and encourage the parent body by their numerical strength.

OTHER HAPPENINGS.

—A number of drug clerks in the lower part of the city who have been in the habit of meeting every Sunday afternoon for purposes of mutual intellectual development, was dubbed by one of their members, the "Hebrew Association." The idea took root, the name has held, and there is now serious talk of chartering the gathering under the name of the Hebrew Drug Clerks' Association of Philadelphia. A committee has been appointed looking to that end.

—Among the thirty odd small dealers that the Law and Order Society caught last Sunday, were W. Gilbert Ruff of Thirteenth and Fitzwater streets, Philadelphia, and Harry Lee Barber of Tenth and Catharine streets. Ruff has appealed. Barber paid his fine.

—J. S. Beeten, the newly appointed actuary of the Philadelphia C. P., has taken hold of the trying position like an old hand at the wheel. He reports sixty more matriculants to date than for the corresponding period of last year.

—Charles A. Ritz, formerly of Seventeenth and Dauphin streets, Philadelphia, has purchased the store at Twentieth and Berks streets, from the estate of I. M. Sipple.

—W. H. Kroecker has bought the store of the late H. James Batdorf at Sixteenth and Dauphin streets, Philadelphia.

ADOLPH WALSER, a young druggist, died of consumption at the residence of his cousin, Druggist Paul C. Hauser, Poppleton and Fayette streets, Baltimore. He was only 27 years old and single. Among other pharmacies he had clerked for Downey, in Washington, D. C.

AROUND THE GREAT LAKES.

VERY SUCCESSFUL.

Michigan's State Ph. A. Meeting at Battle Creek was Full of Interest.—Drafting a New State Pharmacy Law.

Battle Creek, Mich., September 15.—The annual meeting of the State Ph. A., held here on September 8, 9, and 10, was the most interesting of any in recent years. Much enthusiasm was manifested at all the business sessions and when President D. A. Hagans of Monroe, in his annual address, urged the members to continue their affiliations with the N. A. R. D., the hall rang with cheers. President Hagans protested against the use of trading stamps and any relates to customers. At the opening session a paper by Charles F. Mann, of Detroit on "Where is Pharmacy Drifting?" created a great deal of talk and differences of opinion. William C. Kirchgessner of Grand Rapids, read a paper on "The Causes and Remedies of the Decline of the Prescription Business"; and J. W. T. Knox, Detroit, on "A Plan for laboratory Work in Connection with the State Examinations." There was also a warm discussion over the refilling of prescriptions; the opinion prevailing that no prescription should be refilled without the consent of the doctor issuing it. Dr. A. B. Prescott of the U. M., gave a very interesting talk on wood alcohol and Columbian spirits, their poisonous effects and means of detection.

At the second day's session the report of the secretary was read. It showed 3,243 registered pharmacists and 267 assistant pharmacists in Michigan. The committee on trade interests reported that the pharmacists of the State were enjoying their full share of the general prosperity, and that the most friendly relations existed between the retailer and the jobber. The prescription drug business is rapidly increasing, due to the fact that fewer physicians are now filling their own prescriptions.

The report of the committee on adulteration was brief, because only six members had sent in samples of drugs, and these contained such slight impurities as to be of no consequence. The committee had purchased samples from ten different drug stores in Detroit. In these there was only one instance of adulteration, and this very slight. This was considered a good report.

At the closing session it was voted to hold the annual meeting for 1904 in August in Grand Rapids. A. H. Webber of Cadillac, was elected delegate and J. Majer Lemen of Shepherd, alternate to the N. A. R. D., at Washington, on October 8.

The committee on legislation will draw up and present to the next annual meeting an entire new State pharmacy law, to be presented to the Michigan legislature of 1905. A draft of the proposed law was presented by C. F. Mann, chairman of the legislative committee.

The following officers were elected: President, A. L. Walker, Detroit; vice-president, J. O. Schlotterbeck, Ann Arbor; J. E. Weeks, Battle Creek; H. C. Peckham, Freeport; secretary, W. H. Burke, Detroit; treasurer, J. Majer Lemen, Shepherd; executive committee—D. A. Hagans, Monroe; Dr. George J. Ward, St. Clair, William A. Hall, Detroit, John D. Muir, Grand Rapids; H. J. Brown, Ann Arbor; trade interests committee—W. C. Kirchgessner, Grand Rapids; Stanley E. Parkhill, Owosso.

This closed the annual meeting. Thursday afternoon the visitors were given a trolley ride about the city and shown the big factories and manufacturing institutions.

The local secretary, Sid. A. Erwin, and the Battle

Creek druggists spared no pains nor expense in making the visit of the members pleasant," writes Secretary Burke, "and they will look forward to the time when they can return to Battle Creek and its hospitality. Taken as a whole, the meeting was the most interesting that has been held in several years."

WISCONSIN.

State Ph. A. at Chain o' Lakes Endorses N. A. R. D. and Has a Very Profitable and Enjoyable Time.

Waupaca, Wis., September 15.—The twenty-third annual meeting of the Wisconsin Ph. A. was held in the amusement hall at Grand View Hotel, Chain-o'-Lakes, Waupaca. With ideal surroundings—there is a chain of seven wooded lakes here famed for their beauty throughout the states of the Great Lakes, and a splendid attendance, the meeting was one of the most enthusiastic and profitable in years.

At the first session, in the morning, a plunge was taken at once into reports of officers and committees. In the afternoon the Mayor welcomed the visitors, R. M. Bell of La Crosse, responding. Dr. Edward Kremers, chairman of the historical committee of the A. Ph. A., presented an interesting report of their work. C. A. Wakeman, A. H. Waltersdorf, Otto J. S. Boberg, and George A. Gerrets spoke. Meanwhile the ladies auxiliary was holding an informal reception in the parlor. Later a steamer ride through the lakes was indulged in. In the evening the traveling men's auxiliary did the entertaining, assisted by Mesdames Eugene Yahr, Percy Sharp, C. Geisse, and A. P. Meding in vocal selections.

All regular business was completed on the second day. The afternoon was devoted to contests, including the reading of prize papers. Altogether 135 prizes were given. The women furnished amusement in the boat races, especially in one where they paddled with one oar, their husbands shouting instructions from the shore. In the evening a ball added lustre, though many were silver-haired, they felt young that night and the bald-headed and gray-headed bowed as gracefully "down the center" in the Virginia reel as in younger days.

Features of the meeting were the strong feeling shown toward price cutting by department stores, and against substitution. The N. A. R. D. was warmly endorsed in resolutions urging all druggists to join. The reduction of the alcohol tax was asked. Complaint of many flagrant violations of the poison law developed a desire that the board of pharmacy scrutinize matters more closely. J. H. Duhle of Williamsport, Pa., representing the N. A. R. D., gave an interesting talk on association matters.

These officers were elected: President, J. M. Farnsworth, Beloit; first vice-president, H. L. Schulz, Milwaukee; second vice-president, Fred Elwers, Neenah; secretary, Henry Rohlmann, Chilton; treasurer, W. P. Clark, Milton; local secretary, E. H. Huber, Fon du Lac; State representative, John Welber, Milwaukee. The next meeting will be at Fon du Lac. O. J. S. Boberg, Eau Claire, E. J. Huber, Fon du Lac, and Dr. Joseph Herb, West Superior, were recommended for appointment to the board of pharmacy.

After the close of the convention the druggists of Waupaca county held a meeting at which a county organization of the N. A. R. D. was formed and the following officers elected: President, W. J. Hocking, Waupaca; secretary-treasurer, W. A. Trayzer, New London.

GOOD TIMES FOR CHICAGO D. T. CLUB.

Chicago, September 15.—Members of the Chicago Drug Trade Club are greatly gratified with the reports

emanating from the meeting of the board of directors. There is no bonded or floating indebtedness, all bills are paid to date and there is a sufficient amount in the treasury to meet all possible expenses for many months. The attendance in spite of the hot weather, at the noon-day meal is twenty per cent. in advance of the same period a year ago.

The committee on club extension and new quarters has been steadily working away. They have a proposition from men who offer to remodel a good building in the heart of the business district, the lower floors were to be rented to firms in the drug and allied trades, and the upper floor, 12,000 square feet, to be devoted to the club parlors, dining rooms, the club's own kitchen, billiard room, gymnasium, etc. The plan was pronounced feasible by the directors and the committee will present details at an early date. Thirteen new members were admitted, all proposed by C. P. Van Schaack.

PACIFIC COAST.

THE RISE OF CASCARA.

The Great Advance in Price Makes Handsome Profits for Many Holders.—Where the Bark Comes From.

San Francisco, September 15.—From Oregon come wonderful tales of the rich profits being made from the sudden advance of cascara bark, that, were they not vouched for by the highest citizens of the state, might be discredited. The home of the product is at Corvallis, Ore. The sudden advance to 14 cents and over of the bark which a few years ago sold at 1½ cents and that last year brought 2¾ and 3 cents has started a business boom in the Oregon city. Dealers in Corvallis will ship this season ten carloads or more of the bark. It goes from there to Hamburg, Germany; London, the Eastern States and San Francisco. In fact, this little district comes very close to controlling the world supply of cascara bark.

The season opened at 4 cents as the prevailing quotation. That was in June, when peeling began. Two or three weeks ago it advanced to 5 cents and within a few days thereafter suddenly leaped to an open quotation of 12 cents, with dealers secretly paying even better figures. Within the last few days, some local dealers have trebled their money on big lots.

Early in the season a Salem druggist contracted for six tons at four cents, and can close out now at a profit of \$1,500 on an investment of \$480. This is but one example. Druggists throughout Northwestern Oregon are reaping a harvest.

Farmers in Oregon are now speculating over the advisability of planting chittim trees, from which the bark is obtained, for cultivation. It is learned that a chittim tree will reach a diameter of six inches in six years. Such a tree will yield a dried bark product of 10 to 20 pounds.

Various stories are afloat as to the occasion for the sudden jump in price. The most plausible is that the native supply is fast nearing exhaustion and the popularity of the bark for medicinal purposes is fast growing.



CALIFORNIA.

—Prof. W. M. Searby of San Francisco is trying to solve the rampant problem as to how a burglar could rob his pharmacy without getting into it. His till and a small bank were robbed, but the front door had not been tampered with and the back door has no outside lock. Professor Searby called in the police. It was discovered that the intruder had gotten out by the back door. The professor was anxious to learn how his caller got in. It was finally suggested that the marauder had been looked in by Prof. Searby. The professor removed his spectacles, smiled, and said: "I guess it's on me."

—Charles S. Burbans of the Miles Medical Co., Elkhart, Ind., has been touring California. He is at present in San Francisco and will remain a few days before returning to Elkhart.

—S. L. Rumsey of Benson, Smith & Co., of Honolulu, is spending his vacation in San Francisco. Mr. Rumsey was formerly with Richard Hudnut in New York.

—Among the new clerks at the Owl, San Francisco, are C. O. Brown who comes direct from the Public Drug Co., Chicago and Mat Rezan of Detroit.

—Natural bay branches spreading over small jars of bay rum were shown last week in the windows of Boericke & Runyon, San Francisco.

—M. S. Wise of the Statutory pharmacy, San Francisco, is spending a few days with rod and reel on Boulder Creek.

OUR CANADIAN LETTER.

Toronto, September 15.—The Ontario C. P. opened with 145 students, being twenty in excess of the number last year. The number of applicants has taxed the accommodations of the institution to their full capacity and rendered the securing of larger buildings imperative if the college is to satisfy future demands. At present, owing to the limited accommodation, the course only lasts for one year. With a view to increasing its capacity in the near future, an adjoining property has been purchased. As the site is extremely valuable for residential purposes, the plan for extension may involve the erection of a building elsewhere.

Dr. Laberge, medical health officer of Montreal, has announced his intention of bringing before the health committee the question of having the food inspection department of the city given extended powers to take action against persons adulterating drugs and food stuffs. At present the department has only power to seize food stuffs unfit for consumption and has no authority to enforce the law against adulteration. The city has no power to prevent the sale of dangerous drugs such as cocaine, morphine pills, etc. The Pharmaceutical Association of Quebec province has recently issued a circular, drawing attention to the fact that certain druggists have a bad reputation for selling perchloride tablets, morphine pills and cocaine to any one applying for them. It is urged that the use of certain entrench cases is responsible for the habit in many cases, and that the state of the law which permits the sale of dangerous drugs without restriction when in the form of a patent medicine tends to promote the evil.

—Importations into Canada of drugs, dyes, chemicals and medicines during the fiscal year, ending June 30, amounted to \$5,892,328, of which \$3,171,142 were from the United States. In 1902 the total importations were valued at \$7,147,545 and those from the United States amounted to \$5,905,296. Canada's exports of the same articles of home produce were valued at \$689,631 in 1902, as against \$621,137 in 1902.

—H. A. Wise, druggist of Winnipeg, Man., is fitting up his new store in the McIntyre block in up-to-date style. W. B. Wilson of Morrissey, B. C., has removed to Morrissey Mines, same province. The stock belonging

to the estate of Dr. Witt A. Martin, Kincairdine, Ont., is advertised for sale by tender.

—W. J. McKay, druggist of Cookstown, Ont., was married on September 1 to Miss Etta Mae Ross, daughter of D. K. Ross of Cookstown. They are spending their honeymoon at the Thousand Islands.

—The engagement of George W. McLeod, druggist of Kingston, Ont., to Miss Eleanor Mary Eade of Bay Ridge, Long Island, N. Y., is announced. They made each other's acquaintance on a voyage to Egypt.

—Reginald McN. Allworth, secretary of the F. F. Dalley Co. Hamilton, Ont., was married at that city to Miss Gertie Steven Hutchison, daughter of R. A. Hutchison, Hamilton.

—Marvin Brown, lately with Dr. McDiarmid of Hensall, Ont., has accepted a position with E. A. Goodman, Toronto.

OBITUARY.

DR. ADOELT H. SHAFHIRT, a prominent pharmacist and business man of Washington, D. C., was found dead Sunday morning at his home. Dr. Shafhirt had been suffering from Bright's disease, but the recent improvement in his condition made his death most unexpected. At the outbreak of the civil war Dr. Shafhirt volunteered as a hospital steward, and for his services in this capacity was appointed to the regular army as anatomist. He was detailed to the medical museum in Washington. A widow and two children survive him.

P. MOUTON, one of the best known pharmacists in California, died at his home in Sausalito. Mr. Mouton was sixty years of age and grew up with the drug business on the Pacific Coast. He opened his first pharmacy in 1865, and has since lived in most of the leading cities of Northern California. He conducted an extensive establishment in Eureka before locating at Sausalito. He occupied a unique position among Pacific Coast druggists and his death will be keenly felt. His business will be conducted by Dr. Mays.

JACKSON B. WOOD, the oldest druggist of Richmond, Va., died, aged 86 years. Mr. Wood was born in Spotsylvania county in 1817. He came to Richmond in 1843, after a successful career as druggist in Norfolk. He was offered a partnership with Mr. Gaynor, and accepted. When Mr. Wood's boys grew up the partnership was dissolved and the firm became Wood & Sons. One of the sons, Dr. Judson B. Wood, is now a retired capitalist.

MICHAEL J. LAUER of Baltimore, an old druggist and the father of a druggist, dropped dead while shaving. He was 60 years old. He was at one time with J. F. Perkins & Bro., and afterward became a partner in Lauer & Rontson, which is now owned by the junior partner. Lately he had been doing relief work. William G. Lauer, druggist at Edmondson avenue and Schroeder street, is his son.

HOWARD L. CLARK of Haverhill, Mass., once identified with the drug business, died recently at Haverhill. He was a native of Derry, N. H., and went to Haverhill at the age of sixteen, entering one of the best drug stores. His drug career, however, extended over a few years only, as he gave this up to engage in the shoe manufacturing business.

GEORGE H. DOUBLER, Philadelphia C. P., 369, died at Milton, Pa., of tuberculosis, in his twenty-seventh year. Until failing health compelled him to remove to Colorado, Mr. Doubler had charge of the laboratory of Finley, Acker & Co., Philadelphia.

THE BENZIN OF THE PHARMACOPEIA.*

By E. H. GANE, Ph. C.

COMPLAINTS have been made by chemists that it is difficult, if not impossible, to obtain petroleum ether of a fairly constant boiling point, and an investigation of numerous samples from various sources has shown that not only is the complaint justified, but that it is impossible to procure a product that will distill between any narrow limits of temperature. The reason for this is easy to see when the nature of the product is considered.

The liquid now sold as petroleum ether is generally the fraction of the light petroleum distillate taken from the stills at 60 to 65 or 70 degrees C. Some makers supply a product labeled as boiling at from 50 to 60 degrees C., according to the U. S. P. requirements. The specific gravity of a number of samples which have come under observation has ranged from 0.648 to 0.687.

The hydrocarbons found in American petroleum readily undergo, upon heating, the change known technically as "cracking," that is to say, they are changed either by dissociation or polymerization into bodies of different boiling point. So marked a feature is this of American petroleum that the "cracking" of heavy hydrocarbon oils for the production of lighter fluids is a well known detail in the manufacture of petroleum products. Just what causes the change is not well understood, but it can be readily observed to take place when portions of condensed liquid drop back upon the hot fluid in the retorts.

The U. S. P. describes petroleum ether or benzin as a colorless diffusible liquid, boiling at from 50 to 60 degrees C., and with a specific gravity of from 0.670 to 0.675. The commercial product is variously described as petroleum ether, petroleum spirit, benzin, naphtha, gasolene, ligroin or rhigolene. Originally these terms were applied to fractions of crude petroleum boiling at different temperatures. Thorpe's Dictionary of Applied Chemistry gives the following classification: Rhigolene boiling from 18 to 20 degrees C., petroleum ether 70 to 90 degrees C., gasolene 70 to 90 degrees C., naphtha 80 to 110 degrees C., ligroin 80 to 120 degrees C. and benzin 120 to 160 degrees C., but these distinctions have gradually been set aside and to-day each manufacturer adopts his own terminology. It may be noted in passing that a lighter distillate is sometimes supplied upon orders for rhigolene.

An examination of a large number of samples of the petroleum ether of the market gave practically concordant results, dissociation or polymerization upon heating being invariably noted. As all the samples examined gave nearly identical results, and the phenomena are the same in each case, it is unnecessary to do more than illustrate the behavior of petroleum ether on distillation by a typical sample. The sample was taken from a lot obtained from a leading chemical house and was labelled "Petroleum Ether, B. P. 60 to 65 degrees C." Its specific gravity taken with a Westphal balance was .671.

One hundred cubic centimetres of this sample was placed in an ordinary side-neck flask and distilled rapidly on a sand bath. The liquid commenced to distill at 35 degrees C. and the following table shows the result of the distillation:

Boiling at degrees C.	Cc.	Per cent.
35 to 40	20	20
40 to 50	35	35
50 to 60	20	20
60 to 70	10	10
70 to 80	5	5

The residue distilled all the way up to 110 degrees C. A further portion of 500 Cc. was then distilled in the same manner, but the distillation was carried on more slowly by means of a water bath. The result follows:

* Read at the Fifty-First Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

Boiling at degrees C.	Cc.	S. G.	Per cent.
30 to 50	60	.644	12
50 to 60	105	.6554	21
60 to 70	185	.6685	34
70 to 80	90	.6843	14

Distillation was continued on a sand bath and yielded results as follows:

Boiling at degrees C.	Cc.	S. G.	Per cent.
80 to 90	10	.7019	2
90 to 100	10	.7122	2

The small residue left in the flask was not recovered.

A third portion of 800 Cc. was then distilled on a sand bath using a Glynsky fractionating tube in order to obtain more perfect separation and to note the results obtained by slow distillation. The experiment furnishes an interesting comparison of the behavior of petroleum ether under varying conditions. The results are appended:

Boiling at degrees C.	Cc.	Per cent.
30 to 40	22	2.75
40 to 50	32	4.00
50 to 60	140	17.5
60 to 70	75	9.37
70 to 80	50	6.25
80 to 90	25	3.12

At this point the distillation became very irregular and the residual fluid in the flask, while gently boiling, was not carried through the fractionating tube except at intervals when the condensed liquid dropped back into the flask.

The thermometer dropped to various points ranging from 50 to 80 degrees C., and small portions of a very light distillate would come over. By varying the rate of ebullition it was possible to obtain fractions distilling at almost any temperature. The distillation was therefore not carried further.

Finally 100 Cc. of the fraction, from the last portion of 800 Cc., boiling at 50 to 60 degrees C. was taken rapidly distilled on a sand bath. It distilled thus:

Boiling at degrees C.	Cc.	Per cent.
30 to 40	15	15
40 to 50	30	30
50 to 60	15	15
60 to 70	10	10
70 to 80	5	5

The distillation was then stopped.

Consideration of the above results shows that "cracking" occurs with the lighter petroleum hydrocarbons almost as readily as in the case of the heavier oils, and explains the difficulty of procuring petroleum ether boiling within narrow limits. Correspondence with the manufacturers of this product showed that they were aware of the difficulty, and brought only the statement that "if you are not satisfied with the product furnished, we would rather be excused from supplying it."

Don't Procrastinate.

The world wants men who realize the importance of "Now." There is no "then," it exists only in imagination. It is only now any of us have to do what we ought to do. Act in the living present—don't procrastinate. "If there lives within you a purpose to do something worth while, do it now."—The Ad-Writer.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Courses.

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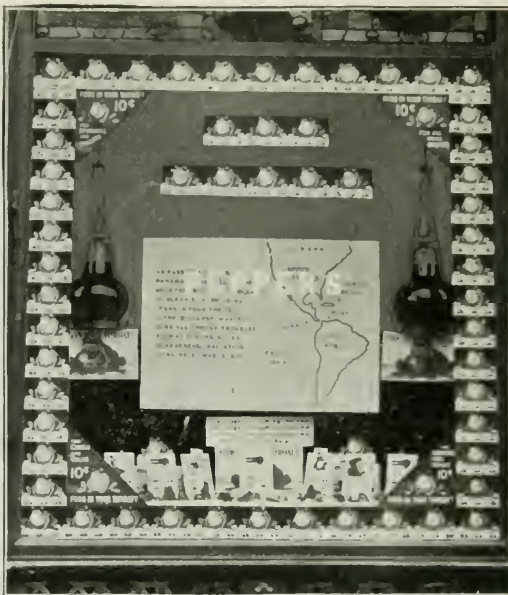
PROF. OSCAR OLOBERG, 87 Lake St., Chicago.

A ONE-HUNDRED DOLLAR PRIZE WINNER!

We present a reproduction of the window display made by Mr. J. T. Pepper of Woodstock, Ontario, Canada, which was awarded the first prize of \$100 by the Frog in Your Throat Company of New York in its window display competition for season of 1902-03. Mr. Pepper was awarded the first prize for the originality and up-to-date application of the Panama Canal, which was the leading International question under discussion and in the minds of the general public at that time, and also because he kept running in the daily papers, a three inch single column advertisement of catchy items.

A second prize of \$50 was awarded to the Keystone Drug Company of Nanticoke, Pa. A third and fourth prize of \$25 each were awarded to the Crescent Drug Company of Los Angeles, Cal., and T. J. Backes of New York City.

The following were awarded prizes of \$10 each: Rudolph & Bauer, Louisville, Ky.; A. P. Bentz, St. Louis, Mo.; R. W. Moore, Schenectady, N. Y.; E. C. Harvey, St. Thomas, Ont., Canada; H. H. Albers, Brooklyn, N. Y.; Masonic Hall Drug Store, Columbia, Ill.; Broderick & Curtin, Meriden, Conn.; Chas. W. Moody, Red Lion, York Co., Pa.; Douw H. Fonda Drug Co., Albany, N. Y.; John Metzger, Providence, R. I.; China's Drug Store, Sumter, S. C.; W. O. Steimeyer, Carlinville, Ill.; J. D. Christians, St. Thomas, Ont., Canada; Chas. Law, Guelph, Canada; C. H. White, N. Y. City, N. Y.; E. E. Edy, Brantford, Ont., Canada; Otto R. Kurz, Detroit, Mich.; Standard Drug Store, Mt. Carmel, Pa.; Eckel's Drug Store, Mechanicsburg, Pa.; Fred. Pratte, Boston, Mass.; P. Henry Fitch, Mendville, Pa.; Powers Hotel Drug Store, Rochester, N. Y.; C. J. Wenck, Brooklyn, N. Y.; Kirkland' Drug Store, Galt, Ont., Canada; Kulp & Cassidy, Braddock, Pa.; I. L. Walton, London, Ont., Canada; H. B. Taylor, Kingston, Ont.; C. M. Collins, Exeter, N. H.; E. A. Perrenot, Lan-



caster avenue, Philadelphia, Pa.; B. K. Davis, Philadelphia, Pa., and many more, too numerous to mention, received one dozen "Frog in Your Throat?"

We understand that the Frog in Your Throat Company have established two contests this Fall and Winter; one closing on December 31, 1903, and the other on April 30, 1904.

Full particulars will be furnished upon application

PATENT MEDICINE REVENUE INCREASES.

The London News says that the revenue derived from duties paid on medicines very considerably increased during the year 1902-3. The amount received by the Exchequer from this source during that period was more than £383,000, or an increase of about £30,000 on the previous year. From the fact that Scotland only contributed a little over £2,000 toward this sum, it would appear as if the canny Scot is in less need of physic than his "craggous" neighbor. Forty years ago the stamp on medicines brought in less than £41,000 annually, and the remarkable increase of recent years can only be accounted for by manufacturers of remedies preferring to claim a proprietary right, even though it involve the payment of duty.

Optical Goods, a Dignified Line to Handle.

The number of druggists who have added optical goods to a side line to their regular stocks, is constantly increasing. It is a clearly defined line to handle and for this reason as well as from the fact that it is an ever increasing business line, these goods are becoming more and more profitable. The South Bend College of Optics, Madison and Wayne streets, South Bend, Ind., whose advertisement appears on another page in this issue, conduct a correspondence course in optical work for

entire subject thoroughly from the first principles upward. They claim to omit nothing that will help their students to become skillful and practical opticians. Just at present they are making a special offer to druggists, having reduced their tuition fee from \$25 to \$7.50, which includes a diploma and the degree of Doctor of Optics. Full particulars regarding this special offer and their 64-page Prospectus will be sent on application. Please mention the Era.

**Dr. David Kennedy's
NEW MEDICINES.**

	Per Dozen
CALCURA SOLVENT	\$6.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS	2.00
EPDERMI SOAP	4.00
EMERALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Herculesine)	6.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
COCCULINE BALM	2.00

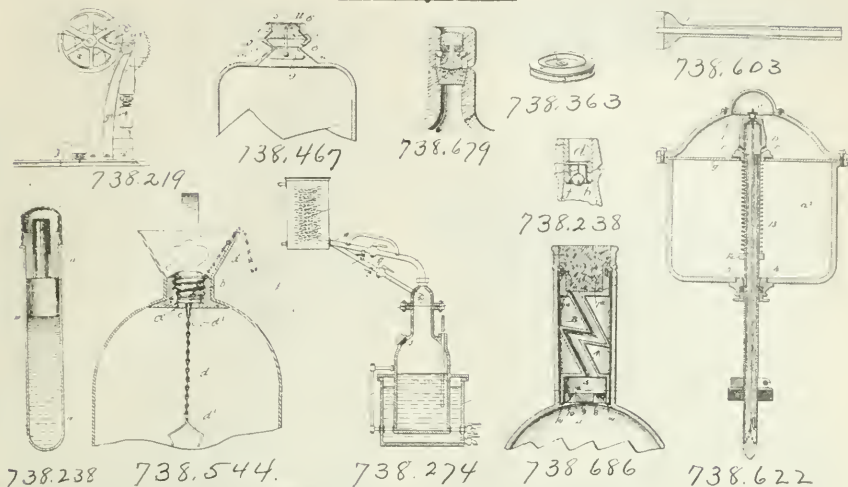
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.

E. Kennedy Row,

ROUNDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued September 8, 1903.

- 738,219.—Joseph W. Madison, Brooklyn, N. Y. Machine for capping bottles.
- 738,230.—Charles B. Overbaugh, New York, N. Y. Closure for bottles and the like.
- 738,238.—John Reid, Belfast, Ireland. Means for preventing refilling of bottles.
- 738,239.—Isaiah L. Roberts, Brooklyn, N. Y. Process of making zinc and chromium hydrates.
- 738,274.—Jean Bardin, Brussels, Belgium. Process for making perfumes and disinfectants.
- 738,263.—William J. Shelton, Van Vleck, Texas. Holder for poison.
- 738,467.—George Morris, Pittsburgh, Pa. Bottle-closure.
- 738,481.—William C. Pope, St. Louis, Mo. Effervescent laundry bluing.
- 738,544.—Frederick H. Jones, Wakefield, Mass. Hot-water bottle.
- 738,603.—Haydn Brown, London, England. Syringe-nozzle.
- 738,622.—Samuel C. Miller, Louisville, Ky. Filling tube for bottle-filling machines.
- 738,679.—Hart Hatch and John O. Cricks, Tarentum, Pa. Bottle-closure.
- 738,686.—William E. Johnson, Spokane, Washington. Non-reillable bottle.
- 738,709.—Hermann Weiss, Hildesheim, Germany. Process of making glue and gelatin.

TRADEMARKS.

Registered September 1, 1903.

- 41,049.—Chemical compound poison for insects. Edward L. Downey, Middleport, N. Y. The word "Downey."
- 41,050.—Magnesium dioxide. The Biogen Company, New York, N. Y. A coat of arms comprising an heraldic shield surmounted by a helmet disposed in the midst of a lambrequin, and above which helmet is a winged griffin rampant and crowned.
- 41,051.—Certain named plaster. V. C. & C. V. King Co., New York, N. Y. The representation of an Indian in war attire, holding a tomahawk in one hand and a knife in the other.

Registered September 8, 1903.

- 41,077.—Lotions. Cosmetic Oriental Zibal, New York, N. Y. The word "Zibal."
- 41,078.—Tonic. The Berard Chemical Company, Chicago, Ill. The word "Kloviss."

- 41,079.—Soluble receptacles. Johann Schmidt, Nuremberg, Germany. The word "Crown."
- 41,080.—Medicine for liver and kidney complaints. Perrell-Kellam Drug Company of Baltimore City, Baltimore, Md. The word "Akernee."

LABELS.

Registered September 8, 1903.

- 10,327.—Title: "Courage Pills." (For medicine). Louis J. Barker, Syracuse, N. Y.
- 10,328.—Title: "Dr. John Stolze's Dinner Powder." (For medicine). John Stolze, Reading, Pa.
- 10,329.—Title: "Hilda's Lithagogue." (For medicine). Hilda Van Buren, Seattle, Washington.
- 10,333.—Title "Pomona." (For Unfermented Fruit-juice). Otto Carque, Chicago, Ill.

The Latest Style in Prescription Ware.

The cut here presented is an exact reproduction of the New King Oval prescription vial which has just been placed upon the market by the T. C. Wheaton Co., of Millville, N. J. This vial is the very latest thing in prescription ware, having been patented upon August 4th of this year by the above-named firm. It appears to be built upon entirely different lines from any we have ever seen, and as it is intended for the finer class of drug trade, all first-class druggists will no doubt see the advantages to be derived from the use of a bottle of this style. This firm also make a specialty of lettered prescription ware and plain and ground stoppered ware for perfumes. Any interested druggist may secure a sample of the New King Oval by sending 5c in stamps to T. C. Wheaton Co., Millville, N. J.





MARKET STEADY AND FLUCTUATIONS NOTED OF MINOR IMPORTANCE.

New York, September 17.—Business in a jobbing way continues to show increasing volume, and the general market movement is satisfactory to dealers, but during the past week no further change has occurred in prices of leading commodities, and most of the fluctuations noted below are of only minor consequence.

OPPIUM.—Political complications in Turkey have further unsettled the market, and holders in Smyrna, anxious to realize, have offered concessions to buyers, but while the present outlook is uncertain, the prevailing opinion is that the market will eventually improve. Meanwhle holders continue to quote \$3,400/3,450 for 9 per cent, and \$3,500/3,750 for 11 per cent. Powdered is finding a moderate consuming outlet at \$4,200/4,500 for 13 per cent, and \$4,800/5,000 for 16 per cent.

MORPHINE.—Continued activity is a feature of the jobbing market, and quotations rule steady at the old range of \$2,000/2,70 for eighth in ounce boxes, \$2,550/2,850 in 2 1/2 oz. boxes, \$2,550/2,850 in ounce vials, and \$2,300/2,40 in 5-oz. cans.

QUININE.—Values are without further change and the market has a quiet appearance with dealers quoting 250/251 1/2c for bulk in 100-oz. tins, 251 1/2/252, in 50-oz. tins, 250 1/2/251 1/2c in 25-oz. tins, 250 1/2/251 1/2c in 15 or 10-oz. tins, and 320 1/2/321 1/2c in ounce vials, according to brand and quantity.

ALCOHOL.—Grain is firmer in sympathy with stronger producing markets, and jobbers have advanced quotations to \$2,170/2,18 in bbls, and \$2,570/2,57 1/2 for smaller quantities. Colorless is correspondingly higher and the revised figures are \$2,400/2,52 in bbls, and \$2,62 1/2/2,72 for less.

COTTON ROOT BARK.—Owing to extreme scarcity the market is stronger and jobbers have further advanced quotations to 250/250c, for whole and 350/350c for powdered.

NITRATE OF SILVER.—Keen competition has caused prices to react 1/2c per lb., and jobbing parcels are obtainable at 421 1/2/417 1/2c for crystals and 441 1/2/436 1/2c for fused, as to quantity.

SPIRITACETI.—Producing markets are stronger and spot jobbing quotations have been advanced to 316/316c for lump and 320/315c for cakes.

BALSAM COPAIBA.—Central American continues easy on account of competition and quotations show a further slight decline to 120/15c, as to quantity.

SARSAPARILLA.—Mexican is firmer, under exceedingly light available stocks, and jobbers have advanced quotations to 120/15c for whole, 180/22c for cal or crushed, and 200/25c for powdered.

CARDAMOMS.—Quotations have been revised, and show a lower range. Aleppo are held at \$6,081,00, Malabar, 950/81,15, Managora, 81,100/1,50, shelled, 900/81,00 and powdered, 81,100/1,25.

ESSENTIAL OILS.—Business in this department has been satisfactory in volume, and the outlook is considerably favorable to further improvement as the coming season advances. Peppermint is firmer, and jobbers have advanced quotations 10c per lb. to \$2,950/3,20 for Western, 83,100/3,25 for Wayne Co., and 83,150/3,70 for other H. G. H. or reds; led. Bergamot is easier in sympathy with corresponding conditions abroad, and prices have been reduced to \$2,250/2,50 for best grade, and \$2,050/2,30 for good. Wormwood is lower, owing to a liberal yield of new crop, and yields have declined to \$5,250/5,50 for prime and \$4,500/4,75 for ordinary. Ender a similar advance Lembeck and spruce have declined to 650/750.

BENJAMIN R. JONES, an expert chemist, died at his home in Springfield, Mass. After graduation from Amherst Agricultural College he received the appointment of assistant chemist at the Hatch Experiment Station. Three years ago he became a professor in the Utah Agricultural College and resigned to return East to study law.

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OUR TOTAL POPULATION.

The total population enumerated by the twelfth census was 76,303,387, but while the area of enumeration covered Alaska and Hawaii it did not include Porto Rico, the Philippines, Guam or Samoa. The population of these newly acquired islands has, however, been ascertained partly by estimates and partly by special censuses. Including these estimates, the total population of the United States and its outlying possessions in 1900 was as follows:

Area of enumeration, 76,303,387	76,303,387
Philippine Islands, 0,001,330	0,001,330
Porto Rico, 953,243	953,243
Guam, 0,000	0,000
Samoa, 0,100	0,100
Total, 78,258,060	78,258,060

The only countries surpassing the United States in number or inhabitants are the Chinese Empire, the British Empire, the Russian Empire, and probably France, with the inclusion of its African possessions. —From the Hon. W. R. Merriam's "Noteworthy Results of the Twelfth Census" in the September Century.

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The Pharmaceutical Era.

EVERY THURSDAY.

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INDEX TO THIS NUMBER.

BUSINESS NOTICES.

Our experience in catering to the wants of druggists has taught us that they are especially interested in formulas for toilet preparations.

In the Era Formulary there is one department which alone contains something over 1,000 such formulas.

Toilet specialties are as important as any class of goods the druggist may sell—they appeal to the tastes of the refined and the rich—to the beautiful and those who wish to be—and they afford a good profit.

Why not awaken to your opportunities for a policy of trade extension by purchasing a copy of the Era Formulary? This book will enable you to become the manufacturing chemist of your neighborhood. Price \$5 per copy, delivered. Write to the publishers for information.

President Hadley of Yale, says that, "the two aims of education are training for knowledge and training for power."

Another eminent educator has the same thought in mind when he distinguishes between "teaching to know and teaching to think and do."

In pharmaceutical education this distinction probably does not obtain, for the training is purely a guide to correct action.

Still it is well for the student to select carefully so that his limited time and means produce the best results.

The Era Course in Pharmacy gives the maximum of practical training for the minimum expenditure of time and fees.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y.



SOCIALISM—WHERE DOES THE DRUGGIST COME IN?

We quote the following from a communication recently handed us:

"President Lederle of the Department of Health of New York City, in a communication to the Mayor, dated July 7, 1903, says: 'It is our intention to recommend the distribution hereafter of department laboratory products gratuitously to all persons in this city. The laboratories will be maintained hereafter strictly from the public funds, and consequently every citizen is entitled to share equally in the benefits of these laboratories whether he be rich or poor.'"

At first sight, this proposal seems eminently fair; if the rich help to support this city's laboratories, they should also share the benefit. But let us see what it means! Antitoxin is a commodity regularly supplied in the market, and its preparation and sale is a source of revenue to a certain class of citizens, the druggists and pharmaceutical houses. No fault has been found with the manner in which these citizens have performed their duty. The city no doubt has a right to assume any of the duties performed by its citizens, and in cases of monopoly and extortion it may even become necessary. But this reason is not applicable to this case, for antitoxin of superior quality can be supplied for a third or less of the cost of the city laboratory product. Municipal ownership of water supply, gas and electric light and power systems has the support of a few eminent statesmen; the extension of this principal to ordinary articles of trade is advocated only by socialists. But even the socialists do not propose quite such extreme measures as Dr. Lederle. They contemplate the gradual absorption of the various industries by the authorities, while New York's chief health officer proposes entering into active competition with unoffending people and removing a respectable slice of their business without offering any recompense whatever. If we are to have socialism, let us have the real thing, which has at least a semblance of justice.

IF ANTITOXIN, WHY NOT QUININE AND—CABS!

The free distribution of antitoxin will perhaps be defended on the ground that the administration of this remedy is necessary to protect the public from the ravages of diphtheria, and that its supply, there-

lets, properly sold within the province of the city health officers. But why single out one remedy when others are also necessary? Malaria is a common and serious disease, and quinine is a necessary remedy. Why should it not be freely distributed to rich and poor alike as well as antitoxin. Mercury salts and the iodides are largely employed in the treatment of syphilis, always a menace to public health. Why are not these remedies included in the list, or for that matter, any of the specifics found upon the druggist's shelves? It is also highly essential to the safety of the public health, that those afflicted with diseases have early and effective medical attendance. This seems to us far more necessary than the supply of antitoxin, and yet, Dr. Lederle seems to have overlooked the necessity of robbing several thousand physicians of their means of livelihood. If free distributions in the interest of public health is to become a settled principle, it will also become somewhat difficult to draw the lines of demarcation. What is necessary for public health, and what is not? Can a person preserve good health and not become a menace to others, without proper food, clothing and lodging? It is not altogether wholesome, at times, to walk in the rain, and perhaps we may expect the city to supply us all with free cabs. At this point the deduction, of course, becomes absurd, but is it a whit more absurd than the underlying principle of Dr. Lederle's proposal?

THE ENTERTAINMENT FEATURES OF THE BOSTON CONVENTION.

The entertainments prepared for the visitors in Boston during the joint meeting of the N. W. D. A. and P. A. of A. were, according to all accounts, the most lavish and magnificent on record. It is needless to say that everything was in exquisite taste, for is not the Athens of America the center of all New World culture? There was none of the ostentatious display so distasteful to those who have left poverty far enough behind to understand the true uses of wealth. Still the arrangements did not merit the reproach of undue modesty; \$10,000 pays for a deal of fun, even of the better sort. Much of the committees' resources were expended in sight-seeing—which is never grossly material, and a fair portion went for eatables and drinkables, which, although material, are still capable of much refinement. The banquet produced the most interesting souvenirs, among others a program which is a veritable work of art. The artist drew upon the gently humorous side of New England's early history both illustrations and text being quaintly picturesque. In the warnings to the guests there is some curious and effective mingling of the modern with the ancient, as witness the following which is only one of many equally excellent:

Ye any of ye companie, in ye afternoon of ye morning of ye day following ye day following ye evening of ye banquet, have ye colick and call ye physician shall be at his own charge. Ye apothecary at ye sign of ye high ball will approve ye gingers prepared from ye rhubarb of Jamaica.

If ye all that there is a useful lesson we have not thought it unwell to be that some people have money to spend and that the members of the entertainment committee were equal to their job. From his "act

a pace" which other towns will find it difficult to follow. No doubt New Orleans is also rich in experience and will acquit herself with credit; but if, say, a raw western city had been chosen for next year's place of meeting, we should tremble for the result.

COCAINE TRAFFIC IN TENNESSEE.

We are indebted to Voigt Bros., of Chattanooga, Tenn., for a newspaper clipping which shows that the authorities of that city realize the importance of the cocaine question and are prepared to deal with it vigorously. In Tennessee the traffic in cocaine has been made a matter for grand jury investigation, and from a recent charge of Judge McReynolds to the jury we learn that there is sufficient cause for such action. He said: "From the reports that we have and the drunken and half-crazed condition in which we see some people on our streets, it is evident that this law is being violated. I am informed that the residents of certain portions of this city use the drug to such an extent that the place is called 'Cocaine Alley.' The effect of this drug is deadly, and the provision for this sale is a good law, and should and must be enforced." The law provides the cocaine can be sold to the public only on the prescription of a physician, the prescription to be filled only once, and the judge instructed the jury to inquire whether prescriptions are unlawfully used by druggists as a protection for violations of the law, and also whether physicians are abusing their privilege. Apparently conditions in that portion of our country have reached a serious state, and it is reassuring to note that matters have fallen into the proper hands. If the effects of cocaine are plainly visible in the city streets and the use of the drug is so widespread as this judge suggests, the evil has assumed proportions far beyond the control of the reputable exponents of pharmacy and their associations. It demands the attention of the most considerable force our system of government can afford, and that force is none too powerful.

NEW YORK DRUGGISTS AND LIQUOR SALES.

When the law permitting the sale of liquor in drug stores in pint packages bearing a stamp passed New York's legislative body, the measure encountered considerable opposition and there were many predictions that the privilege would be abused. Critics said that it opened the door to open competition with regular liquor dealers, and that the increase of quantity from eight ounces to one pint was a grievous blunder which allowed much more freedom than necessary. Many believe that alcoholic liquors are entirely out of place in the pharmacy and that any liberty granted the druggist in the matter is a step backward. It has also been asserted repeatedly that the liquor selling druggists of the State are mostly found in this city. It is, therefore, interesting to examine a set of figures which we have collected and which we give place elsewhere in this issue. It appears that during the first three months of the new excise law's operation, 228 stamp books were issued to druggists of Greater New York, and 703 to those in other portions of the State. Reports of the board of pharmacy show that there are 1110 druggists in the State, and of these 2,308 in this city. Hence, only one in ten of the pharmacists in the country are enough for the liquor trade coming their way

to purchase stamp books, while in the balance of the State the proportion is one in three. In proportion to the total number, three times as many pharmacists in the outlying districts are prepared to sell liquor under the new conditions as in Greater New York. Disregarding the few large pharmacies which possess regular retail liquor store licenses, it may, therefore, be said that druggists do not encourage or seek this class of trade. The number of stamp books issued also shows conveniently the approximate amount of liquor sold. Assuming that all these 801 books of stamps were used, leaving none uncanceled—which it is safe to say is not the case—and that each stamp was affixed to a full pint, the total quantity of liquor sold in drug stores equals 44,550 pints or 5,569 gallons, an insignificant amount as compared with the total sales of the State. The estimate is probably much too high, for many stamps are attached to bottles containing less than a pint, and many of the books have been only partially used. In fact, it is not improbable that the sales under the new law will not exceed two or three hundred barrels during the entire year. All of which shows that the druggist is not a willing competitor of the saloon men and that he bears his full share of the tax burden.

WHY THROW STONES!

The American Druggist laments rather plaintively because a neighbor has wickedly "lifted whole blocks of expensive tegraphic" association reports. Tut, tut! neighbor. Tegraphic matter two weeks old is no longer news. Besides, are "blocks" of desiccated association reports any more valuable than stray local items which also demand enterprise in the collecting and are quite as freely purloined? It is a bit dangerous to throw stones; so many houses in New York are largely built of glass.

Think to a Purpose.

Any faculty of body or mind can be developed to almost superhuman energy. The Indian can track his enemy through forests and over prairies, where the white man could see not the slightest trace of a human foot. He is trained to it. The scholar can weigh the stars, and mark out their orbits, though to the red man they are but specks of light that help him find his trail through the woods. The Indian's outer sense is trained, the thinker's inner sense; and each, by practice, doing the thing again and again, undiscouraged by failures, unwearied by repetitions, aiming at a mark that must be hit some time. Careful seeing develops sight. The long vision of the sailor, and the close vision of the watchmaker, illustrate this. Careful thinking develops thought. People think enough. We think as constantly, and as involuntarily as we breathe. The trouble is, we do not think steadily—to a purpose.

Goods are Newsy.

Everything consumed by the public is of interest to the public. There can be no doubt of this whatever. But the great difficulty is that there are so many advertisers who fail to realize that such is actually the case. The average merchant is too apt to regard his goods as being nothing more nor less than something that must be turned into cash with all possible celerity, and in taking this view of the matter he loses sight altogether of the public interest possessed by his stock. As a result, his advertising is not prepared with said interest as the guiding principle, and it loses much of its force in consequence.—Profitable Advertising.



B. E. PRITCHARD, McKeesport, Pa.,
Prominent Member Western Pennsylvania Ph. A.

A Hint from Philosophy.

Some old philosopher once said: "Things invisible deceive not." Of course, this ancient sage did not know anything about the art of advertising, and consequently his reflection could not have been intended as a reference to anything connected therewith; but nevertheless, that quartette of words forms a splendid suggestion for any business man.

"Things invisible deceive not."
In other words, a name that is advertised into the respect of the public will never depreciate in value like the tangible articles of commerce. All kinds of goods are deceptive—worth a dollar today and fifty cents tomorrow; but the reputation won by honest advertising does not deceive. It is worth just as much tomorrow as it is today, and its value cannot be transferred.

Verily, the above-mentioned philosopher was wise in his generation, and had he lived in this age of the world he would assuredly have been an advertising man.—Profitable Advertising.

A Census of Homoeopathic Physicians.

At or about the dawn of the twentieth century there were in the United States (exclusive of Alaska and other dependencies) 9,369 homoeopathic practitioners, or one in 8,000 of its population; in Barbados 5, or one in 38,000; in British America (including Newfoundland and all of Labrador) 87, or one in 64,000; in Uruguay 7, or one in 133,000; in Switzerland 22, or one in 151,000; in Australasia 29, or one in 155,000; in Spain 118, or one in 163,000; in Belgium 41, or one in 164,000; in France 211, or one in 192,000; in Germany 290, or one in 104,000; in Great Britain and Ireland 201, or one in 203,000; in Holland 17, or one in 300,000; in Denmark 8, or one in 306,000; in Mexico 32, or one in 423,000; in Brazil 33, or one in 428,000; in Italy 42, or one in 772,000; in Argentina 6, or one in 800,000; in European Russia 66, or one in 1,608,000; in Portugal 3, or one in 1,674,000. There were also 41 in India, 2 in China, 1 each in Cape Colony, Sweden and Venezuela, as well as 3 in the Hawaiian Islands and 1 in Alaska.

This indicates there are not less than 10,635 disciples of Hahnemann in the world, of whom 88 per cent. reside within the limits of the United States proper.—North American Journal of Homoeopathy.

SHOP TALK

ON OLD RUTS—EASY, COMFORTABLE AND NARCOTIC.

"Get a letter from our rival, Mr. Bodemann," read the card.

The druggist looked interested. "Fallen foul of some of your lop-sided ideas, I suppose?"

"Wrong!" He agrees with me on the advice question. He says "all that talk about how to succeed has helped one individual to success."

"I say, that's a bit hard on you, you know."

"Why, on me?"

"Because you're always doing that—always telling somebody how he ought to do things."

"I do no such thing! I merely try to show up both sides of a question, and get people to think for themselves. One side may turn out to be considerably heavier than the other, but I can't help that. They can take their choice. They always do anyway."

"Of course! Nobody wants to take orders or advice. 'Tis a free country."

"Besides, I don't feel competent to give much advice. It's a dangerous business. The most you can do for any one is to jostle him out of his rut, and then let him pick his way. His rut! That comfortable, soothing, easy, narrow, stupefying, seductive, deadening, sleepy old rut!"

"Where did you get all those adjectives?"

"They are not all mine. Some of them belong to Mr. Bodemann. He says he knows from various observations that one of the greatest obstacles to success is getting into a rut."

"What does he propose doing about it?"

"He doesn't say, but from what I know of him, I should say he would like to take people by the collar and jerk them out. It's a good way—if you've got strength enough, but it isn't my way. I prefer to poke them gently with a stick to make them look up; then if they want to, they can hop out themselves."

"Most of them don't want to."

"No, that's the trouble. I don't enjoy it myself."

"You?"

"Yes, I and you and everybody else. We're all in ruts more or less. Life's turnpike is pretty soft in spots, and a very little travel will wear grooves that seem to fit our wheels of thought beautifully. It's a deal easier traveling in a smooth old rut than on the rough surface."

"I don't see why."

"Because you don't have to watch where you're going. It may be as hard work, but it's less trouble. The tracks are well defined by those who have been over it before—by ourselves sometimes, for the most deadly rut—run in a circle. The fellow who drops into one of those circular affairs keeps plugging round and round doing the same old things over and over again. He thinks he is traveling along at a good pace, but he doesn't make any progress. The procession moves on without him. As Bill Davery says, he's a dead un."

"I don't see quite what you're driving at."

"I'm not driving at anybody or anything. Mr. Bodemann is right, but I hope he'll leave a few of my old fellows alone. When a man gets to be sixty, he has a right to his rut. He has earned it. What he's afraid of is getting the young fellows and make them get comfortable but there comes a time when a man ought to have a rest, and a smooth, tanbur old rut is no so comfortable!"

"It may be bad then—I know it! I know you'd do it. You always travel in the wrong direction like a man. You start out to leave up the rut and the

worst thing on earth for the druggist and here you are dead in love with it yourself!"

The sage nodded. "It's a pretty fine thing if you don't care to succeed in life. A placid existence is all right, but it's not success. Take those old chaps who live to be a hundred years and over, they dropped into ruts in early life—no worries, no ambitions—but you will notice that they are nearly all in the thirty alphas."

"Keep right on! You'll get there!"

"Success and comfort have nothing to do with each other," continued the sage, ignoring the druggist's remark. "Ambition is the divine unrest you know. If you have a hankering after success, and you feel yourself getting into comfortable ways or doing things you may be sure you are on the wrong track. It's time to pull yourself up sharp and get out of the rut."

"How is a person to tell?"

"By keeping his eyes open, and seeing how other people are getting on. He mustn't allow himself to become satisfied with the way he does things. There is always a better way."

"Do you know any druggists in this town who are traveling in ruts?"

"Lots of them," looking hard at his friend across the counter. "There's—but what's the use of mentioning names? You'll know who he is when I describe him to you. He knows as much about the science of pharmacy as he did when he left school, minus what he has forgotten. He is perfectly sure his way of doing things—the way he first learned—is the only one worth considering. Associations are a waste of time, and journals a waste of money—editors never find anything interesting anyway. Because he got six dollars a week when he first went to work in a drug store, he thinks his clerk ought to be satisfied with the same. If he advertises at all, he keeps the same little old notice he had in the papers for the last ten years. He dressed the window with his own hands five years ago—do you think he would trust an upstart of a clerk to improve upon it? His fountain and fixtures are nearly hidden behind patent medicine placards stuck up promiscuously—it's so easy to hang these things up, they keep coming along, and it gives a sense of real motion. There are cards and signs in his store that have been trusty landmarks to several generations of flies. Everything about the place is faded and dingy."

"Hold on! You're overdoing it! He generally keeps things clean."

"He may have got into a rut of dusting, but he does it in the same comfortable old way. He orders the same kinds of goods in exactly the way he's been used to for years. New things and new ideas disturb him. They don't fit into his rut."

"But he is comfortable!"

"Yes, in a negative sort of way, if he can escape the prods of his competitors. He has none of the joy or exhilaration one finds near the head of the procession. His peace is the peace of sleep, of death. You know we finally drop into a rut from which no one ever escapes. There's no struggle there; all is peace."

"You mean when we're dead. Excuse me! We'll all have plenty of that. I'd rather stay out of it as long as possible."

"Then don't invite being death and decay by allowing yourself to travel overmuch in ruts. Don't allow yourself to become too comfortable. The man who has a keen eye for the soft snags of this world is hard to miss the road to success."

"How about conservatism?"

"The perfectly conservative man is a dead man." "In other words, success means hard work and discomfort."

"As a general rule, yes! Luck has something to do with it. Some men deny themselves and slave to no purpose. But one thing is sure; men in deep ruts never win any races."

IS THIS TRUE OF OTHER CITIES?

The number of retail druggists in Baltimore, who "find no money in soda water," seems to be growing. Several years ago some of the retailers shut down their fountains because, they said, they entailed more trouble than the receipts warranted. This year several other pharmacists ceased to sell "soft drinks," and it is said on what appears to be reliable authority that others will drop out at the end of the present season.

"It pays the stores located on much frequented thoroughfares," said one of the druggists who has dropped soda water, "but in the purely residence sections the profits are too small. You are required to invest from \$300 to \$1,200 in a fountain, the receipts from which average not more for the outlying stores than \$3.50 a day. When you consider the ice, the extra clerk hire and various incidentals, the margin is either very small or disappears altogether. Fashions and preferences have changed. Formerly people would come in and call for soda water with a little syrup or perhaps milk or cream. Now the request is for ice cream soda, with the glass filled full of ice cream. To this is added syrup and just a dash of soda water. The latter, in fact, plays the least important part in the decoction. And lately, fruit mashed into a pulp is put on top of the ice cream and syrup, each of these ingredients being an additional cost, while the druggist gets no more.

"I was speaking to a druggist of my acquaintance recently, and he told me that the quantity of soda water he used this summer is just about 50 per cent. of last year's requirements, while the ice cream he has been called on to furnish has doubled."

According to the pharmacist quoted, several druggists in his section have found that there is no money in soda water, and that it fails to serve as a draw card for the sale of other articles.

MUST HAVE BEEN A CHRISTIAN SCIENTIST.

A Syracuse druggist tells this story on himself: "Not long ago a neighbor of mine bought some poison, thinking to rid himself of rats. I thought no more of the incident until he came in some days later and wanted his money back, saying the stuff was no good.

"I fixed up a nice piece of cheese with the poison," said he, "and put it where the rats would get it, and shut up my little girl's dog to keep him away from danger. In some way that dog got out and licked up every smell of the cheese, poison and all. There was a stirring in the family then. My wife sent me out to catch Fido, saying that if he had to die, it were better that he die at home, among friends. I captured the canine, but he didn't seem to have anything the matter with him. I took him to the rear porch and fixed up a nice cushion for him to die on. Bright and early next morning I got up to bury the remains, and, feeling sorry for the pup. There was the dog as lively as ever and tickled to death to see me. Now this stuff can't be good for much!

"Now I knew that that poison was all right and would kill every time, but I didn't argue with the man, and gave him his money back. I can't imagine what saved that dog's life."

HOW MANY PILLS IN THIS JAR?

A business-seeking Rochester druggist recently gave a "pill-guessing contest." He planned to secure as many new sales as possible by throwing out an extra inducement. He filled a small glass jar with pills, placed it in the center of the window, and over it suspended a card that read as follows: "How many pills are there in the jar? The person guessing

the nearest by August 30 will receive a gold watch, free; second, fountain pen; third, camera. A guess with every purchase."

The contest brought a rush of trade to the store and a usually dull month was made a bright and flourishing one. Over 12,000 guesses were made. The lowest recorded was 250, and the highest 36,639. The actual number was 867. A woman purchaser guessed 865 and got the watch. The judges were disinterested persons, one being a physician. The number of purchasers a year ago is not known, but the receipts increased by over \$900.

The pills were an advertised variety and the manufacturers gave the prizes, as it proved a big ad. for them as well as for the store.

RELICS OF ABORIGINES IN HIS WINDOW.

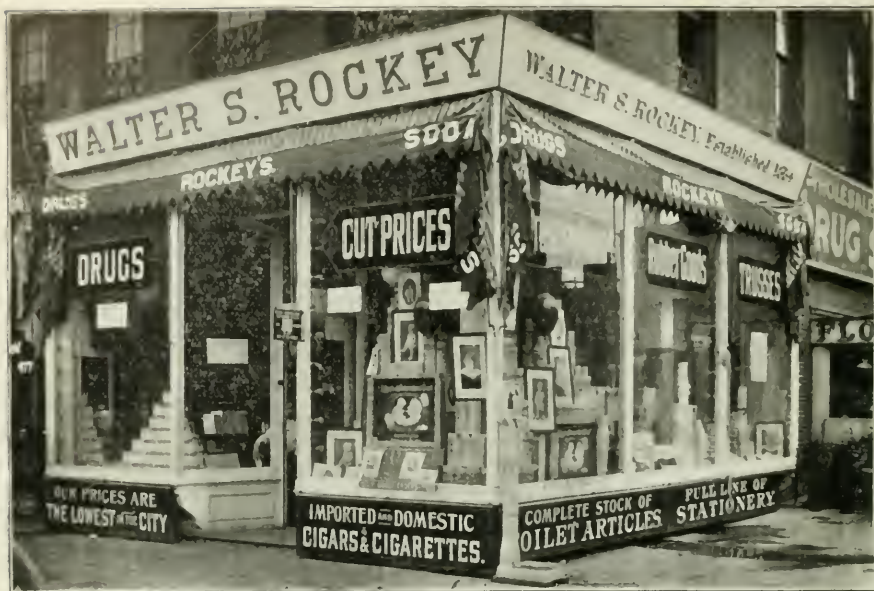
C. W. Ellsperman, Eleventh and Susquehanna avenue, Philadelphia, has for the past week had a unique display in his windows that has not only created much talk but attracted attention from many parts of the city. Some years ago, Mr. Ellsperman, who is an antiquarian and geologist of no mean merit, spent considerable time in the Ohio valleys. While there he personally made a collection of Indian relics and mineralogical specimens that is now placed on public view for the first time. The arrow-head display is particularly fine and contains several hundred shapes and specimens. The balance is made up of pendants, battle axes, various ornaments in copper and bronzes, and several well-preserved skulls. The collection has been visited by many prominent local scientists, who pronounce it the finest amateur effort they have ever seen.

Concentrate Your Orders.

It is very essential to get the bottom quotations, quality being considered, in the purchase of drug supplies, but it is very easy to lay so much stress upon single items that in the aggregate one's buying will be so much scattered that he will fail to receive the benefit which should accrue to him from the aggregate size of his purchases. It may happen that one's jobber may overlook some slight decline, and thus give occasion for protest on some one particular item, but it does not necessarily follow that it would be good policy for the druggist to immediately cut off his orders to this jobber. In the long run it is quite possible that his interest will be better served by sticking to his jobber and making a protest whenever any apparent unfairness in prices is noted. A good rule is to send orders in to one good house on staples, and not spend too much time with salesmen of such goods. By concentrating his orders, the druggist can get low prices upon his goods.—Drug Review.

Experience Teaches.

One of the strangest things about organizing the drug trade is this: "The more perfect the organization, and the more efficient it is in protecting its members' interests, the greater the certainty that some member will start out to "smash the schedule" sooner or later. Take a cohesive and active local association of a large city, let it gradually raise prices to where they ought to be and maintain them there for a few years. During this period the personnel of the trade has undergone numerous changes, and the newer members perhaps, having had only the prosperity and not the hardships of the drug trade, fail to appreciate the good they are receiving from the organization. Having read in ancient history of the money to be made by cutting, they throw prudence to the winds and it is the old story over—everyone slashes, no one making anything. The unborn child does not dread the fire, so perhaps it is as well to let him place his fingers on the hot part of the stove a time or two. After he does he will believe the warnings he has heard. The new cutter may have to learn the same way.—The New Idea.



A METROPOLITAN WINDOW DISPLAY.

MINT.*

Its Early History and Modern Commercial Development.

By A. M. TODD.

MINT was among the plants first recognized as of value by the ancients, and by them given a specific name; and many interesting references to it are found in the earliest known literature. Its extreme antiquity is attested by the fact that it was known in Greek mythology, where it was given a birth both romantic and immortal in connection with the amors of the gods. Mintha, a beautiful girl, had won the affections of Hades (Pluto), and in a fit of jealousy was transformed by Ceres into the plant which was then given her name; from which followed the Latin "Mintha," "Mentha" and "Menta." Evidencing the widespread belief that in this legend, there still exists under this same name of Pylas, the hill, Mount Mintha, upon which the transformation occurred; and at the base of the mountain was in ancient times a grove dedicated to Ceres and a temple to Hades. This romantic tradition is recorded by several classic writers, among whom are Strabo, (Geographia, liber 8), Julius Pollux, and others.

Probably the earliest reference to mint preserved in the writings of the ancients, is in the works of Hippocrates, the most celebrated physician of antiquity, born about B. C. 460, who among other things mentioned it as an excitant to amor. A very interesting reference is found in the writings of Aristotle, born B. C. 384, who mentions its well known cooling and soothing effects as well as its antiseptic properties. Dioscorides, the successor of Aristotle in his "Historia Plantarum" also mentions mint but under the name "Edmoia" (fragrant or sweet scented). As we are told by Strabo and other classic writers that the true name was given to some parts of the Greeks

desired the plant to have a name suggesting its fragrance; and the new name seems to have been adopted by most of the later Greek classic writers as well as in the Greek Gospels of Matthew and Luke. Pliny, however, in his "Historia Naturalis," states that the Romans preferred to retain the more romantic and ancient name.

One of the most interesting references to mint in ancient writings is the recorded utterance of Jesus, where, in Matthew xxii. 22, he says "Ye tithe the Mint, Anise and Cummin." The same passage in Luke xi. 42 reads—"Ye tithe the Mint and rue and all manner of herbs." In both the original Greek Gospels the latter name "Sweet-scented" is used. It is worthy of note that mint is the only herb mentioned in both Gospels, and it would hence seem to be the most prominent of all known herbs; and the fact that the laws provided for taxes to be paid in it would indicate that it may have been regularly cultivated in Palestine at that time.

A most interesting account of mint is given by Pliny (23-79 A. D.), in his "Historia Plantarum" (liber XIX, cap. 8), also in liber XX, cap. 14. Among other things he mentions the means of propagation; that on account of its pleasing odor it was used in banquets, and notes also its well-known medical virtues. Ovid ("Fasti" 2) speaks of mint as having magical power, "Obsutum menta torret in igne caput."

Unfortunately neither time nor space permits more than a very brief reference to the writers following the Christian era. The great physicians, Galenus² (liber VI), and Celsus (liber IV), who both flourished in the first century, Dioscorides, in the second century (liber III, cap. 35-36); and the celebrated Arabian, Avicenna (A. D. 980-1037); all were well acquainted with mint and recorded the virtues for which it is to-day prized. In his celebrated book "Liber de Arte Distillandi" (published in 1500 and which was

1 Theophrastus, *Historia Plantarum*, Liber de Latine, *Aristotelium*, Anno 1644. (Ed. 1900)
2 Galeni *Opera*, *Tabulae Venae*, 1503, 5 vols., 1st Edition.

followed with enlarged editions with very many rare plates illustrating the art of distillation and pharmacy), Braunschweig mentions five species of mint, but it is difficult to recognize them all with precision. He speaks of them as *M. Crispa*, *M. Aquatica*, *M. Rubra*, *M. Balsamica* and *M. Sarenica*.

The first printed allusion to mint in the English language which I have yet found, is in the famous "Breeches" Bible, printed in London in 1597 (which derives its name from the rendering of Genesis iii. 7, "They sewed figge-tree leaves together and made themselves breeches.") In this edition the utterance of Jesus already referred to in the Greek, reads "Ye tith Mynt and Annyse and Cummin." In the following year (1598) appeared the splendid folio edition of the works of Matthioli,³ which included the writings of Dioscorides, etc., with annotations. In this work seventeen species of mint are noted, and nine important species engraved: viz.—*Mentha*, *Mentha Altera*, *Mentha Crispa*, *Mentha Graeca*, *Calamintha*, *Calamintha magno flore*, *Calamintha Montana*, *Calamintha aquatica*.

Gerarde's "Herball"⁴ (London, 1633) gives a very interesting description of the various species known to the writer (pages 679-686), with engravings of nineteen varieties, including the "calamints." These are as follows:—*Menthasarivarubra*, Red Garden Mints; *Mentha cruciata*, *Sive crispa*, Croffe Mint or curled Mint; *Mentha Romana*, Speare Mint; *Mentha Cardiaea*, Heart Mint; *Mentha Spicata Altera*, Balfam Mint; *Mentha aquatica Sive Sisymbrium*, Water Mint; *Calamintha aquatica*, Water Calamint; *Mentastrum*, Horsemint; *Mentastrum niueum Anglieum*, Party colored Horsemint; *Mentastrum minus*, Small Horsemint; *Mentastrum montanum J. Clusii*, Mountain Horsemint; *Mentastrum tuberosaradice Clusii*, Turpin-rooted Horsemint.

In Parkinson's "Theatrum Botanicum or Theater of Plants,"⁵ published in London in 1640, very interesting descriptions of mints and their uses are given (pages 30-38), with engravings of twelve varieties named as follows:—*Mentha Romana angustifolia sive Cardiaea*, Hart Mint or Speare Mint; *Mentha Crucata*, Croffe Mint; *Mentha Crispa*, Seispe or Curled Mint; *Mentastrum hortense sive Mintha Sylvestris*, the Maured Wild Mint; *Mentastrum niueum Anglieum*, White Mint or Party Colored Mint; *Mentastrum montanum Sive Pannonicum*, Hungarian Wild Mint. The following specie are given under the heading of "Calamintha":—*Calamintha vulgaris*, Common Calamint; *Calamintha montana praestantior*, the greatest Calamint or Mountain Mint; *Calamintha arvensis verticillata Sive aquatica Bel.* Field Calamint with whorled coronets; *Calamintha minor incana*, Small Calamint.

The first reference to any of the mints under a name suggestive of "Peppermint" appears to be in the "Synopsis Stirpium Britannicarum," (2d Ed.) by Ray, in 1696, his attention having been called to the plant by Dr. Eales, who had noticed it in Hertfordshire. In this work Ray describes it as "*Mentha spicis brevioribus et habitioribus, foliis, Mentha fuscae sapore fervido piperis*;" and in his "Historia Plantarum" (1704, Tom III, 284) he refers to it as "*Mentha Palustris*;" "Peper-Mint." Afterwards Linnaeus gave it the name "*Mentha Piperita*," by which it is now universally known. It is stated that Ray's original specimen, which is still in the British Museum, agrees practically with that under cultivation.

Peppermint also appears to have been grown on

3. Matthioli Medici Casarei Opera quae extant omnia M. D. XCVIII. (Basle-Folio).

4. The Herball or General History of Plantes, Gathered by Iohn Gerarde, of London, Master in Chirurgerie, Very much enlarged and amended by Thomas Johnston, Citizen and Apothecary, London, 1633. (Folio).

5. Theatrum Botanicum: the theater of Plants, or an Herball of a Large Extent, collected by the many years travails, industry, and experience in this subject, by Iohn Parkinson, Apothecary of London, and the King's Herbalist, London, 1640. (Folio).



C. E. HOPPING, Beaver City, Neb.,
President Nebraska Ph. A.

the continent, at Utrecht, as early as 1771, having been mentioned by the botanist Gaubius,⁶ that year. It also was known in Germany and renewed interest was awakened in it through the writings of Knigge.⁷ It became first official in the London Pharmacopoeia in 1721, as "*Mentha piperitae sapore*."

It is well known that the mints have the power of modifying their botanic structure and the flavor of their essential oil by changes in soil, climate, the class of fertilizers used, and methods of cultivation. In this connection I might mention the fact that the Mitcham Peppermint plants, which I imported from England about twenty years ago have already commenced to show modifications in structure, and the flavor of the oil has in the meantime undergone a change approximating more closely that of the original American variety. When visiting the Yosemite Valley, California, famous for its magnificent scenery, a few years ago, I found a species of mint growing there indigenous, resembling *Mentha Canadensis*. No peppermint had ever been cultivated within a thousand miles of this valley, and it is interesting to speculate as to whether this may have been one of the earliest forms of the *Mentha* genus. The flavor of this plant resembled that of pennyroyal *Mentha Pulegium* rather more than peppermint.

The cultivation of mint appears to have been conducted in Japan centuries before the industry had assumed a commercial status in Europe; and though no authentic records to that effect are to be found, it is said to have been known in that country for over two thousand years. The methods of distillation are extremely crude and the variety of plant grown differs both in botanic structure and in the flavor of its oil from the true peppermint plant. The Japanese plant is *M. Arvensis*, and appears such as might be expected from a hybridization of *Mentha Viridis*, Spearmint, and *Mentha Canadensis*. The oil is very inferior in quality to that of *M. Piperita*.

(To be Continued.)

6. Adversarium varii argumenti liber unus, Leidae, M. D. CCLXXI.

7. De Mentha Piperitide, Commentatio, Erlange, MDCLXXX.

SOME INCOMPATIBILITIES OF SYNTHETIC REMEDIES.*

By EDSEL A. RUDDIMAN, Nashville, Tenn.

Agurin.

AGRIN is readily soluble in water, not very readily in cold alcohol but more so in hot alcohol. The solution is strongly alkaline to litmus.

Adding hydrochloric acid to an aqueous solution of agrin does not give a precipitate at once. A dilute aqueous solution gives a bluish-white, gelatinous precipitate with silver nitrate which is soluble in ammonia water, but not in alcohol; the silver is not reduced on standing for several hours. With copper sulphate it gives a blue precipitate. Tartar emetic with considerable agrin gives a white precipitate. Lead acetate and cadmium chloride give precipitates. With mercuric chloride, magnesium sulphate, barium chloride, or platinum chloride, it does not give a precipitate at once, but does on standing. Ferric chloride with excess of agrin gives a red-brown precipitate. Excess of tincture of iodine causes little or no precipitation at once, but if the agrin is in excess the iodine is decolorized and a yellowish, gelatinous mass or thick liquid results which slowly becomes thin again and deposits a white precipitate. Carbon dioxide produces a white precipitate. An aqueous solution of agrin darkens calomel at once. It reduces potassium permanganate to some extent. It is not readily precipitated by Mayer's reagent. It precipitates solutions of many alkaloidal salts. Many of these precipitations are due to the alkalinity of the compound and can be prevented by first neutralizing the alkalinity. Rubbed with chloral hydrate, carbolic acid or piperazin, it gives a mass.

Alumnol.

Alumnol is readily soluble in water but sparingly soluble in alcohol. The solution is decidedly acid to litmus. Adding ammonia to an aqueous solution gives a white precipitate which dissolves in excess of ammonia, giving a blue fluorescence. Potassium hydroxide acts like ammonia. Ammonium carbonate or sodium carbonate gives a white precipitate. With ferric chloride alumnol gives a deep blue color. It does not cause precipitates with lead acetate, silver nitrate, mercuric chloride, barium chloride, potassium mercuric iodide, or tincture of iodine. It precipitates albumin, the precipitate being soluble in excess of albumin.

Ammonol.

Ammonol is a white powder, part of which is soluble in cold water and part insoluble, soluble in hot water, not entirely soluble in alcohol even on boiling. It is alkaline to litmus, and when the bottle is freshly opened it has the odor of ammonia. If it is shaken with water and then filtered, the filtrate precipitates solutions of lead acetate, barium chloride, copper sulphate, silver nitrate, alum, ferric chloride, the precipitates being soluble on adding acids. This filtrate gives the odor of ammonia when heated with potassium or sodium hydroxide. Acids cause an effervescence. It probably contains ammonium carbonate. Most of the precipitations are due to the alkalinity and can be overcome by neutralization. When it is rubbed dry with resorcin, thymol, carbolic acid, or chloral hydrate it gives a mass or liquid. It does not reduce potassium permanganate appreciably.

Diuretin.

Diuretin is readily soluble in water. It is not readily soluble in cold alcohol, but is more so in boiling alcohol. It is strongly alkaline to litmus. The addition of acids to an aqueous solution causes a precipitation, probably of both theobromine and salicylic acid. Even carbon dioxide will give a precipitate.

When a solution of diuretin is added to a solution of copper sulphate a green solution results if the copper is in excess, but a green precipitate if the diuretin is in excess. Silver nitrate gives a white gelatinous precipitate which is soluble in ammonium hydroxide. Calomel is darkened at once by a solution of diuretin. Mercuric chloride slowly gives a white precipitate. Diuretin gives a violet color with a tincture or solution of ferric chloride if the iron is in excess, but a red if the diuretin is in excess; the iron is not precipitated in either case. It precipitates solutions of alum and lead acetate. Ammonium carbonate, sodium phosphate, or borax slowly gives a precipitate with solutions of diuretin, but ammonium hydroxide, potassium hydroxide or Mayer's reagent causes no apparent change. Tincture of iodine is decolorized at first, but added in excess it gives a precipitate. Diuretin precipitates aqueous solutions of alkaloidal salts. When diuretin is triturated dry with chloral hydrate or carbolic acid it gives a soft mass.

Europen.

Europen is insoluble in water, soluble in alcohol, glycerin, and fixed oils. Heat and light tend to liberate iodine, particularly in solution. The solution in oil is of doubtful efficiency, since the iodine slowly liberated combines with the oil. It is not advisable to prescribe it with metallic oxides or salts that have a strong affinity for iodine.

Heroine.

Heroine is sparingly soluble in water, soluble in alcohol, chloroform, benzene, less readily soluble in ether and still less in amyl alcohol. Mixed with water it gives an alkaline reaction to litmus. It combines with acids to form soluble compounds. It deports itself very much like alkaloids.

Heroine hydrochloride is very soluble in water, and is the salt most commonly used. Alkaline hydroxides or salts precipitate it from aqueous solution, but the neutral or acid salts do not generally do so. Tincture of iodine or an aqueous solution of iodine with potassium iodide gives a brown precipitate. Potassium mercuric iodide gives a white precipitate. Dilute solutions of heroine hydrochloride with mercuric chloride do not give precipitates, but an excess of concentrated solution of mercuric chloride gives a white precipitate. From not too dilute solutions it is precipitated by chlorides of gold and platinum. Heroine lessens the fluorescence which quinine gives with dilute sulphuric acid. It interferes with the dichromate test for strychnine when it is present in considerable proportion. Heroine hydrochloride and also the free heroine reduce potassium permanganate. Nitric acid gives a faint yellow which changes to green on standing, more quickly if warmed.

Ichthyol.

Ichthyol is miscible with water or glycerin, precipitated by strong alcohol, neutral or slightly acid to litmus. It is precipitated by ferric chloride, ferrous sulphate, lead acetate, copper sulphate, alum, zinc sulphate, barium chloride, calcium chloride, magnesium sulphate; probably as sulpho-ichthyolates of the metals. From dilute solution it is not precipitated by mercuric chloride, tartar emetic, potassium iodide or sodium phosphate. Ammonium chloride, ammonium carbonate and sodium carbonate give turbidities. Acids combine with the ammonium, precipitating the ichthyol-sulphonic acid. Silver nitrate slowly gives a precipitate. Ichthyol is decomposed by alkali hydroxides or carbonates, liberating ammonia. It precipitates alkaloids from solutions of their salts, forming sticky masses.

Phenocoll Hydrochloride.

Phenocoll hydrochloride is soluble in water. From not too dilute aqueous solution it is slowly precipitated by ammonia, ammonium carbonate and sodium carbonate; the precipitate may come down in flat crystals which refract light, but generally on standing the precipitate becomes brownish and amorphous. Mercuric chloride slowly gives a little white precipitate. Solu-

* Read at the Fifty-First Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

tion of ferric chloride gives a brownish-red precipitate, which becomes brownish yellow on standing; the precipitate is soluble in alcohol. Tincture of ferric chloride gives a deep red solution, which gets brownish-green in a few minutes, and some bubbles of gas are given off. Silver nitrate does not give a precipitate at once, but is reduced and deposited on the sides of the vessel in a few minutes. Gold chloride gives a dark brown precipitate at once, which gets nearly black; platinum chloride, slowly a green precipitate. Tincture of iodine in excess gives a brown precipitate, which redissolves in excess of phenocoll, and the iodine is decolorized. Piperazine sometimes gives a precipitate, probably due to the alkalinity of the piperazine.

Piperazine.

Piperazine is hygroscopic, soluble in water and alcohol, quite strongly alkaline to litmus. In aqueous solution it gives a brown precipitate with ferric chloride, a green one with ferrous sulphate, a white or nearly white with stannous chloride, mercuric chloride, tartar emetic, gold chloride, barium chloride or potassium mercuric chloride. Silver nitrate and platinum chloride give no precipitates. Tannic acid gives a white precipitate, which dissolves in excess of piperazine, giving a purplish color; adding more acid gives a permanent precipitate, but still more acid dissolves it with but little color other than that which the acid alone gives; if the solutions are dilute precipitation may not result, but there is a change of color. Piperazine precipitates many alkaloids from solutions of their salts. Many of the precipitates mentioned above are due to the alkalinity, and will not occur if the piperazine is first neutralized. Tincture of iodine gives a nearly white precipitate. Potassium permanganate is reduced. It forms a liquid or mass when it is triturated with acetanilid, antipyrine, phenol, chloral hydrate or phenacetin.

Protargol.

Protargol is soluble in water, almost insoluble in alcohol, slightly alkaline to litmus. In aqueous solution it gives precipitates with lead acetate, zinc sulphate, silver nitrate, alum, ferric chloride, mercuric chloride, dilute hydrochloric acid, dilute acetic acid or quinine bisulphate. It does not give a precipitate with Mayer's reagent. It decolorizes potassium permanganate. It gives no precipitate with sodium or ammonium chloride or albumin.

Salophen.

Salophen is nearly insoluble in hot or cold water, somewhat soluble in alcohol, or chloroform. The alcoholic solution gives a violet color with tincture of ferric chloride if the salophen is in excess, but if the iron is in excess a red-brown color is produced; if the solution of salophen is previously heated and then mixed with the iron it gives a violet at once. Salophen is said to be decomposed by the alkaline fluids of the intestines. Potassium hydroxide aids its solution in water, probably decomposing it.

Life Without a Purpose a Burden.

Systematized activity is one of the best preservatives against "dull care." Leisure is but a sauce of life which helps to make work more palatable and digestible—the one apart from the other soon becomes disgusting. Men of leisure, as they are called, are most commonly restless, fidgety, and unhappy men. The kindest thing which can be done to them is to deprive them, if possible, of the greater part of their leisure. At first sight it does not seem so, but a very short experience will prove that it is so. Much leisure infers the absence of a purpose, and life without a purpose is a perpetual burden.—Stray Thoughts.

THEORY AND PRACTICE

EXTRACTION OF IODINE FROM CHILI SALT PETER.

M. Newton (Journ. Soc. Chem. Ind.) describes the process employed in the extraction of iodine from Chili salt peter which furnishes almost all of the 300 tons of the element annually produced. The impure and moist nitrates are mixed with 15 per 100 parts of finely powdered charcoal. The mixture is formed into a sort of paste and burned. The cinders are extracted so as to form a saturated solution which is treated with a current of sulphurous acid gas which converts all the carbonates into sulphites. The liquor contains the iodine in the form of iodides. This liquor is added to the mother liquor of the nitrate and the reaction of iodides upon iodates causes the liberation and deposit of free iodine. The product is carefully washed and sublimed. The industry is said to be in the hands of an English trust, which maintains exorbitant prices.

FORMATION OF ESSENTIAL OILS.

E. Charabot and A. Herbert (Comptes rendu.) find that the presence of different inorganic salts in the soil exerts a considerable influence upon the formation of essential oil in the plant. In the case of pepperment they find that ammonium chloride produced the greatest effect in regard to both the weight of the crop and the yield of essential oil. Potassium and sodium chloride had but little influence. Sulphate, especially those of manganese, potassium and ammonium, sodium nitrate and disodium phosphate favor the production of the oil. Inorganic salts diminish the proportion of water in the plant, and also favor the esterification of menthol. There was shown to be a distinct relation between the diminution of the proportion of water and the esterification not only of the menthol but also of the volatile acids.

CONVENIENT PREPARATION OF CHLORINE.

Graebe (Berichte) describes a convenient method of preparing chlorine in small quantities. He utilizes the reaction of hydrochloric acid upon potassium permanganate. The permanganate is placed in a distilling flask, the side tube serving for the delivery of the gas. The hydrochloric acid is brought in contact with the salt, drop by drop, from a delivery tube. At first chlorine is formed in the cold, but as the quantity of liquid increases, a little heat is necessary. To obtain the maximum quantity of chlorine about 10 molecules of hydrochloric acid to each molecule of potassium permanganate are required. Ten grains of permanganate and 60 or 65 Cc. of hydrochloric acid of specific gravity 1.17, yield about 11.3 grains gas.

SOLUTIONS OF ALKALOIDS.

Rosenthal and Chonezen (Pharm. Zeit.) call attention to the disadvantages of certain solutions in oil of alkaloids, such as atropine, digitaline, cocaine, etc. The best solvent is shown to be in each case water, aqueous solutions being much more effective and less irritating to sensitive surfaces, a matter of some importance in applications to the eye. The action of the alkaloids upon the eye is also considerably hindered by the presence of oil. Other disadvantages of oily solutions are their tendency to become cloudy in a few days, and the solutions of atropine and cocaine in oil soon lose their efficiency.

ESTIMATION OF FREE OXYGEN IN WATER.

A. Kaiser (Chem. Zeit.) employs a solution of ferrous sulphate in boiled water and acidulated with sulphuric acid to detect the presence of oxygen dissolved in water. A quantity of this solution is introduced into a flask filled with the water to be tested with a pipette, an excess of caustic potash added and

the vessel stopped) and shaken. A little oxygen is present only a greenish precipitate of ferrous hydroxide is formed while much of the gas is in solution in the precipitate remaining in suspension immediately assumes a golden yellow color. With water free from oxygen the precipitate remains of a greenish-white color. Small quantities of nitrites and nitrates do not interfere with the test.

ANOTHER FERMENT IN ALMONDS.

E. Bourquelot and Herisse (Comptes rendus) concludes from a series of experiments that almonds must contain another ferment besides emulsin. They consider that the hydrolyzing action of the emulsin of almonds upon lactose described by Emil Fischer, is not due to pure emulsin but to another ferment accompanying it. Pure emulsin obtained from other sources, *Aspergillus niger* and the fungus *Polyphorus sulphureus*, has no action on lactose, while the impure emulsin prepared from bitter almonds, peach and apricot kernels, and apple seeds has a marked hydrolyzing action upon that sugar.

HUMAN FAT.

A. Jackle (Zeit. Phys. Chem.) states that the composition of human fat varies considerable with the individual. It consists of simple glycerides of oleic, palmitic and stearic acids, each molecule of glycerine being combined with three molecules of the same acid. The fat of infants a few months old contains less oleic acid and more of the lower acids than that of adults. The composition of the fat obtained from different parts of the body does not differ materially except in the proportion of lecithine and cholesterol present.

PHOSPHORUS IN PHOSPHORATED OIL.

W. Staub (Pharm. Zeit.) has devised a new method for the determination of phosphorus in phosphorated oil, based upon the reaction of the element with copper sulphate. Five Cc. of the oil are shaken with an equal volume of a five per cent. solution of copper sulphate. The color developed after standing varies from light brown to black and indicates the proportion of copper salt decomposed, and the quantity of phosphorus present in the oil.

DETERMINATION OF FORMALDEHYDE IN AIR.

Pers-boom (Hygien. Rund.) proposes the following method for determining the quantity of formaldehyde in the air of rooms which have been disinfected with this compound. A measured portion of the air is drawn through a flask containing an aqueous solution of iodine. The uncombined iodine is then determined.

ARTIFICIAL CIVET

Muehlethaler (Scienc. Zeit.) describes an artificial civet which although of only about one-fourth the bulk of the natural substance exactly reproduces the odor so widely used and valued by the perfumers. For perfume a 5 per cent. solution in 95 per cent. alcohol is recommended.

REACTION FOR CRYOGENTINE.

Mancaux (Reperaire) reports that when warmed with one or two Cc. of hydrogen peroxide cryogentine gives a deep yellow color, passing into orange and finally red. Although this compound is only slightly soluble in water the reaction is sufficiently delicate to indicate its presence in aqueous solution.

HYDRATED SALICYLIC ACID

Sclert (Pharm. Zeit.) shows that the compound sold upon the market by an Italian pharmacist as hydrate salicylic acid is nothing more nor less than the ordinary crystallized product of the market. The hydrated acid was highly recommended and sold for forty times the price of the ordinary compound.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION, neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the *Era*. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Polish for Copper.

(D. P. Co.) We do not make analyses of proprietary specialties. The following formulas have been recommended for metal polishes, and will probably answer your requirements:

	(1)
Oxalic acid	2 ounces
Potassium ferricyanide	4 ounces
Whiting	10 ounces

Mix. This may be used either "dry" or "wet"; is especially recommended for polishing copper, brass and metals. The powder may also be mixed with a little oil and applied with rubbing, the surface of the metal being afterward rubbed dry with whiting.

	(2)
Armenian bole	4 ounces
Rotten stone	4 ounces
Whiting	6 ounces
Oxalic acid	2 ounces

May be performed with oil of mirbane if desired.

If you will substitute whiting or bole for the pumice stone in the formula you have been using you will avoid leaving the "scratches" you complain of upon the surface of the copper. It is almost impossible to remove all of the gritty particles from the ordinary commercial powdered pumice stone. It may be added that for general use in polishing metals prepared chalk or whiting, rotten stone, tripoli and emery are commonly used agents. For the finest work jewelers' rouge (ferrous martis) is employed. This is prepared by calcining precipitated ferric oxide until it assumes a scarlet color.

Manufacture of Linseed Oil.

(Clerk.) The manufacture of linseed oil is quite simple and you will find the process described at length in almost any work on technical chemistry. In outline it is about as follows: The seed is first thoroughly screened in order to remove dust and other impurities, including seeds other than linseed. It is then crushed under large edge rollers, and is after wards put in a steam jacketed kettle where it is heated for a few minutes. It is now ready to be crushed to express the oil. The hot seed is wrapped in a woollen cloth placed in a metal frame and then placed in a hydraulic press. Several frames are pressed together, and on the pressure being applied the crude oil may be seen running down the sides of the press, whence it descends to a small receptacle below. From there it is pumped up first to the storage tanks, and afterwards to the refining apparatus. The seeds after being crushed form cakes that are much esteemed for feeding cattle. When the oil is boiled it is placed in a tank in which is a coil of steam pipes. Here it is boiled for some 12 hours, and is then pumped to the tanks to thoroughly settle and mature. The sediment is termed "roofs," and is used

after proper treatment for making putty, among other things.

Pharmaceutical Synonyms.

(Fresno) We assume you desire a book of pharmaceutical synonyms, something on the order of "Hedges' Polyglot Index," which covers fairly well the principal articles in the materia medica in Latin, English, French, German, Swedish and Norwegian-Danish. "Rudolph's Chemical and Pharmaceutical Directory" gives drug names in English, Latin and German languages. Unfortunately, both of these works are out of print, although you may be able to pick up copies from some dealer in second-hand books. Moeller's International Medical and Pharmaceutical Dictionary in three languages, French, English and German, may also prove of value. It costs about \$1.50. For vernacular German, French and Spanish names of all the important medicinal plants, see Lyons' "Plant Names and Synonyms" (\$2.50). Hoffman's "Popular German Names of Drugs and Medicines" is also recommended. Good medical dictionaries for the pharmacist's particular use are Gould's "Student's Medical Dictionary" (\$2.50); Dunglison's "Dictionary of Medical Science" (\$7); Lippincott's "Medical Dictionary," (\$7) (Prof. Jos. P. Remington of the Philadelphia College of Pharmacy is one of the editors of this work). There are other medical dictionaries.

Color for Dandruff Cure.

(C. W. B.) There is no special coloring substance employed in the so-called dandruff "cures." It may be that some of them are tinted by the manufacturers, but the color of a majority of those we have examined appears to be due to some of the ingredients employed in manufacture. Thus, a dandruff lotion made of chloral hydrate, 1 dram, glycerin, 4 drams, and bay rum, 8 ounces, would, in the opinion of the average pharmacist, need no coloring other than that produced by the bay rum. Neither would mixtures containing resorcin, beta-naphthol or any of the dark colored tinctures sometimes employed, need additional color. In fact, of the half hundred different formulas we have at hand not one of them contains a substance which is distinctively employed for its tinctorial properties. However, this need not prevent you from using any coloring agent you may see fit, and if you will inform us just what color you desire and the kind of lotion or mixture you wish to tint, we will try and help you out. We do not answer queries by mail.

Species.

(S. P. C.) Gould defines "species" as "a name in German and French pharmacy, and in the National Formulary, for certain mixtures of herbs, used in making decoctions and infusions." Dunglison defines the word as "official mixtures of substances cut or bruised. Sometimes used for compound powders, as it always appears to have been formerly." The corresponding word in French is "especies." Typical formulas for "laxative" and "pectoral" species are given in the National Formulary. Here are some others:

(1) Moistens 25 parts of cut senna with a small quantity of water, and sprinkle over it as uniformly as possible five parts of potassium bitartrate, allow to dry and then mix lightly with four parts each of althaea, licorice root, anise, fennel and couch grass, all bruised and cut to suitable size. To produce a diuretic effect buchu or uva ursa may be added. Hager gives this formula for

Diuretic Species:

(2)	
Rest-harrow root (ononidis).....	50 grams
Scoparius.....	50 grams
Juniper berries.....	25 grams
Parsley fruit.....	10 grams
Anise, of each.....	10 grams

(3)	
Chicory root.....	9 ounces
Couch grass.....	2 ounces
Red clover.....	1 ounce
Dulcamara.....	2 ounces

Iodine and Extract of Belladonna.

(T. E.) wants to know how he shall compound this prescription:

Iodine.....	1 dram
Extract of belladonna.....	2 drams
Lanoline, enough to make.....	3 ounces

First reduce the iodine to a finely divided state, as is done in the U. S. Pharmacopoeia formula for ointment of iodine, by means of about 15 grains of potassium iodide and 30 minims of water, and rub with about 2 ounces of the lanoline, gradually added, avoiding, of course, the use of a metallic spatula. In another mortar make an ointment with the extract of belladonna and the remainder of the lanoline, using a little dilute alcohol to first soften the extract. When a smooth, uniform ointment is obtained, gradually incorporate it with the iodine ointment first made. This ointment will gradually change, owing to the decomposition between the iodine and the organic matter of the extract of belladonna.

Blacking for Shoes.

(A. H.) Some experimenting is necessary to overcome the difficulty you have encountered in preparing the waterproof polish for shoes according to the formula published in the July 9, 1903, Era., page 35. It is quite likely, however, that the quantity of lampblack should be increased as also the amount of Prussian blue. Sometimes powdered gall-nuts, iron sulphate, indigo, Berlin and other blues are incorporated in mixtures of this kind in order to impart a good color. Of course, these are merely hints, and their application must be worked out by you. We suggest another trial of the formula. The incorporation of a little formaldehyde or some other suitable antiseptic would probably prevent the fungus growth you have noticed in the other lot of blacking you have made.

French Zinc.

(F. B.) "French zinc" is a name applied by various paint manufacturers to a certain kind of zinc white (commercial oxide of zinc), used as a pigment in painting. We were not aware that this particular kind of zinc white was employed in the manufacture of toilet preparations although zinc oxide is used extensively in various cosmetics. In the powdered form it is very often added to dusting powders, but it is said to have an astringent and drying action on the skin when applied for a long time. A formula containing zinc oxide is given by Piesse under the title—

Perle Powder.

French chalk.....	1 pound
Bismuth oxide.....	1 ounce
Zinc oxide.....	1 ounce

Filtering Pepsin Solution.

(R. L. S.) A great many schemes and devices have been proposed to facilitate the filtration of thick and viscid solutions. Where convenient a filter pump may be attached to the filtering apparatus to good advantage. This facilitates filtration by the production of a partial vacuum into which the filtered liquid falls. In ordinary operations like that of filtering elixir of pepsin the scheme of the National Formulary, viz., admixture with purified talcum, is recommended. Finely picked asbestos fibre and various inert and insoluble powders have also been suggested.

Brown Aniline Dye.

(H. L. S.) Phenyleno brown, also known as Manchester brown or vesuvium, an aniline dye marketed under various names by different manufacturers, is said to be used, either alone or in combination,

made by Gabriel for coloring purposes. A Khipstain & Co., 204 Pearl St., New York, sell an aniline dye for coloring purposes of various shades the name of "sarsaparilla" being used.

GATHERED FORMULAS.

Liquid Metal Polish.

(1)	
Rotten stone	16 av. ounces
Paraffin	8 av. ounces
Kerosene (coal oil)	16 fl. ounces
Oil of mirbane, enough	to perfume

Melt the paraffin, incorporate the rotten stone, add the kerosene and the oil of mirbane when cold.

(2)	
Oxalic acid	1/2 av. ounce
Rotten stone	10 av. ounces
Kerosene (coal oil)	50 fl. ounces
Paraffin	2 av. ounces

Pulverize the oxalic acid and mix it with the rotten stone, melt the paraffin, add to it the kerosene, and incorporate the powder; when cool, add oil of mirbane or lavender to perfume.

(3)	
Pumice	2 av. ounces
Rotten stone	2 av. ounces
Iron carbonate	2 av. ounces
Paraffin	2 av. ounces
Gasolin	16 fl. ounces

Mix the pumice, rotten stone, and iron; pass through a fine sieve to remove all grit. Melt the paraffin and pour into the gasolin; to this solution now add the powder, with shaking to thoroughly incorporate the same (A. E. Ebert, in Meyer Brothers' Drugist).

French Polish.

A French polish can be made as follows: rather complicated, it is worth the trouble: Take one pint of soft water, and mix with it twice as much vinegar; break in small pieces one quarter pound of glue; stir it into the vinegar and water with half a pound of logwood chips, a quarter ounce of finely-powdered indigo, a quarter ounce of the best soap, and a quarter ounce of isinglass. Put all this mixture on the fire, and let it boil gently for at least a quarter of an hour; strain it carefully, put into bottles and cork tightly. When cold it is ready to be used. A clean, soft sponge should be used to apply it.

Restoring Tarnished Gold.

Sodium bicarbonate	20 ounces
Chlorinated lime	1 ounce
Common salt	1 ounce
Water	16 ounces

Mix well and apply with a soft brush. A very small quantity of the solution is sufficient for effecting the desired purpose, and it may be used either cold or lukewarm. Plain articles may be brightened equal to new by putting a spot or two of the liquid upon them from the stopper of the bottle and lightly brushing over the surface with fine tissue paper until sufficiently dried off to accomplish the object intended.

Stove Dealers' Blacking.

Plumbago	1 pound
Brown	1 ounce
Hammer	1 gallon

Dissolve the resin in the benzine and mix the plumbago with it. It is used to give no offensive smell when the stove is used, and to keep the iron from rusting. Another process for a good liquid stove blacking is to mix with powdered plumbago enough sulphuric acids to form a thick paste and to add to it sufficient spirits of turpentine or benzine to make the mixture to the required degree of thickness.

Coating for Damp Walls.

Thirty parts of lime are dissolved in 40 parts of hydrochloric acid and 20 parts of sal ammoniac are

added. A powder composed of freestone, 50 parts, zinc oxide, 20 parts, powdered glass, 15 parts, powdered marble, 10 parts, and carbide tungsten, 5 parts is prepared and made into a paste with the liquid above mentioned. Coloring matter may be added. The composition may be used as a damp-proof coating for walls, or for repairing stonework, or for moulding statues or ornaments (Journ. Gas and Sanitary Engineering).

Depilatory Powder.

Barium sulphide	10 parts
Zinc oxide	5 parts
Wheat starch	5 parts

Triturate intimately to a fine powder. To be used as a depilatory by making a thick magma, which is allowed to remain for 10 minutes on the surface to which it is applied.

Rheumatic Liniment.

Oil of sassafras	2 ounces
Oil of peppermint	2 ounces
Oil of cloves	1 ounce
Tincture of capsicum	1 ounce
Quinine sulphate	1/2 dram
Spirit of camphor	1 ounce
Alcohol to	2 pints

To Remove Iron-Rust from Wash Goods.

To remove spots of rust from muslin and white goods generally, saturate them with lemon juice and salt and expose them to the sun. If one application does not remove them entirely, make a second. It is rarely that more than this is required.

Celluloid Varnish.

Digest 2 parts of colorless celluloid with 20 parts of acetone in a close vessel during several days and with occasional shaking, until a clear, thick mass results. This is mixed with 78 parts of amyl acetate and allowed to clarify by subsidence during several weeks.

Roach Powder.

Insect powder	1 pound
Powdered borax	5 pounds
Red precipitate	10 grains
Colbear	10 grains
Carbuncle	10 grains

Egg-yellow for Bakers.

Crocein B.	1/2 ounce
Alcohol	2 ounces
Water	18 ounces

Dissolve. Used for imparting an egg-like tint to sponge-cake.

Stencil Ink.

Boil together, shellac 2 ounces, borax 1/2 ounces, and water 10 fl. ounces, until the solution measures half a pint; then incorporate a mixture of powdered lampblack or drop black, and gum acacia, each 1 ounce.

Canary Food.

Poppy seed, bruised	1 ounce
Cuttishish bone, ground	1 ounce
Yolk of egg dried	2 ounces
Sugar, powdered	2 ounces
Rusks, ground	8 ounces

Ink for Glass.

Dissolve 20 parts of resin in 150 parts of alcohol and add to the solution drop by drop, and under continuous stirring a solution of 35 parts of borax in 250 parts of water. Finally dissolve 1 part of rectified lin in the mixture.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

ANTITOXINS FREE.

Board of Health Designs to Treat All Citizens Alike,
Shutting Out Manufacturers and Depriving
Retailers of Profits.

Of the utmost importance to all branches of the local drug trade is Health Commissioner Lederle's recent recommendation to Mayor Low that in future the biological products of the health department be free to citizens of the greater city.

This means a loss of several thousands of dollars a year to retail druggists, and the ruining of private manufacturers' local antitoxin and vaccine trade. Of course, the jobbers will also be affected, though not as much.

A few weeks ago the department decided not to sell its products to other cities, nor to citizens of other cities, on the ground that it was unfair to manufacturers, whose products were conceded to be as good as those of the municipality. Dr. Lederle's reasons for his latest recommendations were given to the Era on Saturday.

"In the first place," said Dr. Lederle, "the health department was the pioneer in the use of antitoxin here. Owing to this and to the superiority for a long time of city products over those of private manufacturers, the former became very well and favorably known with physicians, so their use here is now probably greater than all of those of private make combined.

"We were charged with commercialism when we sold to other cities, and the charge was right. We discontinued that practice, confining our sales to citizens of the city. Still we are accused of commercialism, and still the accusation is just.

"The unfairness of giving vaccine and antitoxin free to the poor and charging full prices for it to those who are able to pay and whose taxes pay for that given to the poor is manifest. Besides, the poor's privilege is extensively abused by unscrupulous doctors, as witness the recent arrest of several. Again, in the case of a family in moderate circumstances who dislike to represent themselves as needing charity, yet are unable to pay for high-priced antitoxins, the hardship is pronounced. Perhaps they may take sixteen or twenty-four hours in deciding what to do, while the patient is in immediate need.

"To get around these objections it might be suggested that we should sell nothing at all, but continue giving to the poor. But what would the physician do whose patient was wealthy and who had been accustomed to using our products? To deny them to him and force him to buy those of a private concern would work a hardship.

"So the only thing to do is to treat all alike, and, as the poor cannot buy, give to the rich. And our critics will call that communism.

"But it is not communism. It will be asked why we don't give away quinine, camphor and all other drugs. The question isn't fair. If I go into a school and there see a child with an ordinary case of sore eyes, I would be unlikely to give it much attention. But if the child had trachoma, it would be hustled out and under treatment in a hurry. One is an individual case; the other is a menace to the public health. Quinine

is good in an individual case; antitoxins are for the vigorous protection of the community—the province of the health department.

"In my letter to the mayor I note that the case is not now as it was two years ago.

"The decrease in revenue because of the loss of present sales will amount to about \$20,000 a year, which will have to be carried by an appropriation. Of the \$20,000 about \$5,000 is for vaccine.

Druggists who handle health department vaccine make a profit of 35 per cent. The diphtheric and tetanus antitoxin margin is 10 per cent. Many pharmacies that are not official board of health branches handle the city products.

How the department will distribute antitoxins when the druggists no longer receive commissions on them Commissioner Lederle is not prepared to say. He believes, however, that the druggists will be willing to handle it anyway, accepting as recompense the fact that it brings people to their stores.

There are 254 drug store health department stations in the greater city. Of this number 158 are in Manhattan, 50 in Brooklyn, 19 in the Bronx, 7 in Richmond and 20 in Queens. Some of these stations sell only a small amount of biological material.

There is certain to be vigorous opposition to Dr. Lederle's plan. The drug trade section of the Board of Trade and Transportation will likely take the matter up next month at the regular meeting. The board's reasons for the recommendation are laughed at as unreasonable. "As well say we must all get food free because we taxpayers feed the prisoners on Randall's Island," said Col. E. W. Fitch of Parke, Davis & Co. "We will stop the scheme."

"We are not much affected in this plan," said Joseph Plant of Lehn & Fink, who smiled as he heard that Dr. Lederle expects that communism will be charged, "but as it harms other branches of the trade, we will, of course, oppose it." It is certain that the local associations will speedily organize opposition.

WHOLESALE D. T. B. A. READY FOR SEASON.

At the annual meeting of the Wholesale Drug Trade Bowling Association, held at the Drug Trade Club on last Friday night, officers were elected and arrangements made for the ensuing year. Twenty-one representatives were present.

Vice-President C. A. McCormick of Johnson & Johnson, presided, in the absence of President H. O. Barnes. It was soon decided to play under the rules of the New York Bowling Association, beginning on October 17. The alleys have not been selected.

Entries will be closed on October 3. The General Chemical Co. drops out this year. Those firms already entered are Roessler & Husslacher Chemical Co., Johnson & Johnson, Seabury & Johnson, Bruner, Ritzley & Co., Dodge & O'Leary, Sharp & Dolime, Parke, Davis & Co., and the National Lead Co. Lannan & Kemp, Colgate & Co. and the New York Cheese Co. have not entered yet, and there are rumors that Colgate & Co. may stay out.

These are the officers elected: President, William A. Heumann; vice-president, C. A. McCormick; treasurer, W. J. Carr; secretary, C. E. Meek; statistician, C. Braun; directors, William Norris, John Rudinmann, H. C. Lewis.

FOR REVISION.

Constitution of Manhattan Ph. A. Will be Revised to Make it Agree With Charter.

The Manhattan Ph. A. resumed its work where it left off in June on Monday night and plunged at once into heavy work.

President Erb in an address of greeting recommended that during the winter members write articles on these matters to read at the meetings. New York should be in the forefront in securing anti-foreign legislation, he said, and he urged some action against the foreign stamp nuisance. He assured the association that it is the purpose of the Eastern branch of the board of pharmacy, of which he is secretary, to assist honest men.

Treasurer Hitebeck reported a balance of \$174.06. Secretary Swann said that 368 names had been put on the roll since the association was formed. Several of these had dropped out through lack of enthusiasm, several have died, others moved, and now the membership is in good standing is 218.

Thomas Latham, chairman trade interests committee, had found out by a visit to Commissioner Murray that the latter's opinion was that Mayor Low's inclusion of naphtha and gasoline with benzine in the new regulations governing combustibles "was ridiculous." Druggists cannot keep naphtha or gasoline, said Commissioner Murray, the Mayor to the contrary notwithstanding. He said he guessed it didn't make much difference to the druggists "as they sell it all out of one barrel anyhow."

Then came constitutional discussions. It will be remembered that there was a dispute over President Erb's ruling that an amendment to an amendment—the instance being the addition of \$50 more to the original amendment that the secretary's salary be made \$150 instead of \$100—need not be resubmitted in writing for action at the next meeting, as is the case with an ordinary amendment, but may be incorporated with and voted on with the original amendment at once. President Erb, as chairman of the legal committee, said that they had seen counsel, who disapproved of the ruling. So the salary still remains at \$100.

What was stigmatized as an unwarranted attack upon the association was read by Secretary Swann from the last issue of a drug journal. The article, under the heading, "Charter Provisions Violated," contained an alleged interview with a "prominent member" of the association who charged that the association had for a long time ignored certain provisions of its charter which require a board of fifteen managers, three vice-presidents, etc. The legality of the election of board of pharmacy members by an association that changed its constitution to take in registered pharmacists of the Eastern sections when the articles of incorporation evidently limited membership to the Boroughs of Manhattan and Bronx.

"I took exception to this article," said Mr. Swann. "The prominent member could just as well have come here to make his protest, and, if we were wrong, we could have made the matter right. I want to say the present officers are not to blame."

Reuben R. Smith—"I, there any reason to believe that what this 'prominent member' writes is true?" Mr. Smith was president when the constitution was amended.

Mr. Swann said that the charge was true, and the provisions are unconstitutional. He read from the minutes of three years ago. They were written by the secretary of the board referred to, who at that time had secretary. Nothing in the minutes

show that the amendments done away with the board of managers and the third vice-president were referred to counsel, though the routine of their adoption was legal enough. The amendment increasing scope of membership was upon advice of counsel.

"If this 'prominent member' who kept hammering at the association is found out he should be dropped," said Mr. Swann.

"Is there any doubt that the member and the associate editor and the man who wrote the article are the same?" asked ex-President Smith.

Mr. Erb said that the gentleman in question had visited him that afternoon and had practically admitted that he wrote the article. When asked why he had not brought it up in the association instead of publishing an article calculated to do harm he replied that he had often tried but had "always been hammered down."

"This evening is the first time that I ever heard a controversy on this question," said ex-President Smith. "I was president and present every night that this gentleman was and the subject was never brought up." Other members corroborated Mr. Smith. Mr. Smith said the attack was not on the officers but on the association.

Sidney Faber offered an amendment to add \$50 to Mr. Swann's salary. This, with the rest of all matters and controversies were referred to a committee, appointed on A. C. Searle's motion, to draft a new charter that shall conform with the articles of incorporation. This committee is composed of Arthur C. Searles, chairman; Reuben R. Smith, George H. Hitebeck, J. Maxwell Pringle and S. V. B. Swann.

The disturbing amendments were adopted, entirely without discord, or idea of unconstitutionality, because it was found after the association had existed for a year or so that a board of managers was entirely unnecessary and cumbersome. For the same reason the third vice-president was done away with. The latter will be reappointed and the board of managers will be resurrected, though only in name, as it will likely be made up of the officers and several existing committees. The amendment for increase in secretary's salary will probably go through without opposition.

R. Reuter, 449 Tenth Avenue, and Herman H. Bruer, Hamburg avenue, Brooklyn, resigned.

SOME INTERESTING EXCISE FIGURES.

Some figures relating to the sale to druggists of stamp books under the newly-amended liquor tax law which are furnished to the Era by State Excise Commissioner Patrick W. Cullinan, when taken in connection with the report made by Mr. Cullinan for the fiscal year ending April 30, 1901, afford opportunity for some interesting comparison and deductions.

During the three months since the amendment went into effect, on May 1, 1901, to August 31, the number of books sold and revenue received was as follows:

	Books.	
Greater New York,	228	\$1,130
Balance of State,	663	3,315
Total in State,	891	\$4,445

During the fiscal year ending on April 30, 1901, there were issued to the druggists of the State and city 1,226 liquor certificates permitting sales under about

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the same conditions as provided in the amendment. The revenue on these certificates was \$6,130.

Thus, it seems, fewer druggists are selling liquor than in 1901, despite the fact that there are many more pharmacies in the State. It also appears that the revenue will amount to considerably more, probably twice as much, at least, now as then.

But the most striking fact brought out is that, apparently, only about one-fourth of the druggists who sell liquors are in Greater New York. This was not true in 1901, however, as, of the total number of certificates issued, 564, or nearly one-half, were to New York, Kings, Richmond, and Queens counties, nearly all of which are within the greater city. Of this number New York county had 356, Kings 171, Queens 22, and Richmond 15.

There are 4,110 registered pharmacies in the State, about one-half being in the city. One druggist in every ten in the city and one in every three in the State outside of the city has a stamp book. The general average for State and city is two in every nine.

There are many sections in this city where liquor is not to be had at any of the pharmacies, a person trying, for instance, to purchase brandy in a drugstore in Sixth avenue between the intersection with Broadway and Fifty-ninth Street, would likely give up the attempt as a futile one.

INSURANCE PLANS READY FOR INDORSEMENT.

Final steps of completion are being taken by Emil Reller, chairman; George Gregorius, George Kleinau, E. C. Goetting, and A. Wortmann, comprising the committee appointed by the German Apothecaries' Society to formulate plans for the new Lloyds' druggists' co-operative fire insurance company, which is designed to take in all druggists and physicians in the country who wish to join.

The committee had a full and enthusiastic meeting on Monday. A conference with their attorney comes on Saturday, and then, on next Thursday night, at the first fall meeting of the society, the plan will be announced and proposed for adoption. A committee of co-operation appointed by the Bushwick Ph. A. will be present.

Thomas F. Main's report on insurance before the N. W. D. A., at Boston was discussed by the committee on Monday. The facts given in this report make one of the strongest arguments for cooperative insurance inimitable. It says:

"A synopsis of the expenses and losses of the twenty leading American companies for a period of ten years shows the average expense to have been 36.1 per cent. Average losses 57.1 per cent; an expense of over 60 per cent. for the collection and distribution of the money paid for losses, which appears to be an enormous and unjustifiable tax upon the mercantile community.

"In the Individual Underwriters and the Reciprocal Underwriters of New York—two factory and mills insurance mutuals of New England—the members, while paying the premiums at which their risks are rated by the old line companies, receive substantial yearly rebates in dividends which materially reduce the cost of their insurance.

"In both the Individual and Reciprocal Underwriters the expenses are not allowed to exceed 15 per cent. of the premium incomes, while the losses, on account of the high grade of risks, and the adequate fire protection, are reduced to a minimum. It is claimed that in the Reciprocal Underwriters at least 50 cents of each dollar of premium is saved to subscribers. One of our members insured in the Reciprocal, and paying premiums at the rate of 80 cents, informed your committee that his dividends during the last five years had been such as to make the average cost of his insurance two cents per thousand. The cost of insurance in these New England Mutuals for the whole term of their existence up to 1901 had been 15 cents upon each \$100 of insurance, and the cost last year is said to have been less than 7½ cents, a remarkable showing this, when it is remembered that the cost of insuring mills in old line

companies prior to the formation of the New England Mutuals was \$2.50 on each \$100 of risk."

State Insurance Commissioner Zeno M. Host of Wisconsin, when the druggists' treatment by old line companies was particularly obnoxious, in his annual report, says that the only way possible in which life insurance business can be rightfully conducted is by combining a large number of individuals, who, by contributing to a common fund, insure themselves. Such a business, he says, is no more than a large partnership, and perfect equity should be maintained among its members or policy holders.

CARBOLIC ACID SALES TO BE REGISTERED.

Pharmacists of New York city should remember that the State penal code requires the registration of carbolic acid sales. There seems to be a widespread belief that pharmacists are protected as by a mantle by the pharmacy law from conflicting parts of the penal code. This is not true, and, while the board of pharmacy cannot prosecute for non-registration of carbolic acid, the pharmacy law exempting it, the courts have held that, in case of conflict between the two laws, it is the penal code that "goes."

To be safe the pharmacist must register carbolic acid sales. At any moment a case may arise from suicide or accident that will reveal his negligence to the police, and the pharmacy law's exemption will not shield him from punishment as a misdemeanant. It is thought by some that the pharmacy law should be amended to include carbolic acid among the poisons to be registered.

The penal code requires that morphine and other opium preparations, except paregoric and preparations containing less than two grains of opium to the ounce must bear a scarlet label with name of the article in white letters and name and address of the dealer. Prescriptions in which the dose of opium is more than ¼ grain, or morphine 1-20 grain, must not be refilled except by order of the physician. In registration the penal code requires sales of poison to be entered in book, with the name and address of a witness known to the dealer. The sanitary code of the city agrees with the penal code.

SANITARY CODE DEFINES SUBSTITUTION.

In the definition of substitution by the new sanitary code prepared by the board of health of this city there can be no ambiguity where the U. S. P. provides no standard, for every other standard in this and every other country is included by the code, as well as the standard claimed for the goods by the sellers. It is substitution when:

(a) If sold under a name recognized in the U. S. P., it differs from the standard of strength, quality or purity laid down therein.

(b) If sold under a name recognized in any other recognized standard or authority of this or any other country, it differs from the standard of strength, quality or purity provided thereby.

(c) If its strength or purity falls below the professed standard under which it is sold.



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A SCHEME THAT HAS ITS DRAWBACKS.

At their next meeting the Syracuse D. A. will discuss the formation of a club in that city whereby a person gets medical attendance and medicines for one year by the payment of \$6. This club is being formed by an outsider who has secured three physicians who hold themselves ready to attend any member of the club, including operations, for the sum of \$6, whole families for \$10.

The druggist who is in the scheme agree to put up prescriptions for these doctors at the uniform rate of 25 cents. The promotor has obtained the name of a prominent druggist, and all are ready to do business. The question is whether this druggist is doing anything not allowed by the rules of the association. The private opinion of several is that he is within his rights, but that it would be for the best interest of the trade to keep out of such schemes. It is pointed out that the physician will prescribe the cheapest drugs, so that the club may profit and that it will encourage substitution. It is said that the plan under which the promotor is working has succeeded in other cities through questionable means. Where doctors have knocked the scheme they have put all their agents in his territory and taken so many of his patients that he has been obliged to fall in line. The S. D. A. will probably pass resolutions of approval.

AN UNFORTUNATE ERROR—NOT DR. A. L. GOLDWATER.

Printed works are usually read, but if not re-memorated with the utmost care they often give impressions very different from those intended, and unfortunately sometimes with grave results to innocent persons.

It was a circumstance of this kind that linked the names of Dr. A. L. Goldwater and William Turner, 2380 Third Avenue, with an account of substitution of filling systems, prescriptions, sodium mixed with kcepodiam, Mannitol with containing precipitate chalk and the one published in the Era, of September 10th, under the title, "New Way to Fill Prescriptions."

A report of the cases of the board of pharmacy against Mr. Kaiser and the Goldwater pharmacies—not Dr. A. L. Goldwater, as stated in the Era—appeared in an adjoining paragraph, and gave rise to the false impression that the violation named in the preceding paragraphs were those charged. As a matter of fact the persons named were presuntively innocent of any charges, for the judge threw the cases brought against them out of court, because a postponement was requested on the sole ground of sudden illness of counsel, who was personally present in court—not as stated in the Era, because Dr. Ferguson, the chemist of the board, had not returned from his vacation.

Under our system of law a person is held innocent unless proved to be otherwise, and this apparent trial and conviction in the columns of a journal was entirely unintentional. This explanation is a duty performed voluntarily and most gladly.

NEW YORK NOTES.

—Visitors downtown: Andrew Van Antwerp of G. Van Antwerp & Son, Mobile, Ala.; Dr. J. L. Horsey, Ferdinandina, Fla.; R. L. Hicks, Bainbridge, Ga.; Robert Baird McLain, Wheeling, W. Va.; Joseph F. Delaney of Smith Bros. & Co., McKinney, Tex.; A. D. Thompson, Minneapolis, Minn., head of A. D. Thompson & Co., who wasn't named after a telegraph company; Mr. Young, head of Lee & Osgood Co., Norwich, Conn.; George H. Battier, Memphis, Tenn., and his son, who will attend Columbia University; O. F. Fuller, Fuller & Fuller Co., Chicago.

—Drug Trade Club guests: A. R. Fellows, Chicago; James G. Stanley, Baltimore; J. C. Robinson, Dallas, Tex.; A. Biron, Grasse, Germany; C. P. Michaels, San Francisco; H. A. Hover, Denver, Tracy Hover, Denver; William E. Grant, Bridgeport, Conn.; Hon. Ferdinand W. Peck, Chicago; Clarence I. Peck, Chicago; J. P. Remington, Jr., Philadelphia; Charles Thompson, Minneapolis; A. G. Thompson, Minneapolis; George I. Berridge, Detroit; William E. Lukens, Philadelphia.

—Tom Fraser, of the Fraser Drug Co., 22 Duane street, according to a prominent wholesaler, is extensively victimizing Western manufacturers. If these victims, past and prospective, could see Fraser & Co.'s signs—one a letter head nailed to the wall down stairs and the other a penny-in-the-slot-machine stamped aluminum strip nailed to the door upstairs—they would need no further exposition of his resources.

—Mrs. W. K. West of Toledo, O., owner of two very prosperous drug stores there, naively remarked, while visiting here this week, that she had been married "since September." She is now Mrs. Phillips, and wouldn't acknowledge that she was here on her wedding trip, though Mr. Phillips was with her.

—Lectures began at the Brooklyn College of Pharmacy on next Monday. To-morrow and Saturday will be occupied by registration. Christmas holidays begin on December 24 and studies are resumed on January 4. Every prospect points to a very good attendance.

—The "Co-operative Drug Store of Harlem" has been opened at Madison Avenue and One Hundred and Tenth street by I. Langshel. Patent medicines at cost. Prescriptions at reduced rates. It is said that Samuel Elk and Charles Lavitan are the owners.

—James Hazlett, formerly with McKesson & Robbins and then with the Wise Drug Co., Broadway, is now manager in this city for the Albaline Co., at 51 Hudson street, and will introduce their new specialty here and in New England.

—The New Jersey C. P., Newark, began its season of 1903 on Monday, September 14, and will close on Saturday, April 9, 1904.

NEW ENGLAND.

DRUGGISTS ALONE MAY SELL CIDER.

Cambridge, Mass., September 22.—Cambridge is pretty well wrought up over the sale of cider and it now looks as if the druggists of that city would benefit greatly by the workings of the new law, which the chief of police says he intends to enforce to the letter. Under this law the druggists are permitted to sell, whereas grocers and dealers who have heretofore dispensed the famous country drink are now prohibited from doing so. Chief Cunningham says that, under his interpretation of the statutes, applicants who wish to purchase cider from druggists must fill out a blank in the same way as if buying liquor, even if the "juice" is wanted for cooking, mechanical purposes or medicinal uses.

MERCHANT & WILCOX'S MORTAR AGAIN.

Clinton, Mass., September 22.—Not a little politics has been stirred up owing to the action of the selectmen in removing the mortar sign in front of the store of Merchant & Wilcox. Two years ago the same mortar was removed by the road commissioners. Finally it was set in place again. Now, for the second time, it has been taken down without the consent of the owner, and, it is rumored there will soon be "something doing" in the legal line. Harry A. Wilcox has been advised by counsel to take action against the selectmen individually. Two political factions of the town are divided over the controversy, which is daily becoming of more importance.

THE BAY STATE.

Coming Home from Seashore and Mountain Resorts—
New Chemical Company for New Haven—
—Marriages.

—H. E. Heebner, druggist of Lee, will never again doubt the efficacy of dreams. He was out driving one night with Mrs. Heebner and lost his whip, a new and expensive one. Retiring he soon found himself in the land of dreams, and plainly saw himself driving over the same roads. Then he saw his whip with the butt end standing on the ground and the lash caught in the limb of a tree. In the morning he lost no time in driving to the place, and sure enough there was his whip exactly as he had seen it in the dream.

—Clerk Demison of Robbins's, Woburn, is enjoying a two weeks' vacation in Nova Scotia. Alvin W. Lawrence, prescription clerk of Southworth's, Malden, and Mrs. Lawrence are home from Springfield, Vt., where they spent their vacation. Robert Barnes has left Hall & Lyons's, Waltham, to attend school. John Finn of Duffy's, Lawrence, has returned to his work after a rest at Salisbury Beach.

—George Fox, of Henry A. Burdette's, Worcester, has gone to Jefferson Medical College, Philadelphia, while Clarence Holland of the same store has gone to work in a store at Lowell. Arthur Sumner of W. C. Gregory's, Salem, is enjoying a trip through the White Mountains. L. D. Etnan of R. D. E. Willard & Sons, Pittsfield, is home from New York.

—Andrew Mahony has left Flynn's, Arlington, and is now at Desmond's, same town. Steven Connor has entered the employ of W. E. Sibley & Co., Gardner. Wallace Priggs of North Adams, has taken a desirable position at the Wilson House drug store. Henry Barrett of Heagney's, Lynn, is visiting his native town of Clinton.

—Ernest L. Pinkham, who has been operating a drug store at Worcester, has gone to West Medford, where

he is to manage a large store. His successor, a Mr. Arnold, comes from Roxbury, and Irving Howatt, who has been employed with Mr. Pinkham, will soon leave to join his former employer in his new place.

—The chairman of the committee which had charge of the arrangements for the big druggists' convention in Boston a few days ago, Charles F. Cutler, is authority for the statement that more than \$10,000 was spent in entertaining the visitors. At the Hotel Somerset alone the bills footed up to nearly \$1,000.

—George L. Burrows, formerly employed by Theo. Metalf, Boston, is serving as pharmacist at Harry H. Hovey's, Whitman. Clarence E. Brown, druggist of Beverly, is home from a pleasant trip through the Provinces. Alfred Roy of Melville's, Lawrence, is home from Canada.

—J. Russel Marble, druggist of Worcester, was about to board a sleeping car for a trip away from home the other night, and, leaving his dress suit-case to make an extra purchase, returned to find someone had quietly walked away with it during his brief absence. Not recovered.

—Edward M. Allen, druggist of Andover, was married to Miss Susibel M. Holt, the daughter of prominent residents of Nashau, N. H. Arthur J. Stove, drug clerk of Worcester, has taken out a marriage license to wed Miss Abbie E. Gates, a milliner of the same city.

—Considerable interest has been aroused in Brockton by the arrest and conviction of William H. Watson, proprietor of the Brunswick pharmacy, on a charge of liquor selling. He was fined \$75, appealed, and was held in bonds of \$300 for the Superior Court.

—Frank Craig is back at Clarke's, Lawrence, after two weeks' vacation. Fred F. Francis, popular clerk at Marshall's, Beverly Farms, is enjoying a trip to Brunswick. William Gowen, well-known clerk at Creasey's, is on his vacation.

—Edward G. Rodick's alleged unlicensed drug store, No. 40 Causeway Street, Boston, was raided a few nights ago and Rodick was arrested on the charge of making an illegal sale of liquor. The case has not been tried.

—Frank Gillis, clerk at Charles H. Collins's, and Ezra Pearson, clerk at Walter A. De Wire's, Milford, are spending their vacations in Cleveland, O. George F. Burkhill is again at F. W. Boulton's, after a needed rest.

—Captain Church Howe, at one time proprietor of the Bay State House and a drug store at Worcester, and who is now connected with the U. S. consular service, has been transferred from Sheffield, Eng., to Auzwep.

—William J. Schooff, a Melrose druggist, was fined \$200 for illegally keeping and exposing liquors for sale. More than forty gallons of ale and thirty gallons of whiskey were seized. Schooff paid the fine.

—Lewis Whitney has resigned from Mason's, Franklin, to accept a similar place in Palmer. Arthur Burke, another employee at the same store, is to have a position with the Boston & Albany R. R.

—W. B. Chandler, druggist of Merrick, has been appointed postmaster in place of Caleb D. Kinner, resigned. The office has for some time been located in Chandler's store.

—K. P. Sargent & Co., Everett, have recently placed a handsome new Puffer fountain in their store at Main

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

and Oakes Street. The banquet is of splendid Mexican style.

A well known young Nashua, N. H., druggist, W. H. Deane, was, a few days ago, married in Miss Clara N. Weston, at the home of the bride in Somerville, Mass.

The announcement is made that the Ava Chemical Co. of New York is soon to open a laboratory for the manufacture of its products at North Adams.

Clinton C. Cook, druggist of Orange, is greatly in demand as a judge for horse races and has already officiated at several this season.

Homer McNeil, druggist of East Gloucester, has bought a fine yacht, *Amastasia*, and will enjoy the sea this fall and next season.

Many curious spectators have gathered around the Seth A. Emery's window, Worcester, to see a five-pound mouse.

A W. Bowker's pharmacy in the new Bowker building, Brookline, has been remodelled and handsomely fitted up.

Henry Cobb, clerk at C. C. Hearn's, Quincy, is enjoying an outing of two weeks in New Hampshire.

FROM MAINE.

S. S. Lightbody, a Waterville druggist, has just been sentenced to jail for liquor selling. Two odd cases, one for common sale and one for keeping a drinking house and tipping shop, were in order for sentence this term and the respondent's counsel requested that they be suspended until January owing to illness in the respondent's family. The county attorney told the court that he wanted to show that no distinction was made between the "high toned" and the "low toned" rum-seller. The Court then sentenced Lightbody to pay a fine of \$100 for common sale, and, in default of payment, to serve sixty days in jail; for drinking house and tipping place a similar sentence was imposed.

J. Earle Freeman, clerk in Chapman & Wymans, Portland, is on a two weeks' vacation at Sherbrooke, P. Q. William H. McKone, the affable clerk at Winship's, Central Square, same city, is spending a fortnight at Fairfield in the meantime his place is being filled by Charles Mountford of North Deering. Earl Wakefield, clerk for Jackson Brothers, Augusta, has returned from his vacation at Capitol Island.

The case against James L. Burns of Washington, who was sued for \$25,000 damage by Mrs. Warren Jackson of Liberty, whose husband, it was alleged, was killed as the result of taking what was sold for tincture of rhubarb and is alleged to have been deadly poison, has been settled out of court for a large sum. The case was to have been tried this month.

Liquor deputies are again on the war path in Portland. A few days ago they went into the drug store of Mr. Cross and seized various liquors. The proprietor was ordered to appear in court later. Another seizure was made at the store of Charles Landers, where they took a gallon of whiskey. Mr. Landers was fined \$100 and costs. He appealed.

Joseph F. Young, druggist at 245 Water Street, Augusta, has made an assignment to Williamson & Brewster. Liabilities are figured at about \$1,000 and assets at about the same amount. It is understood that Mr. Young will continue his business and that his present embarrassment will be settled.

Arthur E. Benson, secretary of the Ava Chemical Co. of New York, will in Bangor recently where the society expects to establish a large plant. Mr. Benson did not go, as soon as arrangements can be made another factory will be established at some other point in Maine.

Frank P. Burns, manager of the Woodmont drug store, Woodland, was married a few days ago to Mrs.

Josephine G. Pratt of Auburn. Mr. and Mrs. Burns are enjoying a wedding trip through Canada.

The Chamberlain County Pl. A. spent a pleasant day at Spurwink, a short distance from Portland, lately. A large number of druggists seized the opportunity of enjoying a day among their brethren.

Charles F. Fowler, whose Main Street store in Bangor is always artistically arranged, now has in his window a display of growing tobacco plants in full bloom.

CONNECTICUT.

Judge Wilbur F. Davis has been appointed temporary receiver for the bankrupt estate of George L. Ellsbree, Meridan. On Mr. Ellsbree's books are thousands of prescriptions representing the accumulations of thirty years. Nothing will be done about settling up affairs until the referee has called a meeting of the creditors. In the meantime, the business will be carried on by Judge Davis, with Joseph Ryan, who has been head clerk in the store for some time, directly in charge. Eventually, it is thought, the business will be offered for sale.

The season closed at Woodmont-by-the-Sea last week and the two New Haven druggists who had stores there packed up their goods and returned to town. The summer has not been very profitable on account of the weather. A. B. Norcross, whose first season it was at the shore, has taken up again the management of the Union pharmacy. Col. John W. Lowe, just closing his tenth season at the shore, may not open another year, but may now retire permanently from the drug business.

H. R. Sperry, manager of the C. S. Leete wholesale house, New Haven, is in Washington, D. C., for his vacation. J. M. Jacobs of the same firm, has just returned from a trip to the Catskills, and H. C. Chamberlain returned last week from his summer home at Morris Cove.

P. P. Lane, who expects to get his M. D. from the Yale Medical School next June, has just returned to New Haven for the opening of the fall term. He has been clerking in a drug store in Stratford during his vacation.

The store of R. L. Emberfield, Jr., Hartford, was sold to John R. Childs, for the last nine years night man at L. H. Goodwin's, and before that with J. R. Shannon & Co. Mr. Childs is a pharmacist of high repute.

Mr. and Mrs. John C. Nichols of New London, have just returned from a long vacation in the West. While away they visited Denver and climbed Pike's Peak. They return delighted with their experiences.

C. T. McKesson of New York has been making a tour of Connecticut recently, looking for a suitable place to open a drug store. He has not decided whether he will locate in Hartford or New Haven.

The third son in the family to get a druggist's license is John W. Parker, Jr., of New Haven, who has just passed the examination. His father is a well-known druggist in that city.

"Doc" Hull, New Haven, whose interest and connection with Yale athletics is hardly secondary to his drug business, has just returned from a vacation at Astory Park, N. J.

The Wallingford druggist J. E. Shortelle, has removed into new and more commodious quarters in the large and handsome block in that town which has just reached completion.

The announcement has just been made of the mar-

riage in Hartford of druggist L. H. Harris to Miss Sarah Tulin, daughter of S. D. Tulin.

—F. B. Brill has opened a new store in West Haven. He has a new building to go into, and this is his sixth venture in the drug trade.

RHODE ISLAND.

—Rhode Island druggists seem to have an aptitude for politics. Now, when the fall campaign is opening, the names of men well known in the trade frequently appear. Gilbert R. Parker, president of the R. I. Ph. A., is an alderman in Providence. John E. Reynolds is another member of the same board. P. J. Gaskin of Valley Falls, is president of the Cumberland town council, and has represented the same town in the State Senate. Charles E. Channon is a member of the Warwick town council, and has served several terms in the Lower House of the General Assembly as representative from the same town. S. W. Himes of Phenix, was the leading member of the town council of his town for several years, and Nicholas F. Reiner, who is now a member of the board of pharmacy, was for several terms State Senator from North Providence.

—William Patterson of Valley Falls, is said by some of his fellow-druggists to have the largest collection of undeveloped photograph plates in the State. The Valley Falls pharmacist and his camera are always in evidence at clamakes and outings, but his subjects aver they have yet to see a proof of his pictures, or an evidence that his snapshots have ever hit the mark aimed at.

—Peter McNally, a Providence druggist, who has a place on Atwells avenue, lost both the sum of \$90 and a young man who had been working for him one day last week. The clerk, pleading an urgent message from his father, was permitted to leave the store. An hour later Mr. McNally found the money had been taken. The clerk could not be found.

—M. W. Collins of Providence, general manager of the Rhode Island Drug Co., is making arrangements for the opening of a fourth branch store in this State. The company already has stores in Providence, Bristol and Westerly, and is doing a large business.

—Alexander McGunnagle has moved his pharmacy into the new block at the corner of Dexter and Garfield streets, Central Falls.

PENNSYLVANIA.

INSIST UPON OBSERVANCE OF THE LAWS.

Philadelphia, September 22.—A cheerful shake-up is pronounced in the lower part of the city. Things have been running in a particularly loose way there, many stores being operated under borrowed certificates, the manager turning up once a month or so to draw a five-dollar bill for the use of the parchment. The new Philadelphia end of the board of pharmacy has taken quite a lively interest in these alleged abuses, and has held several conferences with certain representative apothecaries in the section named. A firm and corrective hand will be speedily laid upon these violators, much to the delight of the men who take pains and pleasure in running their stores in a strictly legal way.



C. F. SHOEMAKER, Philadelphia, Pa.
President N. W. D. A.

On the return of Mr. Clayton F. Shoemaker, the newly elected president of the N. W. D. A., his first visit was naturally to his office and desk at Shoemaker & Busch's. When he reached his unassuming corner, a bunch of 100 American beauties peered at him from the top of the malogony, and turning quickly around he found the whole office force lined up behind him. "Busch, what the mischief does this mean anyhow?" exclaimed the astonished Mr. Shoemaker, and a chorus of "speech, speech," went up. Mr. Shoemaker is a modest man, and, as Mr. Busch described the performance, tried to get in the desk and pull the top down. Failing in this, he thanked the "boys and girls," gave them all a handshake, and, five minutes later, the head of the firm was transacting business as usual.

WILKINSBURG DRUGGISTS CAPITULATE.

Pittsburg, September 22.—After a fight, which has lasted all summer, with the "Committee of Twelve" who represent that element desiring the enforcement of the old Blue Laws, the Wilkinsburg druggists have finally raised the white flag and surrendered. Very little information is being given out from either side, but it is understood that one of the conditions in the peace agreement was the dropping of all suits now pending. More than 150 informations have been filed and the cost has footed up to over \$5,000. Suits and counter suits have been filed by both parties, and so fierce did the battle rage that the entire town was arrayed on one side or another. It was not long until many of the druggists found that a number of their regular customers, who were in sympathy with the Sunday closing element had discontinued their patronage. This had the effect of bringing about a decision of all but two stores to close on Sunday. The two to remain open were the Smith Drug Co. and S. W. Covell, who continued the fight until last week, when they also surrendered. Wilkinsburg has a population of nearly 20,000 people and it is not possible to purchase either soda water, cigars, or confectionary in the entire town on Sunday.

PHENALGIN
Put up in One Ounce Bottles Only.

Powdered..... Per ounce \$1.00
Pluk Top Capsules..... Per ounce 1.00
Tablets, 2½ grain only..... Per ounce 1.00
ETNA CHEMICAL CO New York, U. S. A.

DRUG CLERK IN SAD FLIGHT.

PITTSBURG, September 22.—After an absence of five years from home, his parents believing he had sacrificed his life in the late war, Earl McGregor, a drug clerk, has been located in the Ohio penitentiary at Columbus where he has served three years of a ten years' sentence for burglary he is now thought never to have committed. The young man had formerly worked in the drug store of Dr. C. H. Brodenbach of Dayton, O., and made his home with his parents, who, about the time of the trekking out of the Spanish war moved to Pittsburg. Young McGregor continued on in his position for awhile, but subsequently resigned it and travelled through West Virginia. Here, while travelling on a freight train, he fell in with strangers, with whom he was arrested on a charge of robbery. Most of his companions were identified and along with them he was sentenced to ten years in the penitentiary which he entered under an assumed name to save his family from disgrace. An active interest is being taken by friends in his case and efforts looking to his release are being made.

OTHER HAPPENINGS.

—The Record of the class of 1903 of the Philadelphia C. P. has made its appearance. It is bound in soft, rough leather, is printed on excellent, highly finished stock and contains a number of very fine engravings. The volume is dedicated to the president of the college, Howard B. French, of whom an excellent likeness is presented. The members of the class having charge of the publication are: D. James Harbaugh, editor-in-chief; Lewis N. Moyer, editor; Harold B. Morgan, associate editor; Robert O. Hoover, treasurer; Henry A. Smith, business manager; Charles E. Shulito, assistant business manager; and George L. Holstein, second assistant business manager.

—The Philadelphia A. R. D. in a circular says: "Your committee expects the party representing the P. A. R. D. to be the largest delegation attending the N. A. R. D. convention. Every member must put forth his best effort to arrange his affairs so that his presence will be an assured fact. The retail drug trade is now passing through a very critical period, and it behooves every member to do his share to bring about a betterment of existing conditions. You are a member—do your share—attend the national convention.

—Harry Irwin, of W. J. Gilmore & Co.'s travelling force, Pittsburg, and Miss Fossie Malan of Wellsburg, W. Va., were married last week at the home of the bride's parents. They are now on their wedding trip which will consume several weeks, after which they will make their home in Pittsburg.

—A. H. McFarren, Pittsburg representative for Johnson & Johnson, has just returned from a three weeks' pleasure trip through Western states, where he went as a guest of some prominent railroad men.

—R. S. Grosvenor of Johnson, was in Pittsburg last week purchasing a stock order for a new store which he will open in the former city.

—A fire started in the office of E. J. Kretz's new store in Herren Avenue, Pittsburg did several hundred dollars damage.

—A new store to be known as the Food Pharmacy Co. has been opened at Sheridanville.

ALEXANDER R. THOMPSON, a well-known chemist and for more than thirty-five years manager of the department of the chemical works of Powers & Wadsworth at the Falls of Seneca, died of cancer and leukemia, aged 87 years.

THE SOUTH.

ALL ABOUT OUR ARMY BOYS.

Washington, D. C., September 22.—Frank O. Nicodemus, sergeant first class, Fort Sheridan, gets a three month's vacation from September 15. Henry C. Krause, sergeant first class, Fort Brown, is transferred to the general hospital, Fort Bayard, N. M., to relieve Francis L. Oltmans, sergeant, first class, who goes to Fort Brown. Martin Rose, sergeant, first class, is relieved from further duty at Fort Yates, upon the withdrawal therefrom of Company I, Twenty-first infantry, which he accompanies on its march to its new station, Fort Lincoln, where he will report for duty.

Sergeant Ralph E. Gregg, Fort Ethan Allen, Vt., is promoted to be sergeant first class.

During the serious illness of his mother, Sergeant McKeehan, Fort DuChesne, Utah, was on furlough at Kansas City.

The following are assignments and changes.

W. H. Lyons, Ft. Ethan Allen, Vt., to Porto Rico; P. O'Reilly, Havana, Cuba, to Calanias; H. J. Walls and W. H. Vinal, Cuba, to U. S. to accompany troops; J. Walton, U. S., to Cuba; T. Robinson, to Philippine Islands; G. J. Westerdahl, P. I., to Ft. Lincoln, S. D.; C. S. Benche, P. I., to Ft. Leavenworth, Kans.; W. S. Baker, P. I., to Ft. Reno, O. T.; F. Lahm, Ft. Reno, O. T., to Ft. McDowell, Cal.; Leo E. Kensly to Monterey, Cal.; Patrick O'Brien to Philippines; John R. Sands to Ft. Baker, Cal.; A. Korn to Hot Springs, Ark.; W. J. Donahy to Presidio, Cal.; O. F. Free, furlough; G. S. Carty, retired; F. O. Rose, discharged; R. M. Walker to Ft. Missoula, Mont.; A. A. Benjten, sick at Presidio, Cal.; J. Buhel, discharged; R. A. Dickson, discharged, now a Sgt. H. C.; B. L. Jacobson, to U. S. A. T. "Logan", Wm. McFarland to Ft. McDowell, Cal.; F. L. Oltmans to Ft. Bayard, N. M.; A. E. Silvertorne to Philippine Islands; A. J. Stromberg to Ft. McDowell, Cal.; A. E. Searson, discharged; P. Schumacker to Ft. Sill, O. T.; R. Vane to A. Med. Museum, Washington, D. C.

BALTIMORE DRUG BOWLERS GETTING READY.

Baltimore, September 22.—The Baltimore Drug Trade Bowling Club had a meeting to get ready for the season's work. The attendance was gratifying and the spirit manifested contrasted strongly with the uncertainty that prevailed some time ago, when the outlook for a resumption of the games was by no means good. A new element and one that ought to strengthen the organization, is the representation of the retail druggists through the medium of the Calvert Drug Co., which will have a team in the field. John G. Beck, general manager of the Calvert company, presided at the meeting. The election of officers resulted as follows: President, Charles Holzerman, vice-president, John G. Beck; treasurer, Wilham Beaumont; secretary, Harry Cann; schedule committee, Henry Korumann, William Smuck and James Coyne.

Contests are to be held three times a week, as last season. Sharp & Dolme will again be in the club, the other concerns represented being McCormick & Co., last season's champions; James Bady & Son, the Stanley & Brown Drug Co., the Calvert Drug Co., and the Root & Herbs, the National Drug Co., and the Armstrong Cork Co., dropping out. A fund will be set aside to pay at least in part the expenses of those who represent the club in the national contests. Bowling will begin October 5.

N. A. R. D. ACTIVITIES IN BALTIMORE.

Baltimore, September 22.—The Baltimore R. D. A. is displaying much activity in enforcing the tripartite agreement. Alleged violations have been brought to the attention of the national executive committee, and recently the wholesale house of the Loewe Drug Co. was proceeded against. Retailers, also, who fail to observe the arrangement in force, are made to experience the influence of the association. At present not less than eight druggists are on the cut-off list, and it is intimated that other names will be added before long.

A meeting of the association has been called for next Friday at Sonnenberg's hall, to elect delegates to the national convention. It is the purpose of the Baltimore members to arrange an excursion to the capitol on one day during the convention, and it is thought that a large body of pharmacists will participate in the event.

JUDICIAL WISDOM.**Tennessee Judge Asks as Many Indictments as Their Are Violations of Cocaine Law.**

Chattanooga, Tenn., September 22.—A temperate and at the same time vigorous exposition of the evils of cocaine trafficking was made here by Judge McReynolds in his charge to the Grand Jury. He said:

"The use of cocaine is said to be a growing and very demoralizing evil, and the violations of this law should be carefully inquired into by you. From the reports that we have, from the drunken and half-crazed condition in which we see some people on our street, this law is evidently being violated. I am informed that the residents of a certain portion of this city use this drug to such an extent that the place is called 'Cocaine Alley.'"

"The effect of this drug is deadly, and the prevention of its sale is a good law, and should and must be enforced.

"While the statute prescribes that it can be sold one time on the prescription of a doctor, this does not mean that the doctor can leave prescriptions with druggists for its sale, and if the sale is made this will be a protection; it is not. The object and purpose of the law is that the drug be prescribed by a physician in good faith as a medicine, and not that the physician's prescription can be used as a protection for violations of the law. I respectfully request you gentlemen of the jury to make a thorough investigation of this matter, bring witnesses before your body and find out how and where they get this drug, and if they say they get it on physicians' prescription, ascertain who the physician was, how many prescriptions he has given, does he make a practice of it, and from such facts and circumstances determine whether the sale was made in good faith or not. Where you find violations of this law, indict or return presentments against the party or parties, in just as many cases as they have violated the law."

MARYLAND.

—Henry B. Fowler and W. Thomas Kemp, receivers of the Maryland Drug Co., have notified all those interested that they will be prepared until a certain date to receive offers for the stock remaining in their hands. The highest bid for the goods as an entirety will be submitted to the court, and, if satisfactory, accepted. The receivers found matters more involved than they anticipated, and will be unable to determine the exact state until all claims are certified.

—The Pharmaceutical Journal Club went on excursion to Love Point recently on the steamer Queen Anne. The weather was delightful and the party



Delaware—a small state—has some big men in pharmacy. Such are Francis E. Gallagher of Wilmington, president of the State Ph. A., whose picture is on the right, and Levi Scott of Dover, vice-president for Kent county.

had an excellent time. At Love Point dinner was taken, preceded by a salt dip.

—The scarcity of good clerks still continues in Baltimore. A number of proprietors of drug stores have advertised for competent help, but without success. In one instance, \$18 a week was offered, but failed to bring the desired result.

—Miss Emma R. Davis, Maryland C. P., pharmacist at the Union Protestant Infirmary of Baltimore, has gone on a vacation trip to Scranton, Pa., her former home.

—Druggist Frederick W. Schanze, Baltimore, has become a postmaster, postal sub-station No. 49 having been transferred to his pharmacy.

—John S. Stillman is back in his old position in the pharmacy of Dr. Oscar E. Ross, Baltimore, from a season taken to rest and recuperate.

—Among visiting druggists in Baltimore: Dr. E. A. Warebaue, Hagerstown; M. L. Byers, Hagerstown; Dr. E. E. Wolfe, Cambridge.

—J. H. Surratt, formerly with W. C. Fields, Woodberry, has accepted a position with L. G. Fernser, Baltimore.

—E. N. Bacon, manager for Dr. Truitt at the Roland Park pharmacy, is very ill with typhoid fever.

VIRGINIA.

—T. A. Miller, who already has three prospering stores in Richmond, has secured a lease, in the heart of the fashionable residential section, West Franklin Street, of a room under the first floor of a new apartment hotel, and will fit up an attractive store. Mr. Miller says he expects to get possession October 1.

—E. W. Weisiger of Manchester, a druggist ripe in years and popularity, is very ill. He is not expected to recover. The passion of Mr. Weisiger's life outside of his chosen work is Shakespeare, and his speech is frequently rich in appropriate and striking quotations from the great dramatist.

—Robert L. Harrison, a Fulton druggist, is having a new store erected near his present stand on Williams-



ing system. It will be a far larger building than he at present occupies and will be completed early next month.

A young man from another section of the State are coming to Madison to take private quizzes in preparation for the examination by the board of pharmacy, to be held next month.

—One of the poorest marriages in Smithfield took place when Peter Hartsell, prominent druggist of Chase City, led to the altar Miss Frances Compton, daughter of Rev. R. A. Compton.

—The Governor will not appoint the new member of the board of pharmacy until January. It is likely that he will, as heretofore, respect the nominations of the State P. A.

AROUND THE GREAT LAKES.

FAIR WARNING.

Druggists of Illinois are Circularized with Important Parts of Pharmacy Law and Warned About Preparations Containing Cocaine.

Chicago, September 22.—In a new circular issued by the board of pharmacy of this State there is a reprint of the cocaine law, which the board is enforcing to the best detail. The board also advises druggists to exercise great care in the selection of the catarrhal powders which they offer for sale. Many of these powders, the circular states, may contain cocaine, and the fact that the druggist does not know this, is not a valid defence in the eyes of the law.

Attention is called also to the law that "every druggist or other person who shall sell and deliver any arsenic, strychnine, corrosive sublimate, prussic acid, or other substance or liquid usually denominated as poisonous, without having the word 'Poison' written or printed upon the label attached to the phial or parcel in which such drug is contained, or shall sell and deliver any drug or medicine other than upon the prescription of a physician, without having the name of such drug or medicine printed or written upon the label attached to the phial or parcel containing the same, shall be fined not exceeding \$25."

The penalty for not registering fully all sales of arsenic, strychnine, corrosive sublimate and prussic acid is \$50 for each neglect. The person who buys under a false name gets the same fine.

A fine of \$5 is imposed on every sale, excepting patent or proprietary medicines in original packages, or dispensing of physicians prescriptions, of "any drug, medicine or poison without affixing to the box, bottle, vessel or package the name of the article distinctly shown, with the name and place of business of the registered pharmacist from whom the article was obtained."

IN SPECIAL COACHES FROM CHICAGO.

Chicago, September 22.—Retailers in the territory immediately tributary to Chicago who are going to Washington to attend the N. A. R. D., will have special day coaches and sleepers over the Big Four and Chesapeake & Ohio railroads. The trip is sure to be a delightful one and probably a larger number of Chicago and near-by druggists will avail themselves of the vacation convention going excursion privileges afforded than on any previous similar occasion. The train leaves Chicago at 1 P. M. Sunday, October 1, and will arrive in Washington at 1:30 P. M. Monday. The Pacific and St. Louis will be here to meet at noon Sunday, arriving in Washington at 6 P. M., where they will join the Coaches party.

ILLINOIS.

—A coroner's jury in rendering its verdict on the death of a man who committed suicide by the carbolic acid bath in Forest Park, Chicago, had this to say:

"The jury recommends that no retail druggist shall sell to any one any poison, in any form, except with an order or letter from some licensed and practicing physician, and explaining why and for what purpose the poison is desired. We also find that the sale of various poisons is carried on in a reckless manner, and we recommend that the proper authorities look over this practice and take radical measures to stop it."

—Because it has proved somewhat difficult to get positive evidence to convict druggists of violating the new anti-cocaine law William H. Sage, representing the board of pharmacy, has concocted a new plan. He wants the police to try and spot the dope fiends as they enter the drug stores, try to witness the purchase, arrest and search the fiend, and thus get direct evidence against the recalcitrant pharmacist. This plan was outlined to Chief of Police O'Neil, but the latter is said to have doubts about its practicability.

—The Chicago Paint, Oil and Varnish Club held the first meeting of their current year on last Wednesday evening. Officers were elected as follows: President, Alex. H. Levy; vice-president, R. W. Evans, secretary, D. Van Ness Person; treasurer, R. S. Pitkin; directors, O. J. Buck, A. H. Rogg, W. H. Wells.

—The C. W. Shotwell store in the Revere House on North Clark street, Chicago, which recently went into bankruptcy, has been bought by Gus Frank and Henry Shapiro, who will conduct it in addition to the pharmacy they own on the west side.

—James H. Wells, proprietor of the Medinah Temple drug store, Chicago, and also of a pharmacy in Evanston is a temporary cripple because of a fall on a dancing floor. His knee cap was broken and there is danger of his losing the use of his leg.

—Albert Dalberg, employed in the store of Adolph Brendere, on the West Side, Chicago, and who has been arrested twice on the charge of selling cocaine, will have to answer this week to the same charge before Justice Dowley.

—An explosion of wood alcohol in the basement of Budlong's store, Aurora, burned Ed. Warren, a negro porter, so severely that he died. He was drawing the fluid from a barrel and lighted a match to see how much remained therein.

—Grave Coethran, who recently came to Chicago from Indiana and opened a drug store at 1784 North Halstead street, has been charged with not having a registered pharmacist in his store. He was fined \$10 and costs.

—Capt. W. G. Morris, the veteran druggist of 833 West Lake street, Chicago, had the misfortune to fall from a step ladder and sprain his ankle, besides sustaining injuries to his back.

—Clarkson & Mitchell of Springfield, have made an extension of twenty-three feet in the rear of their store and now have one of the very finest pharmacies in central Illinois.

—Armstrong & Armstrong have opened a handsomely fitted up, double-decked drug store on the former site of the First National Bank, Chicago.

—Dr. A. H. Guernsey of Amherst, Wis., was in Chicago a few days ago on his way home from the G. A. R. encampment at Washington, D. C.

—F. W. Baxter and wife of Mount Sterling, will leave in a few days on a three weeks' trip to the Pacific Coast.

—J. H. Bearcroft has sold his pharmacy at Fifty-seventh street and Calumet avenue, Chicago, to Otto Herzog.

—It is reported that Phil Wade has sold his drug store at Chatsworth, to Frank Cole of Bloomington.

—J. Frisch & Co. of Springfield, have opened a new branch store on the southeast side of that town.

—Clarence A. Davidson has returned to Chicago from his fishing trip among the Wisconsin lakes.

—W. A. Clark of East Alton, will move to Upper Alton, where he will open a drug store.

—Charles S. Trowbridge, druggist, of Seneca, has filed a voluntary petition in bankruptcy.

—M. B.monds has sold at Leaf River, and is again clerking in his father's store at Plano.

—It is reported that Edward N. Fernholt of Chicago will open a drug store at Harvard.

—Krause & Tiplke have bought the drug stock of Dr. Van Doren at Hirschler.

MICHIGAN NOTES.

—It is seldom that a community sees one of its own number scale the ladder of success with such rapidity as has Silas Hebee, a former St. Johns boy, who has been spending some time with relatives in that city. Twelve years ago he was making capsules and concerning himself with medicines in the drug store of A. O. Hunt. Now he is about to assume duties as director of the laboratory of physiological chemistry in an institution just founded in New York for medical research, endowed by Mrs. Collis P. Huntington.

—Arthur Loranger of Loranger & Culver, Saginaw, has returned from a summer outing at Quebec. He has a fine 40-foot yacht, under command of an able navigator, with accommodations for four, in addition to the crew, and fishing and sailing on the St. Lawrence river are reported to be prime. Mr. Loranger is also interested in a lumber company at Hammond, La., and he will go south next month.

—Roy Sparks, an errand boy in the employ of D. E. Prall, Saginaw, will be careful how he handles sulphuric acid in the future. He was trotting along the street barefooted the other day, with a jug of the acid dangling from a string, when the cord broke, spilling the fluid over his feet. Quick medical attention probably saved the lad from being crippled for life.

—The display window of Nichols' drug store at Hancock is attracting attention. Candies occupy the lower portion of the window, while in the center is the statue of a dusky maiden under a bamboo tree, incandescence lamps with shells for shades making a very pretty effect. Harry Kessler, dispenser of iced drinks, trimmed the window.

—Trust the Michigan druggists for up-to-date methods in advertising. M. E. Butts of Elk Rapids, supplied the pupils of the central and ward schools on the opening day this year with blotters, the absorbent containing half-tone views of the different school buildings.

—Charles Jewell, the well-known prescription clerk at the Central drug store, Detroit, has joined the ranks of the benedicts. The bride was Miss Kittie Bell, youngest daughter of Mr. and Mrs. A. H. Shepherd of Pontiac. An eastern trip followed.

—E. L. Dodge, for many years chief clerk for L. G. Ripley & Co., Montague, has resigned and accepted an outdoor position with a firm in Salt Lake City, Utah. He will leave with his family for his new home on November 1.

—Foote & Jenks, perfume and extract manufacturers of Jackson, are the first business men in that city to use an automobile in delivering goods. They have purchased a four-horse power machine for the Jackson trade.

—D. D. Brown, who has been in business in Kalamazoo for the last quarter of a century, has entirely remodeled his store at great expense and now has one of the prettiest establishments in the celery city.

—W. D. Hawley, for the last year with E. M. Kennedy at Kalamazoo, has purchased the Waitt & Wicker store at Coldwater. Coldwater was Mr. Hawley's former home. He will refurbish the store.

—Hixson & Bromley of Grand Ledge, have opened another drug store in Flint. Fred Bromley will have charge of the Flint store, Mr. Hixson remaining in charge of the Grand Ledge establishment.

—Chas. W. Parrish, for the last 18 months with Thompson & Grice of Allegan, was married on August 26 to Miss Pearl Elvira Braman of Flushing. They started housekeeping at once.

—Lane & Burnett have opened a drug and grocery store in the post office building at Harbor Springs. Claude Lane was formerly head clerk for M. J. Irwin at the Springs.

—A new bidder for trade in Battle Creek is the store just opened in that city by F. H. Scott. He has been connected with the drug business in the adventist city for five years.

—E. A. Bivins has just moved back into his newly furnished store at Alma, and he now has one of the handsomest drug establishments in central Michigan.

—Chas. N. Ghent, formerly of Bay City, has opened a new store in Alpena, with soda fountain and all the up-to-the-second concomitants of the drug business.

—Arthur Streeter, clerk at J. W. Armstrong's, Middleville, has gone to Trufant to fill a similar position in the store of Ray Van Avery.

—Albert Globensky has bought a half interest in the business of the American Drug Co. at Traverse City and will be resident manager.

—Chas. Powell has resigned his position as manager of the Karmesen Drug Co. of Bangor, and will resume his studies in Chicago.

—W. D. Lyman has sold the Union pharmacy at Muskegon to E. J. Loveland of Tustin, and L. O. Loveland of Lansing.

—Luther Perrigo, the manufacturing chemist of Allegan, is reported very ill, with no hope of recovery.

—Mrs. J. L. Congdon has taken possession of the drug business of Tuxbury & Thorp at Pentwater.

—Ed Campbell, a well-known northern Michigan druggist, will open a store in Baldwin.

—Owing to ill-health, L. E. McIntosh has disposed of his drug business at Harbor Beach.

—J. Harry Sparks of Jackson, is the new prescription clerk at Humphrey's, Battle Creek.

—W. A. Reid of Grand Rapids, has bought the Dr. Zimmerman store at Wayne.

—Gail Combs is the new clerk in the Clifford pharmacy at South Haven.

GEORGE WEEKS, for the last thirty-seven years a druggist at Augusta, Mich., is dead from paralysis, aged 68 years. He was longer in business there than any present firm. He leaves a widow, one daughter and one son, the latter a student at the Detroit medical college.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

[NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

MINNESOTA.

—T. C. Sankle of Hayfield, has sold to Gleason & Gray & Co. Lavey started at Shakopee. Eugene N. Yes, a Minneapolis druggist, finds not only his feet "stepped" down as well as up in married life, but that some of the downs are "way downs." His wife, who lives in St. Paul, has sued him for divorce. She charges him with an awfully cruel treatment, in consequence of which, she sets forth, she is a physical wreck. They were married in St. Paul in 1899. The woman is 22 years old and her husband is ten years her senior.

—A few days ago an unknown man was found dead at Grand Forks, N. D., his head having been cut off by a railroad train on the Northern Pacific. The next day the body was identified as that of Duncan A. McAlpine, a pharmacist, formerly of Thessalon, Ont., Can. He was well connected in the East and had been separated from his family through dissipation.

—Registration at the college of pharmacy of the State University closed on Monday of last week, and regular class work began the following day. The new class is much larger than that of 1902. In the opening address Dean Wullung spoke on "The Necessity of High Ideals," and gave the classes about the best talk they ever listened to.

—Sam G. Ellingsen, well known to the drug fraternity in the Twin Cities and in North Dakota, has gone to Two Harbors as manager of the Two Harbors Drug Co., succeeding John Goldner, who returns to Minneapolis.

—H. E. Lucas has succeeded T. N. Berg at Sebeka. M. Hanson is preparing to start at Cyrus. W. D. Belden of Chelonia, has expanded into the Belden-Fullerton-Rhines Medicine Co.

—There is a strong demand for pharmacists of the Finnish nativity in the towns on the iron ranges of this state, so large a proportion of the population being Finns.

—M. Hanson will set up pestle and mortar at Cyrus shortly. George Streukons, it is reported, will succeed Anton J. Maerz at Chaska.

—M. Hanson has bought out A. I. Baekman at Cyrus. V. C. Mead of Luverne, has admitted S. A. Christiansen to partnership.

—T. N. Berg of Sebeka, has sold to H. E. Lucas. George A. Bell of Holding, has filed a voluntary petition in bankruptcy.

—A. T. Wiczek of Battle Lake, will remove to Winona. Perry R. Day of Bagley, is selling.

MRS. LITTLE NOT SCARED BY BANDITS.

Seattle, Wash., September 22. Joshua H. Little, a prominent druggist of Seattle and his wife figured in an adventure that makes many of Nick Carter's look cheap.

Mr. Little was about to count his cash at the close of the night's business. He piled out gold and silver in stacks on the counter and was smiling, when a well dressed man entered. Mr. Little had forgotten to bolt the door.

The stranger said he had a bad cold. Mr. Little offered to use a hand and face about to find himself at the "gun" end of a revolver. He lost all his speed records in getting the hands up. Then stranger No. 2 came and walked leisurely toward the man. He was about to

gather it in when Mrs. Little entered. Stranger No. 2 thrust his revolver in her face and told her to be silent. She obeyed. The men scooped up the cash, then bade their host and hostess a polite farewell, apologized for the intrusion, and slowly retreated to the street.

Mr. Little says he wasn't a bit frightened, but his wife says his expression at the time was the strangest for a man who wasn't that she ever saw. A few days later a man was arrested and positively identified by Mrs. Little. He confessed and added: "The lady was the grittiest I ever see."

CALIFORNIA.

—For the purpose of supplying their factories at Stockton and Tesla in this State with chemicals, James and John Treadwell, the millionaire mine owners of Oakland, have erected a plant at Third and Camelia Streets in Berkeley for the manufacture of chemicals. Chemicals, such as salts of zinc, magnesia, sulphide, and sulphate of sodium will be brought from the mines owned by the Treadwell brothers, and purified at the plant.

—A. Sbarbaro, chairman of the California promotion committee, has offered a prize of \$25,000 to the individual who can produce a successful method of manufacturing cream of tartar from the California grape. At present this country manufactures but little tartaric acid, but Mr. Sbarbaro feels convinced that the grape grown in this state can be used for the purpose.

—William E. Cates, who has been manager of the Golden Rule drug store, Fresno, resigned and has gone with his family to Boston. Henry B. Stanton of San Francisco, succeeds him and has moved his family to Fresno.

—The wholesale druggists, who early in the year decided to close their houses at one o'clock on Saturday during the summer, have formed a new agreement by which they will close at one o'clock on Saturday the year round.

—Ada Seawell was granted a divorce during the week from her husband, Frank Seawell, a well-known San Francisco druggist on the ground of extreme cruelty.

DR. GEORGE WILLIAMS aged 25, of Hazleton, Pa., died in Hahnemann Hospital, Philadelphia, of poisoning, whether suicidal or not is unknown. Dr. Williams fell to the floor while drinking soda water at Rodot's pharmacy, 805 Vine street Philadelphia, where he was employed. Williams' father was a former congressman. He worked, after spending his patrimony of \$8,000 in various Philadelphia tangleboon drug stores. He invented and sold what he asserted was a sure cure for the morphine habit. He leaves a mother and two sisters.

Dr. David Kennedy's
NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT	\$3.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPIDERM SOAP	2.50
EXEMALINE CEMENT	4.00
DR. KENNEDY'S TONIC (Hercules)	8.00
COUGHLINE SYRUP	4.00
EDUCURA OIL	4.00
COCCULINE BALM	2.00

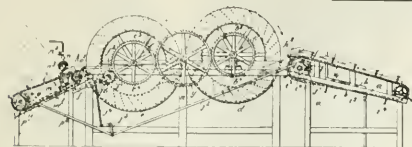
Samples, counter advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.,

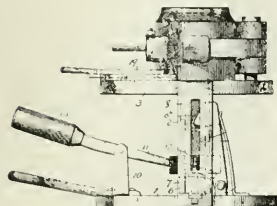
Dr. Kennedy Row,

ROUNDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



738.937



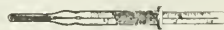
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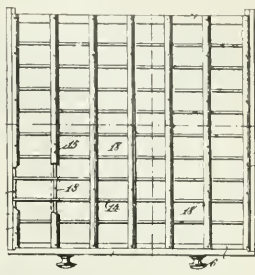
738.917



739.265



738.960



739.190

PATENTS.

Issued September 15, 1903.

- 738,845.—Albert S. Reeves, Bridgeton, N. J. Bottle-making machine.
- 738,905.—Max Honig, Brunn, Austria-Hungary. Process of extracting tannin.
- 738,917.—August J. Kempfen, St. Paul, Minn. Bottle-stopper.
- 738,937.—John A. Prince, New York, N. Y. Machine for washing bottles.
- 738,960.—Harry Vaughan and James W. Arrowsmith, Morristown, N. J. Clinical thermometer shield.
- 739,190.—Waldo M. Kreidler, Hornellsville, N. Y. Label-holder.
- 739,265.—Herbert Mackenzie, Saugus, Mass. Non-reliable bottle.

TRADE-MARKS.

Registered September 15, 1903.

- 41,105.—Salve. J. A. & J. T. Potter Co., Providence, R. I. The name "Dr. Potter's."
- 41,107.—Remedy for promoting the growth of hair. G. Watzek & E. Francois, Berlin, Germany. The word "Watzekino."
- 41,108.—Facial massage-cream and skin food. Apollo Chemical Co., The word "Apollo."
- 41,109.—Bay-rum. Samuel Pollak, Brooklyn, N. Y. The hyphenated word "Bay-line."

LABELS.

Registered September 15, 1903.

- 10,340.—Title: "Mrs. Olive Saunders' Blood Purifying Compound." (For medicine). Edward L. Libby, New Bedford, Mass.
- 10,341.—Title: "Pearl's Elixir of Life." (For medicine). Pearl Medical Co., Oneida, N. Y.
- 10,342.—Title: "Blaisdell's Wonderful Remedy." (For medicine). Hiram W. B. Proctor, Acton, Mass.
- 10,343.—Title: "Dr. Keith's Liqueur Cure." (For a liquor cure). Hanford C. Keith, Toledo, Ohio.
- 10,344.—Title: "Dr. Keith's Tobacco and Cigarette Cure." (For a tobacco and cigarette cure.) Hanford C. Keith, Toledo, Ohio.
- 10,345.—Title: "Prof. Pozzoni's Mountain Sage Malt Tonic." (For tonic.) The Mountain Sage Malt Tonic Co., Denver, Col.

Bioplasm Products.

The Bioplasm Company of New York report excellent results from their products, Bioplasm (Bower), Bioplasm (Adrena) and Bioplasm (Per-Ox-Alk). Bioplasm (Bower) is said to contain mucelin, lecithin, diastase, trypsin, all animal enzymes, and an alkaloid, but the manufacturers claim that its chief therapeutic virtue lies in a new product created in its process. They further claim that it is the acme of biologic therapy, being harmless, non-toxic, pleasant to administer, and indicated in all nervous diseases. Bioplasm (Adrena) is a combination of the suprarenal glands of sheep with Bioplasm and is said to be specific for hay fever, stomatitis, rhinitis and all inflammations of the buccal and nasal membranes. Bioplasm (Per-Ox-Alk) is claimed to substitute pure oxide of magnesium for the saccharine diluent for cases complicated with amyloceous dyspepsia and where an alkaline form is needed. These preparations are being extensively advertised to the medical profession, and the demand for them is bound to come if it has not come already. It is not, of course, good judgment to buy a large stock of any new preparation, but it is excellent judgment to anticipate the demand and be ready to supply it.

Effervescent Lithia Tablets.

To make a tablet that contains the correct amount of medication, and have it uniform, perfect in appearance and perfectly soluble, requires a thorough knowledge of every detail. In the effervescent lithia tablets made by Billings Clapp Co., Boston, Mass. is exemplified this necessary knowledge, the secret of popularity being in the process by which the tablets are made; the fact that the tablets are put up in aluminum cap bottles assists in making them popular with the consumer and thoroughly protects them from the air, and the consumer does not lose any by deterioration. The Billings Clapp Co. furnish these goods with the druggist's name on them and allow him to reap the benefit which comes from marketing a meritorious product. Samples and special net prices may be secured upon application.

MRS. HALLIE CREIGHTON, wife of Frank C. Creighton, a druggist well known in Alexandria, Va., died there suddenly. Her husband and one child survive.



SHARP DECLINE IN MENTHOL.

NEW YORK, September 22.—Bontine trading continues to show steadily increasing volume and seasonal commodities are moving more freely into the various channels of consumption, with prices, as a rule, favoring sellers, the only important exception being menthol, which declined sharply on account of competition among dealers.

OPPIUM.—Owing to the influences noted last week the market estimates somewhat unsettled, but jobbing quotations remain unchanged at \$3.40 to 3.65 for 9 per cent. and \$3.50 to 3.75 for 11 per cent. Powdered continues to find a moderate consuming outlet at \$1.30 to 1.50 for 13 per cent., and \$1.80 to 2.00 for 16 per cent.

MORPHINE.—There is no abatement of activity and values are maintained at \$2.60 to 2.70 for eighths in ounce boxes, \$2.55 to 2.65 in 2 $\frac{1}{2}$ -oz. boxes, \$2.35 to 2.45 in ounce vials and \$2.30 to 2.40 in 5-oz. cans.

QUININE.—Dealers report a fair consuming inquiry, with the tone of the market firm, but supplies are yet obtainable at the old range of 25 to 25 $\frac{1}{2}$ ¢, for bulk in 100-oz. tins, 25 $\frac{1}{2}$ to 26 $\frac{1}{2}$ ¢, in 50-oz. tins, 26 to 26 $\frac{1}{2}$ ¢, in 25-oz. tins, 27 to 27 $\frac{1}{2}$ ¢, in 15 or 10-oz. tins, and 32 to 32 $\frac{1}{2}$ ¢, in ounce vials, according to brand and quantity.

ERGOPT.—Values are higher in sympathy with decidedly stronger foreign markets, and jobbers have advanced quotations to 45 to 50¢, for whole and 50 to 55¢, for powdered.

MENTHOL.—Owing to unexpected arrivals, together with keen competition among dealers, jobbing quotations have declined sharply and the revised figures are \$7.00 to 7.50 per lb. and 52 to 58¢, per oz.

GOLDEN SEAL ROOT.—Values continue to larder under the influence of steadily diminishing stocks, and jobbers have further advanced quotations to 95 to 101.10 for whole and \$1.05 to 1.20 for powdered.

Oil, PEPPERMINT.—Jobbers have modified their views regarding values, and are willing to sell at \$2.65 to 2.85 for Western, \$2.50 to 3.10 for Wayne Co., and \$3.00 to 3.25 for either H. G. H. or redistilled.

Oil, CAMPHOR.—Scarcity and higher foreign markets have caused an advance in jobbing quotations to 90 to 81.10.

Oil, CLOVES.—Manufacturers' prices are decidedly higher on account of a sharp advance in values of the spice, and jobbers have marked up quotations to 80 to 80¢.

MANNA.—Values are easier, owing to expected early arrivals of new crop, and the revised jobbing quotations are 60 to 70¢, for large flake, 45 to 55¢, for small, and 40 to 50¢, for sorts.

CALAMUS.—Blended is very scarce and jobbers have advanced quotations to 45 to 50¢.

NITRATE OF STRAER.—Quotations in a jobbing way have been further advanced to 45 to 50¢, for crystals and 45 to 52¢, for fused.

SPICES.—Early strong markets are noted for all descriptions and among the articles showing higher prices are Jamaica ginger, which is now held at 17 to 20¢, for whole, and 22 to 25¢, for powdered, black pepper, which has been marked up to 20 to 25¢, white to 28 to 32¢, and red to 18 to 22¢. Allspice shows an advance to 12 to 15¢.

COBOLINEAL.—Extreme scarcity has caused a further advance in jobbing prices of Honduras salsor to 35 to 40¢, for whole and 40 to 45¢, for powdered.

SENNA, A ROOT.—The market is firmer and jobbers have advanced quotations to \$1.00 to 1.20 for whole and \$1.10 to 1.30 for powdered.

COLMARIN.—Supplies are offered more freely and jobbing prices have declined to \$1.00 to 1.25 per lb., and 35 to 40¢, per oz.

SALTIRON.—American is firmer and jobbers have advanced quotations to 45 to 50¢, for whole and 55 to 60¢, for powdered.

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The Pharmaceutical Era.

EVERY THURSDAY.

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BUSINESS NOTICES.

Our experience in catering to the wants of druggists has taught us that they are especially interested in formulas for toilet preparations.

In the Era Formulary there is one department which alone contains something over 1,000 such formulas.

Toilet specialties are as important as any class of goods the druggist may sell—they appeal to the tastes of the refined and the rich—to the beautiful and those who wish to be—and they afford a good profit.

Why not awaken to your opportunities for a policy of trade extension by purchasing a copy of the Era Formulary? This book will enable you to become the manufacturing chemist of your neighborhood. Price \$5 per copy, delivered. Write to the publishers for information.

President Hadley of Yale, says that, "the two aims of education are training for knowledge and training for power."

Another eminent educator has the same thought in mind when he distinguishes between "teaching to know and teaching to think and do."

In pharmaceutical education this distinction probably does not obtain, for the training is purely a guide to correct action.

Still it is well for the student to select carefully so that his limited time and means produce the best results.

The Era Course in Pharmacy gives the maximum of practical training for the minimum expenditure of time and fees.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y.

EDITORIAL COMMENT

THE N. A. R. D. IN WASHINGTON.

It may safely be predicted that the convention which is to meet next week in Washington will be one of the most important in the history of the National Association of Retail Druggists. Members of the trade in all parts of the country are looking forward with more or less eagerness to the result of the coming deliberations. The cynical indifference which marked the attitude of many druggists at about the time of last year's gathering has largely disappeared, and instead there is an awakened interest, in some cases still tinged with hopelessness, but, nevertheless, a lively interest. During the summer of 1902 the trade had become convinced that the tripartite plan, then the chief dependence of the association workers, lacked the qualities necessary to make it effective and the prospects for needed modifications were not very bright. The officers representing the three branches of the trade in the triangular agreement seemed to be satisfied with results, and individual retail druggists knowing how freely pledges had been broken, despaired of ever obtaining any substantial benefits. Discouragement and disgust blinded the rank and file in many places to the real benefits actually obtained by means of the old plan. Since then conditions have changed materially. The executive committee of the N. A. R. D. has taken the initiative in devising and applying means for stopping the most obvious leaks in the tripartite fences, and doubting individuals have by dint of tremendous exertions and repeated assurances been convinced that something can and will be done. The object lesson in the form of the direct contract and serial numbering plan has had a marked effect, and the druggist who still believes that cutting cannot be stopped is a rare exception. All eyes are upon the body that restored the Miles goods to the full price list.

SOME IMPORTANT QUESTIONS.

Among the questions likely to demand the attention of the assembly in Washington next week the most important is undoubtedly that of placing the financial affairs of the association upon a more satisfactory basis. At the meeting in Cleveland, last year, it was believed that the increase of annual dues from one half dollar to two dollars would ensure a suffi-

cient income to enable the organization to continue its work with vigor. Why this supply has failed is now not entirely clear; but, at any rate, it has not been so abundant as was anticipated. The association is again in need of funds, and has been obliged to abandon some very promising fields. In all probability an appeal to the assembly will receive a response quite as enthusiastic as that of last year, for, if we are not mistaken, enthusiasm will be more ardent than ever before. But enthusiasm and a hat full of five-dollar bills unsupported by carefully considered financial measures will not place the organization beyond the reach of want. What is needed is some means for bringing the appropriation voted at the annual meeting into the treasury, so that the energy necessary for more important work need not be frittered away in an annual scramble for funds. There is reason to believe that the tardiness of the rank and file is not due to indifference or wilful neglect, but to failure of the machinery for collecting the dues. Perhaps if this defect were remedied no further increase would be necessary, although in the present state of universal confidence another substantial addition would meet little or no opposition. The proper financing of the association's affairs, is, all in all, a vital question. It is extremely bad economy to compel an efficient force carefully organized to extend the association's influence and serve the interests of the trade, to undertake periodically the duties of a collector and painfully gather dues by a store to store canvass. The next week is not likely to witness any material change in tactics. The present policy of the organization is so satisfactory to a majority of the druggists in all sections of the country except New York, that it is almost certain to receive a vigorous endorsement.

TOO MANY DRUG STORES.

In his address as chairman of a section of the A. Ph. A., Mr. Wooten named as the greatest obstacle to success in the retail drug business, the excessive number of stores. He dwelt upon the various causes which had contributed to this congestion, and had something to say about means for preventing matters from becoming still worse, but he offered no plan for immediate relief. Things were shown to be in a pretty bad state and we were given to understand that they might become worse, but the impression conveyed was not hopeful of better things to come. We have no wish to criticize the masterly analysis of the causes of discontent in the retail drug trade upon which we have already commented at length, but have merely returned to it for a fresh thread of thought. There are, according to Mr. Wooten's figures and those obtained from other sources, about four times as many drug stores per unit of population in this country as in continental Europe. Unless we consume very much more medicine per capita than Europeans, the actual sales per drug store cannot, therefore, be more than one-third or, at most, half of those of pharmacy abroad. In some of the foreign countries where population centers are so much fewer, there are also laws which forbid dispensing by physicians. Moreover, the pharmacists, protected in many ways from competition which the American druggist would always receive. And still the apothecary of the Con-

tinents complains of overcrowding quite as loudly as the druggists of this country.

SIDE LINES, THE AMERICAN DRUGGIST'S ADVANTAGE.

In France, Belgium and Holland there have recently been discussions of an alarming increase of pharmacists, and it has been proposed to limit the number of recruits in the field by restraining the classes in the colleges and extending apprenticeship privileges only to members of practicing pharmacists' families. In this country druggists are much less favored by law, they are much more numerous, and find it difficult to get enough assistants. We cannot believe that among ourselves the expense of living is less than abroad, for our high standard is a matter which occasions no little concern, and in our various communities the druggist and his family are always classed with the more prosperous citizens, the "lean and hungry look" is conspicuous by its absence, and they are invariably neatly dressed and comfortably housed. How then, it may be asked, does the American druggist manage to live in a field so limited that it would yield the European apothecary only slow starvation? There can be but one answer to this question. It is because the pharmacist in this country is not limited closely by professional lines. His business sense induces him to seek additional compensation in other fields. Instead of bewailing his lot and reproaching the good health of the community, he lays in a stock of cameras, stationery, and the like and proceeds to make use of his spare time and shelf space. A cigar case causes very little trouble, and adds to the whole, and a soda fountain is an advertisement. If his receipts from the sale of drugs are too small, he makes up by selling books and various articles conveniently kept in the store. In other words the addition of side-lines enables retail pharmacy to support from two to four times as many persons in comparative comfort as would be possible if it were purely a profession.

NONE SO FALLIBLE AS THOSE WHO WILL ACKNOWLEDGE NO ERROR.

The Midland Druggist amuses itself at our expense because we are unable to see that a certain statement of ours is equivalent to one of its own. In trying to prove recently that it is to the druggist's best interest to uphold pharmacy laws in every way possible we said: "Laws that restrict the performance of an important duty to a class of specially qualified individuals, tend to add dignity to the persons thus favored and raise them in popular esteem." Our critic finds no difference between the meaning of this sentence and that of his own cynical statement, "It is the legal regulation which has given to (pharmacy) such impetus toward the status of a profession as it has so far attained." We still see a great difference in the sentiments expressed, but if the word experts should decide that there is none, that in this case a part equals the whole, we shall claim the privilege accorded all humanity and say that we were both mistaken. Pharmacy was an honored calling long before modern restrictive laws were even thought of. If our statement when carried to extremes leads to the logical conclusion that the calling of Marsh, Procter and

Squibb was unworthy of respect because there were then no laws condemning less honest practices, we give it up gladly, although it has done valuable service in a good cause.

THE LENGTHENING OF HUMAN LIFE.

The average length of human life is increasing in a truly remarkable manner, and we wonder whether pharmacy has some slight share in the credit for this achievement or whether it is all due to the work of the doctors. At the International Congress of Actuaries, which recently met in this city, Mr. C. C. Landre of Amsterdam, stated that during the last fifty years, the maximum expectation of life had risen, in his country, from 46.1 to 56.1 years for men and 48.6 to 57.8 years for women. A delegate from England reported that a similar improvement had taken place in his country, and drew some interesting conclusions from collected statistics. Mortality among men of all ages, twenty-three per thousand in 1838, had fallen to nineteen per thousand in 1900, while among women it had fallen in the same period from twenty-two to seventeen per thousand. An increase of ten years in the length of human life in a half century is an achievement upon which civilization, or rather science, can justly pride itself, but those of us who have turned the middle point of life need not expect to profit greatly by the improvement. Gray heads may be more plentiful than fifty years ago, but individually their age is not materially greater. The improvement was shown to have taken place almost exclusively in early life, mortality during childhood being greatly reduced, while that of persons in the "afternoon of life" has remained about the same.

TO ELIMINATE OFFICE-SEEKING.

We print in another column a letter from a correspondent who finds fault with the way in which officers of the A. Ph. A. are chosen. There may be much in what he says, but we fear his language is somewhat more vigorous than the case warrants. If the present method is so highly objectionable, how is it that the officers past and present have managed to stand so high in the esteem of their associates? If our friend means to accuse these gentlemen, who have labored so earnestly and faithfully for such meagre rewards, of odious self-seeking, we certainly shall not write the editorial he calls for. If the office is to be had for the asking, the committee on nominations must be sadly lacking in discrimination. If the members are unequal to this job, why were they chosen? In our opinion, a matter of this kind could be brought forward on the floor of the assembly directly interested much more gracefully than in the editorial columns of a journal. Perhaps the present method is not satisfactory, and perhaps it would be better to adopt a rule similar to that in force in the American Medical Association, a rule disqualifying any person from holding office who has had the bad taste to electioneer in his own behalf. We don't know. That seems to be a good way, but we fear that if some of the officers were to start out with a lantern to find the proper men, they might be obliged to travel needlessly far. Purely honorary offices are not always an unmixed blessing. Many modest and busy men avoid them studiously. In the general economy of things, a

graceful acknowledgement of a willingness to accept an office if the mantle should so fall, would, therefore, seem to possess some advantages.



WANTED: AN EDITORIAL.

To the Editor: Many editorials have been written on varying phases of the Mackinac meeting of the A. Ph. A.—some of them very good. In vain, however, have I looked for one on a subject of more importance, perhaps, than all the rest combined: Office-Seeking at the A. Ph. A.

There is plenty of material for it. Practically all the drug journal men in attendance realized this. They talked about it over their cigars on the broad veranda of the Grand. Strolling through the woods, seeking relaxation after tiresome sessions, they discussed it freely. When they returned to their work, they had many subjects noted in their books to write upon, but strange to say not a word has appeared about office-seeking.

And such an editorial ought to be written—yes a hundred or a thousand such—whatever number may be required to arouse the members of the association to the point of stamping out the contemptible practice. The association is reaching the point where any man may have a high office who advertises himself persistently and blatantly enough, who lobbies and plans well enough, who appears with a clique of over-enthusiastic supporters not noted for previous attendance upon the meetings. Such a candidate may be lacking in most of the requisites for the office to which he aspires. He may not represent either the scientific or the commercial aspects of pharmacy; he may be a man of decidedly mediocre attainments, albeit with an overwhelming idea of his own importance; he may display singularly bad taste in haranguing the members upon trivial subjects; in brief he may be such a man as to cut a highly ridiculous figure before those who are in position to compare him with illustrious predecessors. This, however, will not serve either to deter him from aspiring to the office or, what is far worse, to keep him from being elected. And in admiring the cheap tinsel of his newfound glory he forgets—if he ever knew—that an office which is bestowed as an honor becomes a badge of shame if obtained by self-seeking, political methods.

Who will write such an editorial? American drug journalism has a score of men with the ability and the knowledge to present the facts so that every word will sting like a whiplash. I hope that some of them will undertake it. It needs to be done. The mere suspicion of seeking a high office is in some secret orders sufficient to defeat the candidate's aspirations, no matter how well qualified he may be. A. Ph. A. members should at least see to it that the smirking self-advertiser with an awe-inspiring array of other disqualifications be kept in the background and given no opportunity to bring ridicule upon the most influential body of pharmacists in the world.

CONSERVATIVE.

Real Knowledge.

Every man has two educations—that which is given to him, and the other that which he gives to himself. Of the two kinds, the latter is by far the most valuable. Indeed, all that is most worthy in a man, he must work out and conquer for himself. It is this that constitutes our real and best nourishment. What we are merely taught, seldom nourishes the mind like that which we teach ourselves.—Stray Thought.

SHOP TALK

ON CROWDING AND ITS REMEDIES.

"The drug business is too crowded," remarked the druggist with a sigh.

"You have discovered it, too, have you?" said the C. P. "It must be quite unendurable. Even Mr. Wooten admits that that is far more serious than price-cutting and at the Boston meeting they passed resolutions about it."

"It's no joking matter, I can tell you. About one per cent. real pharmacy, and ninety-nine per cent. push, squeeze and gouge! The result is plain enough."

"Trading stamps?"

"And cutting, substitution—everything disreputable!"

"All professions are crowded now. Even the preachers are beginning to feel the pinch."

"But in the retail drug business it is different. You know yourself that it is not as prosperous as it ought to be in comparison with other lines of trade."

"Contraction of field, or too many sheep?"

"Both, I think. They keep changing the fences all the time, so that it is hard to tell."

"I see what you mean—doctors dispense, manufacturers encroach, and now, I believe, almost every grocer is also a manufacturer."

"I don't believe people use as much medicine as they used to either. The doctors are to blame for that, too. They go in for diet now, and massage; formerly they ordered a big black bottle full of stuff for everything, from chilblains to bow-legs. I heard of a case at a summer resort the other day; woman afflicted with a pain—the doctor said: 'Rub with lard; twenty-five dollars, please.' What is going to become of us?"

"Cut off the supply or weed out," said the sage.

"You don't want to cut off the supply, you know. That would be bad for the colleges; besides, we haven't enough clerks now."

"Then the only thing left is to weed out. How many druggists—no, I mean drug stores—do you think this country could safely spare?"

"Do you mean limiting the thing to legitimate pharmacy?"

"Yes, the legit."

"Oh, I should say about twenty or thirty thousand."

"But—that wouldn't do, you know. Folks would have to travel too far for medicine."

"Some people in this city might have to walk as much as three or four blocks."

"But are you sure that such a perfectly wholesale massage would be necessary? I was in hopes of saving at least a few of my friends."

"According to Mr. Wooten, there are in this country 1,000 inhabitants to one drug store, while in the European states, where the number is limited by law, there are from six to ten thousand. Taking an average of eight thousand, this country of eighty million would need only ten thousand drug stores, and now there are something more than four times as many as that. Besides, if we are going to be really comfortable a still greater reduction will be necessary. The European apothecary is complaining about it, you know, as we are."

"You will have to give that up. It can't be done."

"Oh, come not! But you see that's the situation."

"There is something wrong in your figuring somewhat, and I see that thoroughly. You say they are complaining about there, too, and here where we have the most serious trouble with the business, there is lots of prosperity. Do you read about that Michigan drug-

gist who owns a yacht complete with crew and all? In some of the New England towns, the only man rich enough to own an automobile is the druggist. Please explain that!"

"They don't make it on pure drugs."

"Ah, they jump over the fence—Side-lines?"

"I suppose so. Pharmacy is too limited a field for them."

"Then why don't the rest of you get over the fence, too? That seems to be a much better way out of it, than choking off so many fine fellows."

"We all do that more or less, but we are not all equally successful at it. A reduction would be much more satisfactory—and comfortable."

"Provided that you were not wiped off the planet in the shuffle."

"There are a lot of druggists who 'never would be missed.'"

"By the people or by their brethren in the trade? Do you mean the worthies who live in the bottom of deep rutts?"

"Oh, no! They are harmless. Nobody objects to them. It's the fellow who makes all the trouble, who keeps pushing and shoving on general principles, the cutter. We would all like to forget about him."

"And he is precisely the one who refuses to get settled in a rut where you could comfortably ignore him. He takes the rutts cross-wise, breaks down the walls and makes the rest of you get out of your favorite grooves as well. He browses in other fields, doesn't he?"

"He sells side-lines, so that he can cut on drugs."

"Or cuts on drugs, so that he can sell side-lines? Which is it?"

"I give it up," said the druggist. "It's mighty uncomfortable, anyway."

The sage shook his head. "It's a hard problem. I'm afraid we'll have to give the whole thing up. About the only thing to do is to make pharmacy less attractive, so that fewer will want to come in. If you could only make it so unattractive that the cutters would get out—"

"Unattractive! About the only one who finds it attractive is the cutter. What is there inviting about it now?"

"Then, why do they keep crowding in? If the grazing is better in other fields why don't they go there?"

MR. SEXTON OF NEW JERSEY PUZZLES HIS PATRONS.

People in Perth Amboy, N. J., are not quite, but almost, standing around awaiting their turn to get into the drug store of Clarence A. Sexton of that city. It is a new line of advertising that Mr. Sexton has hit upon, and he is working it for all there is in it.

His medium is a newspaper. Every day, on the first page, he has a third of a column, "Sexton's Puzzle," the heading reads. Below there is an outline comic picture—changing every day as wide as the column and three inches long. These pictures run in series. For instance, there is the girl series:

"This picture represents the name of a girl. Can you guess it? The solution to yesterday's puzzle was 'Bridget,'" the text informs us. "The winner of yesterday's prize was H. O. Bishop, 87 Reector street, Perth Amboy," we are further informed. "Grand prize offer. The prize for the day will be a tooth brush and a bottle of tooth powder. Don't forget to bring in your solution at once, as the first correct one received at our store gets the prize. Conditions: Each answer must be enclosed in a sealed envelope addressed to Puzzle Department, Sexton's Drug

Store. Name and address of person handing in solution must be written plainly on slip of paper and enclosed in envelope. Do not write your name or address on outside of envelope. The time received will be marked on outside of envelope by clerk in charge of our puzzle department, and the person handing in the first solution received will be awarded the prize. Name of the winner will be announced in the 'News' on day following publication of puzzle."

The puzzles are not so easy to solve at that. It will be seen that Mr. Sexton asks that the answers be handed in, not mailed. He varies monotony by offering a different prize every day.

ROCHESTER DRUGGIST SELLS THINGS THAT "GO."

"See that man with whom I talked so long?" asked an East Side druggist the other day. "He is a drummer, and represents a New York toy house. He gets here about a month ahead of the other toy salesmen and gets the first whack at the Christmas trade. I gave him an order of over \$1,500. The goods will be delivered by December 1, and from that date on my drug business will, in effect, be but a side issue. This will be a greater year than ever for automatic toys, and some of them will possess much genius. I have ordered 1,000 automobiles alone. These will sell for from 25 cents to \$1 each, and are wound up. I did not invest in the ones containing little electric batteries. Picture books and dolls will be as staple as ever, also cheaper than I ever before bought them. For Christmas, boys want something that will 'go.' In other words, they want something that represents action. There is hardly a drug store in this section of the city that doesn't sell Christmas presents, and the trade of the big department stores does not seem to injure our business in the least, as long as we stay within the limits of price. I am generally sold out by Christmas eve."

AN EARLY NEW ENGLAND INSTITUTION.

In the window of the Waterbury, Conn., drug store conducted by N. A. Upham, there is an ancient spinning wheel that is attracting considerable attention from passers-by. It is over one hundred years old and its particular novelty lies in the fact that it has but one wheel, while most of them have two. Instead of being run by foot power, as is the usual case, this one is being run by electricity, thus representing a combination of the ancient and modern in a curious manner. Attached to the wheel is a quantity of flax, quite as old as the wheel itself. The wheel was the property of Mr. Upham's great-grandmother, who lived to the age of ninety-three years, and who died about ten years ago.

HE REFUNDS THEM A DAY'S RECEIPTS.

A startling innovation in an advertising way has been put into effect in an up-town Philadelphia store. Checks are given out with every purchase, the ordinary cash register slips with date being used, and an announcement being made that at the beginning of the ensuing month a day's receipts will be returned to the parties holding slips for that day. The selected day being announced, on presentation of the vouchers, the proprietor hands back the cash value of each, to the holder. The first few months there were but few presented for redemption. Lately, however, it seems as if every check on that particular day has turned up.

WHERE WE BUY TO GIVE AWAY.

A "gift" department is the latest thing in the drug line. That is the name of the crockery and china addition that Hull's drug store, New Haven, Conn., has recently opened. According to the manager, the annex differs from a china or crockery store in that it only carries odd pieces of china and crockery intended for whist prizes or other small gifts. No sets of anything are in the stock, only the odd gift pieces from which the place derives its name.



D. J. REESE, Philadelphia, Pa.,
Secretary Philadelphia R. D. A.

(Concluded from page 317, September 24.)

MINT.

Its Early History and Modern Commercial Development.

By A. M. TODD.

COMMERCIAL HISTORY.

The commercial industry began at Mitcham, in Surrey, England, about the year 17550, where at that time only a few acres of ground were devoted to medicinal plants. Fifty years later the area under cultivation was about one hundred acres; but the growers having as yet erected no distilleries, the plants were still carried to London for distillation. The industry in England reached its maximum just a century after its inception, the area under cultivation being about five hundred acres, after which it began rapidly to decline owing to American competition, being reduced during the next fifteen years to about two hundred and fifty acres. When visiting the English peppermint fields, I found the plants less robust and thrifty than in America, which is in part due to our more fertile soil and improved appliances for cultivation and distillation.

The industry in America may be said to have been started in 1816 by Mr. Burnet who, collected a quantity of plants on the shore of a stream in Wayne county, State of New York, and distilled therefrom about forty pounds of oil. From this small beginning the industry developed, until Wayne county, New York, soon became the chief peppermint producing section of the world, and was for many years famous for the quality of its product. In the year 1835 the first peppermint was planted in Michigan in St. Joseph county on White Pigeon prairie, the first distillery being erected the following year. The distilleries first built in Michigan resembled those of Wayne county, which in turn resembled those of England; the essential features being a copper still into which the plants were placed immersed in water, under which a fire was directly built, the escaping steam being condensed in a crudely constructed worm or condenser. Many years ago the production of peppermint oil in Wayne



P. W. VAUGHAN, Durham, N. C.
Secretary North Carolina Pharmaceutical Association.

county, New York, was in some years as great as 50,000 pounds, but owing to the more favorable soil found in Michigan and improvements in distilleries and methods the production has been reduced to about 5,000 pounds. Peppermint was also cultivated for some years in Ohio and some Southern states, but in all these states it has been for some years abandoned.

In the year 1846 a radical improvement in the form of distillery was effected in Michigan by substituting for the "copper kettle still" large wooden vats with steam-tight covers operating upon hinges, allowing them to be opened and closed at pleasure. A short distance above the solid bottom of the vat was placed a perforated removable bottom upon which the dried plants were closely packed, after which the cover was closed down, distillation being effected by the ingress of steam under the perforated bottom, by means of a pipe with valves connected with a steam generating boiler placed some distance away. Two of these vats were placed in each distillery. With this improvement it was possible to keep continuous fires in the furnace, also to allow distillation to progress constantly and uniformly since the ingress of steam is regulated by valves and pressure gauges. Under the new system the yield of a single distillery increased from fifteen pounds to about fifty or seventy pounds of oil per day, also producing a higher quality, since the danger of forming empyretic products by direct contact with the fire was overcome. The size of the vats has gradually increased and in the four nearest distilleries each distillery has four vats with a capacity of about four thousand pounds per vat for each large. Properly sized steam generating boilers are necessary and required and cranes have been introduced for handling the plants. The distilled charges are spread on the ground to dry, afterwards being removed to barns to be fed to horses and cattle. Improved rubber mangles, covered with non-corrosive metal are used. When the weather is favorable and the plants are well covered with leaves and blossoms, over one thousand pounds of oil per day are occasionally obtained by a single distillery.

Soil

Peppermint is now generally grown on land which originally has formed the bed of an old lake. The soil is rich in carbon and is usually

whose gradual decay during many centuries formed a rich black soil of decomposed vegetation. After the subsidence of the waters, trees of various kinds sprung up so that the lake bed often became a forest. Additional soil was formed year by year by the falling leaves and decaying trees until a thickness sometimes of over twenty feet of soil was accumulated.

This soil is usually jet black and extremely rich and fertile. Lying relatively low, it is necessary to thoroughly drain it which involves much expense. Owing to the soft and yielding nature of this soil it is usually impossible for horses to work upon it during the spring months or after excessive rains, unless they are provided with "mud shoes," which consist of pieces of wood about one inch in thickness, nine inches wide and eleven inches long, fastened by clamps under the ordinary metal shoes. In the spring the water is scarcely one foot below the surface of the soil, and in the driest months it seldom recedes more than four feet below the surface. In America this soil is frequently known as "muck." It is rich in carbon and can be converted into compressed fuel briquettes. This new use is now attracting wide interest in America.

Planting and Cultivation.

The ground, having been made ready by plowing the preceding year, is harrowed early in the spring to reduce it to a mellow state, being then marked with furrows about three feet apart. Workmen carry in sacks slung over their shoulders a quantity of the root stalks, which have been produced from the planting of the preceding year. These are about one-fourth inch in diameter and from one to three feet in length when in healthy state. They are placed lengthwise in the furrow by the workmen, who cover them with earth by a movement of their feet as they walk astride the row. An experienced workman can plant from one-half to one acre per day, according to condition of soil, roots, etc. With unfavorable conditions a smaller quantity is planted. With good weather the plants commence to appear above the ground within two weeks, but new plants continue to form for several weeks later.

Cultivating with horses begins within a few weeks after planting, for which purpose cultivators are used having many fine teeth. These are immediately followed by men with hoes, who remove the weeds and grass which the cultivators have left. This process is continued until the plants have become so large as to render cultivation unnecessary, which usually occurs in July, at which time fresh root stalks have commenced to be thrown out, which during August and September will entirely cover the ground. The crop thus grown for the first time is known as "new mint." In the meantime the fields, which were planted the preceding year, have thrown up a "second" crop, or "old" mint without replanting and being earlier in the ground mature sooner than does the "new." Harvesting begins when the plants have approached maturity, which is indicated by the appearance of long purple blossoms at the extremities of the stems, the leaves being well charged with oil and those nearest the base of the parent stalk beginning to turn yellow and drop to the ground. It is at this season that the plants produce the highest quality of oil.

Harvesting and Distillation.

To prepare for distillation the plants are mowed and allowed to dry in the sun a little less than day is usually dried, it being desirable that as much curing shall be done as may be effected without the loss of the leaves and blossoms in handling. Distillation is conducted with much greater rapidity and a better quality of oil results when the plants are well dried, but if too dry a serious loss of oil occurs by abrasion. It was long supposed that a loss occurred by distillation in the atmosphere through drying, on which account many growers dry the plants to the distillery in the green state, in which condition it requires fully twice the time for the extraction of the oil besides

much additional expense in handling the extra weight. The longer steaming also injures the quality, by depositing resin in the oil, extracted from the stems. It is found that the drying of the plants produces a physical condition of the leaves which causes the oil cells to be easily ruptured by the steam, and distillation more quickly accomplished. It is of extreme importance that the entire crop should be distilled as quickly as possible after maturity.

To determine this question, I made a careful experiment many years ago as follows: Equal areas of ground and equal quantities in weight of plants growing side by side were cut down at the same hour near mid-day, when the plants contained no abnormal moisture. Half the plants were immediately distilled. The other half were dried in the shade for six months, losing 49.4 per cent. in weight. It was found that no loss whatever of oil occurred by excessive drying, as the oil is held in microscopic cells which nature has thoroughly sealed.

The plants having been properly dried are drawn to the stillery and are placed at once in the distilling vats already mentioned. If well dried—and a sufficient supply of steam is passed through them, distillation may be effected in from thirty to forty minutes, but in the case of undried plants or those upon which cold rains have fallen, two hours is frequently required. Steam is admitted at the bottom of the vats, the constant pressure forcing it upward through the plants. The heat expands and ruptures the oil cells and the oil being thus carried away with the steam, passes through the condensers, flowing thence into a receiver where separation occurs by gravity. Harvesting and distillation are effected in America during August and September.

In the very comprehensive and valuable work on Volatile Oils, by Drs. E. Gildemeister and Fr. Hoffman, may be found a number of illustrations representing scenes in peppermint harvesting, etc., as well as much interesting data regarding the industry.

The yield of essential oils varies greatly. With plants well supplied with leaves and blossoms and under favorable conditions of weather I have obtained nine to ten pounds of oil from one thousand pounds of plants; but with unfavorable conditions, less than one pound. The year 1902 having been exceedingly unfavorable, the yield of oil was the smallest for many years.

A fair estimate of the average annual production and consumption of American peppermint oil may be placed at two hundred thousand pounds per annum, although it is estimated by some at a higher figure. It is certain that the amount sold as oil peppermint is much greater than the quantity named, being increased by adulteration. Owing to the reduced crop of the past year, adulteration has prevailed recently to an alarming degree. Mr. E. J. Parry, B. Sc., F.I.C., in a report published in the *Chemist and Druggist*, London, December 6, 1902, gives the tests of ten samples, all represented as pure, but none of which were pure; and the extreme adulteration in most of the samples is readily seen by the specific gravities and optical rotation data given. Some are sold under spurious labels with fictitious names of persons claimed as distillers to hide the identity of the adulterators. Measures have been inaugurated for disseminating information regarding quality, tests, etc., which it is hoped will result in materially checking adulteration hereafter.

Peppermint in the pure state is highly agreeable and beneficial, and its consumption during the past twenty years has doubled, owing to new uses which have been found, and an increased use for those purposes to which it had already been applied. It is estimated that about forty million pounds of peppermint plants are produced annually in Michigan, within a radius of seventy five miles from Kalamazoo, yielding on the average about two hundred thousand pounds essential oil. About one-half of this is consumed in America, the remainder being exported chiefly to Europe.

ADVERTISING THE RETAIL DRUGGIST.*

By R. W. VICKERS, Murfreesboro, Tenn.

B EING a firm believer in advertising it is my opinion that all carefully and well-placed advertising does pay. But as to what are the best methods that can be adopted it is difficult for one man to say, as methods that are beneficial and best for some men would not be so suited to one differently situated.

But there are methods that apply with equal force to all, regardless of who or how situated. And the ideas that I shall try to advance have been gained from a rather diversified experience, and most of which can well be adopted by either the city or town druggist.

I consider the obtaining and retaining of the confidence of the public as being the most far reaching and enduring advertisement. For with this confidence comes the high professional regard and favorable comment from the people, without which no druggist can best succeed. Hence I would place paramount the reputation of my store for reliability and fair dealing. I would never forget pleasantness and politeness to all customers, and I would have this practiced by proprietors as well as by clerks. I know a house that has this motto:—"Our effort is to have the goods when they are called for, and our desire is to give absolute satisfaction to every customer." I consider this a very good motto, and one that if well lived up to will prove a wonderfully good advertisement.

Watch carefully your stock and want book, and teach your customers to know that when they want anything in your line you can furnish it. Remember that the reputation of always having the goods is worth more than the cost of getting said reputation.

Keep your stock and show cases clean and well arranged, and spend considerable time and some money on general appearances. This makes an impression on every customer that causes them to like to come back, as well as to speak pleasantly of your store.

Remember that the condition of your show windows is a very good index to your methods of business, and a well kept show window is a cheap and profitable method of advertising. Adopt a business policy, and adhere to it as strictly as practicable, and try to conduct everything in the store in a manner that will elicit favorable comment from all customers.

Always give your customers what they call for, unless they ask your suggestion. In this case always give that which is most to your interest, and none the more to their detriment, and always with the assurance that you propose to make them satisfied with their purchase. But these remarks apply to that part of advertising that must be done within the store, and we should not forget that outside of the store lies the field from which we are to reap our success or failure, and remember that advertising is to the merchant what plowing is to the farmer. I would as soon believe that a farmer could plant his crop of corn and harvest an abundant yield without plowing it, as to believe that a merchant could conduct as successful a business without advertising as with it.

I would run an advertisement regularly in one or more newspapers, and not repeat the same reading matter more than four times in succession. In these advertisements I would make a plain statement of facts, naming a large number of articles carried in stock, assuring the public that you will make good anything sold from your store that proves otherwise, and that their patronage will be appreciated. I would never try to convey the idea that we are the cheapest but only reliable house in town, that all who trade at any other store do so at the risk of being defrauded, and possibly of losing their lives. And I would never begin an advertisement in flaming head lines with such startling announcement as "Fire,"

*First Prize Paper Read before the Tennessee State Druggists' Association, 1902.

Monday, "Mother," "Mother dead," etc., etc. I would have printed a number of neat cards say "Mother's name" in size. These I would put behind pictures of mother and hang them in all the houses. Cards for "Mother's Tablets" and other medicine plates, and they make a very neat appearance. I have met with no objection from toll-gate keepers and residents about the pikes to putting them in conspicuous place, where they will be cared for and I use them several miles out of town. I also believe that we get value received for board signs put in proper places. And the mailing list carefully and frequently worked I consider one of the cheapest and best methods of advertising.

I would also suggest the keeping on hand of a supply of booklets, blotters, picture cards, circulars, free samples, etc., either that you have printed yourself or that will be furnished by the numerous advertisers, and when a package goes out of the house enclose one of these. And when sending packages out of town by the porter give him a number of them and have them left at residences, to be never sort to the ringing of door bells. And once or twice a week I would place some in every buggy and wagon around town.

With strict attention to business, a careful study of the best methods of advertising, and a persistent application of these methods, I consider success very well assured.

Sermonette on Cheerfulness.

Look, stimulatives, medicines! There is nothing in all the pharmacopoeia half so inspiring as a cheerful temper. Do not fancy yourself a victim. Do not go through the world with a face half a yard long. Do not persuade yourself that everything happens wrong. You are the only person that is wrong, when you say that this is a world of trial and trouble. It is a great deal better to be without an arm, or a leg, than to lack cheerfulness. What if the globe does not roll round in the precise direction you want it to? Make the best of it. Put a pleasant face on the matter, and do not go about throwing cold water on the firesides of all the rest of mankind. If you are in want of an example, look at the birds, or the very sunshine on the grass. Show us one grumbler in all nature's wide domains. The man who is habitually cheerful has found the true philosopher's stone. He may be poor and destitute, but he walks clad in armor that all the mines of Golconda cannot purchase. Snow and rain cannot penetrate it, scorn and contumely fall harmless from its surface. The storm that sinks a less courageous craft can only compel him to trim his sails and try again. Who would be a mere thermometer, to rise and fall in direct with every change of life's atmosphere?

Whenever we see a man sighing and despondent about anything and everything, we know that it is his mental health that is out of gear. Cheerfulness is all that he wants. No matter how thick and fast vexations may come, there is nothing like a bright little ray of the soul's sunshine to disperse them. Counted in dollars and cents, your wealth may be a paltry sum, but if you have a cheerful temper you are rich.

Yellow Fever Epidemics.

Fear for the future have been allayed. It may now be predicted that never again in the history of the United States will an epidemic of yellow fever occur. And all of this has been brought about by the discovery that once more a mosquito must be blamed for one of the greatest of human ills—L. O. Howard, in *October Century*.

Modesty is the extreme of pride; it is built on the same base of vanity.

THEORY AND PRACTICE

PURIFICATION OF DRINKING WATER ON THE MARCH.

M. Vauard (Med. modern) presents a method proposed by a French sanitary commission for purifying drinking water for troops on the march. Rapid boiling being out of the question, it is proposed to sterilize the liquid by chemical means. Chlorine in line, employed in Austria and Germany, and bromine, require too much time and too many delicate operations, and the most satisfactory chemical for the purpose is found to be free iodine, which destroys filamentous bacteria in ten minutes. The iodine is applied in the nascent form, being liberated in the water itself, by dissolving a set of compressed tablets prepared for the purpose and forming a part of the equipment of one man in each division. Three packages of tablets are provided, the first colored with methylene blue and containing 1150 grams of a dry mixture of 10 grams of potassium iodide and 1150 grams of sodium iodate; the second red tablets containing each 0.1 gram of tartaric acid; and a third, white tablets containing each 116 grams of sodium hyposulphite. In use a red and a blue tablet are dissolved in the water, and the iodine liberated permitted to act for some minutes; a white tablet is then added, which reduces the excess of iodine and removes all disagreeable taste.

FLUID EXTRACTS FOR MAKING SYRUPS.

The Swiss Pharmacopoeia Commission are considering the advisability of officially sanctioning the use of fluid extracts in preparing syrups, especially those seldom used and subject to rapid deterioration. A referee (Schweiz. Woch.) has prepared twelve of these extract syrups and submitted them to the commission with the following observations upon the conditions required to be fulfilled: All the therapeutically active constituents of the official syrup must be present in the fluid extract in undiminished proportion. The extracts must be completely soluble in water. This condition renders the fluid extracts of the Swiss Pharmacopoeia unavailable for the purpose. The extract must keep well, at least for several months; alcohol and glycerin are the only permissible preservatives. Special fluid extracts which fulfill the conditions may be prepared by concentrating aqueous infusions and adding glycerin, as a preservative, or by percolating with a menstruum containing at most 15 per cent. alcohol, reserving the first percolate and adding glycerin to the weak percolates during concentration.

TO FIND THE MELTING POINT OF FATS, ETC.

Kraemer and Sarthou (Nouv. Rem.) employ a simple method for determining the melting point of fats, waxes, resins, etc. Twenty grams of the substance are melted in a small dish of a size and shape so chosen that the liquid will have a depth of 10 millimetres. An open glass tube 7 or 8 millimetres in diameter is then dipped into the melted liquid, the upper end closed with the finger, and the enclosed liquid withdrawn and allowed to solidify. Five grams of mercury are poured into the open end of the tube upon the solidified cylinder of fat or wax. This is then suspended in a beaker of cold water containing a thermometer so placed that the bulb is beside the cylinder of solidified material. The beaker is placed in a larger one also containing water and serving as a water bath and the whole cautiously heated. The temperature taken at the moment when the column of mercury forces its way through the softening cylinder is the melting point required.

RADIUM EMANATIONS.

Prof. E. Rutherford (Nature) considers the emanations the active principle of radium, about two-thirds of the activity being due to the substances thrown off. He states that a large proportion of the radiations are the direct result of the changes occurring in the minute quantities of matter constituting the emanations. If one C.c. of these emanations could be collected in one spot some remarkable properties would appear. The intense radiations would heat to redness a glass tube containing it, and this very rapid emission of energy would continue for several days without much change and would be appreciable after a month's interval. The rays from it would brilliantly light up an X-ray screen through a foot of solid iron.

NEW ANTITUBERCULOSIS SERUM.

Viguier de Maillane (Nouv. Rem.) has prepared a new serum for the treatment of tuberculosis. Guided by the fact that common fowls are very indifferent to inoculations of human tuberculosis, he prepared a serum having considerable antitoxic power upon tuberculous guinea pigs. The remedy has been tried in six cases of tuberculosis in human beings, giving favorable results in five. The injections are followed by a sensation of heat and pain in the thorax, varying with the nature and extent of the lesions, a diminution of the cough and expectoration and improvement in nutrition.

POLYCHLORAL, A SOLID POLYMER OF CHLORAL.

Dr. Erdmann (Nouv. Rem.) has introduced a solid polymer of chloral possessing intense narcotic properties. In preparing this substance known as polychloral, 100 parts of chloral are treated in the cold with 7 parts of anhydrous aluminum chloride. The product is warmed gently to a temperature not above 40 degrees. After cooling the mass is treated with acidulated water which dissolves all ingredients not polymerized. The resulting white residue is polychloral. It is a stable body volatilizing without fusion, and is insoluble in water, alcohol and acids, and dissolves in sodium carbonate returning to the form of chloral hydrate. It is without taste.

TO DISTINGUISH BETWEEN HEROINE AND MORPHINE.

Goldmann (Report. de Pharm.) proposes a new reaction for distinguishing heroine from morphine. It consists in treating with nitric acid which gives with heroine a yellow color, becoming a bluish green after some hours standing, and immediately upon heating, and finally again yellow. Heroine, which is the di-acetic ether of morphine, does not form a blue color with ferric chloride, due to the etherification of the phenol portion of morphine. Heroine may also be detected by heating with sulphuric acid, which gives rise to the odor of acetic ether.

A MOUNTAIN OF ALUM ROCK.

A writer in the Liverpool Post describes a mountain which is a source of wealth to the natives of the neighborhood, who extract from it annually many tons of alum. The mountain is about 12 miles from the village of Lion Chek, in China, and is about 2,000 feet high and no less than 10 miles in circumference at its base. The alum is obtained by quarrying the rock in large blocks and after roasting, extracting with hot water. The alum crystallizes out and forms a layer in the bottom of the huge vats in which the extraction is carried out, and is later broken up into blocks weighing about 10 pounds each.

Minding one's own business is all very well, but the clerk of to-day, who loses no opportunity of learning something about the other fellow's work, may be the manager of to-morrow.—Spatters.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Sticky Fly-Paper.

(E. A. J.) "Pharmaceutical Formulas" says if any retailer is rash enough to wish to manufacture sticky fly-paper instead of buying it, here is the formula to start from:

- Boiled linseed oil..... 6 ounces
- Gum thus..... 2 ounces
- Castor oil..... 2 ounces

The quantities of the ingredients must vary according to the condition of the linseed oil. It is necessary to have a non-drying oil, such as castor oil, in the composition. Vaseline oil is also good, and a trace of beef-suet is not an objection, because animal matter of any kind helps to draw the flies, especially if it be putrid. A good quality of parchment paper must be used, and the composition spread upon it while hot, with a stiff brush; the paper then folded and the edges turned over, or the composition prevented from exuding by some other means. Several methods for doing this are protected by patent.

In addition to the above formula, we append the following formulas for "sticky preparations," collected and published in one of our German exchanges last year:

- (1)
 - Rosin..... 150 parts
 - Linseed oil..... 50 parts
 - Honey..... 18 parts
 Melt the rosin and oil together, and stir in the honey.
- (2)
 - Rapeseed oil..... 70 parts
 - Rosin..... 50 parts
 Mix and melt together.
- (3)
 - Rosin..... 60 parts
 - Linseed oil..... 38 parts
 - Yellow wax..... 2 parts
 Mix and melt together.
- (4)
 - Rosin..... 10 parts
 - Turpentine..... 5 parts
 - Rapeseed oil..... 5 parts
 - Honey..... 1 part
 As before.
- (5)
 - Oil of sesame..... 5 parts
 - Rosin, dark brown..... 11 parts
 As before.
- (6)
 - Rosin..... 50 parts
 - Castor oil..... 25 parts
 - Honey..... 15 parts
 - Glycerine..... 5 parts
 Mix, as above.
- (7)
 - Turpentine, clear..... 400 parts
 - Rosin..... 135 parts
 - Linseed oil..... 200 parts
 - Castor oil..... 200 parts
 Mix and melt together.

(8) Linseed oil is boiled in an iron vessel until it catches fire. Let it burn until the drops proceeding from it string out into threads. If it is too thick, thin

it with a little turpentine oil. A little yellow wax added to the oil makes it more sticky.

Safety Matches.

(T. R. P.) We cannot give the formula for the particular composition to which you refer. However, we give two formulas taken from a foreign technical journal, but we question the ability of the inexperienced operator to successfully compete, either in price or quality of product, with regular manufacturers making these matches on the large scale.

(1) Dip the splints into a paste composed of potassium chlorate, 6 parts; sulphide of antimony, 2 to 3 parts; glue, weighed dry, 1 part. The paste for the rubbing surface is amorphous phosphorus, 10 parts; oxide of manganese or sulphide of antimony, 8 parts; glue, weighed dry, 3 to 6 parts. The ingredients must be thoroughly mixed and care must be taken not to mix the potassium chlorate in the dry state with the other materials; it should be first mixed with glue dissolved in warm water. The paste for the rubbing surface may be spread with a brush or spatula on the side of the box.

(2) Glue, 1 part; chrome yellow, 2 parts; oxide of iron, 2 parts; peroxide of manganese, 24 parts; hyposulphite of lead, 8 parts; chlorate of potassium, 36 parts. Composition for the box: Hyposulphite of lead, 20 parts; chlorate of potassium, 14 parts; oxide of iron, 7 parts; powdered glass, 8 parts; finest glue, 4 parts; amorphous phosphorus, 24 parts. Glue is dissolved in water and the other substances in powdered form are afterwards mixed with it to the consistency of paint and applied with a brush to the surface of the box.

Many processes for the manufacture of matches have been patented in this and foreign countries. As indicating the direction of the so-called "improvements" in the manufacture of safety matches, we quote from the specifications upon which two patents have been granted in England:

(1) The process claimed is "for substituting entirely the use of amorphous phosphorus in the friction surface used with these matches by means of the compounds of sulphocyanogen of its polymers and isomer."

The paste for the rubbing surface may consist of cyanogen persulphide, 2 parts; persulphocyanic acid, 1 part; potassium xanthate, 0.5 parts; antimony sulphide, 4 parts; gelatin, 1 part.

The heads of the matches are prepared with the following substances: Sulphur, 3 parts; nitronaphthalene, 2 parts; potassium bichromate, 5 parts; potassium chlorate, 50 parts; pulverized glass, 30 parts; gelatin, 10 parts.

In each case the gelatin is dissolved in water and the other ingredients stirred in.

(2) "Improvement in headless matches free from phosphorus, and which are intended to ignite by striking a suitably prepared surface."

The splints in bundles are first dipped in a solution of sodium chlorate, 87.5 parts; gum arabic, 12.5 parts; sulphate of iron, 7.5 parts; and water, 125 parts. After drying they are then dipped in a water proofing solution composed of resin, 25 parts; turpentine, 67.5 parts; oleic acid, 127 parts; and linseed oil, 37.5 parts.

The friction composition for the striking surface on the box consists of amorphous phosphorus, 25 parts; 127 parts; glass powder, 175 parts; water, 25 parts; and gum arabic, 6.25 parts.

Butter Analysis.

(J. N. M.) According to *Chem. Chemist* Wiley of the Bureau of Chemistry, Department of Agriculture, Washington, the common adulterate butter in this country is oleo-margarine and the most common but adulterant neutral lard. In other countries butter sometimes adulterated with cocoa or sesame oil. The methods of analysis by means of which the lard can be identified are described in such works as Wiley's "Principles and Practice of Agricultural Analysis," Vol. III, "Lard and Butter," Food Analysis, Snyder's "Chemistry of Dairying," Loff-

mann's "Analysis of Milk and Milk Products," and other reference manuals. By the use of certain digestive ferments and other bodies, butter may be made to hold an excessive quantity of casein, sugar and water in the form of a somewhat permanent emulsion. This form of adulteration is revealed at once on melting the sample. The detection of adulteration of butter fat by other fats is generally carried out by the determination of the volatile acid, but some other confirmatory processes are occasionally employed.

The composition of commercial butter usually varies within the following limits: Fat, 78 to 94 per cent.; curd, 1 to 3 per cent.; water, 5 to 14 per cent.; salt, 0 to 7 per cent.

The method of sampling butter for analysis adopted by the Association of Official Agricultural Chemists, follows: If large quantities of butter are to be sampled, a butter trier or sampler may be used. The portions drawn, about 500 grams, are to be carefully melted in a closed vessel, at as low a heat as possible, and when melted, the whole is to be shaken violently for some minutes till homogeneous. The mass must be sufficiently solidified to prevent the separation of the water and fat. A portion is then placed in the vessel from which it is to be weighed for analysis, and should nearly or quite fill it. It should be kept in a cold place until analyzed.

Hindoo Ointment.

(T. R. E.) Wyeth's "Handbook of Medical and Surgical References" (1873) gives the following formula under the above title:

Copper sulphate.....	4 drams
Catechu.....	4 ounces
Alum.....	9 drams
White resin.....	1 ounce
Powder and mix with	

Olive oil, q. s., to make ointment.

The author states that this ointment is highly recommended as an application to indolent ulcers.

We are unable to satisfactorily trace the derivation of the title. It is well-known, however, that the species of *Acacia* from which our official catechu is obtained, is a native of the East Indies, growing abundantly in various provinces of Hindostan, and in the Burmese Empire. It may, therefore, be supposed that the Hindoos from the earliest times knew something of the medical properties and uses of catechu, as, indeed, it is said to be used at the present time in India, in ointment form, for the treatment of indolent ulcers. An old formula in our possession gives a formula similar to that quoted above under the title of "unguentum catechu," as follows:

Catechu, finely powdered.....	4 ounces
Yellow resin.....	4 ounces
Alum.....	9 ounces
Olive Oil.....	10 ounces
Water, q. s.	

Mix. Said to be "an excellent application to ulcers in hot climates, when the ordinary fat ointments are found to be objectionable."

Hair Dye That Will Not Stain the Skin.

(J. F. S.) According to Pesse a hair dye which does not blacken the skin may be made as follows: Dissolve in one ounce of solution of potassa as much freshly precipitated oxide of lead as it will take up, and dilute the resulting clear solution with three ounces of distilled water. Care must be taken not to wet the skin unnecessarily with it. This dye is slow in its action. We do not compound the formula, although it is said that plumbism from the use of lead hair dyes is exceedingly rare.

Christina Hair Dye

Pyrogallic acid.....	1 dram
Nitric acid.....	10 minims
Water.....	10 ounces

Mix and dissolve. This preparation is a type of those claimed to be "absolutely harmless and do not tan the skin." Silver nitrate stains on the skin may be removed by potassium cyanide (dangerous) saturated solution of potassium iodide or potassium ferriocyanide.

PRETTY UNANIMOUS.

A Symposium of Opinions on What Practical Experience Should be Required of a Young Man Before He is Granted a License, and What "Practical Experience" is, Proves Pretty One-Sided.

These words were spoken by a prominent New York board of pharmacy man the other day:

"This requiring four years' experience is all bosh! But it is the law—here and nearly everywhere else. And it is criticized, more or less, here and everywhere else, as foolish.

"Why? Because it groups together all minds and all intellects, categorizing them in one class. This, despite the fact that one man is as good in six months, and better, than another could possibly be in six years. But they are equal before the law.

"Again, all proprietors are catalogued in one class by the law. But what a difference! One druggist keeps his junior at work at any old thing, scrubbing floors and washing windows comprising his four years' experience. Another, like a friend of mine in Brooklyn, puts in three hours every day with his junior, behind the counter and prescription case. His relief man, a college student, is obliged to help both himself and the boy by applying his theoretical knowledge. So he teaches the boy how to convert weights and the intricacies of specific gravities. 'They are made more valuable to me,' my friend explains, 'and it is good, very good, for them.'

"There you are: a brainless chap under the preceptorship of an inconsiderate master or stuck in behind the patent medicine counter of a department drug store is given equal privileges with the hustling, brainy, acquisitive youth, tutored by a natural born teacher.

What the Whole Thing Resolves Itself Into.

"The whole thing resolves itself to this: A four years' college course, no two terms beginning in one year, and no 'practical experience' required. Who would oppose such a condition? The public wouldn't. But some of the pharmacists would kick."

He was asked what he calls "practical experience." He replied, promptly:

"I don't know. The law says four years where drugs are dispensed at retail. The man is supposed to be employed at nothing else during the four years. But, we have to let hospital dispensary men take the examination. I do not know that we could prevent a clerk in a wholesale drug house writing, for at all of them some medicines are sold in quantities small enough to be designated as 'at retail.'

"Then, what can we define as four years? Suppose a retailer gives his clerk two or four months' vacation, during which the clerk is not otherwise employed; can the board decide he is not entitled to examination. Suppose even that he is employed in a shoe store days and in a drug store evenings, which is against the law's definition of experience; can we hold him out even then?

"I remember a case of a man who was granted a license by the board, afterward it was found that he had worked in a jewelry store at the same time he acquired his practical drug store experience. It was almost decided to revoke his license, but a lawyer said:

"If you do, I wish you would give me that young man's address; it would make a beautiful case for him and me. Why, I could cite precedents by the week, in law, and medicine, and pedagogy, and science, where the student worked outside as he studied."

A Symposium of Opinions Was Decided Upon.

The Era has heard much talk on lines similar to this. It desired to get the general, universal, pulse on the subject. So it sent out the following letter to a few experienced men whose opinions are only given after clear thought:

As there is much criticism in this and other States of the nearly uniform practice of requiring four years' practical drug experience before granting a license, the main objections being that such a course classes all minds and opportunities alike, we respectfully ask you to write us a few lines, telling us:

What you believe should be required of a young man in the way of or in lieu of practical experience before he is granted a license by a board of pharmacy, and what you call practical experience.

These are some of the replies:

Mr. Patton—"One Supplements the Other."

"The young man who prefers to make pharmacy his life work misses his chance when he fails to get four years' experience as an apprentice in a drug store, just as he loses his opportunity when he neglects a college of pharmacy course. One supplements the other. The quick method of making pharmacists without drug store experience is surely not the best. There ought to be no need of colleges of pharmacy devoting any of their time to commercial instruction; four years' apprenticeship in a drug store usually supplies the need."

JOHN F. PATTON, York, Pa.

Mr. Gayle—"No General Rule Fits."

"I do not see how general rules can be made which do not 'class all minds and opportunities alike.' I do not think the requirement can be dispensed with entirely as to any class of candidates, although it might be wise to admit graduates of pharmacy with less experience than required of those who have had no graduation.

"By 'practical experience' I understand such service as is discharged in a general way in a drug store where prescriptions are regularly compounded."

J. W. GAYLE, Frankfort, Ky.

Mr. Fraser—"Nothing Can Be Substituted."

"My opinion always has been that at least four years' apprenticeship, supplemented by a course in a good college of pharmacy, is the only system of training which will fit a young man for the practice of pharmacy, and that this, properly attested, should be the basis on which to grant him a license.

"His apprenticeship should be passed with a regularly licensed pharmacist, and, if it is impossible for him to attend a college the diploma of which is acceptable to his State board of pharmacy, he should be required to pass a standard examination; after which he should be allowed to practice in any State in the Union.

"I do not think there is anything in the world that can be substituted for a thorough apprenticeship, which, if nothing else, teaches a man how to work—the hardest and most useful thing he has to learn."

HORATIO N. FRASER, New York City.

Mr. Cliffe—"Requirement Should Stand."

"Pennsylvania requires by statute four years' practical experience before a certificate as registered pharmacist can be issued, and there has been no adverse criticism of this requirement, that I am aware of, in this State.

"At the last session of the legislature a measure was supported by the Pennsylvania Pharmaceutical Association that imposed an additional requirement—that each applicant should be a graduate of pharmacy, and on final passage it lacked but twelve votes of the number necessary for enactment. In my opinion it will eventually come.

"Personally, I believe that the requirement as to practical experience should stand as it is, and by that I mean that the time during the four years, not actually spent in attending lectures and laboratory instruction, should be passed in acquiring familiarity with the manual work of the store by being actually employed in one. Nothing can take the place of the store work in giving the man the facility and self-confidence that comes with actual practice, nothing is as well adapted as the college training to give him a clear understanding of the chemical, physical and pharmaceutical principles that control nearly all the work he will be called upon to perform outside of buying and selling."

W. L. CLIFTE, Philadelphia.

Mr. Bodemann—Practical Drug Store Experience Needed.

"Your inquiry is a little bit cloudy, there is no such thing as 'in lieu' of practical experience. A candidate for registration might make 100 in all theoretical branches, yet if he had no practical experience he should not be let loose as a practicing pharmacist. I have not heard of any criticism against the four-year requirement. Most people who start in to learn pharmacy do so when young—and certainly should be allowed to practice until of age. By that time they have had four years' experience. In most European countries it has been the practice for centuries to require a four-year apprenticeship, and custom is, after all, the forerunner and basis of our laws. Without discounting theoretical education in the least, I do believe that a man may be a good reliable druggist without theoretical education, while, on the other hand, I would not allow any one to work behind my counter who had no practical experience, no matter how he may have stood in his theoretical examination.

"What do I call practical experience? Work behind the prescription and sales counter, putting up physicians' prescriptions, household remedies, and selling drugs and chemicals. Of course it goes without saying that selling chewing-gum and jerking soda does not go for practical experience. Washing bottles and cleaning mortars may be ridiculed, but the man who has done that sort of work in his time can tell an apprentice how it should be done, and you cannot learn it in any text book. My answer may be way off the mark, but I answered it as I understood you, though I hardly grasped the full intent of your inquiry."

W. BODEMANN, Chicago.

Mr. Dawson—Wants Four Years' Experience.

"I beg to plead guilty to the charge of being stubborn on the point of a requirement of four years' practical experience before granting a license to practice as a pharmacist. While I was a member of the board of pharmacy, I adhered tenaciously to the notion that a candidate for examination for the grade of licensed pharmacist, should have a practical experience in the practice of pharmacy, of at least four years, and I have always maintained that it was a mistake for a college or school of pharmacy to grant a diploma to any graduate who had not had that amount of practical experience. I will say, briefly, that I believe,

"First.—That a young man should have not less than four years' practical experience in the practice of pharmacy, before he is admitted to an examination by a board of pharmacy.

"Second.—That practical experience should mean the manufacturing of the preparations of the U. S. P., and other pharmaceutical preparations, and the compounding and dispensing of physicians' prescriptions.

"Third.—That a young man should not be granted a diploma as a Ph. G., by a college or school of pharmacy, until he has had such practical experience."

E. S. DAWSON, JR., Syracuse, N. Y.

Mr. Frailey—Class Legislation Unconstitutional.

"The question of qualification for license to practice pharmacy is one of greater importance to-day than ever. The time requirement of four years is, in my opinion, none too great. The security of good, reliable, qualified licentiates might help bias one's opinion on this question, especially when one was badly in need of help which was unobtainable in court.

"In deciding the question, one should not lose sight of the fact that the license to practice pharmacy includes the right to dispense poisons and compound prescriptions.

"The proper exercise of these privileges requires not only a rudimentary but almost an expert knowledge of chemistry, botany, materia medica, toxicology, etc., and, what is of equal importance, a confidence in one's ability to compound and manipulate. This confidence comes

only with years of practical work behind the counter or in a large laboratory.

"A safe pharmacist should have a confidence that is stability itself, and then only be qualified for receiving a license. With stability he is more safe from confusion and liability to err. In common parlance, he is not so likely to become 'rattled'.

"While ready to admit the modern advantages of acquiring more knowledge in less time than was possible years ago, the modern requirements of pharmacy are correspondingly greater, the preparations, both galenic and chemical, are multiplied, and the immitage of words to describe new discoveries is so nearly exhausted that words describing one preparation vary so closely on words describing other preparations differing greatly in character, that it takes an expert to distinguish between the two.

"It is impossible for any but a phenomenal intellect to grasp all this in a less time than four years, and, as class legislation is unconstitutional, the law should be made to govern a fair average.

"Expert knowledge based on theory only is not stable in practical dispensing and is not to be depended on where human life is at stake. Therefore, the four years' practical experience should be actual practice in a retail pharmacy under the guidance and direction of an expert and qualified graduate of a college of pharmacy."

WM. O. FRAILEY, Lancaster, Pa.

Mr. Lignell—Depends on What You Want.

"Depends on what you want, a drug clerk, or a prescription pharmacist.

"If you want a prescription clerk, the practical experience does not count so very much, if the man in lieu of that has a good education, say high school, and term in college of pharmacy.

"If you want an all around drug clerk, he must have practical experience, otherwise he would be rather an expensive ornament around a drug store.

"Twenty-five or fifty years hence, when the drug business has evolved itself into two classes, prescription pharmacists and drug stores, then the practiceless college pharmacist will be possible; not now, except in a very few cases.

"But as long as we continue the present mode of running a combination pharmacy and department store, he is impossible, the only exception being the very large city stores that can afford exclusive prescription men."

"The drug business of today is too intensely practical, and is conducted on too small a scale to allow scientific training to be counted as the only requirement. The old countries have met this question long ago, and they all require practical experience and longer than ours. To my mind, this attempt sounds like retrogression of pharmacy—attempting to shorten requirements when all other professions are lengthening theirs.

"Imagine yourself a young man just out from college, with a State license and a fond papa who is willing to put up the cash, opening a drug store in Jonesville, where you would get, maybe, a prescription or two a day—what would you know of trade requirements, about buying goods, displaying them, advertising, store arrangements, to say nothing of salesmanship?

"In lieu of practical experience then you would have to add to the college curriculum: a course of salesmanship, course of window dressing, course of bookkeeping, course of advertising, course of store decoration, and, to properly equip the men we expect to start in small towns where they could not afford clerks, a course of window washing, floor mopping and bottle cleaning.

The professors of these courses would have queer sounding titles, I am afraid.

"Thus we would read in the future college announcement, after the usual pharmaceutical professorships: 'The Hon. Mary Malony, P. M. S. & C.' (G. E., past master scrubbing and cleaning); 'The Hon. George Washington, W. & S. C.' (master window and showcase cleaning).

"All these courses would, of course, extend the college term to say four or five years, but then the future professional pharmacist would not have to descend to the level of an errand boy, to learn the professional talk of the business, but could emerge chrysalis-like, from the professional cocoon, a learned student of pharmacy and kindred subjects, equally fit to practise surgery as a physician would be to practise surgery who had never seen a "stiff", a dentist who had never seen the inside of a person's mouth, or an agricultural student, who had never seen a farm.

P. A. LIGNELL, Superior, Wis.

There can be only one inference drawn from these replies—that four years' drug store work constitutes the popular idea of what practical experience should consist of.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

President Roosevelt Will Receive N. A. R. D. Delegates.

National Headquarters has been advised through E. E. Pritchard, the hustling secretary of the Western Pennsylvania Association, that President Roosevelt has designated Tuesday, October 6, at 12 o'clock, as the time he will be pleased to receive at the White House a delegation from the N. A. R. D. convention.

The President has been interested in the N. A. R. D.'s fight for a revision of the patent laws and has consented to have the matter presented to him by an authorized committee from the retail trade. A formal statement setting forth the reasons why druggists believe the laws should be changed will be read by the chairman of the delegation and the President given such other information as he may require to reach an intelligent conclusion.

The arrangements to receive the committee were made through the President's secretary, Mr. Loeb, by Mr. Pritchard.

Proprietors and Newspaper Advertising.

The announcement in last week's Notes relative to the stand taken by the leading proprietors with the San Francisco newspapers, resulting in excluding from the columns of these publications all cut-rate advertising, furnishes a striking object lesson in what proprietors can do along this line in other cities.

Without any expense except a few postage stamps, the proprietors have silenced the guns of the cut-raters in Frisco, and without the newspaper publicity they thrive on the public will soon forget that the cutters exist, and they will in fact cease to be factors in the retail drug situation. This means that the ability of the expert substituter to displace standard proprietaries by eloquently championed substitutes in the Golden Gate city has been greatly minimized, and that for the outlay in cash and nervous energy required of the proprietors the proposition under consideration will prove the best investment he ever made.

This being the case, why should not proprietors see to it that the Cincinnati, Philadelphia, Kansas City and other newspapers choose between their patronage and that of the cutter—making it plain to the publishers that they cannot have both? What is good and beneficial for proprietors in San Francisco will be equally promotive of their best interests in other cities. They have the power to control this matter—let them use it.

In this connection Notes desires to urge upon retailers the duty of writing each manufacturer whose advertising appears in newspapers that carry advertisements in which their preparations are offered at cut rates. Scan carefully the newspapers you read and when you come across this combination—a manufacturer's ad, or reading notices booming his preparations, together with the ad, of a cut-rate store offering the same preparations at a ruinously low price—it is meet and proper that you should put him "next" to the situation and ask him to do what he can to protect his own interests and that of his real friends—you and other legitimate dealers.

The proprietors have made a noble start in the direction of restricting their advertising to newspapers that will not lend themselves to a furtherance of the cut-rate and substitution evil. Some of the more advanced and wide-awake proprietors have gone so far

as to incorporate in their contracts the proviso that binds the publisher not to allow the advertiser's goods to be advertised in the publication at cut prices. The situation will not be ideal until all proprietors put the anti-cut price proviso in their contracts and insist upon its acceptance by all publishers with whom they have business relations.

Personal Work and the N. A. R. D. Price Schedule.

A Minnesota retailer writes National Headquarters that a store in his town was recently taken over by the bondsman of the man who established it. The bondsman at once commenced cutting on most all articles except proprietaries.

Before taking steps to meet the cut the case was submitted to National Headquarters, and the competing retailers were advised not to meet the cut until other and less aggressive means had been tried and proven unsuccessful. The following is from the National Secretary's letter:

"It seems to me you would be doing yourself a great injustice to meet the prices of the bondsman of your druggist competitor, who has presumably failed. The best possible thing to do would be to call on this bondsman and have a friendly talk with him on the subject of prices.

"There is no reason why he should jeopardize his own interests and those of his fellow creditors, and I am confident if you can meet him through some mutual friend he will see it is to his advantage to confine his prices to those customary in your town. In a matter of this kind nothing will take the place of personal work, and I desire to urge upon you that you make the most of your opportunities to bring about favorable action without friction.

"As you doubtless know, the N. A. R. D. publishes a price schedule, sample copies of which can be obtained for 10 cents. It is believed that with a copy of this schedule you can agree with your competitor upon prices mutually satisfactory, thereby making him more money as well as yourself."

The price schedule was sent for, and as nothing further has been heard regarding cut prices on bulk goods in that town, it is to be presumed that the plan suggested from National Headquarters has worked out satisfactory results.

Schaefer on the Miles Contract.

Schaefer, Omaha's cut-rate druggist, advertises Peruna at 67 cents, Pierce's \$1 goods at 68 cents, Laxative Bromo Quinine at 15 cents, Doan's Kidney Pills at 39 cents, Cuticura Salve at 39 cents, and other preparations at corresponding prices, and in the same ad, "rises to explain"—metaphorically, of course—why he can't pare prices on the Miles goods. The explanation follows:

"There seems to be some little misunderstanding as to the reason for the advance in the price of the several patent medicines made by the Dr. Miles Medicine Co. Some druggists have seen fit to explain this by claiming that 'all Miles' Medicine which were offered at cut prices were either old or spurious'; others have said there had been a trust formed, this being the nucleus of a clever scheme to abolish the cut price feature of the drug business. Here are the facts: The Dr. Miles Medical Co. have seen fit to number, consecutively, every package of goods which they send out, and they insist on the full price being asked for same by anyone offer-



ROBERT E. SERVICE.

President New York Pharmaceutical Travelers' Auxiliary Association and Representative for Lazell, Bailey & Co.

ing them for sale. And they refuse (as do jobbers who handle their products) to sell their goods to anyone who cuts the price. The number on the package is used to trace the sale. We bought a quantity of their goods before this scheme took effect and sold those goods at our price, but since we have had to buy numbered goods we have had to sell them at their price. That's their business."

Schaefer is right. It's their business, and all the N. A. R. D. asks of proprietors is to attend to this feature of their business as they ought. It is at this point the proprietor's and retailer's interests meet and are identical.

COMMERCIAL TRAVELERS

Mr. Haints is Married—Mr. Peck Tells of an Odd Coincidence—Mr. Hambrook's Sad Death.

Recent visitors to Boston were Dr. G. W. Lucea, treasurer of the New York State Commercial Travelers' Auxiliary Association, representing Bristol, Myers & Co., and Wayne A. Raymond, representing Deutsch Bros., New York.

Alonzo Lilly, Jr., son of Alonzo Lilly, a partner in the former retail pharmacy of Lilly, Rogers & Co., is in Baltimore on a visit from Denver, where he represents a drug company. Mr. Lilly was formerly connected with the Nelson Remedy Co. of Baltimore, but was obliged to sever his connection and go West on account of his health, which had become very precarious. Since his sojourn in the Rocky Mountain State, he seems to have recovered all of his old-time vigor. It is his intention to stay in the West.

W. E. Fuller is up from Massachusetts and Rhode Island, where he ably represents Lehn & Fink, on a short trip for rest. The firm named will now have the variable services in Kentucky, Indiana and Michigan of Warren M. Waters, formerly Kentucky man for the Upjohn Co. Clarence M. Rogers, well known in New England, is another acquisition, and will try his hand at trade booming in New Hampshire, Maine and Eastern Massachusetts.

H. L. Haints of Rochester, N. Y., Western representative of J. Hungerford Smith, was married in Kansas City, to Miss Elhn Stollenberger. The Kansas City crowd didn't do a thing to "Haints'" ears.

W. L. Handley, druggist of Lowell, Ind., has gone on the road for Peter Van Schaack & Sons, Chicago, in Northern Indiana, succeeding E. N. Wexberg, who has been transferred to an inside position.

A. W. Peck, one of the salesmen who make Northern Michigan for the Hazeltine & Perkins Drug Co., tells of a striking coincidence. While walking up town from the depot at Petoskey, on September 17, with three other traveling men, he casually remarked, "Well, boys, this is my birthday." From this the fact was developed that the birthdays of the quartet were September 15, 16, 17 and 18, or in the "four in a row" order, and it was everybody's treat. Mr. Peck!

Dr. J. H. Hirz of Philadelphia, the widely known representative of the Kenney & Mattison Co., will in the future make his headquarters in Milwaukee, to which city he has been transferred.

Fraught with sadness was the death at Portland, Ore., of W. B. Hambrook. It marked the inglorious end of a career which promised much. Hambrook had been a highly respected traveling salesman, first in California, and later in Oregon and Washington. When he moved to Oregon, he was given a position of trust with a drug firm, but soon fell out with his employer, who accused him of burglary. He fled North, but was captured and brought back. On the afternoon of September 21, as he was being brought to Portland, he endeavored to escape from the sheriff, jumped from the window of the train as it was pulling into the station, struck upon his head, and was instantly killed.

THE LATIN GRAMMAR OF PHARMACY and Medicine. By D. H. Robinson, Ph. D., late dean of the school of Arts, and professor of Latin language and literature, University of Kansas. With an introduction by L. E. Sayre, Ph. M., professor of pharmacy in, and dean of, department of pharmacy, University of Kansas. Fourth edition, with elaborate vocabularies, thoroughly revised by Hannah Oliver, A. M., assistant professor of Latin, school of pharmacy, University of Kansas. 12 Mo., 277 pages, cloth, \$1.50 net. Philadelphia, P. Blakiston's Son & Co.

Readers of the Era are already familiar with the character of this valuable text book. It is sufficient to state that the present edition retains the essential features of the earlier editions with the addition of much new matter. The vocabulary has been extended, the English method of the pronunciation of Latin is explained, and many additional prescriptions have been distributed through the book features which are sure to increase its value and effectiveness. Chapters on prescription writing and chemical terms, and a list of pharmaceutical and medical terms with their definitions, contributed by Prof. L. E. Sayre, are worthy of mention.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

P. O. Box 71.

NEW YORK CITY

NEW YORK AND VICINITY.

MOSTLY HISTORY.

The Story of the Manhattan Pharmaceutical Association, Being the First of a Series of Histories of Retail Organizations.

When, in 1899, an organization of drug clerks headed by the walking delegate of a local labor union, impetioned the State Legislature for a shorter hours law they builded better than they knew. But the result was hardly what they expected.

From a self-appointed committee as a nucleus there rushed into being in a little more than forty-eight hours a compact, live organization, full of men of energy and brains. The Manhattan Pharmaceutical Association was born. Its history since then is one of growth, consistent with its birth.

The Druggists' League for Shorter Hours, whose secretary was Edward Thimme, the walking delegate referred to, comprised a considerable number of the drug clerks of Manhattan and Bronx Boroughs. With considerable energy and a fair prospect for success they had introduced and were pushing a bill to make unlawful more than 120 hours of work every two weeks. This meant six ten-hour days each week.

It is not written that druggists of this city were unreasonable in their demands upon their clerks. This freak bill seemed like an unreasonable demand upon themselves. In the two boroughs the German Apothecaries' Society was alone in doing its best to thwart the movement.

On February 2, 1899, a postal call, exhorting to "attend without fail," was issued for a meeting on February 4, at the College of Pharmacy. The call was signed by William H. Ebbitt, Reuben R. Smith, William M. Massey, John C. Denner, Clarence O. Bigelow and Thomas J. Keenan.

William H. Ebbitt called the meeting to order and William M. Massey was elected temporary chairman. Mr. Massey spoke of the lack of organization which enabled agitators not connected with pharmacy to harass the trade. Arthur C. Searles' motion that the meeting organize into an association was unanimously passed. Fifty members immediately signed, paying \$5 each. A constitution had been prepared and was at once adopted. It related as the association's object: "To protect and promote the commercial and legislative interests of the pharmacists of Manhattan and the Bronx, to foster commercial integrity, to discourage unfair and unmercantile competition, to abolish existing evils, and, by concert of action to prevent the growth of customs that are contrary to good policy and sound business principles."

Thus a lusty infant was given life. William Muir, Felix Hirseman, Sidney Faber and Arthur C. Searles made felicitous speeches. Reuben R. Smith was elected president, William H. Ebbitt, J. R. Caswell and Felix Hirseman, vice-presidents, John C. Denner, treasurer, and Thomas J. Keenan secretary. The association was incorporated by twenty of the members.

Immediate attention was given to the bill for shorter hours. Executive, regular and special meetings came thick and fast. In March two canvassers were appointed to work for members. The Legislature was petitioned to reduce telephone charges. That the horizon was not limited to the city was shown when, sixteen days after the first meeting, a letter was sent to the Chicago R. D. A. congratulating them upon "their success in fighting to maintain their rights as legitimate distributors of medicines."

Every obnoxious bill showing its head was thumped.

In two months the ubiquitous feline-like poison-bottle bill had been deprived of one of its lives. In every battle for pharmaceutical rights the M. Ph. A. was in the van. It fought what President Smith catalogued as "attacks by irresponsible agitators, scurrilous, sensational newspapers and certain proprietary medicine manufacturers who advertise the sale of their wares in gin mills, barber shops, groceries and newsstands." Success came in abundant measure.

In April, first year, John H. Allen of St. Louis, member executive committee, N. A. R. D., gave an address, and a committee of five was appointed to consider the advisability of affiliation with the national organization. The result was affiliation and a long, unsuccessful attempt to work a schedule, the indifference of some of the district committees and the holding back of local outside retailers contributing to a partial failure that became complete when the German Apothecaries' Society, unable to secure recognition of its buying club, broke away. In January, 1902, Mr. Alpers' motion that the association withdraw from the N. A. R. D. was "seconded by acclamation." In the April meeting, also, the M. Ph. A. again "looked over the fence," when they urged Massachusetts pharmacists to work for the passage in their legislature of a trade mark protection bill.

In May a delegation from the Pharmaceutical Clerks' Association, newly-formed from the better class of clerks to fight the shorter hours bill, were visitors. To dismiss the subject, the bill finally passed—with a very considerable change from 120 to 136 hours. It was resolved that members of the association give preference in filling vacancies to members of the Pharmaceutical Clerks' Association.

In September plans were introduced for the Manhattan's first entertainment, jointly with other local societies, pharmacists of the Olympia and other hospital stewards of Admiral Sampson's squadron present during the Dewey celebration, being the guests of honor.

In October the association showed its ability to hang together in a political way when Robert Mazet and Dr. Nelson W. Henry were endorsed for the Assembly. How Mr. Mazet came out is not recorded, but all druggists in the Nineteenth Assembly District save two voted for Dr. Henry.

When the law demanding that a college diploma be required before the applicant is registered by the board of pharmacy passes, the Manhattan may point to the fact that this was recommended in November, 1899, on a motion by Sidney Faber. In the next January all possible help was promised the Association of Military and Naval Apothecaries in their attempt to secure an amendment to the military code of the State, providing for the title of "pharmacist" for hospital stewards in the National Guard and for an increase in pay.

The beneficiary features of the association were greatly added to in March, 1900, when amendments were passed providing "defense for any member in good standing against whom any legal act may be brought and arising from the lawful discharge of his business or professional duties," and to assist families of deceased members.



WHEN YOU HEAR OF A BABY

Think of the dollar you can make selling an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

We will supply you with free literature with your name
to distribute, on application.

WILMOT CASTLE COMPANY,
26 Elm Street, Rochester, N. Y.



WILLIAM H. GOVE, Lynn, Mass.,
President and General Manager of Lydia E. Pinkham
Medicine Co. and First Vice-President Proprietary
Association of America.

Mr. Smith was re-elected president in April and J. M. Pringle and George E. Schweinefurth were elected vice-presidents, S. V. B. Swann, secretary, and George H. Hitchcock was re-elected treasurer, his election occurring a few months before, when Mr. Denner resigned.

An early closing movement was started that spring, but fell through. The association was enlarged to take in any registered pharmacist in the Eastern section, and, under the new all-State pharmacy law, C. O. Bigelow and George C. Dieckman were elected to the board of pharmacy.

The long fight for better telephone rates culminated in November, 1900, with the securing of the privileges of subscribers with pay station rights and a sliding contract as to number of calls used during the year.

J. Maxwell Pringle was chosen president in 1901, with George E. Schweinefurth and Charles H. White, vice-presidents. Messrs. Swann and Hitchcock were re-elected.

The delegation from the Manhattan to the State Ph. A., in 1901, was turned down on its fight for matriculation into college and college education for registration applicants. Dauntlessly rising from the defeat, Chairman Hitchcock recommended when he came back, that "our cause be placed in the hands of the State regents." Adopted.

What seems to have been one of the most signal victories was when advantage was taken of one of the new amendments and a special meeting was called in April, 1902, to plan vindication and protection of members implicated in the wholesale charge of violation of the State excise law. The association's counsel assembled the defendants and none of them have paid the \$500 forfeit. Then came another "wake" over another poison bill, a "corker" this time.

The next autumn, with aid of other societies, the life insurance rates were pounded down 25 per cent. But that and later work is too recent to have been forgotten. Charles S. Erb was elected president in 1902, the other officers being re-elected, and the whole force was re-elected in the extra part of this year.

The association now has 216 members in good stand-

ing. Its power for good is only limited by its disposition in that direction—and that is unlimited. Its officers are made of the right stuff. President Erb is at all times enthusiastic and hard working, an eminently capable leader. Secretary Swann's popularity is not his only qualification, as is evidenced by the fact that he alone has brought in 130 members to the association, 100 of whom are still in good standing. Mr. Hitchcock is not confined by the limitations of the treasurer's office; his names are frequently found in the minutes as the father or supporter of important movements. George E. Schweinefurth and F. O. Collins, the latter filling the vacancy caused by the lamented resignation of Charles H. White, are of the straightest timber. In the membership are names well known even far beyond the boundaries of the State.

BOARD OF PHARMACY MATTERS.

The board of pharmacy is about ready to change prosecution tactics and will proceed against violators criminally in the future when it is found to be the second offense, instead of taking civil action or merely notifying those caught to pay up.

Secretary Erb went into a store on Saturday where there were four clerks. When he announced himself they began to flutter. They were unable to find poison book, poison labels, or store license. The proprietor was out to lunch. "The proprietor always is out to lunch in those cases," Mr. Erb said, "no matter what time of day or night it is." When he came in he found the license in the safe. The poison labels were illegal and the poison register had been unused for five years.

One druggist, when asked why he had not put the most important ingredient in a prescription replied that it was a scarce article and he didn't have it in stock.

A prominent uptown pharmacist got a new clerk. He came in one day and saw the new clerk wrapping up a prescription. He heard him charge 35 cents and went back to look at the prescription.

"See here, you sold a prescription that costs 60 cents to put up, for 35 cents. How does that come?"

"Oh, that's all right," replied the clerk, with sincere assurance, "I only put in half the quantity."

The clerk lost his job. The man had not even asked the price nor that it be cheap.

TROJANS DEFEAT ALBANIANS.

For the third time the Troy Pharmaceutical Association defeated the Albany Drug Club, at base ball, the last game being the final in a series of three played between the two teams for a silver cup donated by John L. Thompson Saus & Co. of Troy.

Among the political notables present at the last game were Mayor Druggist Gaus of Albany, and President of Common Council Druggist Henry Schneider of Troy. The line-up for Troy was: Kennedy, p.; McKenna, 2b., cf.; Sullivan, lf.; Healy, 1b.; Cavanaugh, cf., 2b.; Millington, 3b.; Schneider, ss.; Killilea, rf.; Blow, p.; and for Albany Haywood, 3b.; Smith, ss.; Bowsher, lf.; Shufeldt, 2b., p.; Peth, 2b., p.; Beale, 1b.; Fish, c.; Finkle, cf.; Husted, rf.; Papires, Gristle and Brauer. Score: Troy 7, Albany 1. Blow's pitching was exceptionally good. He did not allow a base hit until the ninth inning.

NEW CIGAR LAW.

Under the new Federal law, which goes into effect on November 1, cigars must be sold from the original boxes, which must be destroyed as soon as emptied, and cannot be given away, sold or used for any purpose.

The purchaser may now insist upon the dealer handing out the entire box of cigars, instead of taking out a handful and putting them on the show case for the customer to choose from. The purpose of the law is

to prevent substitution, and it is intended solely for the protection of the purchaser. No displays of cigars, cigarettes nor tobacco may be made unless in the original packages.

JERSEY BASE BALL HONORS TO BAYONNE.

Bayonne won the third and last game, making them their second winning in three games with Elizabeth. Now they are ready for any other team in the State, or out of it.

The score was 16 to 9. Dr. Woodruff did the twirling for Bayonne, and Dunne caught. The rest of the team was made up of N. Cadmus, second base; C. Connors, first base; Whitehead, left field; M. Strauss, centre field; J. Cadmus and Weidenheimer, third base; Landell, shortstop, and Peterson, right field. Epstein and W. Richart were the battery for Elizabeth, and the other players were Winner, centre field; D. Strauss, shortstop; Stulzen, first base; Eggers, second base; Parsons, third base; Horning, right field. Congressman Allan Benny officiated as umpire. Woodruff was an enigma. Landell was prominent with the bat and knocked out three singles and a double, and performed some remarkable sliding, which would make a hit if reproduced in moving pictures.

WHERE MR. SMITHER WAS FOOLED.

A few days ago it was discovered that the young clerk who had charge of the soda fountain at the store of R. K. Smither, 588 Niagara street, Buffalo, was in reality a young woman in disguise! Women seem bound to enter all professions, but in this instance the police objected to the young woman adopting the Mary Walker style of apparel, even though the same was very becoming to her style of beauty. She was tall, with a profusion of black curly hair, properly parted on the left side. Mr. Smither now mourns the loss of the neatest and most proficient soda clerk he has ever had in his employ.

NOT LIABLE WHEN CLERK DISOBEYS.

A Supreme Court decision, just handed down by Justice Davy, holds that a druggist is not responsible for the acts of his clerks in selling liquor in violation of the State excise laws, when the employer has given specific direction that such sales shall not be made. The case was that of State Excise Commissioner P. J. Cullinan against John F. Burkhard, druggist at 680 South avenue, Rochester, and \$500 damages were asked. It was alleged that his clerk, Frank Snyder, had sold brandy in half pint lots to Henry C. Adee, a special excise agent, without a physician's prescription being presented. The court directed a verdict for the defendant. A motion for a new trial was denied.

NEW YORK NOTES.

—Seen down town:—James A. O'Reilly, manager Owl Drug Co., Kansas City; Mr. Roth of Roth & Hug, Canton, O.; Winthrop G. Noyes, Noyes Bros. & Cutler, St. Paul; John E. Jackson, prominent Azewell, Va., retailer; A. E. G. Klor, Newport News; Dr. S. D. Trott, Bermuda; Gilbert Smith, manager Roberts Anglo-American Pharmacies, Rome and Florence, Italy; Mr Heaton, formerly of Potsdam, this State, now of Heaton Bros., retailers and wholesalers, Victoria, Tex., who was here with his wife; L. Jones, manager of the Lowry pharmacy, Northport, L. I.; A. J. Davenport, buyer for Judge & Dolph Drug Co., St. Louis.

—Professor Garret V. V. Dillenback will deliver the introductory lecture at the opening of the Albany C. P. on next Monday evening. The regular sessions will begin on Tuesday. There are several changes in the faculty. Gustavus Michaels, becomes emeritus professor

of pharmacy, while Garret Vander Veer Dillenback is advanced from lecturer to associate professor of pharmacy. Edwin G. Hartman has been appointed director of pharmaceutical laboratory to succeed Frank Richardson, who has left the city.

—Motion for counsel fees and alimony as made in the Brooklyn Supreme Court in the suit for separation brought by Mrs. May D. Bancroft against her husband, Oliver F. Bancroft, a wealthy druggist, of Park Place and Nostrand avenue, Brooklyn. Mrs. Bancroft declares her husband treated her cruelly and finally ejected her from "his handsome home," forcing her to go out into the street "scantly clad." She received \$150 for counsel fees and \$10 a week alimony.

—The adjustor in the fire insurance of Dr. Leo R. Nathan of 1797 Third avenue, who recently was visited by a blaze, was F. G. Leslie, manager of Hegenau & Co.'s drug department, who allowed \$275 on a claim for \$391.

—By the incorporation of the Heffley Drug Co. last week there was revealed a purpose to establish a chain of pharmacies in Long Island. The first store acquired is the long-established one of Heffley Bros., at Babylon.

—Victor Feitsen, who has been in the employ of Kruskal, has succeeded to the proprietorship of the pharmacy of W. Weltwitz, First avenue and Seventh street, who recently committed suicide.

—The State Civil Service Commission has called examinations for October 17. Applications must be made to the chief examiner at Albany before September 12. Apothecaries' positions are included.

—Drug Trade Club guests—George I. Berridge, Detroit; Dr. Oesterlin, Mannheim, Germany; R. G. Wright, St. Louis; E. R. Tasman, London; A. A. Booth, Liverpool; S. C. Warner, Palatka, Fla.

—New York C. P. begins its seventy-fourth annual course on October 5, and it will end on April 15. Christmas vacation begins on December 19 and ends on January 4.

—Paterson, N. J., aldermen are considering the advisability of passing an ordinance prohibiting druggists and grocers from selling liquor, and probably will pass it.

—The Schneider & Irving Drug Co., of Troy, filed with the secretary of State a certificate of a change of name to the Schneider & Macy Drug Co.

—Retail Druggists' Bowling Club resumes its winter contests on Friday evening, September 2, at Starr's alleys.

—Apothecaries' Bicycle Club goes to Greenwood Lake, N. J., today, taking the train to Pompton.

—V. Loewenburg has bought the store at Eighty-fourth street and First avenue, from M. Soroch.

—Samuel Strahl has bought out E. S. Falkenburg at 1197 Bushwick avenue, Brooklyn.

—R. H. Lisburger has opened a new store at 169 South Fourth street, Brooklyn.

—C. H. Gaus, Albany's druggist and mayor, has been renominated for the mayoralty.

—I. D. Wolf has sold his store at 35 Pike street to Max A. Lipkind.

—P. Muehle, 402 Henry street, Brooklyn, has sold to William Davies.

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO. - - Boston



VERNON DRISKELL, Ghent, Ky.,
Treasurer Kentucky Ph. A.

AROUND SYRACUSE.

—S. Rosenbloom & Sons last week opened a new department store in South Salina Street. They carry a full line of toilet articles, but will put in no patent medicines. They have signified their desire to maintain the S. D. A.'s schedule of prices in the toilet article department.

—C. G. McElwaine has returned from a trip to the Pacific coast full of admiration at the way the affairs of the S. D. A. are conducted. He says he does not care for a drug store in any city where they do not have an association, as competition is so fierce as to destroy all profits.

—One of the most attractive exhibits at the State Fair was that of Randall grape juice put up by the Chautauqua Fruit Co. of Ripley. F. M. Randall was in charge of the booth, and E. J. Oakes, State representative, assisted in the demonstration.

—The annual meeting of the Tri-county Ph. Soc. was held at Little York. The society embraces the pharmacists of Cortland, Cayuga and Tompkins' counties. A chicken dinner was served, after which business affairs were taken up.

—Willis Kilmer of Binghamton, has been in this city several days, having driven his automobile to attend the motor race meet at the New York State Fair. Mr. Kilmer is the son of Dr. Kilmer of Binghamton.

—George E. Thorpe will leave for Washington on October 1 to represent the local association at the meeting of the N. A. R. P.

—Frank J. Dear of Dear's pharmacy, is slowly recovering from a six weeks' illness of typhoid fever.

—Herbert W. Walker is recovering from a ten days' illness.

—The S. D. A. has given up the idea of having a claim bill.

—Robert Bodden has returned from Atlantic City.

—Arthur Niles is back at Dr. Beach's pharmacy.

AT ROCHESTER.

—The middle branch of the board of pharmacy at Rochester ruled favorably on only fifteen of more

than forty papers. The successful ones were: Pharmacists—James E. Jones, Syracuse; David Stolz, Syracuse; John J. Hobertus, Canastota; John J. Monahan, Auburn; Frank S. Thyme, Schenectady; William E. Cooper, Walden; August W. Snyder, Utica; Ellsworth Pindar, Newburg; John Gates, Madison; Benjamin Wanser, Troy. Druggists—H. R. Thompson, Oneonta; H. N. King, Matewan; Frank E. Grace, Rome; R. R. Aikens, Albany, and John A. Albert, Palmyra.

—Reports from Wayne county show that the peppermint crop this year will be smaller than usual. The farmers have been somewhat discouraged by the great competition given them by peppermint producers in Michigan. However, the Wayne county oil continues to hold the highest rank for quality. Some of the largest producers here have given up the business altogether.

—The Pulver Chemical Co. has been sued for \$375 by Fee Bros., space in whose building they formerly occupied for unpaid rent. A counter claim was presented by the defendants for \$1,000 on the ground that after a recent fire the premises were useless for their business and that no power was furnished. Decision reserved.

—C. M. Page, formerly with Hyde & Page on Main Street, and for some time part owner of the East Side Pharmacy, Main and Seio Streets, has withdrawn. W. C. Lauter will continue the business without change of name.

—Carl H. Pencock, local salesman for the Paine Drug Co., is home from two weeks' vacation up the lake to Montreal, returning by way of New Foundland.

—The Rochester Glass Works was recently damaged by fire to the extent of several thousand dollars. F. E. Reed is the proprietor.

'ROUND ABOUT BUFFALO.

—The Western branch of the board of pharmacy met at Batavia. Certificates were granted to the following: Pharmacists—James H. Saunders, Belfast; E. H. Van Atta, Waverly; M. M. Harris, Buffalo; Max Becker, Jersey City, N. J. Druggists—F. W. Shaw, E. P. Reinman and Oscar E. Hoegaard, Buffalo; E. B. Kerschner, Olean. An all-State pharmacists' license was issued to Jerome J. Patterson of Batavia, in exchange for his middle-State license. The members of the board, accompanied by their wives, were entertained at lunch by Mr. and Mrs. Jewell, and in the afternoon attended the Industrial Fair.

—R. W. Baxter, who has been in Buffalo for many years at 101 Massachusetts avenue, has closed his pharmacy. He will sell the stock and fixtures and retire.

—Frank T. Dewey's pharmacy was the scene of a small fire thought to have started from spontaneous combustion among some of the stock in the cellar.

HERBERT H. BARRETT, a druggist, 32 years old, of College avenue, Westerleigh Heights, Staten Island, N. Y., died from the effects of poison taken with suicidal intent. He left his home to go to New York about noon. When near the ferry, he took a package containing morphine from his pocket and swallowed half its contents. Then he started to walk, but had only taken a few steps when he fell to the street unconscious. Barrett's relatives said they knew of no cause for him to take his life.

N. LAZELL SHATTUCK, a well-known druggist of Barre, Mass., passed away in that town a few days ago. Mr. Shattuck was born in Barre, in 1832. Before the Civil War he went to Worcester and opened a drug store. He went back to Barre and once again gave up business there to return to Worcester.

PENNSYLVANIA.

FOUR DEATHS.

Philadelphia Trade Sadly Bereaved in the Deaths of Men Long Prominent There.

Philadelphia, September 29.—Dr. John H. B. Amick, former Common Councilman from the 37th ward, which he represented for twelve years, and once a druggist at Thirteenth and Diamond streets and Eleventh street and Susquehanna avenue, this city, died at the German Hospital from a complication of diseases. Dr. Amick had been ailing for nearly two years, his malady being brought about by overwork. Dr. Amick was born at St. Clairsville, Pa., in 1851. Shortly after graduation from the medical department of the University of Pennsylvania, he married Miss Sue L. Wile of Philadelphia, and commenced the practice of medicine in Schuylkill Haven. His wife's failing health then induced him to return to Philadelphia, where she died. He was a 33d Degree Mason and a member of Pennsylvania Council No. 342, Royal Arcanum, the Eagles, and the Ancient Order of United Workmen. During President Harrison's administration, Dr. Amick was inspector of drugs. He served as surgeon, with the rank of Major, in the 19th Pennsylvania Volunteers. He is survived by two sons—Harry G. and Ira Bruce Amick.

Jesse W. Pechin, a well-known druggist of 1301 Columbia avenue and 2900 Germantown avenue, died after a lingering illness and an operation, in St. Joseph's Hospital. Mr. Pechin was 43 years old. The funeral was held from the home of his brother, T. E. Pechin.

Dr. Michael C. Kreitzer, a well-known medical practitioner, druggist and metallurgist, died of a stroke of apoplexy, in his 77th year. He was born at Myerstown, Pa., in 1826, and was educated at Myerstown Academy and Yale University. In 1850 he graduated from Jefferson Medical College in this city, and the same year established himself in business as a druggist and physician at 1536 North Fourth street, and continued in active practice at that place to his death. He was an expert in the separating of metals, and for many years had been engaged in extracting nickel and gold from ore mines on his farm in Lebanon county. He was a member of the Philadelphia A. R. D., Philadelphia Commandery No. 2, Knights Templar; Harmony Royal Arch Chapter No. 51, and a life member of Gizard Mark Lodge. He is survived by one son, Harry C. Kreitzer.

Stretched out at the foot of a flight of stairs leading from the drug store at Twelfth and Poplar streets to the cellar, Gustav Kuhn, who resided in the dwelling part of the house, was found dead by his wife, Mary. While inclined to explain his death as due to accident, the police are puzzled because there were no marks of violence on the body such as would have been inflicted had Kuhn fallen down the steps. Until a year ago Kuhn was employed as a clerk in the drug store, but had lost his position. He was a graduate of the Philadelphia C. P. He was thirty-eight years of age.

IT'S GETTING SO A DRUGGIST CAN'T SHOOT.

Philadelphia, September 29.—Robert Hance, the manufacturing pharmacist of Philadelphia, and Dallas Smith of Salem, N. J., who would have been content to clear of reed birds the marshes round about Fort Delaware, are now stalking bigger game.

They are gunning for Uncle Sam.

Mr. Hance and Mr. Smith boarded a naphtha launch and made for the reeds the other day.

The sport was barely under way, however, when a

boatload of soldiers from the fort overhauled the launch, and, without reading libel or riot act, proceeded to tow the little craft to port. The gunners were seized, and none too gently haled before Captain Archibald Campbell, after being locked up in Fort Dearborn for nearly three hours. The captain gravely informed the gunners that they had been trespassing on government property, and that they must not do it again. Then he discharged them.

The news of the seizure spread across the marshes and traveled the banks like wildfire. The troubles of the huntsmen were made common cause by the natives, who have been nipping off reedbird feathers under the very guns of the fort since time immemorial. Messrs. Hance and Smith, it is said, have retained counsel to lay a complaint before the secretary of war.

OTHER HAPPENINGS.

—A battle royal between a black suspect and a couple of officers at Seventeenth and Walnut streets, Philadelphia, on Thursday evening, resulted in the death of one officer and the planting of four bullets in the alleged thief, who is now in the hospital. All signs point to this desperado as the burglar who broke into and robbed the drug stores of Nelson Fry and H. C. Leonard.

—The announcement is made that the Union Drug Co. has removed its headquarters to 142 North Tenth street, Philadelphia, from Tenth and Callowhill streets. H. F. Voshage has severed his connection therewith. N. D. Streeter has also withdrawn and is now sole owner of the store at Tenth and Callowhill streets and Ridge avenue.

NEW ENGLAND.

THE BAY STATE.

—A man who gave the name of J. T. Clark in Western Massachusetts sold perfumery from house to house and among stores. At the Hampshire House, Northampton, he gave a check for \$10, payable to his own order, and drawn by John L. Draper. It was found to be of no value. "Mr. Clark" has disappeared.

—Dr. John Chase, pharmacist in Goodale's, Lowell, took an enjoyable method of spending his vacation. Accompanied by his wife he went all the way, except for the short link of a few miles yet unfinished, from Lowell to New York by trolley cars. Little baggage was carried, and the trip proved delightful.

—Frank Honihan, clerk at Travis & Cunningham's, Framingham, has left there to enter upon his studies at Phillips Exeter Academy, Exeter, N. H. George T. Fox, employed at Henry A. Burditt's, Clinton, leaves there to enter the Jefferson Medical College, Philadelphia.

—Burglars who recently entered Charles H. Clark's pharmacy in West Brookfield secured only a small sum of money, although they completely ransacked the store, breaking and damaging the cash register. They helped themselves to ice cream also.

—H. E. Newcomb, who for a great many years was head pharmacist for Dr. Jesse W. Sargent, a Malden



Put up in One Ounce Bottles Only.

Powdered, Per ounce \$1.00
 Pink Top Capsules, Per ounce 1.00
 Tablets, 2½ grain only, Per ounce 1.00
 ETTA CHEMICAL CO., New York, U. S. A.



CARL S. BENCHE, Ft. Leavenworth, Kan.,
Sergeant First Class, Hospital Corps, U. S. A.

Born in 1877, at Briesa, Germany, Mr. Benche attended the normal schools and college at Kemptitz. In 1891 he took the position of shipping clerk with the Hamburg American Steamship Line, of which brought him traveling experience. In 1896 he landed at New York and enlisted under the Stars and Stripes in 1898. He was sent to the Philippines as a corps man, gaining promotions from private to acting steward and later passing his examination as Sergeant First Class. He is now stationed at Fort Leavenworth, Kan.

druggist, has lately returned from an extended trip to California, Colorado, Arizona, New Mexico, Oregon, Washington and Idaho.

The Currier Drug Co. has opened a store in Lawrence. The company was incorporated by Charles W. Currier, Arthur E. Colby and James E. Simpson, with a capital stock of \$10,000. Mr. Currier is president and Mr. Colby treasurer.

W. H. Perry, for some time employed by the Theo. Metcalf Co., Boston, is among those lately married. Mr. Perry and his wife, after a short trip, went to Ipswich, where he has taken a clerkship in the store of Eben R. Smith.

The Norwood Drug Co., Norwood, is branching out with another store in Franklin. A new drug store in Revere is owned by Fred W. Carr. In Acton a new store has been opened by Frank Willard of Boxborough.

Donat A. Carpenter of Edmund Reeves's, Fall River, leaves there to assume the management of a pharmacy in Warren, R. I., and is succeeded by Edmund P. Talbot, formerly at A. S. Letourneau's.

Who will pay for a large plate glass window, valued at \$50, which was broken in J. W. Colcord's pharmacy, Lynn? A man was pushed through the glass, and no one seems to know who ought to pay for it.

After due deliberation, the board of selectmen in Maynard has decided to do nothing with the townspeople's petition that drug stores be licensed to sell liquor under the usual legal restrictions.

In the annual contest for prizes offered by the Easton Kebab Co. for clever advertisements, J. William O'Connor, employed at South's drug store, Ware, was awarded the fourth prize.

Thomas Farley, a North Adams druggist, is making a good time vacation as a roller of high strings in

Canada first, and his feats on the alleys are watched with deep interest by crowds.

Ernest Roberts, clerk for Cole's, Bridgewater, goes to Boston to study higher branches and to fit himself as a registered druggist. He is succeeded by Frank Parsons of Somerville.

John V. Jewett has left Moore's drug store in Danvers to enter upon a four years' course of study in Dartmouth College, to be followed by a full course in pharmacy.

W. T. Hughes succeeds John J. Hammers at the Braintree pharmacy, Braintree. Mr. Hughes is a fellow of the Pharmaceutical Society of Great Britain and Ireland.

John H. C. Pratt, the North Adams druggist, whose business recently was disposed of, plans to open the old store again, stocking with new goods.

W. C. Thompson, druggist in Shelburne Falls, is the owner of an automobile, and is making some road runs in and near his town.

W. A. B. Cote's store, Fall River, was completely gutted by a recent midnight fire. Mr. Cote carried insurance of \$1,000.

THE SOUTH.

MAPPING OUT WAR AGAINST CUTTERS.

Baltimore, September 29.—At a meeting of the Baltimore R. D. A. on Friday morning, about ninety persons were present and much interest was taken in the proceedings. The primary purpose of the gathering was to take steps in furtherance of an active campaign against the cutters. Concerning this part of the proceedings no information was given out beyond the fact that Messrs. John G. Beck, J. B. Thomas and David R. Millard were appointed a permanent committee on grievances and investigation. A careful inquiry will be set afoot and carried on with a view to discovering whenever the tripartite agreement or other conditions are violated, and by whom. Funds for the uses of the committee will be provided in such amounts as are absolutely necessary.

Power was conferred upon Chairman Cuning to appoint delegates to the annual meeting of the N. A. R. D., and the constitution and by-laws were extensively revised.

HENDERSON MEDICINE COMPANY FAILS.

Baltimore, September 29.—The Henderson Medicine Co. of this city, which appeared to be doing a prosperous business in the manufacture and sale of Henderson's Pink Pills and other proprietary remedies, has gone into the hands of a receiver, Judge Dohler, of the Circuit Court, having appointed W. Thomas Kemp, Mr. Kemp is bonded in the sum of \$10,000, which indicates assets valued at half that amount. The appointment of a receiver was asked for by Albert H. Henderson, president of the company, who alleged that the corporation owes him \$7,104.79 for money loaned, and that it is insolvent. The answer, signed by President Henderson, W. C. Henderson, the treasurer, and H. P. Skinner, acting secretary, admitted the allegations in the bill of complaint and consented to the receivership.

MARYLAND.

The annual session of the Sovereign Grand Lodge of Odd Fellows was the occasion of a visit to Baltimore of a number of druggists from a distance. Some of them were members of the order, while others took advantage of the low rates offered by the railroads to take a trip. Among the callers were: George A. Myers, Dallastown, Pa.; Dr. P. Calhoun, Frederick; T. A. Bradford, Washington, D. C.; J. J. Ross, Westminster; Grant Gra-

ham, Bellington, W. Va.; E. H. Reinhart, Shepherds-town, W. Va.; M. A. Snodgrass, Martinsburg, W. Va.; S. S. Van Trump, Trump; Dr. I. M. Love, Grafton, W. Va.; T. H. Nicholson, Murfreesboro', N. C.; T. Barnes, Roanoke, Va.; Dr. J. Walter Hodges, Washington, D. C.; A. T. G. Hudnett, York, Pa.; Joseph B. Boyle, Westminster; W. F. Ingram, Norfolk, Va.; C. O. Santos, Norfolk, Va., and John W. Wilson, New York.

—George G. Muth, of Muth Bros. & Co., Baltimore, wears a proud smile these days, a smile that won't come off, the cause being the arrival at his home last Sunday, one week ago, of a young Democrat. As twelve years have passed without a similar event, the happy father has been obliged to begin training in pedestrianism and other accomplishments all over again.

—George W. Thomas, Jr., whose home is in Charleston, W. Va., but who is now employed as a drug clerk in Washington, came over to Baltimore last week with Miss Nellie M. Warren of Washington, and was married at the Carrollton Hotel by Rev. Joel T. Rossiter of the First Reformed Church. Mr. Thomas was formerly a clerk in Baltimore.

—H. B. Gilpin, president of Gilpin, Langdon & Co., Baltimore, returned this week from a trip to Europe, on which he was accompanied by his wife and their two sons. The party came on the Minneapolis, landing in New York. All had a fine time and came back in excellent health and spirits.

—Druggist F. Fortman of Waynesboro', Pa., who has been on a trip South with his wife, and who spent two weeks at Asheville, N. C., was in Baltimore last week for a few days, and called on old acquaintances. He is a member of the drug firm of Fortman & Miller.

—The New York Commodity Co., 216 Fulton street, New York, have received a communication from a Baltimore man who forgot to sign his name. If this catches his eye he should write again.

OHIO RIVER VALLEY.

RUBBER MEN ARRESTED.

Six Akron Men Charged with Violating Postal Laws, and \$30,000 Worth of Property Destroyed.

Cleveland, O., September 29.—Those druggists who deal in rubber goods are considerably interested in the result of the trial of a half-dozen prominent residents of the city of Akron, on the charge of violating the United States statutes in sending their products through the United States mails and through the express companies.

Government officials made the arrest, among them: being Anthony Comstock, president of the American Society for the Prevention of Vice and a postoffice inspector at a salary of \$1 a year. Special postoffice inspectors aided Mr. Comstock in the work, and United States marshals from this city aided in the completion of the work.

Besides the arrest of the six Akron men, \$30,000 worth of property was destroyed on the ground that it was being manufactured in violation of the provisions of the United States statutes. Two companies have been put out of business, perhaps only temporarily; perhaps permanently.

The companies are the Lyon Rubber Co. and the Rubber Specialty Co. They were doing a big business in Akron, employing many persons in the manufacture of water bottles and other articles which druggists are called upon to supply.



THE BUSIEST CORNER IN INDIANA.

The busiest corner in Indiana, a corner by which more people pass on foot during a year than any given point in the State is that of the Grand Lodge Hall, 1. O. F., occupied by Harry J. Huder, druggist. Indianapolis is called "The Convention City," and is noted for the great throngs of visitors that come to it nearly every week in the year. And nearly every visitor has to pass the Huder corner at some time during his stay, so that it is a landmark of the city. All the interurban cars and nearly every street car line, and they are many, pass and repass this corner, and the sidewalks fronting the store are waiting places for their passengers.

The store is considered the handsomest as it is the largest in the State, and is the most modern in its equipment. It has a great patronage. Mr. Huder is a thorough business man. Years ago he recognized the fact that the day of the old-fashioned drug store was passing, and he made the change promptly to meet new methods of business. He was born in 1863 at Madison, Ind., came to Indianapolis in 1873, and, in 1876, became a clerk for the late Joseph R. Perry, who was in the retail drug trade here for more than 35 years. In 1888 Mr. Huder began business for himself, in 1894 he removed to his present location.

Recently he has fitted up the store at 22 West Washington street, having bought it of the estate of George W. Sloan, who had been in the drug trade here for 54 years. This is called Huder's drug store No. 2.

The arrests of the Akron people followed closely upon the heels of a raid upon several places of business in Chicago, at which time hundreds of dollars of manufactured stuff was confiscated and correspondence obtained which indicated that the articles may have been obtained from the Akron firms.

The defendants in the suits are determined to put up a hard fight. Whether or not the Government officials have overstepped their bounds upon the meager evidence which they have is, of course, a question and one which will be watched with the keenest of interest by the druggists of this country.

All of those under arrest have furnished bonds to appear before the next session of the Federal court in this city, at which time, it is said, they will be ready to spring a surprise upon the Government to the effect that they are not violating the statutes.

Always insist upon having

ABBOTT'S THE ORIGINAL
Angostura Bitters.

C. W. ABBOTT & CO.,
Baltimore, Md.

AROUND THE GREAT LAKES.

TACKLED THE WRONG MAN.

Druggists Try to Stop Proceedings Against Them for Violation of Cocaine Law—Seek Injunction Against Board—President Bodemann Amused at Charge of Bribery.

Chicago, September 23.—Charges of malicious prosecution and of securing "bush money" were made on September 21 against Wilhelm Bodemann, president of the State Board of Pharmacy. In a bill for injunction Adolph C. Brendecke and Alfred Dahlberg, proprietors of the Central pharmacy, 242 West Randolph street, accused Mr. Bodemann of offering, for a money consideration, to discontinue the cases charging them with selling cocaine unlawfully.

The druggists declared that Bodemann's prosecutions have been part of a program of persecution to drive them out of business. Furthermore, they accuse the gentleman named of securing "fake" evidence, the drug sold, they say, being not cocaine, but "flake," a low quality of opium.

The bill is directed against Wilhelm Bodemann, William Henry Sage and the State Board of Pharmacy, and asks that the court restrain the defendants from any further prosecutions of the Central pharmacy in the justice courts.

The firm seeking an injunction has been receiving attention from the board for some time. On July 31 four suits were begun against the Central pharmacy in Justice Charlton's court. Three of the suits were dismissed, but in the fourth case Brendecke was fined \$50. Later a second batch of cases was filed in various justice courts, and finally Dahlberg, on complaint of Inspector Sage, was, according to reports, arrested and locked up at the Desplaines street police station. The chief witness for the prosecution before Justice Charlton said he bought cocaine at the Central pharmacy without a prescription.

Wilhelm Bodemann, president of the board of pharmacy answers the charge in characteristic manner, as follows:

"The following 'am de faes'—not by way of defense—just for 'de sake of de faes':

"This man Brendecke, in common with thirty other druggists in the levee districts against whom we had complaints, received a registered letter from the board giving him due notice that we had complaints against him, and requested him to stop selling cocaine. He came out to see me and wanted to know how he could hang on to his valuable trade without running up against the law. He said he was a doctor, and made out a prescription for each five cents worth of dope sold to friends. I told him that if he prostituted his diploma to that extent, I would go before the State authorities and have his license cancelled.

"Did he offer me hush money? Had he done so, he would have landed on the sidewalk at good speed. Did I ask him for hush money? I hope no living being in the world that knows me, or of me takes me for a dead fool. So, I will not answer. I understand that is what the man swears to in his petition for an injunction, and he is liable for anything he says in that way; I will hold him.

"We have presented him and shall continue to do so, even if we drive him out of business—if any business deserves being driven out, it is a 'dope joint'—and the police of his district came to me because the trash hanging around his joint are a nuisance to the police, and we took up the case against him jointly with the police.

"I question whether anybody not on the board has an idea what we have to put up with in the name of and for decent pharmacy."

September 28.—Brendecke's petition for an injunction was refused by Judge Chytrous. Although the local daily papers all noticed the charge of bribery against members of the board, only one could spare a little space to report their vindication, an injustice which has called forth vigorous protests from the trade.

Officers of the Juvenile Court have appealed to the board to enforce the cocaine law. A number of boys sent to the asylum have been found to be confirmed victims of the drug.

THROUGH A DRUG MAN'S EYES.

Mr. R. R. Martin Gives His Impressions of Far Eastern Trade and Industrial Conditions.

Detroit, September 29.—After ten years in the Orient, Robert Rowlett Martin of this city, is home on a visit for the purpose of conferring with his firm, Frederick Stearns & Co., for whom he manages the entire business in the Far East. Mr. Martin enjoys the distinction of being the pioneer drug representative in some of the most remote parts of the semi and even uncivilized dominions of the East. Seated in the home of a friend, he related a few of his experiences and gave his estimate on the outlook for American interests in the Orient:

"Well, as Emerson says, 'there is no foreign country; it is but the traveler who is foreign.' I have now become so accustomed to the changes that I am not as able to point out the differences of the life over there as I would after but a short stay. I will, however, give you an idea of what it means to be representing an enterprising American firm out there.

"I was the first drug representative to arrive in the Philippines after the fall of Manila. I found the conditions unsettled and had a hard time doing business there. I then visited Java, Siam and Borneo, leaving consignments of Detroit-made goods in my wake."

Asked what the prospects were for American interests in the Far East, Mr. Martin said:

"That is a rather complex question. The press in the East, especially the Kobe Chronicle (Japanese), the North China Daily News, and the China Mail, are organs which are constantly pushing Western civilization. They form a great help to the progress of trade with this country. With their editorial voices they daily touch upon the currency question of the East, and the United States comes in for a good share of severe criticism for her action in issuing the silver dollar at a parity with gold. Commercial interests have suffered severely in China and the Philippines for several reasons. The low exchange rates, the unsettled political and financial conditions, and hundreds of relative reasons have had a great deal to do with the general depression. There will certainly be great developments in the Philippines once things are settled and conditions become normal. Russia and China seem to have practically arranged the Manchurian difference, and that alone has made a marked change for the better in business. In India, American interests are making comparatively good headway, and all American houses out there are patiently waiting for a settlement of the present conditions. But with plague, famine and other scourges the country is kept constantly in a disturbed state, and of course, that is very discouraging.

"In South Africa, on the other hand, things are rapidly picking up, that being a country which rapidly recovers itself.

"What is my opinion of the present labor situation

in South Africa? Well, that is a question which at the present moment is greatly troubling the imperial officers and the financiers of Great Britain. I am confident the Chinese are the coming laboring class of South Africa. The war has changed completely the complexion of the labor question. The blacks who worked for from ten shillings a week to perhaps in some few cases one pound sterling, and who gave good value, found that during the war they could make ten times as much pay. They saved up a great deal, and can now remain idle long enough to make things unpleasant and cause enormous difficulty in working the mines. It is held by those in a position to know that Chinese labor will set things right, as the Chink is a strenuous worker and faithful to a degree."

DETROIT BOWLERS PROMISE SURPRISES.

Detroit, September 29.—Now that the chilling blasts of autumn make aquatic and other outdoor sports rather strenuous, the thoughts of both old and young turn to bowling, and a rush is being made for the alleys. The Detroit Drug Bowling League, which set a high mark for its rivals last year, proposes to do even better during the coming winter, and is already preparing for the struggle for the championship. "Try out" games are being played nearly every night, and when the teams for the season are finally announced, those who were pretty well down the list last year promise some big surprises.

The league was formally organized last week. The season will open on Monday night, October 19, and will continue for a series of sixty games, ending in March. Following are the officers elected for the ensuing year: President, H. E. Perry, Michigan Drug Co.; vice-president, Howard J. Lawrence, Parke, Davis & Co.; treasurer, Charles G. Willits, Frederick Stearns & Co.; secretary, A. H. Ludwig, Nelson, Baker & Co.

Two weeks of hard work has placed the Parke, Davis & Co. interdepartment bowling league upon its feet for the season's work. With small changes in the organization of last year has been preserved, holding the same objects in view, namely, good times, good fellowship, and a few records. The teams, eight in number, have five men each. Play will begin on Saturday, October 3. The schedule provides for three rounds of matches. The officers chosen for the season are: President, E. G. Swift; vice-president and treasurer, Ernest Kimmich; secretary, G. W. Mutter.

PRESCRIPTION FOR CARBOLIC ACID.

Chicago, September 29.—Carbolic acid or any preparation of it may not be sold at retail in Chicago, except upon the prescription of a physician, if an ordinance introduced into the council last Monday night shall become a law. Alderman James C. Patterson is the father of the proposed ordinance. The frequent suicides by carbolic acid of late have called his attention to this corrosive liquid, with the result outlined above. He feels that such an ordinance might be the means of preventing many suicides. In 1901 eighty-six persons in Chicago killed themselves with carbolic acid; in 1902 the number increased to 127, while there has been a further increase in the current year.

FROM ILLINOIS.

—The alleged Western Supply Company, a concern which has been operating until a few weeks ago in the Pontiac building, and was frightened off by the interest which the postoffice inspectors took in their business methods, caught several toilet soap concerns. Some of the principals in the swindle have been arrested. It is said they disposed of the goods they secured by means of a "fence" in New York.

—The holiday trade is delayed this year because man-



Chicago Veteran Druggists at Three-mile Crib, one of the intakes of the Windy City's Water System, Lake Michigan.

ufacturers of novelties have been late in getting out their goods. Not until recently have the salesmen received their lines of samples. Country orders are therefore just beginning to come in and city orders have not come in yet.

—H. W. Wardhurst has opened a store under the name of the Southern pharmacy, at 1258 Michigan avenue, Chicago.

—J. A. Roth has bought the store of L. Ginsberg, at Fourteenth street and Blue Island avenue, Chicago.

—Joachim Schachter has succeeded L. K. Kryzer, at 215 West North avenue, Chicago.

DRUGGIST SHOOTS HIS WIFE TWICE.

Shoshone, Ida., September 29.—Dr. J. W. S. Emerson of Shoshone, one of the leading practitioners of the southern part of the State, took a notion to do some shooting the other day. He is now at Milner, running a drug store temporarily. Dr. Emerson, it is stated, had been gambling and went home at 2 A. M., "broke." He is alleged to have demanded more money of his wife, but she refused him, whereupon he shot her in the left shoulder and also in the left breast, only a few inches above the heart. The woman is expected to recover. Her husband is in jail. Mrs. Emerson is the daughter of Frank R. Gooding, chairman of the Republican State Central Committee.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

; NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories,
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

PACIFIC COAST.

A WEIRD MISTAKE.

With Florida Water a Prince of Wales Island Druggist Satisfied Indians craving for Fire Water.

San Francisco, September 29.—From way off in the tropical waters of the Pacific comes as tragic a story as ever appeared the drug world on the western side of the hemisphere. Its a strange tale and concerns the methods of the aborigine as a dispenser of pills and medicines.

Prince of Wales island is off the Alaskan coast and there, in the city of Ketchikan, Zundloch and his wife have a monopoly of the drug trade. They run a millinery establishment with medicines on the side. They have an extensive trade among the Indians who seek the medicine "that burn on the inside." To satisfy this craving Zundloch imported a quantity of Florida water. Its popularity was instantaneous, and its effect as rapid, but more lasting. Three of his customers died and hundreds suffered great agonies, but managed to recover.

The story reached the authorities and the grand jury took a hand. Zundloch admitted that he sold Florida water, but said he thought it was harmless. Samples were sent to the University of Washington for analysis and were found to contain 96 per cent of wood alcohol. Zundloch was tried on the charge of selling liquor to Indians, but the Alaskan laws failed to convict him. The natives have had a lesson, but not in temperance, and report says there is a good opening for a live man who'd carry "something on the side."

Hood Calendars for 1904.

We think it will be an advantage for all retail druggists to accept Hood's Calendar Offer for 1904 as early as possible.

The Calendars are very handsome and there is sure to be a great demand for them.

It's good cheap advertising for the retailer as he gets his name printed on each and every Calendar sent him.

Every Calendar given away is a constant and steady advertisement for you with your customer for a whole year, and costs you nothing extra whatever.

How to get Hood's Calendar is explained fully in regular advertisement in another part of this Journal.

A DIRECT ROUTE TO BUSINESS SUCCESS.

There are leading we could more call the attention of business to the fact that the greater part of business success comes from advertising in some form. Our advertising buy space to familiarize the general with our products, so that when he has a call for them he will know what they are and where they may be obtained. Get posted. The following goods were advertised in the September 24th, Era.

TONIC PILLS. Made by Sharp & Dolner, Baltimore, Md., and said to be composed of beef, wheat and other, and to be especially adapted for fever patients.

PLASTER FORMULARY. Claimed to be the best ever used in any other self-operative work on plaster and other subjects. Has been in preparation for over half a century, and is the 12th edition of Fenner's Complete Formulary. Published by B. Fenner, West 14th, N. Y. From whom further particulars may be obtained.

SEVEN PER CENT PREFERRED STOCK FOR SALE.—The Welch Grape Juice Co., for enlargement

of plant and for advertising purposes, offers to its friends \$200,000.00 of preferred stock at par value, \$100 per share, non-assessable, guaranteed dividend of 7 per cent, payable semi-annually, January and July. Shares issued in any number from one up. More information on page 3.

POCKET ATOMIZER.—Made by Whitall Tatum Co., 410-416 Rice street, Philadelphia; so arranged that when the Atomizer is not in use it can be pushed into the bulb, forming a very compact package which may be carried in the pocket. See cut on page 4.

CONCENTRATED FRUIT SYRUPS.—The kind mother makes, prepared from selected ripe fruit, by the Duroy & Haines Co., Sandusky, O.

BRUSHES.—Hair, Tooth, Nail, Cloth, Complexion, Military and Bath Brushes made by G. B. Kent & Sons, Ltd., London, England, and sold in this country by McKesson & Robbins of New York. Every Brush is warranted perfect.

BUTLER BROTHERS' CATALOGUE.—A wholesale department store on paper, of special interest to retail druggists; takes the market to their stores; issued by Butler Brothers, New York, Chicago and St. Louis. Free for the asking.

SHELF-WORN STOCK.—Gives the public a bad impression of your store, and furnishes the other fellow with an argument that turns patronage in his direction. Why not get rid of it? The Barks Medicine Co., 135-137 Lake street, Chicago, Ill., would be glad to exchange salable goods for it.

PISO'S CONSUMPTION CURE.—A staple article that sells the year around. Be prepared to supply the coming demand.

WINE OF CARDUI.—Made by the Chattanooga Medicine Co., Chattanooga, Tenn., and claimed by them to be advertised in 50,000 newspapers, 18,000,000 almanacs, 5,000,000 booklets and posters, mailing lists, etc. Note their advertisement on inside of front cover.

BORAX.—The 20-Mule Team Brand; cleanses glasses or ice cream dishes better and quicker than any other preparation. Order of your jobber.

MEDICINAL CHEMICALS.—Made by the Mallinckrodt Chemical Works, St. Louis, Mo., and used by thousands of critical pharmacists and physicians. The "M. C. W." label stands for highest purity in medicinal chemicals.

MIXED PAINT.—Made by the Buckeye Paint & Varnish Co., Toledo, O., in 10 desirable shades; durable and economical; put up in gallons, half gallons and quarts.

TOOTHACHE GUM.—82.50 per gross. Made by the Steratol Chemical Co., Oceanus, N. Y. Retail for 10c per package. Send 35c in stamps for sample dozen on attractive show card, and get particulars of their special winter offer.

Dr. David Kennedy's NEW MEDICINES.

	Per Dozen
CALCURA SOLVENT	\$3.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPIDEMIC SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Coccaline)	8.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
CCCLURE BALM	2.00

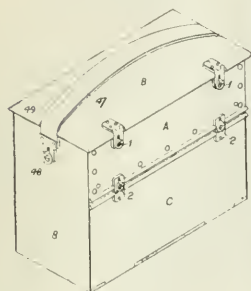
Samples, counter advertising and show displays provided. Address the manufacturers.

THE CAL-CURA CO.,

Dr. Kennedy Row,

RONDOUT, N. Y.

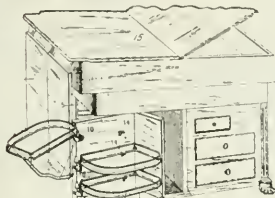
PATENTS, TRADE MARKS, ETC.



739,723



739,604

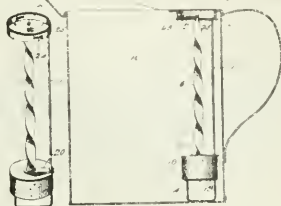


739,471



739,616

739,625



739,536

PATENTS.

Issued September 22, 1903.

- 739,375.—Charles E. Baker and Arthur W. Burwell, Cleveland, Ohio. Process of producing sodium peroxide.
- 739,471.—William D. Allison, Indianapolis, Ind. Tray-support and closet for physicians' tables.
- 739,536.—John T. Flaherty, Washington, D. C. Liquid-measure.
- 739,604.—Frank Jones, Chicago, Ill. Bottle-package.
- 739,616.—Alfred P. Oxley, Detroit, Michigan. Bottle.
- 739,628.—Frank R. Wilkins, London, England. Stopper for bottles, jars, or similar receptacles.
- 739,723.—Augustus Rosenberg, London, England. Portable oxygen-generating apparatus.

TRADEMARKS.

Registered September 22, 1903.

- 41,145.—Flavoring Extracts. The Auburn Extract Co., Auburn, N. Y. The word "Grandma's."
- 41,150.—Certain Named Medicinal Food. Internationale Hell-u Nahmittel Compagnie, G. M. B. H., Leipzig, Germany. The hyphenated word "Haematin-Eiweiss," etc.
- 41,155.—Lotions. Blackmarr & Mandeville, Chicago, Ill. The words or combination of letters "Loto Retardo."
- 41,156.—Tonic. George W. Caldwell, Middletown, N. Y. A bust portrait of the registrant with his autograph signature thereon.
- 41,157.—Hypnotic. Farbenfabrikon of Elberfeld Co., New York, N. Y. The word "Isopral."
- 41,158.—Pellets for Cure of Kidney Diseases. The Bole Drug Co., Ltd., Winnipeg, Canada. The letters "B. D. C."
- 41,159.—Proprietary Remedy for Certain Named Diseases. Salyria Chemical Co., St. Louis, Mo. The word "Salyria."
- 41,160.—Remedy for Hog-Cholera and Other Swine Diseases. Joseph B. McCallum, Whiteville, N. C. The word "crux."

Peter Van Schaack & Sons, Inc., wholesale druggists of Chicago, have recently supplied their patrons in the trade with copies of their annual Price List for 1903. This edition marks volume xxxiii of the series and an examination prompts us to say that it is fully up to the standard of excellence attained by its predecessors. It has been revised from cover to cover, contains 1280 pages, and is a complete catalogue of the multitudinous number of articles that must be carried in stock to meet the daily wants of the retail pharmacist.

SALOON MEN MAKE SAME OLD CHARGE.

Kansas City, Mo., September 29.—There is prospect of open war in this city between "North End" druggists and saloon men. At a recent meeting of the board of police commissioners, several applications for saloon licenses were refused by the board on the ground that there were no saloons in the neighborhood and that the citizens of the locality were opposed to the permits. The saloon men came back with evidence to the effect that liquor was being illegally sold in drug stores in the neighborhood in question and demanded that the law be applied to druggists as well as themselves. The board has the matter under consideration.

KANSAS LIQUOR TROUBLE SUBSIDING.

Parsons, Kas., September 29.—It is reported that several Parsons druggists under bonds to appear to answer charges of violating the prohibitory law, have agreed to a "compromise" with the authorities. The terms reported are that the druggists shall permit no more drinking on their premises and that they shall insist upon a physician's prescription before selling liquor, thus evading prosecution.

After being tried four times on the charge of violating the prohibitory law, Mr. Youngberg, of Ottawa, has at last been acquitted. It is thought that his troubles are over.

HEARD IN IOWA.

—George W. Payne of Burt, has given a bill of sale. The Phelps-King Drug Co. succeeds C. W. Phelps at Keokuk. C. L. Kettlewell has succeeded Graff & Kettlewell at Carson. B. F. Kucheman of Meservey is now B. F. Kucheman & Co.

—F. E. Brown & Son of Anamosa, have admitted H. E. Beam and the style is now H. E. Beam Drug Co. R. E. Anderson succeeds J. B. Atkins at Council Bluffs. —O. W. Phelps of Kanawha, has sold to Henry Irwin and the place is to be called the Irwin Pharmacy. P. W. Fleming succeeds Fleming & Griepenburg at Manson.

—James Harper of Boone, has given a bill of sale. So have J. A. Ross & Co. of Pocahontas. E. D. Morrison & Co. of Valley Junction, have sold.

—The affairs of John W. Cline of Knoxville, are in the hands of a receiver. Baker & Woolsey of Greene, are succeeded by Tobin Bros.



PRICE CHANGES GENERALLY FAVORABLE TO SELLERS.

New York, September 29. (General) business continues to show increasing volume, and the market has a steady undertone with a majority of the price changes favorable to sellers. The principal exceptions are a further decline in menthol and a reduction in manufacturers prices of citric acid.

OPILUM.—There is no material change in the condition of the market, and jobbers continue to quote \$3.06 3/45 for 9 per cent, and \$3.50 3/45 for 11 per cent. Powdered is unchanged at \$4.30 1/45 for 13 per cent, and \$4.80 1/45 for 16 per cent.

MORPHINE.—Jobbers report a steady movement into channels of consumption with values maintained at \$2.00 1/25 for eightths in ounce boxes, \$2.55 1/25 in 2 1/2-oz. boxes, \$2.85 1/25 in ounce vials, and \$2.30 1/25 in 5-oz. cans.

QUININE.—A continued fair consuming demand is reported and the outlook is considered favorable to improved prices in the near future, but jobbers are yet willing to sell at 25 1/2-oz. tins, 26 1/2-oz. tins, 27 1/2-oz. tins, 28 1/2-oz. tins, 29 1/2-oz. tins, 30 1/2-oz. tins, 27 1/2-oz. in 15 or 16-oz. tins, and 32 1/2-oz. in ounce vials, according to brand and quantity.

ELIGOT.—Foreign markets continue to harden under the influence of reduced stocks and increased activity, and local jobbers have further advanced quotations to 47 1/2-oz. for whole Russian, 72 1/2-oz. for powdered, 62 1/2-oz. for whole Spanish and 72 1/2-oz. for powdered.

Oil, CLOVES.—Under the influences noted last week jobbers have further advanced their quotations to \$5. 1/8 1/100, and the tendency is still upward.

Oil, PEPPERMINT.—Primary markets are firmer and local dealers are indifferent sellers at \$3.00 1/3 1/10 for bulk and \$3.25 1/3 1/10 for either H. G. H. or redistilled.

Oil, SPEARMINT.—A firmer feeling has developed among holders and bidding quotations have been advanced to 81. 5/16 1/100.

BALSAM PERT.—Primary markets are reported stronger and spot bidding quotations show an advance to 81. 4/16 1/100.

TTRIC ACID.—Manufacturers have reduced prices to 10 per lb., and 10 1/2 per lb. sold quotations are 23 1/2-oz. in lbs., 23 1/2-oz. in kgs and 10 1/2-oz. in broken lots.

NITRATE OF SILVER.—Manufacturers' prices have further advanced, owing to increased cost of the metal, and jobbers have marked up quotations to 47 1/2-oz. for crystals and 46 1/2-oz. for fused.

SABSAPIPARILLA.—Mexican is very scarce, owing to difficulty in reaching shipment from primary sources, an account of the plague and jobbers have advanced quotations to 25 1/2-oz. for whole, 27 1/2-oz. for cut or crushed and 29 1/2-oz. for powdered.

SAMPLOK MONOGRAMMATED.—An easier feeling has developed and bidding quotations have been reduced to \$1.00 1/2 per lb. and 1 1/4 1/100 per oz.

MENTHOL.—Under the influences noted last week jobbers have further reduced their prices to 86. 5/16 1/25 per lb. and 50 1/2-oz. per oz.

SPICES.—Since the report on spices noted a week ago there has been a further advance in quotations for pepper to 1 1/2-oz. for whole and 1 1/4 1/25 for new brand. Saigon cassia has been marked up to 65 1/2-oz. for whole and 70 1/2-oz. for powdered.

CANARY SEED.—Savina is without quotation but from whole bidding quotations for Sachy have advanced to 1 1/4 1/100 by the bag, and 30 1/2-oz. for

THAP SEED.—Russian is firmer and jobbers have advanced quotations to 31. 5/16 1/100 by the bag, and 1 1/2-oz. in smaller quantities.

SHELLS.—Foreign markets are decidedly stronger and jobbers have advanced their prices to 60 1/2-oz. for S. S. O. and 70 1/2-oz. for Native.

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TESTS AND REAGENTS, Chemical and Microscopical, known by their authors' names, together with an index of subjects, compiled for the use of chemists, microscopists, pharmacists, students, etc. By Alfred H. Cohn, Ph. G., Author of "Indicators and Test Papers," etc. First edition, 8vo., 114 pages; price, cloth \$2. New York, John Wiley & Sons; London, Chapman & Hall, Limited.

The earlier works of Alschel, Schneider and Wilder have been heavily drawn upon to supply the text for "Tests and Reagents," but the author is entitled to great credit for the logical arrangement of his material and for the many new tests he has incorporated in his book. The tests are arranged in the alphabetical order of their originators' names, a comprehensive index of subjects making it possible for the busy chemist or pharmacist to find the data he may want without loss of time. As a work of reference it deserves a place in every chemist's library.

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ASAFOETIDA, INSECT FLOWERS, SAGE, SENNA, HERBS and SPICES.
Write for samples and quotations
McCORMICK & CO.,
Manufacturing Chemists, Importers and Grinders, BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, OCTOBER 8, 1903.

No. 15

Entered at the New York Post Office as Second Class Matter.

Established 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & Co., No. 8 Spruce Street, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum.
Foreign Countries in Postal Union - 4.00 per annum.

THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.) We supply a substantial Binder at 75 cents each, post-paid.

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Tel. No. 3572 John. Cable Address "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

Our experience in catering to the wants of druggists has taught us that they are especially interested in formulas for toilet preparations.

In the Era Formulary there is one department which alone contains something over 1,000 such formulas.

Toilet specialties are as important as any class of goods the druggist may sell—"they appeal to the tastes of the refined and the rich—to the beautiful and those who wish to be"—and they afford a good profit.

Why not awaken to your opportunities for a policy of trade extension by purchasing a copy of the Era Formulary? This book will enable you to become the manufacturing chemist of your neighborhood. Price \$5 per copy, delivered. Write to the publishers for information.

President Hadley of Yale, says that, "the two aims of education are training for knowledge and training for power."

Another eminent educator has the same thought in mind when he distinguishes between "teaching to know and teaching to think and do."

In pharmaceutical education this distinction probably does not obtain, for the training is purely a guide to correct action.

Still it is well for the student to select carefully so that his limited time and means produce the best results.

The Era Course in Pharmacy gives the maximum of practical training for the minimum expenditure of time and fees.

Write to The Pharmaceutical Era, No. 8 Spruce Street, New York, N. Y.



A WAR OF BRAINS.

Sir Norman Lockyer, president of the British Association for the Advancement of Science, stirred up no little commotion among educated Englishmen recently by declaring that the country was woefully behind the times in the matter of technical education, and urging an immediate expenditure of twenty-four million pounds for new universities. He said England was falling behind in the race for national supremacy, that the struggle for existence had undergone a change, the war now being carried on not between individuals, but between organized nations, not with sword and sinew but with science and brains. The means provided for university education and research in Germany and the United States were held up as an example and a warning to his countrymen. There are probably many in the British Islands who agree with the enthusiastic man of science, for that nation has been much given to self-criticism of late, but others do not believe that more scientific instruction and more universities would cure England's ills, and even deny that there is anything serious the matter, at all. A writer in the Chemist and Druggist points out that the inference in the president's remarks, that national brain-power bears any close relation to the number and the endowment of universities is debatable ground, and that the creators of great industries have not been university-bred men. He considers the requirements of the day more a matter of push and enterprise among capitalists than one of college buildings and high-salaried professors. Perhaps a happy adjustment of one to the other is best of all, a sufficient number of trained men who can do things with scientific accuracy and economy, and an abundance of enterprising capitalists willing to employ them. The demand for technical men seems nowhere to be equal to the supply, in spite of what the newspapers say. In Germany they already have a large and troublesome class of unemployed, known as the "educated proletariat," and this country is by no means free from the danger of a similar infliction. Perhaps, after all, the needs of the world are like those of pharmacy—not so much quantity as quality.

THE VALUE OF RESEARCH.

The retiring president of the British association has no patience with those who insist that in order to be

worth while every study must be practical and useful, and that pure science like a polite acquaintance with ancient literature and comic sections, is wholly ornamental and wasteful of time which is money. To be sure, he speaks as the representative of an association having for its avowed purpose the advancement of science, and his opinion is therefore, perhaps, not quite unbiased yet what he has to say on the subject is well worth thinking about. In his opinion it is not enough to be satisfied with improvements; there must be something entirely new. "It is imagined by many who have given no thought to the matter that this research should be closely allied with some application of science being utilized at the time. Nothing could be further from the truth; nothing could be more unwise than such a limitation. Surely all the laws of Nature will be ultimately of service and therefore there is much more future help to be got from a study of the unknown and the unused than we can hope to obtain by continuing the study of that which is pretty well known and utilized already. It was a king of France, Louis XIV., who first commended the study of the 'tenemic inutile.' The history of modern science shows us more and more as the years roll on, the necessity and advantages of such studies, and, therefore, the importance of properly endowing them; for the production of new knowledge is a costly and unremunerative pursuit." Still, for all that, it is not wise to treat a branch of science with contempt simply because it has an immediately useful purpose, an egotism not at all uncommon among Sir Norman Lockyer's associates and a form of snobbery from which we in this country have also suffered at times.

ARE THE DOCTORS TOO GOOD?

Boston always has been noted for the strange and startling ideas which it manages to bring into the world. One of the latest reported from this exuberant thought center is attributed to a health officer of Providence who recently read a paper in Boston on the question whether the doctors were not in danger, of overdoing the business of saving life. He argued that the application of medical skill in sparing the weaklings of the human race was contrary to nature, while by means of the beneficent process of natural selection is constantly killing off the unfit. Medical men, by saving the lives of poor little chaps of less than average vigor were, therefore, counteracting the efforts of nature to "improve the breed" so to speak. All this, of course, based upon the assumption that the strong are the most fit to survive, and is, in fact, lower than Aesculapian thought. To a stock man this argument always appears eminently logical, but it is not yet time to begin stamping the doctors for their work of mercy. The Journal of the American Medical Association will devote attention to a very serious flaw in the chain of reasoning. The strongest children are put not necessarily the most fit to survive. A child, freed from a purely physical standpoint, may be a degenerate already—physically he is not to be compared with any one of the large number of animal species—but what he lacks in bodily strength he makes up in brain development. An ordinary bear can out run, out force and out fight any man, and his intelligence is hardly less so, but a noble animal intelligence goes and he is not fit for a human one. Man's supremacy

rests on brain development only, and relatively puny bodies may sustain and nourish brains of great vigor and usefulness. Besides it is impossible to foretell what sort of man will develop from any child. Some great men have had, according to early appearances, a very poor beginning. Weaklings that grow up to be Darwins, Daniel Websters and Roosevelts are worth saving. Doctors and health officers are doing good work, and they need not worry much about results.

A NEW INDUSTRY.

Although radium is as yet only a scientific curiosity and its uses are only experimental, the wide interest in the metal among men of science has resulted in an actual demand which has already created an entirely new industry. In France and Germany enterprise has been in the field for some time trying to supply the extraordinary demand, and there is a project on foot in this country to extract the wonderful element from ore mined in Colorado. A rich vein of radium is at present far more interesting from a financial point of view than a gold mine, for while the market for the yellow metal is steady at about \$20 an ounce, that of the new scientific puzzle is booming at \$20,000 for the same small quantity. The minerals from which radium may be obtained are pitch blende, thorite, organite, fergusonite, cleveite, chalcocite, autumite and monazite. Unfortunately, like other things much sought after in this world, the interesting new element is somewhat elusive. A given mineral may or may not contain traces, the proportion being an extremely uncertain quantity. At present the industry is limited to a pursuit of traces. This uncertainty now merely adds zest to the search, of course, and the new industry should appeal strongly to the extremely lively imaginations of our mining population.

A FEW TOOTS FROM OUR HORN.

It is one thing to write and print a journal, and another to get people to read it. In these days of million-dollar paper-mills and huge printing presses, a publication escapes all notice unless it possesses the one essential quality, interest. Many periodicals, excellent in printing and subject matter, are never removed from the wrappers because they lack the quality that piques the curiosity and impels one to read. Nowadays quality of paper and worthy intentions do not alone make a journal influential, if an interesting manner of presenting things is lacking, it will receive no more attention than last year's manna. It is this quality of human interest, that the Era has endeavored to put in its pages, the quality which will win it readers, be they subscribers or only borrowers. It is therefore with no little pleasure that we note from time to time evidences that our efforts are having the desired results. During the past week the German Apothecaries' Society of this city successfully launched a co-operative insurance company, an enterprise which had been on the stocks for some time. When the Era investigated the merits of the scheme and printed accounts of results obtained elsewhere, the originators of the movement began to receive letters of inquiry from all parts of the country, and neighboring associations passed resolutions about it and even appointed delegates to inquire into its pur-

poses. A few weeks ago we printed opinions of various members of the trade about Dr. Lederle's proposal to furnish free antitoxin and vaccine to every one in the city, and the week following an enterprising and influential pharmaceutical association passed resolutions condemning the principle and appointed a committee to co-operate with other societies in taking steps in an opposite direction. Now, the Era does not wish to take credit to itself for the success of these enterprises. Success is due wholly to the energetic gentlemen who formulate the plans and carry them to the final issue. But we merely wish to call attention to the fact that we are fulfilling our mission, serving as a means of bringing the thoughts and plans of one druggist to the attention of another, to whom they are equally interesting and without whose co-operation no plan can accomplish results. The highest compliment that can be paid any journal is the assurance that it is read.

Old School Philosophy.

The end of the work is to enjoy leisure, but to enjoy leisure, you must have gone through work. Play-time must come after school-time, otherwise it loses its savor. Play, after all is a relative thing; it is not a thing which has an absolute existence. There is no such thing as play, except to the worker. Put white upon white, and you can hardly see it; put white upon black, and how bright it is! Light your lamp in the sunshine, and it is nothing; you must have darkness around to make its presence felt.

The superior man is exacting of himself; the common man is exacting of others.

The superior man may not be conversant with petty details, and yet may have important matters put into his hands. The inferior man may not be charged with important matters, yet may be charged with the petty details.

The superior man is inflexibly upright, and takes things upon trust.

In speaking, perspicuity is all that is needed. The plebeian kind of respect for piety is the very pest of virtue.

Listening on the road, and repeating in the lane—this is abandonment of virtue.

Artful speech is the confusion of virtue. Impatience over little things introduces confusion into great schemes.

The wise escape doubt; the good-hearted, trouble; the bold, apprehension.

The great man is not a mere receptacle.—Translations from the Analects of Confucius.

ERA COURSE IN PHARMACY.

GRADUATES FOR SEPTEMBER 1903.

Matriculation No.	Grade	Per Cent.
3596	R. Allison Miller, Fullerton, Neb.	90
3571	Otis Eugene Wood, St. Petersburg, Fla	80
3594	Frank A. Morris, Lisbon, Ohio	93
3301	David Reilly, Little Falls, N. J.	93
3651	Howard H. Gillard, Millord, Ohio	80
3605	Hallie E. Smith, Tremont, Oregon	80
3539	F. D. Williston, Fayetteville, N. C.	90
3616	Carl Wilt, Eastland, Texas	98

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma printed on artificial parchment, with the graduate's name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.



F. W. SCHUMACHER, Columbus, Ohio.
Vice-President, The Peruna Drug Mfg. Co., and Second Vice-President Proprietary Association of America.

WHEN THE PACKAGE IS HANDED OUT.

A Collection of Notes Upon the External Appearances of Purchases.

C. G. BUCHANAN, Wellsburg, W. Va.

THE external appearance of a purchase has much to do with the feeling of satisfaction which every druggist should endeavor to inspire in his customers. If the packages carried out of the store have been clumsily prepared and possess cheap, trashy and inferior containers or wrappings, much of the gratification of the customer will be destroyed even though the purchase may otherwise have been pleasurable.

The druggist should use only first class containers in dispensing, for it is false economy to attempt to save the small difference in cost between the first and second grades. The bottles should be of good workmanship and of a clear, flint glass, and not the kind with a greenish tinge as that material cheapens the entire effect. The pharmacist should not buy from a firm that sends out bottles full of bubbles and abnormal shapes and sizes, nor should he dispense a bottle with a broken lip. It is an excellent plan for the druggist to adopt one particular style of bottle and to adhere strictly to that style at all times.

In the selection of the style to be adopted pains should be taken to obtain as pretty and neat a shape as possible—the old Philadelphia oval has been one of the most servicable of styles ever used by the druggist, but it has some disadvantages and besides, it is becoming too common. Instead of it one had best adopt one of the newer ovals now upon the market, or a full line of the French square or Blake's.

Bottles may be obtained in plain forms or arrangements may be made with the manufacturers to have the user's name and address blown in each. This is called "private mould work," but it does not require the making of an entire new mould in each case, it being necessary to have only a suitable die plate which can be slipped into a suitable receptacle in the mould. For this reason bottles made in this manner are not much more expensive than the plain forms.

In dispensing prescriptions for external use, it is a good plan to use a round bottle of either blue or amber glass, this style not to be used for any other purpose. The distinct shape and color serves as a warning more effective than any number of labels.

Only the best of corks should be used and all prescriptions should be capped with paper caps.

Ointment jars of opal glass are to be preferred to those from either green or amber, because they not only have a better appearance but are less expensive. Only the best of boxes should be used for dispensing powder, tablets, etc., and the sizes should be kept well assorted.

In the selection of labels, there is a growing to avoid the use of flowery and "gingerbread" styles and to use instead plain lettering neatly lithographed on paper of good quality.

The druggist will find it best to use white wrapping paper entirely. A kind is now being manufactured almost exclusively for the pharmacist's use, of flax fibre, thin enough to make neat packages and yet very strong. The paper comes in rolls and three sizes should be kept, 6-inch, 9-inch and 18-inch, being the dimensions most convenient. These three sizes will accommodate almost every sale in the drug store, but owing to the fact that large packages are sometimes made, a small amount of a somewhat heavier bodied paper should be kept. This may either be purchased in rolls, in which case it should be 24 inches to 30 inches wide, or in sheets of that size square. No advertisement should be printed on the wrapping paper. That field of advertising can be profitably left to others.

Pasteboard cartons should be used for dispensing bulk drugs whenever possible. They are comparatively inexpensive and not only serve to make an attractive package but are also very serviceable to the customer as containers. Only the one, two, four, eight and sixteen ounce sizes should be used and all sizes should bear an advertisement, for many of them will be kept for containers and the store will thus receive more or less advertising at no expense. When cartons are not used, special care must be taken that all packages of bulk drugs are neatly prepared. The ability to do this comes only as a result of constant practice and the clerk who has not that skill should practice daily until he acquires it. In case cartons are not used, small paper bags should be kept for packages of finely powdered substances and for substances like flaxseed, likely to be troublesome, not only to the clerk but also to the customer. An outside wrapper is of course placed around both carton and bag.

The long narrow envelopes designed to hold tooth brushes, combs and similar shaped articles will be found very convenient and well worth the cost, for it is very difficult to make a neat package of such articles.

Attention to all details affecting the external appearance of the customer's purchase will amply repay all the time and expense involved for care in these trifles will not only advertise one's business, but will also produce an agreeable impression. In the case of prescriptions it pleases the physician who will only pay notes that his preparations are dispensed with care and good taste.

ARTIFICIAL RUBBER

A process for the manufacture of "synthetic caoutchouc" has been patented by a French patent. One hundred parts of sand is heated with 25 parts of lime, phosphorus or hydrochloric acid to the boiling point, the paper is heated and allowed to burn until the flame assumes a green color. The mixture is then removed to a furnace with a current of oxygen. The mixture is then opened in the water bath for a brown, highly elastic base. Having the same empirical formula as caoutchouc and containing it and is claimed to be suitable for employment as a substitute for either.

GATHERED FORMULAS.

Harness Wax.

Oil of turpentine.....	3000 parts
Yellow wax.....	100 parts
Prussian blue.....	10 parts
Indigo.....	5 parts
Bone black.....	50 parts

Dissolve the wax in the oil, by aid of low heat, in a water-bath. Mix the remaining ingredients, which must be well powdered, and work up with a portion of the solution of wax. Finally, add the mixture to the solution, and mix thoroughly in the bath. When a homogeneous liquid is obtained, pour into earthen boxes.

Solution of Pepsin and Eucynimus.

Soluble pepsin.....	4 drams
Dilute hydrochloric acid.....	3 drams
Glycerin.....	3 ounces
Tincture of euonymus.....	2½ ounces
Chloroform water.....	4 ounces
Distilled water to.....	20 ounces

Dissolve the pepsin in the mixture of acid and water, then add the tincture of euonymus and let the mixture stand over night. Next filter through a filter paper rubbed over with kaolin, and add the glycerin.

Mounting Paste.

Gelatin.....	150 grains
Arrowroot.....	308 grains
Water.....	8 fl. ounces
Methylated spirit.....	2½ fl. drams
Solution of formaldehyde (10 per cent.).....	20 minims

Soak the gelatin for a few hours in 2 ounces of the water, then make a paste with the arrowroot and remaining 6 ounces of boiling water; mix, heat gently till dissolved, and as the mixture cools add the methylated spirit and solution of formaldehyde.

Skin Bleach.

Lanolin.....	30 parts
Oil of bitter almond.....	10 parts
Borax.....	1 part
Glycerin.....	15 parts
Hydrogen peroxide.....	15 parts

Mix the lanolin and oil of almond; dissolve the borax in the glycerin and peroxide of hydrogen and mix with the fat by agitation. This preparation is said to do its work by aid of the bleaching property of hydrogen peroxide.

For a muddy complexion, or a skin with a blotched or dirty appearance, the following is commended:

White mercurial ointment.....	5 parts
Zinc oxide ointment.....	5 parts
Lanolin.....	30 parts
Oil of bitter almond.....	10 parts

Mix thoroughly, then make the following solution:

Borax.....	2 parts
Glycerin.....	30 parts
Rose water.....	10 parts

For every 3 ounces of this solution add 5 drops of concentrated nitric acid and then quickly stir the solution into the first mixture. Of course, the mixture may be perfumed as desired.

Celery Salt.

(1)	Powdered celery seed, fresh.....	2 av. ounces
	Fine table salt.....	11 av. ounces
(2)	Celery seed, fresh.....	3 av. ounces
	Alum, powdered.....	3 av. ounce
	Phenetic, powdered.....	2 av. ounce
	Fine table salt.....	21 av. ounces

Nothing is so good for an ignorant man as silence, and he knew this he would no longer be ignorant.

That is rank which discloses itself by its smell, and not what the perfumers impose upon us. If a man be an expert in any art he needs not tell it, for his own skill will show it—Persian proverb.

SHOP TALK

ON PROFESSIONALISM AND DOCTORS WHO DON'T ADVERTISE.

"I've found it at last," remarked the C. P.
 "What—that fortune you didn't find in the drug business?" inquired the druggist facetiously.
 "The distinction between business and a profession."

"I thought that was mostly in your eye—depends upon the way you look at it."

"Not at all! I've got something I can put my finger on now. There is a doctor in Milwaukee who has been publishing a ferocious exposé of a brother medicus who committed the crime of furnishing patients at so much per. Doctor No. 1 is an eye specialist and No. 2 finds cases in his country practice which might be conveniently turned over to the expert."

"And he thought there ought to be something in it?"

"That is what stirs up the strictly ethical specialist's wrath. Oh, he waxes quite eloquent, I assure you. But this is what settles a matter that I have been worrying about for ever so long: The giving or acceptance of commissions by physicians from other people, 'is dishonest because the patient is deceived—it is a cowardly proceeding if either of the doctors is afraid to let the patient know for what he is paying. The medical profession is not a trade, and the division of fees without the knowledge of the patient would be degrading the whole profession to the trade level."

"There you have it! The division of profits unbeknown to the customer makes a thing a trade. Remember that please."

"It seems that if you employ agents you are not a professional man. The doctor is not in business. I am not practicing medicine as a business, but as a profession, and while I am entitled to a fair fee for the knowledge, times and labor expended on the case, I can not stoop to the tradesman's means of living drummers to get me patients. Your proposition would degrade you to a "hired man" or "barker" for the quack who might accept."

"That settles it!" said the druggist. "Pharmacy can't be a profession. Why, if we were as toplofty as all that, we couldn't even ask a doctor for his trade. I am going to be a business man. I'd a heap rather make a living as a despised trader, than starve as a professional man."

"What strikes me in this high and mighty doctor's attitude," said the C. P., "is his fine scorn for the trader, the drummer and their ways. I used to think that traveling for orders was almost a profession in itself. But how mistaken I have been!"

"Honestly, now! Do you take any stock in that sort of thing?"

"Of course, not! Do you think there is no competition in the doctoring business? The man with the tablet case has got to hustle for a living like the rest of us. He has a curious code based on a properly beautiful theory, and he thinks he is away above the man who openly makes a bid for something to do, but he has to hustle. There is only one way to get business, and that is to advertise."

"Legitimate doctor's don't advertise," said the druggist, aghast at the sage's revolutionary language.

"They don't eh? Then how do they live? They think they don't, but the more thoughtful know better. Of course they advertise—and I don't see that it is any more honorable because it is done on the sly."

"What do you mean?"

"Mean? Why, just what I say. Old Dr. Gentian told me the other day that he would have to get a move on, the young fellows were up to many new

tricks. Now, you would think his reputation alone would carry him along—that is all a physician is supposed to be working for. But, no, reputation, which is after all, only another form of publicity, is not enough. He has bought a more expensive microscope and has placed it where his patients can't help seeing it, and now he has one of those big electric machines and keeps the X-ray bulb and all the other riggum-a-jigs standing around in conspicuous places. When a patient comes in he sees the doctor's bald head shining among all that fearful and wonderful apparatus, and he almost falls down in awe before such a tremendous man of science."

"But they use those things now."

"Oh, yes, to a limited extent! But there are others beside Dr. Gentian who realize that it is a fine ad. The old doctor admitted to me that it was mainly in making an impression that he used them. He thinks of getting a yellow automobile now—not that he needs it particularly in his work—his practice is mainly ordinary stomach and liver business in his office—but, as he says, 'it looks well!'"

"Everybody has got to get before the public now-a-days."

"Of course, and that is precisely the art of advertising. The lawyer, the actor, the politician, the society leader—they all do it in one way or another. And there is nothing disgraceful about it, as far as I can see. Even the Bible speaks of the inadvisability of hiding one's light under a bushel."

"There are different ways of doing it, you know. It isn't considered good taste for a doctor to blow his horn openly."

"Ah, good taste! But most of them think that keeping up a pretense of modesty is the only thing in morals. Shucks! morals in trade are away above those in medicine. A lying advertisement or a dishonest invoice is impossible from a business stand point, but the practice of medicine is built upon insincerity."

"You are going too far again."

"Am I? When you buy a pair of shoes you inquire about the quality and what you are paying for. If the dealer knows his business he tells you the truth. Go to a physician and you are not supposed even to inquire what you are getting, whether it is really good for anything and how much it is going to cost."

"Oh, well! That's only custom."

ANOTHER DRUG STORE SYSTEM.

Charles E. Ward of Denver at a recent meeting of the Colorado Ph. A. had this to say about keeping drug store accounts:

"I believe that the average retail druggist is not a very exact man when it comes to bookkeeping. His calling demands great accuracy in the pharmaceutical and dispensing branches of his business, but in his bookkeeping he is probably a little shiftless. In my store, for example, I use this system: I take my cash register, which divides my sales into three separate departments—soda, cigars, drugs and merchandise. As you all know, on a cash register there is a key for "Paid Out," "On Account," "Direct Sale," and "Change." I have the date in the first column; cigars, I believe, come next, soda water so much; received on account, so much; drugs, etc., so much, and total, so much. On the opposite side of the page, I take from a daily expense account, which you can buy indexed for every day in the year, my total expense for the day, whatever I have paid out. If I buy a bill of goods from any one, I have another book.

"The first of the year I start this book with a merchandise account, showing that I have so much merchandise fixtures, etc., with which you are all familiar. Every night I itemize the amount of goods from the different stores during the day, invoices received, so that at any time, in case of a fire loss, I can simply go to the safe (I suppose it is fireproof; if it is not, it would not do me much good) and take my cash book showing the amount of goods sold during six months of the year, and I can take this merchandise book, and show the amount of goods bought during the year, and by a set of figures, if you are sharp enough to work them out with the insurance adjuster, you can come to some satisfactory understanding as to about what your loss is, and what they should pay.

"When it comes to an elaborate set of books, kept in prime order, I think the average retail druggist does not keep them; therefore, I think the more simple, the better, at the same time, making them accurate, so as to show your exact standing and in order to keep track of your own business. It is absolutely necessary, in case of fire loss, to make a satisfactory showing. You should know what you have bought since the first of the year, also what your sales have been, then by simply adding the first three items together and subtracting them from the amount of sales, with a proportionate profit, you can come to some sort of an understanding with the insurance adjuster, whereby your loss can be amicably adjusted."

THE MAN WHO KEPT HIS HAT ON.

Jim Spriggs was a schemer. There was no doubt that Jim was a Yankee. And added to Jim's ability to scheme he had all the other New England attributes, one of them being a huge appetite for work and another a disposition to accumulate in his jeans' pocket all that came to them.

Now, it comes within the pale of comprehension when we do affirm that Jim was ready in his twenty-eighth year to rise from his humble place in Squire Jones' general store in Nopunk, where Jim was doing a right good clerk, to the dignity and affluence of boss himself.

Over in Queen's Toddy township, matter of six and thirty miles toward the rising sun at the time of the equinox, Wilyum Jiggers had a drug store. Jim had been particularly strong behind the drug counter in Squire Jones's and he negotiated. It isn't pertinent to this story that Jim got Wilyum's drug store for about half the original price asked. The information is put in for local color, however. Jim moved to Queen's Toddy township.

Hereafter our hero shall be known as Mister James Spryges. We said before that he was a schemer. If Smith could be Smythe, why not Spryges, Spryges?

James talked his venture over with his chum. "I don't just know how I'll do it," he said, "but I'm going to make them talk about me. I'm going to be on every one's tongue. Now how shall I—"

But James' chum, somewhat craven, was impatient. He had been to New York and had heard a new expression. It just fitted here and he expressed his feeling splendidly.

"Aw, keep your hat on!" he said, and went away. "Keep your hat on," muttered James. "Keep your By Gosh, I will!"

James kept his hat on. He never took it off. He never took it off the street when he met young ladies who, in honor of ginocchio in New York and Boston, named them to criticize his apparent lack of good breeding. In the store he always wore it.

It got to be talked about. People wondered. They tried to see what was under that hat. The fringe of hair around it had seemed all right, but— They started out to see heretofore which he always did justice in ample measure, but kept his hat on. He was content under in the Sunday school and filled the position with great profit, keeping his hat on.

Conversations about who was started in his previous had his secret rooms locked in his breast and

under his hat. They spoke of Indian massacres and scalping, with the same result. They impertuned the barber, who is supposed to know secrets of a certain kind, but the barber had never been visited by James, though his face was always clean shaven and the fringe of hair ever properly trimmed. They sneaked up to his bedroom window, without avail. On windy days they haunted the streets he passed through, but the hat never blew off. The jack-knife philosophers and spittoon marksman raced with the sewing circle for a solution. But the hat remained to baffle them. An ordinary black felt hat, yet it called people from miles away and filled James' store, and his money coffers grew.

Then James fell in love. Nancy Quimby she was, and perhaps her curiosity piqued her into as many of the concessions that maidens make to ardent lovers as Cupid did. And her curiosity did not abate. James had a way about him that forbade her asking the question that lay uppermost in her mind. But he asked the one most important to him, and she—let us hope Cupid did it all—consented.

They were married, and James kept his hat on. When they returned from their wedding trip people flocked to the store. They gasped with ecstacy, long breaths. Over James' glossy black hair there was no covering. They looked and made way for others. Then all gradually forgot.

But James' competitor had, long since, discouraged, closed up and moved away disgustedly asserting that it was "no use trying to compete with a freak."

WOKE UP THE NEIGHBORHOOD.

"Talk about store openings," said a druggist in Rochester, "we had one a few years ago that woke up the whole neighborhood, causing a personal investigation upon the part of many individuals—just what we wanted. We decided to have a store that would be open early in the morning. Most of them were opening at that time about 8 o'clock and we decided to catch the early trade and open at 6 a. m. At that hour on the morning appointed the city was awakened by ten sharp and powerful explosions. All but a few early risers were sleeping peacefully, but in less than five minutes half-dressed men, some with Winchester rifles in their hands, were on the street, and heads were poking from all windows, it seemed. The police even woke up and the patrol wagon was summoned by someone. The police station was kept busy answering telephone inquiries for a half hour. A report was soon in rapid growth that a magazine had blown up in the fireworks factory near my store. The truth of the matter was soon learned and the people laughed when they found out that a new druggist had exploded ten bombs at once. It was an inexpensive and effective advertisement. Yes, we caught the early morning trade and our competitors found it necessary to follow our example."

HOW MANY HAVE JOSS STICKS IN STOCK?

A man tried to find some joss sticks in the Providence R. I. drug stores. Some folks prefer these macaroni-like bits of Chinese incense to oil of lavender as an odoriferous defense against the attacks of the mosquito. He visited a half dozen drug stores, two of the city's leading department stores, and nearly every department in these only to learn everywhere that this ware "just isn't" or "joss-sticks." The city has its Chinatown, as what city has not, but he made no attempt to buy what he sought in first hands and was forced to invest in oil of lavender after all. The average man or woman has an idea that a drug store would be the proper place to seek that sort of stuff, and there may be pharmacists who have joss sticks on their shelves, but men have had experiences in other and larger cities similar to that of this Providence man. Should the sticks form part of a druggist's stock in trade?

OIL OF TURPENTINE BY THE DISTILLATION OF WOOD.*

By W. W. HORNE, Fayetteville, N. C.

PLANTS for the destructive distillation of pine wood have been in operation for a number of years, but appear to have met with only limited success. Recent experiments, however, have brought about improvements in the processes and apparatus employed. New plants are under construction, some of those already established are being enlarged, and wood distillation products are rapidly assuming an important place in trade.

Pine stumps, lightwood, slabs, etc., form the raw material for these plants. Both live and dead wood are used. The principal products obtained are the oil of turpentine—variously termed in naval stores journals, "spirits turpentine," "wood naphtha," "wood spirits," "spiritine," etc.—and rosin oil, tar, creosote and charcoal.

The apparatus in use by the different operators varies slightly. All follow in a general way what is known as the Bilfinger process. Iron retorts, each sufficiently large to hold a cord or more of wood, are set up in a brick oven having a furnace in its base. These ovens are sometimes provided with air flues so arranged that the heat acting on the retort can be increased or reduced. The wood is filled into the retort through the charging aperture in the top, the lid secured in position, and the fire started in the furnace. As the heat rises the tar accumulates in the concave bottoms of the retorts and is discharged through an outlet pipe into the tar receptacle. The volatile products pass out through a conduit connected with the top part of the retort. The heavier of these products are precipitated as liquids before they reach the worm and are thus separated from the lighter oils containing the turpentine. The gas and lighter oils pass into the condensing apparatus. The turpentine is afterward purified by distillation with alkali. Only the charcoal remains in the retort. It is claimed that by this process the output from a cord of fat pine wood is about twenty gallons of turpentine, forty gallons of oil and twenty-five gallons of tar.

A sample of this turpentine was obtained from the Fayetteville plant of a firm engaged in this industry. It is a clear, water white product, and is said to be identical with pure spirits turpentine in so far as specific gravity, boiling point, optical activity, and the ordinary chemical tests are concerned. The odor is less aromatic than that of the oil distilled from "virgin gum." The operators state that the difference in odor has been the drawback in the efforts to market the product.

Another method by which oil of turpentine is obtained from wood has been perfected by another firm, at their plant near Fayetteville. This process is very different from that of the plants described above and the spirits turpentine obtained cannot be called a product of destructive distillation, for the wood is not destroyed. There is no oven or furnace, extraction being accomplished by the use of a rosin bath. This, the inventor claims, secures a control not possible with the ordinary methods of distillation.

When wood in retorts is subjected to a high degree of heat decompositions take place which detrimentally affect the turpentine and other products. If tar is decomposed there is a commingling of its volatile ingredients with the other vapors passing out at the top of the retort. Also charcoal, if superheated, discharges quantities of carbonic acid. It is claimed that the turpentine, by absorbing such gaseous products of decomposition, is so impaired in quality that no refining process can restore its original purity. To avoid these effects of excessive heat, some of the processes make use of a system of flues, provided with

dampers, so arranged that the application of the heat to the retorts can be directed and regulated according to the progress of the distillation. To what extent it is possible by such means to prevent these decompositions, is open to question.

In the Weed process the wood sawed into billets is placed in an iron, box-shaped still about 20 feet square and 5 feet deep. The lids closing the apertures are secured in position and melted rosin at a temperature of 160 C. is pumped in and kept in circulation. Steam enters the still through perforations near the top. After the oil containing the turpentine comes over, the rosin is drawn off and the wood allowed to dry for several hours. It is then removed from the still and is without sign of char. In another part of the plant this wood is worked to destructive distillation to obtain the creosote oils, charcoal, etc. The oil of turpentine is separated from the heavier oils by distillation. Four of these oils and a pitch are obtained, making six products derived from the distillate. It is claimed that from 50 gallons of this distillate, 35 gallons spirits turpentine is obtained, ten gallons of the four oils, and five gallons of pitch.

A sample of this spirits, clear and colorless, was found to have a specific gravity of .868, was neutral in reaction, and left no appreciable residue on evaporation under a water bath. The odor is mild and tar like, and when compared with spirits obtained from "virgin gum," probably differs less than does that of the ordinary article of commerce. The chemists of the Agricultural Department at Washington have reported the oil as identical with pure spirits turpentine in boiling point, optical activity, etc.

The Pharmacopoeia defines oil of turpentine as a "volatile oil distilled from turpentine," and describes it as a "thin colorless liquid having a characteristic odor and taste, both of which become stronger and less pleasant by age and exposure to the air, specific gravity .855 to .876, and boiling point 155 C. to 170 C."

Aside from the question of odor, there seems no test prescribed which will distinguish between the rectified product obtained from wood and a sample of turpentine from the oleoresin.

In a recent article in "Drugs, Oils and Paints," by Mr. W. G. Scott, the following are proposed:

In a test tube place 10 c. c. of the turpentine to be tested, then add about 10 c. c. of C. P. sulphurous acid and shake four or five times until the two liquids are mixed. Set aside for twenty or thirty minutes to allow to separate, then observe the appearance and color of the two strata.

American Turpentine—Separation takes place very slowly. Upper stratum-opaque, light buff color. Lower stratum-translucent, yellow amber color. Odor, distinct tar smell.

Pine Distillate (Live Wood)—Medium quick separation. Upper stratum-Translucent lemon yellow color. Lower stratum-clear and colorless. Odor-mild tar smell.

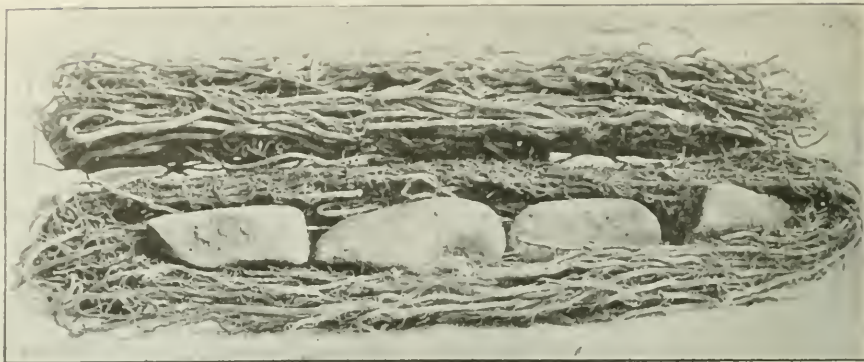
A note adds that pine distillate from dead wood, if highly rectified, gives a reaction approaching that of the live wood distillate. The more the distillate is rectified the less turbidity and the more lemon yellow in color the reaction is.

Experiments with this test have not been altogether satisfactory. It may be that, owing to improved methods, some of the distillates now obtainable are of higher purity than those heretofore on the market. The spirit turpentine of commerce is not a refined, constant product, and for uses demanding highest purity there is reason to consider to what extent the rectified oil from wood will ultimately gain preference.

Should the Pharmacopoeial description be revised to furnish means for distinguishing between these products? Or, should its definition be enlarged so as to include the product obtained from wood?

* Read before the North Carolina Pharmaceutical Association, 1903.

Mighty may prove things insignificant:—A tale of moonshine turned an elephant.—Sanskrit proverb.



A bisected bundle of Mexican Sarsaparilla showing a kind of adulteration—not at all uncommon in Mexican sarsaparilla—intended to increase weight. The objects in the center are stones.

SARSAPARILLA.

The Story of Its Production.—Values, Characteristics and Packing of the Different Varieties.

There is probably no better known botanical drug than sarsaparilla. Yet its growth, gathering and marketing not one of the several importers in this city could describe. Indeed, not one could or would attempt to name the different varieties.

This ignorance is because sarsaparilla is so plentiful, cheap, and inexhaustible in supply that there can be no cornering of the market, no extensive speculation. The responsibility for growth is left unconditionally with the climate and soil and gathering is at the sweet will of the natives. The local dealer receives it at the dock, forwards the pay—and that is all he cares to know.

Just as little seems to be known definitely of sarsaparilla's medicinal value, about which there is no agreement among medical men. There is no article of *materia medica* surrounded with so much uncertainty.

The sarsaparillas are all climbing plants with prickly stems. In one or several species they appear in nearly every tropical or temperate country in the world. In probably every state in the Union they may be found. But the drug yielding species grow chiefly in one belt—extending from Northern Mexico's marshes to Northern Brazil. Central America alone has 31 species.

The botanical source of the sarsaparillas of commerce is not always exactly known. Especially is this true with Honduras sarsaparilla, which is the most popular kind in this country, as is the so-called Jamaica sarsaparilla in Europe. But there are four species—*smilax officinalis*, *smilax medica*, *smilax papayacea* and *smilax sylvatica*—which yield the drug in its various commercial forms.

Commercially the sarsaparillas are distinguished as "mealy" and "non-mealy", the latter preferred for medicinal purposes. Of the "meales" are Honduras, Guatemala, Brazilian and Caracas sarsaparillas, and of the "non-meales," Jamaica, Mexican and Guayaquil. These seven varieties constitute all of any importance that are shipped to this country—or to any other—and are named from the countries producing them or the port from which they are shipped, with the exception of Jamaica, which derives its name from its once having been shipped via Jamaica, though Jamaica does produce a little sarsaparilla.

Sarsaparilla, that is the medicinal variety first visited Europe in 1486, in the possession of Spaniards who gathered it in Peru, San Domingo and Brazil. Its use dates from then. Its arrival in this country is

always picturesque, because of the way it is wrapped.

Honduras sarsaparilla, of which there are about twenty brands, is imported from Belize and other parts of the Bay of Honduras, C. A. It is packed more attractively than any other variety. First, the long roots are folded into bundles from two to four feet long and weighing a little more than two pounds. The bundle looks like a clothesline as it comes from the store. Eighty bundles are packed together in a "seron", being covered top and bottom with cow or buffalo hide, untanned, and bound with thongs of the same material. The distinctive variety is branded in the hide. The weight of the seron is 180 pounds. The roots have a few rootlets attached, are bearded, of a grayish or reddish-brown color, approaching orange, and have a very mealy, or as it is called by some importers, starchy cortex. Small pieces are frequently found to have been cut out of the bundles at different places. This was done in testing the roots. The baling adds usually five cents a pound to the price. Honduras sarsaparilla all comes to the United States and some is shipped to Europe from here. The volume in that variety is from 75,000 to 100,000 pounds a year.

Guatemala sarsaparilla closely resembles the Honduras drug, being packed in a similar manner. Its orange color is, however, more decided, and its bark has a tendency to split and crack off, exposing the central ligneous column. It appeared in commerce about 1852. It is packed in rough bundles or hanks of from three to four pounds.

Brazilian sarsaparilla, which includes Para, Lisbon or Rio Negro sarsaparillas, is a variety now less esteemed than formerly. It is packed in a very distinctive manner, the roots being tightly compressed into a cylindrical bundle, three feet or more in length, and about six inches in diameter, firmly held together by the pliable stem of some plant. Then the sarsaparilla root ends are neatly shaved off. The place of export is Para.

Caracas sarsaparilla resembles the Guatemalan Jamaica sarsaparilla is done up in roots, six feet or more in length, bent repeatedly so as to form bundles eighteen inches long and four inches in diameter, which are secured by being twined around—but less trimly and closely than the Honduras sort—with a long root of the same drug. The seron weighs 180 pounds. The rhizome is entirely absent, but the fibre or beard is preserved and is reckoned a valuable portion. The roots are deeply furrowed, shrunken, and generally more slender than in the Honduras kind; the bark when shaved off with a penknife, is seen to be brown, hard and non-mealy throughout. Yet it is by no means uncommon to find roots having a smooth bark rich in starch. In color, Jamaica sarsa-

parilla varies from a pale, earthy-brown to a deeper, more reddish hue, the latter tint being the most esteemed. This drug is the official one of the British Pharmacopoeia and grows in the Isthmus of Panama, upon the Cordillera mountains of Chiriqui, bordering on Costa Rica. It is all shipped via New York.

Mexican sarsaparilla is the lowest priced variety of all. It has thin and shrivelled roots, very fragile, and of a pale, dull brown color. They possess little starch but considerable acidity. The plant grows in Papantla, Tuxpan, Nantla, etc., and is usually shipped at Vera Cruz and Tampico, being put up in large bales weighing from 200 to 250 pounds. The roots are not tied around the bounde transversely as in most of the other varieties, and the inside often contains earth and stone to increase weight, as shown in the accompanying picture.

Guayaquil sarsaparilla comes from Ecuador via Guayaquil, is crudely packed in large bales, and is not generally made into separate hanks. The rhizome and a portion of the stem are often present, the latter being round and not prickly. The root is dark, large and coarse looking, with a good deal of fibre. The bark is furrowed, rather thick, and not mealy in the slender portions of the root, which is near the root stock, but as the root becomes stout, its bark becomes smoother, thicker and exhibits, when cut a fawn colored or pale yellow exterior.

Much of the Mexican sarsaparilla is shipped to London, where one or two drug millers have a fondness for removing the chumps and slicking it up, sending it to Marseilles, to the French, who resell it to Algiers and other countries.

The supply is in no danger of becoming less. The natives gather the roots and trade them at the stores for merchandise, as the farmer does eggs. From the merchant the lots are gathered by exporters. The Jamaica sarsaparilla is the only one cultivated to any extent. It grows something like the common yam of Mexico and requires much the same treatment. The cultivation will give a return in from two to three years, and the roots may be harvested every year after the first crop is gathered. They are carefully dug up and cut off near the stalk, which is then mounded up with surface soil. Fresh roots will soon spring out and grow rapidly. The roots are freed from earth, dried in the sun, bundled and baled. The first crop may yield twenty pounds of dried roots to a plant. The Indians usually plant it about twenty feet apart, with other crops. The vines are trained to stakes and trellises.

CATALYTIC CONVERSION OF ALDEHYDE INTO ALCOHOL.

P. Sabatier and J. B. Senderens (Comptes rendu.) state that by the direct action of hydrogen gas in the presence of reduced nickel the aliphatic aldehydes and ketones are very readily converted into the corresponding alcohols. The temperature is best kept above the boiling point of the alcohol formed. In yield and purity of product this method is superior to the usual reduction with sodium amalgam. The catalytic action of reduced metals can thus be used in two opposite directions. Reduced copper brings about the decomposition of alcohols into aldehydes and hydrogen, while nickel at a lower temperature causes the combination of this element with aldehydes.

PRODUCTS OF CIGARETTE SMOKING.

Pontag (Zeit. Nahr. n. Genuss.) shows that even moderate cigarette smoking must be injurious, for in smoking twenty cigarettes the smoker draws into his mouth .09 gram nicotine, .011 gram of pyridine bases, .032 gram of ammonia, .0006 gram of hydrocyanic acid, and 360 C. c. carbonic acid. These results were obtained in the examination of Russian tobacco and cigarettes. The proportion of nicotine varied from .44 to 3.99 per cent., the average being about 2 per cent. About one-half of the nicotine finds its way into the cigarette smoke; the longer the mouth piece the less nicotine in the smoke.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescriptive work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Transferring Newspaper Pictures.

(Subscriber) We are not familiar with the process you name, but any substance that will dissolve the ink used in printing may be used to transfer pictures to linen, paper, etc. Spirits of turpentine, benzol, benzene, carbon disulphide, etc., have been employed for the purpose. We take the following formulas from our files:

(1)

Prepare a liquid by dissolving 7½ drams common yellow soap in 1 pint hot water, adding, when nearly cold, 3¼ fl. ounces spirits turpentine, and shaking thoroughly together. This fluid is applied liberally to the surface of the printed matter with a soft brush or sponge (being careful not to smear the ink, which soon becomes softened) and allowed to soak for a few minutes; then well damp the plain paper on which the transfer is to be made, place it upon the engraving and subject the whole to moderate pressure for about one minute. On separating them a reversed transfer will be found on the paper.

(2)

Cover the pictures entirely (taking care not to go beyond the outlines) with a slight coat of fixing varnish, then put the picture on the object to be ornamented, being careful to place it properly at once, to avoid spoiling it by moving. The varnish newly applied being too liquid, the picture should be allowed to dry for about ten minutes and placed on the object to be ornamented, when just damp enough to be adherent; this done, cover the back of the picture with a piece of cloth steeped in water; then by means of a knife or penholder, rub it all over so as to fix every part of it; then remove the piece of cloth and rinse the piece of paper with a paint brush steeped in water; at the end of a few minutes the paper will come off, leaving the painting transferred. Care must be taken that the piece of cloth, without being too wet, is sufficiently so for the paper to be entirely saturated. The picture must now be washed with a wet brush, and dried very lightly with some blotting paper. Keep the ornamented article in a warm dry place until dry. The polishing varnish should not be applied until the next day, keeping the picture meanwhile out of the dust. The latter varnish should be applied as lightly as possible. If dark colored objects are to be ornamented, the picture should first be covered with a mixture of white lead and turpentine, following the outlines of the design, and covering it entirely. When this coat is perfectly dry, proceed as above.

Oil of Pennyroyal Reaction.

(Hydrargyrum) writes: "Under separate cover I mail to you a half-ounce bottle of oil of pennyroyal, at least oil of pennyroyal is what I put in the bottle. I do not know what it contains now. I poured the oil di-

rectly into the bottle and it immediately changed to the dark color it now possesses, becoming almost as hot as fire. The bottle came out of stock and as it was to contain oil I did not wait to wash it out. What caused the reaction which produced the heat and color change?

With the evidence presented it would be difficult to state exactly what caused the reaction. The phenomena described indicate the presence of some mineral acid, probably sulphuric acid, in the bottle at the time when the oil was poured in. In fact the reaction corresponds exactly to that which takes place when oil of pennyroyal is added to sulphuric acid, the oil being decomposed with the generation of much heat, a dirty colored, resinous looking mixture resulting.

The necessity of using well cleaned bottles (and of knowing that they are clean) for every liquid sent out of the pharmacy is emphasized by "Hydrargyrum's" experience. His admission that the bottle was not washed because it was to contain an oil indicates a failure on his part to observe one of the most important rules of good dispensing.

Antiseptic Solution.

(Subscriber.) The following formula is from the report of the Committee on National Formulary and published in last year's volume of Proceedings:

Thymol	1 gram
Menthol	1 gram
Eucalyptol	1 Ce.
Oil of wintergreen	1 Ce.
Fluid extract of wild indigo	8 Ce.
Natural benzoic acid	8 grams
Powdered orris root	10 grams
Boric acid	24 grams
Alcohol	375 Ce.
Water .....	.625 Ce.

Dissolve the thymol, menthol, eucalyptol, oil, benzoic acid, and fluid extract in the alcohol and add the powdered orris. Macerate seven days with frequent shaking. Dissolve the boric acid in the water and add to the alcoholic solution. Shake frequently during fourteen days, then filter.

Prof. W. L. Scoville is the author of this formula for

Alkaline Antiseptic Solution.

Potassium bicarbonate	40 grams
Borax	10 grams
Salicylic acid	6 grams
Benzoic acid	6 grams
Eucalyptol .....	.01 Ce.
Thymol .....	.01 gram
Menthol .....	.02 grams
Oil of wintergreen .....	.04 Ce.
Solution of carboline	1 Ce.
Tincture of eucubar	15 Ce.
Glycerine .....	.250 Ce.
Water, a sufficient quantity to make	1000 Ce.

Dissolve the potassium bicarbonate and borax in 600 Ce. of water. Dissolve the acids, menthol, thymol, eucalyptol and oil of wintergreen in the alcohol and mix with the glycerine. Then mix the two solutions, add the carboline solution and tincture and finally enough water to make 1000 Ce. Allow to stand a few days and filter.

Coloring Globes for Incandescent Lamps.

(C. & T. & Fr.) The process generally recommended for coloring incandescent lamp globes is to coat them with a solution or colloid, in which has been dissolved aniline of the desired shade. To "frost" the globe the dye "freezing" may also be accomplished by means of a solution of alum in water or of white shellac dissolved in wood alcohol.

In using the above process make a saturated solution of alum in water and dip the globe into this, holding it in a horizontal position while the crystals are forming and the excess of liquid is draining. The drying and coloring process should be very slow in order to impart a perfect crystallization to the glass. Re-

peated dippings and dryings will make a heavier coating of crystals. To make red glass globes color the alum solution with cochineal or logwood. Yellow globes are made by coloring the solution with turmeric; blue by using indigo, and other colors by using Diamond dyes. Another method of frosting globes is by dipping them in a hot solution of Epsom salt, or a hot solution of sal ammoniac. In frosting globes they should be previously polished carefully with a sheet of clean tissue paper to free them from all dust and grease.

Pyroigneous Acid for Smoking Meat.

(N. Y. Z.) The use of crude pyroigneous acid for imparting a smoky odor and taste to meat has been frequently discussed in these columns, and several subscribers have furnished the information that the best method of applying it is to take the meat out of pickle and dry; with a sponge or brush, wash all over with crude acid; hang up in a cool place, and repeat the application at intervals of a few days until three coats have been applied. We have seen it stated somewhere that a little glycerin is sometimes added to the solution of pyroigneous acid before applying it to the meat but just how much such an addition would improve the taste and keeping qualities of the meat we have not learned. Prof. Silliman, who investigated this subject a number of years ago advocated the use of the crude pyroigneous acid alone, and he states that one quart added to the common pickle for a barrel of hams at the time they are laid down, will impart to them the smoked flavor as perfectly as if they had been smoked in the ordinary way.

Cocaine Hydrochlorate in a Prescription.

(J. S.) "Will you kindly comment on the following prescription and state whether it may be compounded?"

Cocaine hydrochlorate	10 grains
Boric acid	10 grains
Rose water	1 ounce

"We know of no reason why this prescription should not be compounded. It is closely similar to one quoted by Hare ("Practical Therapeutics") for a solution to be used as an anaesthetic in the eye. Cocaine is precipitated from aqueous solutions by borax, not by boric acid.

Extract of Trailing Arbutus.

(R. D. P.) The following formula has been published:

Rose essence	1 ounce
Jasmine essence	1 ounce
Cassie essence	1 ounce
Orange flower essence	1 ounce
Tincture of vanilla (6 drams to 1 pint)	2 ounces
Spirit of bitter almond (5 minims to 1 ounce)	2 drams

We cannot supply a copy of the issue of the Era you name.

Paralytic Oil.

(J. W. M.) Fuller ("Pharmacopoeia Extemporanea," 1740) gives this formula: "Take ointment called martiatum 2 ounces; oil of spike, petroleum, of each 2 drams; powdered euphorbium, 1 scruple; oil of amber, 1 1/2 drams; oil of rosemary, 1/2 dram."

"Unguentum martiatum" soldier's ointment, was composed of bay berries, rue, marjoram, mint, sage, wormwood, basil, olive oil, yellow wax, and malaga wine. It was said to have been invented by Martiat, and was employed by soldiers as a preservative against injuries from cold.

Information Wanted?

(C. A. R.) "What is 'hydririne' and who is the manufacturer?"

NEWS DEPARTMENT.

FIFTH ANNUAL CONVENTION.

Meeting Now in Session Promises to Make History.—

Sentiment All For Serial Numbering Plan.—Many

Felicitous Speeches.—Proprietary Men Beg

For Moderation.—Little Recreation.

Washington, October 5.—The fifth annual convention of the National Association of Retail Druggists was opened by President R. K. Smither shortly after eight o'clock this morning at the Raleigh Hotel. The great assembly hall on the top floor of the building was fairly well-filled and before the session closed a fringe of standing visitors lined the wall in the rear of the room.

The meeting promises to be the most enthusiastic and eventful in the association's short history.

Between 350 and 400 delegates and visitors are expected to attend the various sessions. More than 250 names were enrolled during the first day and at least 100 more are expected to arrive before another day has closed.

The greatest enthusiasm prevails. No great tests of strength and parliamentary skill such as have marked some meetings in the past are expected, unless the question of buying clubs develops into an issue of supreme importance. All are in favor of the direct contract and serial numbering plan, the subjects for warm discussions being usually only differences of opinions about the relative importance of the various questions involved. Some delegates strongly urge the extension of the cut-off principle to goods other than those now in the tripartite list, while others as earnestly contend that the tripartite plan is an utter failure, and that the contract plan should be forced with drastic measures.

Mr. Smither in his opening address complimented the committee of arrangements upon the excellent programme provided and the pleasant quarters secured. He said that the delegates need not feel in Washington that they were in a strange city, for this was the capital of the whole nation and every one of his hearers must consider it "our capital."

H. B. MacFarland, president of the board of commissioners of the District of Columbia, welcomed the visitors to the city with many pleasant and witty remarks about the stock sights of the place and the propensity of druggists to develop into national bank presidents. Most of the speakers who followed took occasion to refute this gentle charge as being untrue in his particular case at least.

Felix Hirsman of New York responded, stating the objects of the meeting and expressing the hope that they might be accomplished. He felt sure that every leisure moment available would be thoroughly enjoyed.

Samuel L. Hilton, president of the Washington, D. C., Association of Retail Druggists, welcomed the delegates on behalf of the local association, and said that his associates would not only do everything possible to make the present visit pleasant, but would help constantly to make the N. A. R. D. a success.

The roll call by States was the occasion of much jollity, and repartee. The programme contained a rule that each representative should speak two minutes and no more. The person exceeding this stint was to

be fined \$1 for each minute in excess of the time allotted, the money to be expended as the other speakers saw fit. In spite of the universal misgivings and the common reluctance to make a dollar-a-minute speech, twenty-six States responded. Most of the remarks were extremely hopeful and confident of results which the N. A. R. D. would accomplish in the future.

Prof. W. C. Anderson spoke in behalf of the A. Ph. A., the parent association, and hoped that the N. A. R. D. would surmount the obstacles in its path and thrive in spite of trials as successfully as the older association had done.

F. W. Schumacher of the Peruna Drug Mfg. Co., Columbus, Ohio, extended greetings from the Proprietary Association of America, and begged the delegates not to ask the manufacturers to undertake experiments which lacked conservatism, legality and justice to all parties concerned. He said that he could affirm authoritatively that a group of strong proprietary men were prepared to endorse a conservative, practical and just plan.

Walter H. Gale of Chicago responded for the association, saying that conservatism should mark every deliberation. He said sententiously that "Enthusiasm is likely to carry one beyond the practical."

A number of other prominent members of the trade spoke, and a motion was carried inviting the representatives of the N. W. D. A. and P. A. of A. to take part in the discussions of price protection which were to follow and to be present at meetings of committees dealing with the subject.

The program arranged leaves little leisure for recreation. Wednesday morning will be spent in listening to the address of the president and the reading of various reports. In the afternoon the regular business will be steadily followed, while the ladies of the party enjoy a trolley ride about the city. In the evening the delegates and guests will visit the Congressional Library.

Wednesday morning and evening will be devoted to more business of a routine nature, while the afternoon will be spent in the only day-light relaxation of the meeting, a steamboat excursion to Mt. Vernon, Washington's historic home.

The nomination and election of officers will occupy a portion of the last session on Thursday morning when the regular sessions will be brought to a close.

The Wonderful Doran Light.

The question of store lighting has received the attention of many druggists, some of whom believe they should secure better results for less money than they do at present. Those who are desirous of having a well lighted store at a small cost, will be interested in the advertisement of the Acorn Brass Mfg. Co., of Chicago, Ill., which appears on page 11 of this issue. In this advertisement the Acorn Co. claim to have a light—the Doran Light—that will light a store better and at less cost than any other kind of light, and they have so much confidence that it will, when used, substantiate their claim, that they will send their outfit free on 30 days' trial. If it fails, they receive it back at their own expense. The Acorn Brass Mfg. Co. issue a handsome catalogue and price list which they would be glad to furnish upon application.

COMMERCIAL TRAVELERS

Mr. Figgis, Precentor, and Mr. Harwood, Cyclor, Both
Get Along Without Pumping.

W. Weld Figgis, Whitall, Tatum's big-hearted, big-bodied New York City man, about whom a Birmingham reporter was once inspired to rhapsodize of "sweeping mustache" and other outward and inward marks of interest and geniality, is the precentor in one of the big city churches. The congregation still talks of a recent Sunday when the organ-pump wheezily gave out, and of Mr. Figgis' nerve and ability shown in leading straight ahead for a verse and a half until things were right again.



W. F. SOHNI, Albany, N. Y.
Representative for N. Y.
Paper Box Co.
in season and out of season, was in Kansas City last week.

H. T. Haintz of Faxon, Horton and Gallagher, Kansas City, is back at his desk trying to make connections with earth and things earthly after his honeymoon.

J. L. Warwood, a traveling salesman for the wholesale drug firm of Kennedy-Suffel Co., Green Bay, Wis., is up to date and a little beyond. He has abandoned the railroad trains and now makes his trips on a motor cycle. He first tried it as an experiment, but it proved so successful that he decided to abandon railroad travel altogether. He says that he makes fully as good time on the cycle in the end as on the train.

The Rev. C. D. Whalen, who has been selling patent medicines in Los Angeles, Cal., of late, was arrested there. He was accused of running away with the wife of another man and confessed. He had occupied a pulpit at Prattsburg, New York, and became enamored of a member of his congregation and fled with her. Her death a month ago disclosed Whalen's whereabouts and the arrest followed.

W. P. M. DeCamp of Whitall, Tatum Co., now become a stay at home because of his firm's giving him the Boston city trade to look out for, still meets his old friends, for they come to him. Mr. and Mrs. DeCamp, recently entertained two young recently married couples—Mr. and Mrs. Charles Crum, of Albany, N. Y., and Mr. and Mrs. W. H. Quincey of Balston, N. Y.

G. W. WEAVER, a leading druggist of Lockport, N. Y., expired suddenly. With several friends, he was on a fishing trip at Tonawanda. The party had returned to the Hotel Sheldon, after enjoying a big catch, when Mr. Weaver called for a glass of lithia water. After drinking it, he suddenly collapsed, and died before medical aid could be summoned. He was 65 years of age and had heart trouble. The funeral was attended by all of his fellow-druggists in Lockport.

OBITUARY.

PHILO E. KELLOGG, a pioneer in the retail drug trade of Chicago, died on September 21, of heart disease, almost directly in front of his residence at 7157 Yale avenue. Mr. Kellogg, who was employed by the firm of G. M. Foster & Co., became suddenly ill at the store, 120 Clark street, and started for his home, but expired on the way. He was born in Connecticut in 1844 and had been engaged in the drug business in Chicago for forty years. He is survived by a widow and one son, who at the time of his father's death was at Oconomowoc, Wis., on his wedding trip. Mr. Kellogg was an associate member of the Veteran Druggists' Association, and, in accordance with a custom of that body, a floral tribute was presented bearing the motto, "Cheers for the living; Tears for the dead."

JOHN LAUGHLIN shot and killed himself at Wheeling, W. Va., while grieving because he would have to undergo an operation on a disabled leg. Mr. Laughlin was well and favorably known in the wholesale drug business several years ago, but of late years had been devoting his time to newspaper work.

HENRY DIEHL, who was one of the firm of Diehl Bros., druggists for many years in Buffalo, is dead. Their store at Main and Genesee streets was a landmark to Buffaloonians. The business was sold two years ago, the prescription files going to Denny & Field's store and the members of the old firm retiring.

HENRY BEHNKE, a druggist of New Ulm, Minn., was found dead in bed at the home of his brother-in-law, Robert Hartman. Behnke was visiting his sister and had apparently been in good health. He was forty-six years old and unmarried. Death was due to heart disease.

DUNCAN A. McALPINE, who formerly owned a drug store at Thessalon, Ont., Can., was killed by accident in the Northern Pacific Railway yards, Grand Forks, N. D. He had been farming in the West for some years. His widow resides in Toronto.

W. C. LANMAN of Norwich, Conn., died recently. Although for many years Mr. Lanman has been engaged in other lines of work he made his beginning in business as a member of the firm of Lanman & Sevin, now conducted by N. D. Sevin.

ANTONIO DASKE, clerk in the Ansonia drug store, Ansonia, Conn., went to the theatre one evening recently and got so excited that on the way home he was seized with heart disease and expired almost immediately.

CHARLES FRANCIS WOOD died at his home in Boston. He was for thirty-three years connected with the former wholesale drug house of Weeks & Potter Co., and was prominent and widely known.

MRS. NOELLE, wife of Druggist Charles F. Noelle, South Ann street, Baltimore, was found dead in bed last Thursday morning. Her demise was due to heart trouble.

MRS. EMMA E. LONGLEY SCOTT, wife of George T. Scott, a Worcester, Mass., druggist, is dead at the age of forty-six years. Her husband and three sons survive her.

MRS. CLIFFORD, wife of the retired physician and druggist, Dr. T. T. Clifford of Sedalia, Mo., died last week. Her husband and three children survive.

NEW YORK AND VICINITY.

INSURANCE PLANS ENDORSED.

German Apothecaries' Society Unanimously Tells the Committee to Go Ahead.—One Thousand \$25-

Shares Ready for Subscription.—Resolutions Against Free Antitoxins.

With the endorsement—enthusiastic and unanimous—of the plans worked out by their committee for the formation of a retail druggists' co-operative fire insurance company, the German Apothecaries' Society last Thursday night celebrated their return to business after the summer vacation. Probably no action fraught with greater moment to pharmacists in this country was ever taken by the society than this. The result is a high compliment to the committee and its energetic chairman, Emil Roller.

The story of the proposed company has already been told, exclusively, by the Era, with the result that the committee has been mightily aided by suggestions and approval from persons in sympathy with the plan and experienced in co-operative fire insurance benefits, and encouraged by promises of support from prominent retail druggists all over the United States. Already inquiries are coming in from druggists in this and other States who wish to drop their old-line policies and take advantage of the rational rates co-operation makes possible.

With the carte blanche to "go ahead," given by the society, the committee has opened its subscription lists to those desiring to underwrite the new company. A reserve fund of \$25,000 is being obtained by offering 1,000 treasury certificates of \$25 each. The list will be kept open for thirty days, according to present plans, during which time only members of the society will be allowed to subscribe, the maximum amount of shares any one person may take being kept low enough to make it impossible for any person or clique to corner the stock.

After thirty days—unless it is decided to take such action at once—members of sister societies may subscribe for stock. By that time it is certain that other societies, including the Kings County and the Manhattan, will follow the lead of the Bushwick Ph. A. and endorse the plan. One hundred and nine members of the German Apothecaries' Society, including most of the best names in the active membership, prior to the society's endorsement of the plan had given signatory evidence of their intention to become underwriters. It is believed that the number of shares these 109 members will take will average about four to each person.

Certificates Non-Assessable and Non-Transferable.

The treasury certificates—all these details were endorsed in a set of proposals submitted to the association by the committee—will be non-assessable and non-transferable, and shall not be placed on the market for sale. At the close of subscriptions and after the purchase of the charter a constitution will be submitted to the subscribers, now underwriters, and organization by election of officers, etc., will immediately follow.

When the plan came up for discussion by the society Mr. Roller was armed with an array of testimonials and facts in its support. He told about the Druggists' Mutual Fire Insurance Co. of South Dakota, of which Secretary I. A. Keith said: "We have saved to our policyholders \$32,634.52, giving them an

average rate of 50½ cents," and quoted the favorable statistics given by Secretary John Weyer of the Retail Druggists' Mutual Fire Insurance Co. of Ohio, and by E. B. Heimstreet, secretary of the old Wisconsin Druggists' Mutual Fire Insurance Co. Thomas F. Main's address before the recent convention of the N. W. D. A. at Boston, showing that two New England factory mutual companies are giving their members protection for only 15 cents on each \$100, was also quoted from.

"Your committee recommends the creation of our own co-operative company, which can be accomplished under the present laws by the purchase of an English Lloyd's charter," Mr. Roller said. As announced some time ago in the Era, the committee has a charter in prospect belonging to a society which recently merged with another society, also having a charter. This charter was offered to the committee for \$15,000, the price finally being beaten down to \$7,000.

The other members of the committee, most of whom spoke in support of the plan, are George Gregorius, George Kleinau, E. C. Goetting and A. Wortmann. Eight members of the Bushwick Ph. A., headed by President Kunkel, and sixteen members of the Kings County Ph. Soc., headed by President Kleine, were present as guests, the chief purpose in coming being to hear the committee's exposition of the plans.

Against Health Departments' Freak Philanthropy.

The Bushwick Ph. A. had, taking its cue from the Era's announcement on September 24 that President Lederle had recommended the free distribution hereafter of the health department's laboratory products, comprising vaccine and the antitoxins, protested in strong resolutions against such action. President Kunkel brought the resolutions with him and the G. A. S. endorsed them.

Plans for the outing today at Bachmah's Pavillion, S. I., were announced by President Imhof. S. V. B. Swann, chairman; Robert S. Lehmann, George Leinecker and August Diehl are the committee of arrangements, and Secretary Swann announces that \$100 worth of prizes will be given and that, as Bachman's is enclosed, rain will not interfere with a good time.

Chairman Schleussner of the legal aid committee, reported that it was yet undecided whether to defend August Hitzel in his \$10,000 damage suit for an alleged mistake. Carl Schur reported that \$136 had been sent from the mortuary fund to the widow of William Weltewitz. Alexander Tsheppe, Manhattan; J. A. Roeder, Brooklyn, and Herman Hblo, Bronx, were proposed as new members, and Herman J. Lohmann, Jersey City, as an associate member. Henry Schmelz and John H. Weil resigned.

An affidavit on a postal card was read from Carl E. Kessler, who, in a Munchen, Bavaria, rathskeller, swore that he had just drunk a certain—we refrain here—number of beers to the G. A. S. Secretary of the Board of Pharmacy Charles S. Erb was asked if the selling of Newfoundland cod liver oil under a Norwegian label is unlawful. He said it is. It was recommended that 50 cents be asked hereafter for a small bottle of the oil.

President Kleine extended an invitation to Kings County next Tuesday to a stereopticon lecture on the manufacture of antitoxins. The same lecture will be given at the New York C. P. on Wednesday evening. After a salamander, proposed by Paul Arndt to the guests, the meeting adjourned.

THE OLD BOTTLES.

In Magnificent Quantities and Innumerable Varieties They are Gathered as Junk, Cleaned and Resold.

If anyone asks you where all the old bottles go to, just take him down to South street and walk him along the river toward the east from Roosevelt street. On one side are the structures of the docks. On the left-hand side are saloons, sailors' rests and many old junk shops. One of the latter class you will soon see that carries a sign over its wavering doorway of "Bottles."

When you have reached here your friend will know where the old bottles go to. In fact, he'll be surprised that there are so many old bottles to go anywhere. Mr. Abatemarco, evidently of Italian extraction, is the proprietor and he is a licensed junk man.

Bottles! It's *soak* is a log that no part may be called nondescript, yet it all looks second-hand. Bottles to the left of you, bottles to the right of you, bottles above you, as you enter, and, if you don't stop carefully in the gloom, you'll find bottles in the obscurity beneath you.

Three shelves, forty feet long, made of hemlock slats, are six feet deep and divided into three high compartments, four feet square, and run along the sides. They are full of bottles, crowded, piled, packed, fallen all along on the floor, barrels, boxes and heaps of bottles. From the ceiling dangle in solid formation multitudes of the wicker and straw-covered flasks that when alive gurgled with the wines of Rouen and Palermo. This is the front room. There is a back room and more shelves, and barrels, and boxes, and careless heaps, and a big double vat for washing bottles. Then there is another floor, above, stored full of more bottles.

Two-gallon, pint, ounce, brown, green, blint, lead, round, square, corked, capped—not a style blown in years that is not there. Tons of pop bottles, wagon-loads of beer bottles, thousands of patent medicine and prescription bottles.

"Three years," said Mr. Abatemarco when asked how long he had been there. "Oh, everybody," he replied when asked to whom he sold. "Sure, little ones," was the response when it was asked if druggists ever bought from him. "Little ones" probably meant little bottles, not little druggists. Mr. Abatemarco was in bare arms, shirt collar turned in. With two assistants he industriously picked pint prescription bottles from a big crate and washed them in the tank. The assistants sang softly, in minor-keyed falsetto. Occasionally a bottle smashed. Those cleaned came out of the preparation quickly, respectable looking again after their garbage can surroundings and putrid contents. Mr. Abatemarco was genial, but not conversational, hence the short quotations above.

The crate they worked on was filled from both Brooklyn and Manhattan pickings. John V. Wischert's name was there, so were Leo Dreyfuss, Emil Roller, F. Ahlborn, W. B. Baker, Bolton Drug Co., Julius Kallish, Thomas D. McElhenie and a hundred others the writer knew. Popular patent medicines were well represented, too. Patent labels were on several. But they all went into the one vat and one water.

The beer bottles go back to brewers, the pop bottles to pop manufacturers, some of the patent medicine bottles to the manufacturers and a great many of various sizes go to grocers and druggists. All in all, for each cork you go up to the third floor and join the stock of a cork merchant, it goes, and are sold to be ground up for sandpaper and packing paper manufacturing, if badly damaged.

Produce? Well, taking a root bottle as a basis, the average price of which would be about \$8.50 a gross when new, they cost Mr. Abatemarco about a dollar and

he sells them for \$2.50 if printed and \$2.75 if not.

Druggists should remember that there is a law in this State against rebelling registered bottles. All beer and pop bottles, nearly all patent medicine bottles and the bottles used by many druggists, especially those who deal extensively in their own preparations, are registered. Chapter 432, laws of 1896, reads:

Any person who shall fill with any beverage, medicine, medicinal preparation or compound any bottle or siphon having produced thereon the registered mark of any person, without the written consent or purchase from the owner of such mark, is guilty of misdemeanor, and shall be punished by a fine of not more than five dollars for each bottle so filled or by imprisonment for not more than one year.

In addition to this law—many other states have like laws—there is always the danger in using second-hand bottles that imperfect cleaning may leave some poison.

The above article was hardly written when information came to the Era that William Papke of 43 Hamburg avenue, Hermann Zulech of 131 Central avenue, Louis Schenck of 967 Flushing avenue and Hermann C. Arford of Knickerbocker and Jefferson avenues, all Brooklyn druggists, were charged before Magistrate Naumer in the Myrtle avenue court, with violation of the bottle act. Inspector M. O. Smith of the Long Island Bottlers' Union was the complainant. Inspector Smith said he found in the defendants' places nine bottles that had been used for other than their original purposes. Carbolic acid, muriatic acid, javanella water and other poisons had been found in them.

Magistrate Naumer fined the defendants 50 cents for each bottle found to be irregularly in the possession of the accused. He did this because it was the defendants' first offense. The Long Island Bottlers' Union was largely instrumental in securing the passage of the law above quoted, and the action against the druggists is in line with a determination evidenced when the law was passed, and since often reiterated, to see that it is enforced.

DRUGGIST GETS A BRIDE AND A BOOM.

A boom for the nomination of Dr. Wilbur Lieb, a druggist of Hammononton, N. J., as the Republican candidate for coroner, got a unique send-off last week. The doctor went to Baltimore the Monday before, and when he returned Saturday night he brought a bride with him. When the residents of the town got about the next morning they discovered that the druggist's friends and admirers had been very busy during the night.

The whole front of the store and adjoining residence was decorated without regard for style or symmetry, but with lavish expenditure of time and patience. There were strings of old shoes, decrepit umbrellas, lighted Chinese lanterns, ice cream and soda signs in profusion, fans with suitable inscriptions and sundry other tokens of esteem from an admiring populace. As people were on their way to church they stopped to congratulate the doctor and to proffer assistance in removing the "decorations," but the doctor said he thought he could do it alone. Before the day was out the political friends of Dr. Lieb had his boom for coroner well launched.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

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NEW YORK CITY

UNDER POLITICAL SUPERVISION?

Surgeon General McGill of New Jersey Attacks Reputable Jersey City Druggists who Conduct Free Dispensaries.

Dr. John D. McGill of Jersey City, surgeon general of New Jersey, has publicly made wholesale charges of corruption against the five druggists of that city who conduct the free dispensaries. These five men are prominent both as citizens and in pharmaceutical circles and his charges, which he says are inspired by one of the free dispensary druggists, have created a storm of indignation and protest. The men involved are Mr. Cadmus, Coles street and Newark avenue; Joaquin J. Bru, Grand street and Fairmount avenue; John C. Gallagher, Grove and Fourteenth streets; William R. Laird, Washington and Montgomery streets, and Charles Zoeller, Central avenue and Congress streets. Dr. McGill said:

"One of the worst features of the administration is this free dispensary business run as a political machine. I have been informed by a druggist at whose store a Fagan dispensary is maintained that at some of the other drug stores where Fagan dispensaries are conducted rank frauds are perpetrated against the city. Prescriptions are written by the yard and are not filled at all but are entered in a book and charged to the city. This fraud could be carried on without limit. These political dispensaries should be abolished. There is no supervision over the Fagan free dispensaries except political. The mayor bosses the job himself. The low death rate this year has nothing to do with the free dispensaries."

These startling charges stirred up a hurricane. It is asserted that the worthy doctor will be summoned before the Grand Jury to make good these and other charges. The dispensary physicians as well as the druggists of the city generally talk of instituting damage suits, and rief the doctor fore and aft. Dr. Ferdinand N. Sauer, chief deputy health inspector, who supervises all five of the free dispensaries, said:

"He stooped low to make the accusation. I don't think there is another physician in the State who would do such a thing. If honest doctors and druggists cannot be found to dispense the paltry sum of \$2,500 a year to the poor, in the name of humanity, the doctors, the druggists and the city should go out of business and a sign should be hung up on the outer walls saying there is no honest man within except Dr. McGill." Mr. Gallagher said:

"I think the attack is cowardly in that it assails by innuendo responsible business men by putting them under the suspicion of being thieves. If Dr. McGill has proof of any wrongdoing he should be at least manly enough to come out boldly and divulge the name of the wrong doers. These are political times, but charges made by the surgeon general of the State and president of a national bank are liable to lead the public to place some reliance on them. Speaking for myself and the other druggists who are in charge of the free dispensaries I will say that had we cared to swell our bills against the city for prescriptions we could have treated people not resident in Jersey City. As soon as we discovered that applicants were non-residents we refused to accommodate them. Knowing personally the high character of the men who are conducting the dispensaries, I positively decline to believe that any one of them could stoop so low as to commit the petty larcenies charged. I would not be surprised if Dr. McGill found himself defender of a libel suit as the outcome of his very rash statements and I am ready to do my share in furthering such a suit."

Mr. Zoeller said that his books were open for inspection by any one who wishes to see them. Mr. Bru

agreed with him. Mr. Laird said that as far as he knows there is no justification for the attack.

The total number of patients treated at the dispensaries during the last two and one-half months is 6,822. The total cost was \$2,340, of which \$1,705.10 went for medicines and \$625 for physicians' salaries. The dispensaries close to-day.

NOT A MEETING OF THE FRESH AIR CLUB.

The gentleman in the picture, Alfred Lehman, of A. and R. S. Lehman, 375 Third avenue, proprietors of one of the oldest pharmacies in the city, will always

remember his birthday of 1903. It occurred on September 30, and was made memorable by the presence of congenial friends who were his guests at the Broadway Theater to see James T. Powers in "A Princess of Kensington," and afterward at a jolly midnight supper at Allaire's, Third avenue, headquarters of the German Apothecaries' Society, of which both brothers are members. Among those present were: Miss Edith Ambrose, Mr. and Mrs. A. Blanchard, Edward Dezurko, Mr. and Mrs. Hugo Kantrowitz, Mr. and Mrs. O. D. Lehman, Miss Hattie Lehman, Miss Lillian Messinger, Mr. and Mrs. Thomas B. Swift, Mr. and Mrs. J. Tucker, Thomas H. Tucker, Miss Mabel Tucker, William Wagner, Miss Amalie Wagner, Mrs. Harry Weaver, and Robert S. Lehman.



P. A. OF A. MEN MEET AT BUFFALO.

Last week a convention of manufacturers and proprietors of patent medicines assembled at the Iroquois Hotel, Buffalo, to discuss various important matters and compile a report to be submitted to the convention next year. Among those present were D. S. Chamberlain of Des Moines, Ia., president of the P. A. of A.; F. W. Schumacher of Columbus, O., vice-president; Mr. Talbot, manager of the Piso Co.; Dr. V. Mott Pierce, Mr. Gove of the Lydia Pinkham Medicine Co., and Thomas Voegelé of the N. A. R. D.

The prime object was to devise ways and means to prevent cut-rates and stop substitution.

GEORGE FELIX LaLASSEUR, an eminent French chemist, who came to this country a few months ago as the representative of a big French syndicate to investigate the peppermint industry, died in Borgess hospital, Kalamazoo, Mich., of pneumonia. He had been in that city for several weeks. His body will be shipped back to France.

FRANK J. KEARNAN, a Millbury, Mass., druggist's death has brought about the closing of his former pharmacy.



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for nearly every baby. Let us send you free literature to distribute, with your name.

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CUPID IN THE CLASS OF '02.

Cupid was not losing ground in the class of '02. New York C. P., but, despite strenuous studying, found



MRS. W. H. C. BARTLETT.
two hearts not unperceptive to his darts. So it is our pleasure to announce that Miss Edith Mary Morris and William Holmes Chambers Bartlett, members of that year's class, were married in Seattle, Wash., where Mr. Bartlett is now located, on September 23. Fellow grads expected some such news as this. Both young people are extremely popular. Miss Morris' home is in Cincinnati. She is a graduate of the Cincinnati Hospital and a post graduate of St. Luke's Hospital, this city. Her studies were chiefly for pleasure, as she is heiress to a tidy fortune.

DRUG CLERKS' CIRCLE TO HAVE OPEN MEETING.

A meeting of the Drug Clerks' Circle was held on last Tuesday night. The attendance was one of the largest in the history of the circle. Joseph A. Brandie was made a member. The open meeting committee reported having hired Pacific Hall, 209 East Broadway, for the purpose of holding the next open meeting, which will take place on Thursday evening, October 15, at 8 p. m. Dr. William C. Anderson, Dr. Albert A. Brandage and Dr. George C. Dickman were invited to deliver addresses, and a number of musical and literary artists will entertain.

The practice of many proprietors in leaving unlicensed clerks in charge of their stores, was taken up and the following resolutions adopted:

Whereas, It is prevalent among many drug store proprietors to leave their stores in charge of their unlicensed clerks, which is in direct violation of the public trust and safety as well as of Sec. 194 and 200 of the New York State pharmacy law, therefore,

Be it resolved that the Drug Clerks' Circle having at heart the public welfare as well as the welfare of the individual drug clerk and of the profession generally, hereby enters its protest and urges the proper authorities to take such steps as will put an immediate halt to the pernicious practice.

And, be it further resolved that copies of these resolutions be sent to the State board of pharmacy and to the pharmaceutical press for publication.

NEW YORK NOTES.

Buffalo changes: E. C. Holt, formerly with the Saeger Drug Co., Auburn, is now with H. P. Hayes, Buffalo. W. D. Balliett, formerly with H. P. Hayes, is now with C. J. Dwyer, Howard M. Church, lately with F. C. F. Siefert of Frelonia, has gone to New York city with Faxon, Williams & Faxon at their Eighth avenue store. The drug store of John Murphy, which has been for a number of years near the Union depot, Olmst, has been moved further uptown.

James Twohey of Hayden & Twohey, Buffalo, very much surprised his friends four weeks ago by quietly becoming married to a certain pretty school teacher. Knowledge of the joyful event did not become generally known until the happy couple were discovered by mutual friends passing their honeymoon in the quietude of the Muskoka Lakes resorts. Mrs. Twohey was formerly Miss Stoll, a daughter of the oldest and most prominent family of Hamburg, N. Y.

Edwin P. Lant, druggist at 2491 Broadway, has tiled a petition in bankruptcy, with liabilities of \$19,910 and assets of \$81,732, consisting of stock, \$1,100; fixtures, \$920; accounts, \$290; cash, \$6, and one share of stock of the Empire State Drug Company of Buffalo, \$10. Among the creditors are Frank P. Lant, \$2,753, and the New York Telephone Company, \$354. He has been in business since July, 1901. Judge Holt appointed John C. Coleman receiver.

The first regular meeting of the season of 1903-4 of the New York section of the American Chemical Society will be held tomorrow night. W. J. Waring will read a paper on "The Volumetric Determination of Zinc", C. W. Volney, on "Nitro-Sulphuric Acid and Its Action on Organic Compounds," and E. H. Miller, E. J. Hall and M. J. Falk, on "The Reduction of Lead from Litharge in Preliminary Assays and the Advantages of an Oxide Slag."

Dr. Harvey Wiley, chief of the bureau of chemistry of the Department of Agriculture, was in this city to confer with the leading importers of food products regarding the operation and enforcement of the pure food law passed at the last session of Congress, and which became operative on June 30 of this year.

J. Stanwood Menken is now superintendent—a new position—of Hezeman & Co.'s store at 200 Broadway. Mr. Menken lives in Brooklyn and was formerly president of a big dry goods house of Memphis, Tenn. George Ramsey, president of Hezeman & Co., had a week's vacation in Toronto and other Canadian cities.

Hyman Lewis, the druggist of Myrtle avenue, Brooklyn, is defendant in a divorce suit brought on the ground of ill-treatment. Mrs. Lewis said her husband's income is \$50 a week and she wants half of it as alimony and \$250 as counsel fee. Lewis counter-charges ill treatment and denies the size of the income.

Mr. and Mrs. William Philip Ungerer announce the marriage of their daughter, Rosa Dora, to Arthur C. Stallman. The ceremony occurred on September 29. Mr. Stallman is connected with the Stallman & Fulton Co. With his bride he is making an extended trip through the West.

Visitors downtown: William M. Borden, Columbia, Pa.; Charles A. Goodwin, Eastern Drug Co., Boston; H. J. Fisk, assistant manager Parke, Davis & Co.'s London branch; Mr. Colvin of Colvin's pharmacy, Elmira.

Ground has been broken for Dodge & Olcott's new factory in Bergen Point, New Jersey. The Hendrick Sanatorium will be used for offices and a pier and bulk-heads will be built on Newark Bay.

The Abbott Alkaloïd Co. of this city, has secured a judgment for \$1,113 against Augustus P. Hafner. Solomon of Hartford and Hanna gained judgment for \$67 against Julius Altman.

Goldblatt Bros., 32 Avenue C and 413 Honston street, have separated. Max Goldblatt taking the first-named store and Jacob Goldblatt the other.

Louis Schmier is now a proprietor at 2-4 Bank street. He was formerly in the employ of Tsheppe & Schur, Third avenue.

J. Kopoloritz has gone from F. L. Cherey & Co., 461 Grand street, to become manager for C. S. Abram, Rye, N. Y.

J. D. Marklewicz has sold his store at New Rochelle to Samuel S. Dechter, a recent graduate of the Brooklyn C. P.

Frank Schurfer has bought the store at 313 Bedford avenue, Brooklyn, of Adolph Levy.

Earl H. Beckwith is reopening an old store at Bedford Station.

NEW ENGLAND.

FIVE YEARS' SUSPENSION.

Massachusetts Board of Pharmacy Deals Severely With Druggists Collette—Many Other Liquor Cases.

Boston, October 6.—Francis M. McHugh and Louis P. Collette, Worcester druggists, were examined by the State board of pharmacy on charges of violation of the liquor laws, as provided for by the statutes in cases where druggists have once been convicted in court. The first-named was raided last March and the latter in April, both being arrested and fined \$50.

Each claimed to have pleaded guilty in court under advice of their counsel and without knowing just what they were doing, since they both were innocent. Simon B. Harris, State agent for the board, urged that the board suspend their certificates, asserting that they kept liquors in larger quantities than necessary for legitimate business. This was not Collette's first offence. The board suspended Collette's certificate for five years and McHugh's for one year. Collette's term has been exceeded only once—in the case of Druggist Tate of Clinton, whose certificate, about two years ago, was suspended for ten years.

UNITED DRUG CO. GATHERS FOR BANQUET.

Boston, October 6.—A banquet was given by the United Drug Co. at the Hotel Brunswick, Boston, to its representatives in various cities. A company of about two hundred from all sections of the country where this co-operative organization has its retail representative druggists were in attendance. Good-fellowship marked the occasion. E. D. Cahoon served as toastmaster and among those heard in after-dinner addresses were James T. Wetherald, C. P. Jaynes and Louis K. Liggitt, Boston; George C. Lyon, Providence, R. I.; William Bolton, Brooklyn, N. Y.; Thomas Taylor, Louisville, Ky.; Stephen Hexter, Chicago, Ill.; James Demoville, Nashville, Tenn., and several others. The affair proved wholly enjoyable for all the participants.

Secretary Louis K. Liggitt had invited the stockholders to come and see the new laboratory. On the first day luncheon was served in the "lab" to the visitors and their wives. Then came a trolley ride through the park system and an afternoon tea at Mrs. Liggitt's for the ladies, the men having a business meeting. In the evening the ladies went to the Colonial theater and the men to the Newton Club, as Mr. Liggitt's guests.

The second day was given to a joint meeting of the closely-allied Drug Merchants of America and the United Drug Co. During the session \$75,000 worth of one of the company's new remedies was sold. It was voted to construct an addition to the present laboratory building, to be 22½ feet long, 91 feet wide and six stories high. Plans are now under way.

There were some changes in the personnel of the officers. E. D. Cahoon, treasurer of the W. B. Riker & Sons Co., New York, continues as president, and George C. Lyons of the Hall & Lyons Co., was elected treasurer to succeed J. T. Wetherald, who resigned and retires from the active part in the management which he has taken, while still remaining a director and also a stockholder in the company—the second largest one in fact. His numerous other duties in connection with Vinol and Pinkham remedies make such demands upon his time that he thought best to relinquish some of his duties. E. L. Scholtz of Denver remains as vice-president, and Louis K. Liggitt continues to be the company's secretary and business manager. The board of directors remains as heretofore, except that J. C. Brady of Fall River, succeeds Stephen Hexter of Chicago.

TO EQUALIZE TELEPHONE COMMISSIONS.

New Haven, Conn., October 6.—The meeting of the New Haven R. D. A. was not as profitable in business transacted as the members had hoped. At the last meeting the members voted to contribute \$2 each to the N. A. R. D. When the vote was taken this month some of the members labored under the impression that the \$2 included their dues and when the treasurer called for an assessment of \$1 there was some tall kicking. Finally, however, most of the druggists came up with the price, though a few took time to consider it.

Another matter of interest was the telephone service. Unless the present arrangement with the local telephone company some of the druggists who have pay stations are getting a rake off of 10 per cent, while, it is said, others are getting as high as 20 per cent., and still others nothing. It is planned to equalize the commission in some way. The company expects each instrument to net about \$84 a year. When a druggist has the convenience of a pay station in his store and the telephone only earns \$70, the company should not pay a commission, said one of its officers. When, however, the telephone earns over \$100, it is argued that it is only just that the company should pay ten per cent. The druggists agree with this but say that under the present arrangement the commissions are not arranged on the earnings of the respective instruments.

WATERBURY CLERKS TO HAVE BANQUET.

Waterbury, Conn., October 6.—The committee in charge of the arrangements for the first annual banquet of the Waterbury Drug Clerks' Association, to be held on Tuesday evening, November 3, is busy completing arrangements. A large delegation of drug clerks from Hartford and New Haven and other nearby places have accepted invitations to attend, and many of the store owners will be there also. The proprietors feel much kinder towards the association since it withdrew from the Central Labor Union and the clerks will now have the support of all the local men. The committee in charge of the banquet includes Joseph Kilbride, chairman; Edward J. Dwyer, secretary; Ralph H. Foster, George A. McNamar, Edward J. Doran and James N. Banziger.

CUSTOMER HOLDS THE TRUMP CARD.

Fall River, Mass., October 6.—A Fall River druggist finds himself in a rather queer predicament. His wife recently was attacked in playful fashion by a large St. Bernard pup, which tore a big hole in her gown, practically spoiling it. The druggist, indignant, sought redress to the amount of \$35 as damages. The owner of the dog promptly paid. He then sent two friends to the pharmacy, where they bought, it is alleged, a bottle of liquor without having to go through the usual legal formalities. Now the dogs' master has notified the druggist that he holds the trump card and threatens full exposure of the illegal sale unless the \$35 is forthwith returned. Thus far the end of the chapter has not been reached.

PRETTY EXTENSIVE LIQUOR STOCK.

Boston, October 6.—Pleading guilty to the charge of illegal keeping of liquor, Charles Harrington of Lowell,

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

paid a fine of \$75. The druggist, it is alleged, was caught "red handed" by a liquor inspector, just as he was handing over a bottle of liquor to a customer. Search brought to light a 25-gallon whiskey cask about half filled, a 10-gallon gin cask also about half full, six and a half pints of whiskey and thirty-three pints of gin, in bottles more whiskey and two four-gallon jugs; more gin, a five-gallon cask half filled with port wine, and numerous empty jugs and bottles.

THE BAY STATE.

—Application by P. L. Willard for a sixth-class or druggist's license for his store in West Somerville resulted in a public hearing by the license committee of the board of aldermen, before which church people of prominence, Sunday school workers, the president of the West Somerville Board of Trade and others appeared in remonstrance. A lawyer who conducted the hearing in the druggist's behalf objected to the introduction of mere rumors regarding Mr. Willard's conduct of his business and claimed that tangible evidence of unworthiness alone should determine the committee in its decision.

—In the Superior Court, Boston, a bill in equity has been filed by George L. Wilson, of the botanic drug firm of R. O. & G. P. Wilson, Boston, against Dr. John P. Naughton of Worcester, alleging breach of contract. Mr. Wilson brings the action as counsel for the Osmo-Chemic System of Medicine, and Judge Richardson has issued an injunction restraining the defendant from transferring 4,500 shares of the stock of the corporation system and certain other stocks, pending the conclusion of this bill.

—A. F. Woodbury, a Brockton druggist, announces his marriage to Miss M. A. Lincoln of the same city, the ceremony taking place in Brookline. It was a quiet affair, without guests. Singularly, an earlier marriage of Mr. Woodbury took place in the same church, about twenty-five years ago, and was performed by the same clergyman. Mr. and Mrs. Woodbury are to live in Plymouth, N. H., where he has purchased a farm.

—During September, the board of pharmacy examined twenty-two candidates, of which the following eight were successful: Mary A. F. Whitmarsh and James S. Groff, Boston; David A. O'Brien, Lowell; Albert F. Doyle, Avon; Stephen R. Arnold, New Bedford; Fred L. Bradford, North Adams; Carleton R. Wheeler, Danvers, and Louis Simonson of Middletown, Conn.

—E. C. Tozier, a Haverhill druggist, came into prominence as a candidate for nomination as senator, in the recent Republican caucuses. He lost, however, being defeated by the present incumbent, Senator Carlton F. How. Mr. Tozier has served in the Common Council of Haverhill with marked credit.

—A woman entered Buffington's pharmacy in Worcester and tried to buy some rolls and other articles, mistaking the place for a bakery. Just why she did so is uncertain, for the place resembles most up-to-date drug stores. When informed of her error the woman only slowly realized it.

—The Lowell Drug Exchange recently enjoyed a fine outing at Willw Dale, a suburb, where they were the guests of one of their members, P. N. Brumelle, at his summer cottage. A substantial dinner was served and a baseball game, among other diversions, came later.

—In the Superior Criminal Court, final disposition of the case of Frank Frost, a Chelsea druggist, accused long ago of violating the liquor laws, was made in a verdict of not guilty, which was recommended by the district attorney.

—Seven young boys from South Boston were implicated in the burglary of Andrew F. Kendrick's Battles Street pharmacy, Brockton. The police have arrested six of the youthful gang and they have been held for several days.

—Joseph E. Harrity, of Clinton, was the defendant in two suits brought to recover rent for occupancy of land by him upon which he stored a quantity of brick. He lost both suits, one for \$63 and the other for \$13. Appealed.

—At Guertin's, Fall River, a stuffed raccoon of large size, shot by Charles Guertin, a clerk, has been on exhibition. Mr. Guertin was a public benefactor, it is related, inasmuch as the raccoon was a chicken thief.

—While at work on some shafting in the Cochrane Chemical Works, Everett, Fred G. Berry, aged about forty five, fell and was so badly injured that he lived only a short time. A widow and two children survive.

—Mrs. J. W. Colcord, who conducts under the name of J. W. Colcord a drug store in Union street, Lynn, has made an assignment to John M. Barry, an attorney, for the benefit of creditors.

—Adjustment of the loss caused by the recent fire at William A. Cote's store, Fall River, has been brought about through the payment of almost \$2,800 in insurance.

—Warren W. Delf, who formerly was manager of the Maplewood pharmacy, Gloucester, is now agent in Gloucester for the Prudential Insurance Co.

—An old employe of the American Soda Fountain Co., at the Boston plant, recently fell four stories down the elevator shaft, dying from his injuries.

—C. A. Pierce, manager of the Jaynes manufacturing Co., Boston, has just returned from his summer vacation spent at North Woburn, Mass.

—Edward H. Weston, druggist of Jefferson, has given up his home in that town and has taken up his residence and business in Worcester.

—H. H. Stacy, manager of the candy department of the United Drug Co., has returned from a trip to New York.

CONNECTICUT.

—The last report from Hartford from the pharmacy commissioners is that of twelve candidates for druggist's licenses, eight passed successfully. They are John W. Parker, New Haven; Frank D. Dolan, Stamford; Benjamin S. Starr, New London; R. B. Martin, Brooklyn, N. Y.; V. McDermott, New Haven; Charles M. Brunson, Naugatuck; S. A. Bube, New Haven; John M. Claxton, Torrington.

—An innovation in the retail drug trade in this city was the establishment last week of a young woman, soda water clerk in the Medicine Shop, New Haven. J. R. Salowsky has the fountain in charge and the managers say the experiment is a very successful one. As far as known she is the only woman in the business in the State.

—Under an attachment placed upon the drug store of J. L. Bartlett to better settle some pressing claims of creditors, the store has been closed. Attempts to affect a settlement or sale of the stock and good will fell through, hence the attachment.

—Ernest L. Parker has purchased the stock and good-will of George L. Risley, his co-partner, in E. L. Parker & Co., Hartford. Ernest L. Parker will continue the business under the same name.

—W. G. Hunter, who has been on the road for several years, has decided to go back into the retail drug trade. He has accepted a position with Hutchinson in Branford.

—F. G. Ball, who several years ago quit the pharmacy business to go into the piano trade, has gone back to his original work and is now with Schurman in New Haven.

—Eugene E. Mayer, who managed the Union pharmacy, New Haven, last summer, has gone to the Medicine Shop.

RHODE ISLAND.

—The Rhode Island C. of P. began its second year with an entering class of forty-seven. As nearly all the students who were enrolled last year as freshmen are to continue and finish the two years' course, the enrollment is expected to go much higher. A number of special students have been admitted to take the new course in textile chemistry which has been added to the curriculum. A special course in bacteriology also has been added and post-graduate courses requiring an additional two years, established.

—William H. Boardman of Lonsdale has been nominated by the Central Falls Republicans for mayor of that city. The Democrats carried the city a year ago, but it is said that the drug man's candidacy will prove as potent in healing some political wounds from which his party has been suffering as the medicinal goods in which he deals have been in curing the physical ailments of many of his prospective constituents.

—Four new instructors have been added to the faculty of the Rhode Island C. P.—L. V. Calder, general chemistry; James A. Wright, toxicology, physiology and theory and practice of pharmacy; E. J. Gallagher, assistant in botany, materia medica and pharmacognosy, and G. W. Fairbanks, assistant in operative pharmacy.

—The Bloodgood pharmacy, Pawtucket, has been bought by George T. Bradley, a Lawrence man, who for two or three years was employed as manager of the store.

FROM MAINE.

—They are doing things differently now in Maine. At Augusta, S. S. Lightbody, a leading druggist of Waterville, received a sentence to pay \$100 and costs on a finding of being a common seller of liquor, and in default of payment had the alternative of sixty days in jail. On another charge of maintaining a tipping shop, the druggist was ordered to pay \$100 and costs, in addition to a sentence of sixty days, and in default of payment to serve an additional sixty days. Mr. Lightbody is one of the richest citizens of Waterville. The case has attracted widespread attention inasmuch as fines alone usually have sufficed. Another case was that at Portland where Druggist Ernest E. Cross was sentenced to jail for selling liquor. His wife interceded in his behalf and his sentence was suspended on his promise never to sell liquor again.

—Biddeford had a wholesale raid of druggists, no less than nine being visited in one day by the sheriff, and many seizures were made of contraband goods. In Portland, a visit by officers to John Quinn's pharmacy resulted in finding a supply of liquors. James T. State and Edward W. Cady, also Portland druggists, were each fined \$100 on liquor charges. State paid and Cady appealed.

—W. H. McKane, employed at F. L. Winship's, Deering Center, is on a vacation in Waterville. Nicholas O'Connor of Spaulding's pharmacy, Hallowell, is spending a vacation in Boston. James A. Broe of Smith & Broe, Portland, is back after spending the summer at Peak's Island.

—The annual outing of the Cumberland County Ph. A. made up largely of Portland druggists and those in places near the "Forest City," was a great success. The party went from Portland to Spurwink in buckboards and had dinner and a game of baseball and other sports.

—A doll contest at Smith's drug store, Lewiston, is now over and the dolls, which made an interesting exhibit in the windows of the pharmacy, have been

awarded to three little girls, whose friends as patrons of the pharmacy, secured for them many necessary purchase coupons.

—William A. Rowe has been added to the force at Alden's, Yarmouth. L. C. Akers, chief clerk at W. W. Foss's, Portland, goes to Boston for a like position. Walter Smith, Devine's, Augusta, has resigned to take another position with a Boston house.

—Frank P. Burns of Westbrook, manager of Woodman's store, recently was married, the bride being Miss Josephine G. Pratt of Auburn. The wedding tour was to places of interest in Canada.

PENNSYLVANIA.

THE P. A. R. D.

C. F. Shoemaker Addresses Them on Treatment of the Cut-Rate Evil.—Organization and the Tripartite Plan the Solution, He Says.

Philadelphia, October 6.—At the last meeting of the P. A. R. D. the committee to get up a large delegation to go to Washington, reported that there would probably be seventy-five in all from Philadelphia.

C. F. Shoemaker, president of the N. W. D. A., addressed the meeting. After saying that he was graduated from the Philadelphia C. P. and paying a tribute to Professors Maisch, Bridges and Parrish, he compared the practice of pharmacy in Europe and this country. England, he said, is more demoralized by cut prices than this country, as they do not have the side lines that are carried here. In France it is similar to England, while in continental Europe the number of stores and prices of wares are regulated by law.

"The man, to be a success," said Mr. Shoemaker, "must have the commercial instinct. There are few 'captains of industry'—the majority must necessarily be private. Having what the people want, and letting them know you have it is of far more value in increasing your business than advertising at cut prices."

The treatment of the cut rate evil is entirely artificial, Mr. Shoemaker asserted. It is a difficult task to control four hundred wholesalers; how much more so the forty thousand retail druggists. That the retailer greatly overestimates the amount and value of the proprietary business, is one impediment to successful coping against cut-rate practices. The solution of the problem is in organization, thoroughly and loyal, and the strict enforcement of the tripartite plan. The direct contract and serial numbering plan has as yet too many drawbacks to insure the results hoped for.

A vote of thanks was extended to Mr. Shoemaker.

Mr. Poley introduced the following resolution which was adopted.

"That the P. A. R. D. urges the N. A. R. D. to adopt a resolution that on and after a certain date no new preparation will be accepted by its members unless marketed with direct contract and serial numbering."

Mr. Rehfs introduced the following resolution, which was also adopted:



Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00
ETNA CHEMICAL CO., New York, U. S. A.

Resolved that the delegates of the P. A. R. D. in attendance at the N. A. R. D. convention in Washington are hereby instructed to use all honorable means and vote for the continuance of the tripartite arrangement of marketing proprietaries, with direct contract and serial numbering." Adjournment was taken for a luncheon.

A PLEASANT "GOD SPEED YOU."

Philadelphia, Oct. 6.—Jacob H. Redsecker of Lebanon, Pa., has been ill for some time, and, on the advice of his physician, he prepared for a trip to Europe. His looking was for the Nordland. Upon reaching this city he was met by Messrs. Miers Busch and Mahlon N. Kline, who, to his surprise and delight informed him that quarters had been prepared in advance at the Union League Club, and he was taken there to his room. Messrs. Busch and Kline had, in addition to this courtesy, arranged an informal dinner for the evening, where a select few—Messrs. Redsecker, Jacob Redsecker Boetem, Professor Remington, B. M. Faires, Miers Busch and Mahlon N. Kline—the last two the last—were the guests.

The next morning, Mr. and Mrs. William McIntyre, Mr and Mrs. Cliffe, Mr. and Mrs. Hoch, Mr. and Mrs. Reussner, Professor Remington and Messrs. Busch, Kline, Crawford and Boetem formed a party that escorted Mr. Redsecker to the steamship to wish him bon voyage. A large basket of alleged fruit was sent on board from the assembled party, just before the gang-plank was withdrawn, and while there was fruit in it, one dozen bottles of Pommery and a couple of hundred cigars helped out the bulk and tantalized the beholders by their prominence. Mr. Redsecker may remain abroad anywhere from six to eight months.

PHILA. DRUG ATHLETIC ASSOCIATION FUN.

The outdoor sports of the Philadelphia Drug Athletic Association came to a close on September 25 at the Orchard, Essington. A spirited game of base ball took place. Special features were the pitching of B. Frank Davis, the fielding of Harry Baudoin and Otto Kraus, Jr., and the batting by Dr. Boltz and Ralph Haus. After supper and a few pleasant remarks from J. H. Mashholder, the club left for the city, reaching Twenty-fourth and Chestnut Sts. at 8 o'clock. Every member was weighed at the station. Dr. A. T. Pollard's card registered 363 pounds (this speaks well for the supper). The party spent the evening at the Casino bowling alleys. Highest scores were made by Charles Willis, W. A. Johnson, Dr. L. W. Rehlein, W. Fred Steinmetz, Dr. Boltz, J. H. Mashholder, Dr. A. T. Pollard and John Duffy. The highest individual score, 190, was rolled by Charles Willis.

The club have engaged the Girard bowling alleys for every Tuesday afternoon from 2 to 6 during the fall and winter months. A standing invitation is extended to their drug friends to call.

MR WEIGHTMAN NINETY YEARS OLD.

Philadelphia, October 6.—Commemorating the ninetieth anniversary of the birth of William Weightman, of Powers & Weightman, a reception was given him last week by employees of the laboratory at Ninth and Parrish streets. Mr. Weightman's private office was elaborately decorated with flowers and greens, and a handsomely-framed portrait of the old gentleman hung in a conspicuous position.

Mr. Weightman received the congratulations of his employees and in the afternoon, at his home, in School Lane, was presented by the hands of the Falls of Schuylkill laboratory with a beautiful album, containing a

congratulatory address. In accepting the gift he made a brief address, returning thanks for the kind wishes extended and the expressions of good will coming from his workmen.

PHILADELPHIA C. P. ELECTS THREE TRUSTEES.

Philadelphia, October 6.—A meeting of the Philadelphia C. P. was held on September 23. The occasion was the election of three trustees. Miers Busch was elected in place of Henry M. Rittenhouse, Messrs. Krewson and Kline being re-elected. The college is billing rapidly, lectures having been resumed on October 1, and the classes show a personnel that is most promising. The three societies will soon be organized, as soon as the men settle down, and then the full routine of the old institution will be in running order.

OTHER HAPPENINGS.

—This week saw the opening of our colleges of pharmacy. The opening of the college term will mean much to the druggists of Pittsburg and Allegheny; as it will bring in numbers of young men who will find it expedient to work during their junior term. This will in a measure solve the problem of help, at least for the winter. What is the city druggist's gain, however, is his country brother's loss. Nearly every town of any amount in the western end of the State has sent one or more young men out. One town alone sent seven to the different schools, and that means seven druggists in the market for junior clerks.

—The Thermal Foot Bath Co., which was recently organized in Bradford, will make application to the governor on October 16 for a charter. The stockholders are W. O. Neely, George D. Russell, J. L. Kerstetter, and F. A. Gallagher. The apparatus will be manufactured in Bradford.

—Frank J. Becker, formerly of Sixth and Dickinson streets, Philadelphia, goes to Brooklyn for the H. K. Mulford Co. Thomas I. Morris will enter business in Pittsburg. E. J. Melvin returns to Philadelphia for the fall and winter.

—Apropos of the smallpox epidemic, Shoemaker & Busch, Philadelphia, compelled their force of 150 hands to be vaccinated or show a scar not less than three years old. The majority asked for and took the vaccination.

—A. G. Richardson of the J. Hungerford Smith Co., was in Pittsburg last week, en route to St. Louis, where his firm expect to make a large exhibit of their products at the coming exposition.

—Jacob Brothers of Tenth and Chestnut streets, Philadelphia, and Dr. Taggart of Eleventh and Arch streets, Philadelphia, announce the early opening of their new stores.

—George L. Sandt, a well-known druggist of Brookville, was stricken with appendicitis while on a visit to Detroit, and now lies in a critical condition in that city.

—Wharton & Co. report the sale of Ott & Nicoud's Sixteenth and Pine street, Philadelphia, store to Harry Lee Barber of Third and Catharine streets.

—Magistrate Burnett of Nanticoke, announces that he will give trading stamps to all persons married by him to the full amount of the fee paid.

—C. W. O'Sullivan, formerly clerk for Louis Emanuel, Pittsburg, has opened a new store in Second avenue, Glenwood.

—T. R. Wirsing, who has several stores about Pittsburg, will open a new one at Grant and Third avenues.

THE SOUTH.

BALTIMORE AT WASHINGTON.—N. A. R. D. MATTERS PROGRESSING.

Baltimore, October 4.—Next Wednesday will be known as Maryland day at the convention of the N. A. R. D., Washington. It is expected that two hundred or more druggists from Baltimore and places outside of this city will visit the National Capital and attend the sessions. Various diversions have been arranged, and the occasion will be made one for enjoyment and recreation as well as for the discussion of business. The official delegates from Baltimore number 12 and they will go over tomorrow.

Locally N. A. R. D. matters appear to be progressing. The organization seems to be gaining strength and is able to give emphasis to its regulations. Its ability to control the retail drug trade is evidently on the increase, and its promoters express the greatest confidence in the future. Within the past few days the order has gone forth that all drug salesmen must provide themselves with cards if they want to get orders from retailers.

The dearth of competent drug clerks continues, and the pay offered at the present time for capable men is higher than perhaps ever before.

MARYLAND C. P. RECEIVES MATRICULANTS.

Baltimore, October 2.—The Maryland C. P. began its sessions yesterday with a body of students which in point of number and educational equipment compared favorably with any previous classes. The roll of the junior class contained more than thirty names, and this total will be considerably increased in the course of the present month. Among the matriculants are a young woman from and a native of Porto Rico. Lectures were delivered yesterday by Prof. Charles Caspari, Jr., dean; Prof. Daniel Base, and Dr. D. M. R. Culbreth, all members of the faculty.

BALTIMORE NOTES.

—The printed proceedings of the annual meeting of the Maryland Ph. A., at Ocean City are out, Secretary Louis Schulze having made such excellent progress with his work that he is several months ahead of his predecessors in completing the document, a pamphlet of about 150 pages. The early publication of the report was especially desirable this year owing to the fact that the General Assembly of Maryland meets at Annapolis next January, and that an effort will be made to secure supplemental legislation, the new pharmacy law having proved somewhat inadequate in practice, while the law to regulate the sale of poisons turned out to be entirely useless.

—S. W. Douglas, a young pharmacist, has just been detached from the ordnance proving grounds at Indian Head, Md., and ordered to the Navy Yard at Portsmouth. He has been very popular since he first went to the reservation two years ago, and has acted as physician and surgeon with most gratifying success.

—A. P. West, who has been employed during the summer as assistant chemist in the Agricultural Department at Washington, has returned to Baltimore and will continue his studies in chemistry at the Johns Hopkins University.

—Druggist J. George Jung, Fair avenue and Cannon street, Baltimore, is remodeling his store. He is having installed new show cases and other fixtures, and handsome display windows are also being erected.

—The contests of the Baltimore Drug Trade Bowling Club began last Monday at the Diamond with gratifying prospects for the future.

AROUND THE GREAT LAKES.

ENCOURAGING SITUATION IN CHICAGO.

Chicago, October 6.—The officers of the auxiliary districts of the C. R. D. A., held a meeting at the Northwestern C. P. last week. The question of a price schedule for Chicago was to the fore. Several different views were expressed, but the majority of those present felt more favorably inclined to the adoption of some kind of a schedule—even though the down town situation had to be disregarded—than they were to having conditions remain as at present.

Reports were received from all the districts which were represented. Those reporting from districts in which Organizer Cusick had labored spoke in the highest terms of his excellent work. The effect of thorough district organization was made plain by the temper of the remarks of the different district officials. It was not claimed that perfect harmony and cordiality had been established in each district, but it was evident that many misunderstandings had been cleared up and that in some districts where dissensions had made co-operation difficult there is now a willingness to get together, make mutual concessions and join in a hearty effort in the interests of the common cause. There is no question but that the outlook is now very promising where but a short time ago it was dubious indeed.

BATTLE CREEK MAYOR'S PRONUNCIAMENTO.

Battle Creek, Mich., October 6.—No more ten-cent "stiffened" coca colas or spiked root beers, is the gist of the pronouncement of Mayor Webb of Battle Creek, for the benefit of the druggists. "Coca high balls" have come under the ban of the health food city's reform mayor, and on Saturday night he sent out fifteen notices, reading in part as follows:

"I would respectfully call your attention to the fact that certain retail druggists in this city are drawing intoxicating liquors from soda fountains, mixing the liquor thus drawn with coca cola and other beverages and selling the same over their counters." He concludes by threatening prosecution if the practice is continued.

The order has caused quite a stir at the Creek and many exaggerated stories have been sent out to the press. The chief of police is co-operating with the Mayor.

PARKE, DAVIS & CO. BOWLERS.

Detroit, October 6.—The Parke, Davis & Co. bowling league was the first to open the season in Detroit, and some very creditable scores were made on the Cadillac and Woodward alleys, Saturday night. Warren of the Chemical team bowled 206, while the high team score, 779, was made by the general business team. The league will cut quite a figure in local bowling circles this year, as their teams have been increased from three to five men, and matches innumerable are already being made for odd nights.

FROM ILLINOIS.

—At the annual meeting of Robert Stevenson & Co., it became necessary to elect new officers on account of the vacancy in the presidency caused by the death of the



erty, Robert Stevenson. The election resulted as follows: President, Arthur Dawson, vice-president, James B. D. Stevens; secretary, L. Giles Lewis; treasurer, Charles Stevenson.

—G. A. Wecker, proprietor of the Alhambra pharmacy, N. Second and State street, Chicago, has sold to Henry Moffett, who managed the store for Mr. Wecker. The latter will in the future confine his attention to his store at the corner of Thirty-first street and Cottage Grove avenue.

—The Ricman pharmacy has just been opened at the corner of Twenty-ninth street and Indiana avenue, Chicago. Mr. Ricman was formerly clerk for C. E. Cross at Fifty-third street and Jefferson avenue.

—E. E. Bohlke has sold his store at the 441 State street, Chicago, to Frank Granow, his former manager. Mr. Bohlke will leave shortly on an extended European trip.

—O. F. Fuller of the Fuller & Fuller Co., Chicago, is vacationing at Peekskill, N. Y. He will return about the fifteenth of next month.

—James A. Meikle has opened a new store at Lincoln and George streets, Chicago. He formerly clerked for H. A. Halvorsen.

—James W. Morrisson of Morrisson, Plummer & Co., will return from Nova Scotia about the middle of the present month.

—F. P. Boyden has moved his drug store from 2011 West Harrison street, Chicago, to 1723 Lincoln avenue.

—J. H. Newman has bought the drug store of A. Schlegler at 334 Jackson boulevard, Chicago.

—A. O. Hupfield has bought the store of Justice Leboy at 545 Milwaukee avenue, Chicago.

MICHIGAN NOTES.

—E. A. Bivins is a living testimonial to the fact that there is money in the drug business when it is properly managed. He went to Alma in 1895 on Elk Rapids to manage the drug stock at that time owned by C. E. Mahan in the opera house block. In two years he was part owner of the business. On July 15, this year, he purchased the B. S. Webb drug stock and building. He then purchased the balance of the block formerly owned by him in connection with his partner, and now his one of the finest establishments in the State. All by hustling.

—The sentences handed out to South Haven druggists recently in the circuit court at Paw Paw for violations of the local option law, were as follows: William Romus, John Wentworth and Frank Brien, twenty days in jail and \$50 fine; Susan H. Novins and W. J. Romus, twenty days in jail; B. E. Southinson, traveling salesman, forty days in jail and \$50 fine.

—Mayor Palmer of Grand Rapids, has received several anonymous communications to the effect that certain druggists of that city were running on the wide-open plan, so far as the dispensing of liquors is concerned. But His Honor says that, like all reputable newspapers, he wants to know who is who, before he tells them what is what.

—Fire and water recently caused \$1,000 damage to the store and stock of P. L. Heath at Hastings. The fire started in or near a box containing baby food and a local paper states that it was probably due to "spontaneous combustion." The food must have been "hot stuff." Loss covered by insurance.

—A large block of stock of the Grand Rapids Sucky Fly Paper Co. has changed hands, Manager J. H. Brewster retiring, and it is stated that the business has been absorbed by the O. & W. Thum Co. of Grand Rapids, the largest manufacturers of fly paper in the world.

—Boat fishing in the inland lakes near Petoskey is great sport. C. A. E. Pick and John Pence of the

Fabius drug store, were out for a few days and they brought home long strings of fish and some capital stories.

—E. E. Miller of Traverse City, has a mushroom in his window that is nearly two feet in length and weighs 25 pounds. How many beefsteaks would that thick-cutted fellow be equivalent to?

—W. C. Kirchgessner, analytical chemist with Peck Bros., Grand Rapids, rides good wheels, but has trouble about keeping them. He reports the theft of his second bicycle this season.

—G. T. Chamberlin's store at Hartford is gaining a great reputation in that neck of woods for unique and artistic window displays. The trimming is done by Charles P. Aspin.

—H. H. Rodenbaugh, who has disposed of his interests in the drug store of Rodenbaugh Bros. at Muskegon, has bought the store of J. A. Hoedemaker, Grand Rapids.

—Dr. S. E. Campbell has bought the drug business of W. B. Minthorn at Hancock and will put in a complete stock. Charles Miller of Saginaw, will assist him.

—Stanton will have a new drug store, E. L. Stevenson, formerly pharmacist for the E. D. Hawley Co., having decided to engage in business for himself.

—A. W. Olds and family of Grand Rapids, have removed to Hartford where Mr. Olds will engage in the drug business, opening his store on October 10.

—Three Rivers' three drug stores will now close at 8 o'clock every evening. Bosses say their clerks have some rights which they are bound to respect.

—DeFields Bros. have bought the store in the opera house at Benton Harbor, Fred Dewey having sold his interest to go South for his health.

—The Saginaw Drug Co., jobber of drugs and groceries at Saginaw, have removed into a new building prepared especially for them.

—The six South Haven druggists arrested for violation of the local option law, were given light jail sentences.

—W. B. Lyman has sold his store at Muskegon to Loveland & Loveland, who will take possession this week.

—The board of pharmacy will hold its final meeting of the year at Lansing on November 3 and 4.

—Fred Neumeister, the Muskegon druggist, lost about \$100 through the operations of burglars.

Free, A Wholesale Department Store on Paper.

Some two weeks ago the attention of readers was called to that wholesale department store on paper, the Butler Bros., unbridged catalogue No. T 473, a work which should be in the hands of every druggist as it is the last fully illustrated edition of "Our Drummer"—as the catalogue is known—that Butler Bros. will issue this year. Readers of the Era who have not secured one of these valuable books will find it to their interest to do so at once for it contains a mine of merchandise suggestions. The catalogue takes the market to your store and quotes net wholesale prices on the widest range of goods ever gathered between the covers of any wholesale catalogue. At this season of the year "Our Drummer" should be especially valuable to the retail druggist for from it he would be able to select his complete stock of holiday goods. The October number of "Our Drummer" brings catalogue T 473 up to date. This catalogue is now ready and the prices quoted in it went into effect September 25, and are guaranteed during October, or until the November catalogue is issued. These catalogues are absolutely free, and any person ordering them should remember that the number of the fully illustrated fall catalogue is T 473 and the October number is T 470.

WEST OF THE MISSISSIPPI.

THEY WILL STAND UNITED.

Des Moines, Ia., October 6.—The Retail Druggists' Association of Des Moines has succeeded in enrolling every druggist in the county and the organization will be much more flourishing with this united effort. A scrap is on in Des Moines which promises to assume no mean proportions before the winter shall have rolled around. The clerks have organized with about 60 members, but as yet only two druggists of the city have recognized the union.

Frequent meetings of the clerks have been held and proposals made to the retailers without avail. For two months the druggists did not know that a union had been formed. The first knowledge of the actual organization of the union came through a prominent retailer reading the Era. While the differences between the clerks and the retailers is of small importance as to wages, there is considerable discussion over hours. The clerks want a strict enforcement of the twelve-hour rule, and say that even at that they are giving the retailers the best of it. The twelve-hour rule as interpreted here means really 10 hours' work with two hours out for meals. Many of the clerks here have been working from fourteen to sixteen hours a day, with no rest on Sunday. The rules of the union are that the clerks shall have one Sunday off in every four.

MUST PAY TO DISPENSE "CLARET SODA."

St. Paul, Minn., October 6.—Local owners of soda water and soft drink dispensing apparatus have a new item of expense this year in the shape of an investment of \$25 in Uncle Sam's permits to sell liquor. In a way the dispensing of claret sodas, which one expert says might be more truly called claret highballs, is responsible for the license, though in the main it is because of the presence of a heavy percentage of alcohol in the syrups.

Local soda counter proprietors who failed to obey the warning of the revenue collectors and secure the permit when the order was promulgated the early part of the year paid dearly for their inattention, and now some of them have quit the dispensing of alcoholic beverages altogether. Good fruit syrups are comparatively free from alcohol, but in the cheaper syrups, it is said, there is a heavy percentage of the intoxicant.

BOUND TO GET THE COCAINE.

Minneapolis, October 6.—A cocaine fiend is making life a more or less howling waste for South Minneapolis druggists. Unable to get his favorite drug in any other manner, he resorts to subterfuge.

A few days ago he went into a drug store and told the clerk that he had been sent by the proprietor of another store to get thirty-five grains of cocaine. The unsuspecting clerk dealt out the drug and the man left. Shortly afterwards the clerk telephoned the druggist and learned that the man had lied. Attempts of like nature have been made at other stores. The druggists are now suspicious of all requests for cocaine.

BEWARE OF DRESS SUITS HERE!

A jovial invitation to the meeting of the Wyoming Ph. A., at Rock Springs on October 15, reads:

"You are cordially invited and urged to come and bring your wife or your best girl with you. It is for the best interests of the association for you all to be there.

"Any member appearing in a dress suit will find

poison in his coffee. If you are not an association member, come anyhow. Our president promises all a good time, and we want you to join us."

R. L. NEWMAN, President.

GUFF H. MAGHEE, Secretary.

W. SCHUPBACH.

Nebraska pharmacists, as a rule, take pride in their various pharmaceutical organizations. This year the Nebraska Ph. A. met in Grand Island and the aforesaid pharmacists say the meeting was the best attended and most successful ever held in the State. The N. A. R. D. was re-endorsed, the direct contract and serial numbering plan was commended, and the proposition to revise the patent laws was favored. Participating in the work of the association was W. Schupbach, a wide-awake retail pharmacist of Columbus, whose portrait appears herewith. Mr. Schupbach is a vice-president of the Nebraska Ph. A.



CALIFORNIA.

—Wedding bells are soon to ring in Kansas City. Frank Metcalf, the prominent druggist of Los Angeles, has been caught in Cupid's net. He will wed Miss Claire Holmes of Kansas City.

—By the first of next year Ed. Birden will have one of the swellest drug stores in the State. He is building at Santa Paula.

—Raney & Phoenix is the name of a new drug firm at San Bernardino. The partners are recent graduates of the C. P.

—The drug business of L. M. Endicott at Rio Vista has been purchased by L. M. McCurdy, a Minnesota physician.

—R. L. Dewar of 361 O'Farrell street, San Francisco, has closed out. He is looking for a new location.

—Dr. Nish of the School of Pharmacy, has returned to San Francisco from a jaunt to Los Angeles.

GEORGE W. WEAVER, of Lockport, N. Y., a leading druggist and highly esteemed resident of that city, died suddenly. He was sixty-five years old and had been in the drug business for thirty years. A widow and two daughters survive.

JOHN A. GOURLIE, druggist of Summerside, P. E. I., Canada, is dead.

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Unsurpassed New Equipment. Seven Laboratories.
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THROUGH BRITISH SPECTACLES.

Thomas Mahen, F. C. S., one of the best known men in British pharmacy, visited this country last year and found opportunity to study trade conditions and inspect some typical American retail pharmacies and manufacturing establishments. On his return to England he presented a paper embodying some of his views to the London Chemists' Assistants' Association. He also stated that any description of American pharmacists and pharmacies would be singularly incomplete without reference to Parke, Davis & Co.

Mr. Mahen said the growth of this firm had been extremely rapid and at the present time its buildings occupy a ground space of fifteen acres. Besides these laboratories the firm has laboratories at Walkerville, Ont., and at Hounslow (near London), and branch offices in all the principal cities in America, India, Australia, South America, and at this moment there is an enormous development of the trade on the continent of Europe, particularly in Spain, Russia, Italy, Germany and France.

Regarding the question of standardization we quote from Mr. Mahen's paper as published in a recent number of the American Druggist:

Many conservative Britishers are accustomed to regard with incredulity the "tall" ideas of Americans, and a considerable discount is sometimes made from the descriptions, which are also regarded as being "tall." Possibly some of these who hear this paper may take this popular view and console themselves with the reflection that after all more size does not count for very much. In the case, however, of Parke, Davis & Co., it is not on their size that their reputation rests, for it will be conceded by every one who knows anything about recent pharmaceutical history that it is to that firm, more than to any other agency, that we owe at the present moment the position now held by standardization in the estimation of medical men and pharmacists all over the world. This is a strong claim, but it is historically true, and its verification is as demonstrable as any proposition of the kind can be. The young firm started 35 years ago, with the determination that everything produced in the laboratory would be as perfect as it is possible for human skill and ingenuity to make it. From the first they not only tested all their drugs but they proceeded to standardize a large proportion of them, and before many years had elapsed their standards were recognized throughout America. Just at first, of course, the methods for standardization were not so perfect as they are today, but they were the best that were available at the time. For example, tincture of nux vomica was standardized for some time on its extractive. With regard to that drug we have got considerably ahead of that position, thanks to Parke, Davis & Co., who were also the first to standardize nux vomica on its alkaloids. One of the very first things to bring Parke, Davis & Co. into notoriety was an action raised against one of their customers at the instance of the authorities in America with reference to tincture of nux vomica. Whether they had been successful or unsuccessful, so far as the legal position was concerned, was a matter of no moment, the great thing was that they were absolutely successful in directing, for the first time, public attention in an unmistakable way to the absolute necessity for having standards of some kind for preparations of potent drugs, such as nux vomica. It is nearly a generation since that action was fought, and though we, in this country, may think that the standardization of nux vomica on its extractive matter was not worth fighting about, all of you must recognize its contribution to a score of other alkaloidal drugs, every one in its way just as important as nux vomica, which Parke, Davis & Co. standardized on their alkaloids, but which are other not standardized at all, officially or unofficially, by other makers or whose unofficial standards have been recommended, are standardized on their extractive. We who sell standardize alkaloidal drugs by the latter method cannot afford to sneer at extractive method adopted 25 years ago. The superiority being so that nux-er should today propose to adopt any other than an alkaloidal standard for alkaloidal drugs.

Of recent years the firm have brought forward a new method of standardization, viz., by the physiological test. It has now been freely admitted by pharmacologists that for such drugs as castor, digitalis and strychnine there is no other possible means for arriving at satis-

factory standards. For these drugs, and quite a number of others, methods have been advised and are regularly in use which insure that all the preparations of the drug will be of a definite and uniform standard. In order to carry out all the various operations of the firm, such as the manufacture of serums and vaccine, for which the firm are famous, a regular menagerie requires to be maintained at Detroit, including something like 200 horses, very many heifers, thousands of guinea pigs and frogs, pigeons, fowls, dogs, rabbits—in fact, every animal that is of use for physiological purposes. These are all open to inspection.

The introduction of cascara, crinoidia, coca, and many other valuable drugs, a number of which now occupy positions in the leading pharmacopoeias of the world, by Parke, Davis & Co. is conceded by Mr. Mahen, who concludes his paper on American pharmacy by a description of Detroit, the "home city" of Parke, Davis & Co.

OUR CANADIAN LETTER.

—The annual election of class officers for the Ontario C. P. Toronto, resulted as follows: Honorary president, F. C. Herber (Dean); honorary vice-presidents, Miss I. Ball, Miss Alice Gibson; president, W. T. Penner; first vice-president, J. W. Smith; second vice-president, E. L. Taylor; secretary, Alex. C. McGregor; treasurer, E. Costerman; committee—R. M. Black, P. A. Kennedy, G. A. Young, F. A. Taylor, F. H. Smith.

—Among the representatives of the American drug trade who visited Toronto recently were A. C. Stallman of Stallman & Fulton, New York; Fred W. Benn, representing George Borfeldt & Co., New York, accompanied by W. Newbury, manager of the factory established by the firm in Japan; J. L. Ponda, representing R. L. Gibson, New York, and Mr. Moore, Dodge & Olcott, New York.

—The Toronto Drug Clerks' Association held a highly successful entertainment in Pythian Hall. About 200 guests were present. Progressive euchre was one of the features of the occasion, prizes being won by J. B. Waugh and W. E. Walms. W. J. A. Caruallan, J. Kelly and T. Rogers contributed musical selections.

—The business of the Higginbotham Drug Co. at Leithbridge, N. W. T., especially in the jobbing department, has so increased that J. D. Higginbotham, the senior partner, who is also postmaster, has given over the management to E. M. Carpenter. The firm will shortly move into a large new building.

—The Eze Manufacturing Co., Toronto, have brought action against the Good-Day Manufacturing Co. of the same city, on the ground that the defendants are imitating their goods, especially the package containing a preparation of household ammonia. They ask for damages and injunction.

—The creditors of F. D. Hope, druggist of Moyle,

SPECIAL OFFER ON CALCURA SOLVENT

Dr. David Kennedy's Latest Kidney
and Liver Medicine.

For thirty days, ending on November 7th, we will give to all retail druggists one free bottle of Calcura Solvent with each dozen they order of their wholesale dealer, providing, each druggist thus ordering, will make a window display of the said goods and this date from their store free sample of Calcura Solvent and advertising matter. On two dozen orders they will receive a free set of the same.

Simply send us your order, together with the name of your wholesale dealer through whom you wish the free set shipped.

The free goods, samples and advertising matter will be sent direct from our office, all charges prepaid, even the cartage to your store. On a ATTRACTIVE WINDOW DISPLAY, LARGE SIZE SAMPLES AND MOST EFFECTIVE ADVERTISING ALWAYS GREAT A SURE AND STEADY DEMAND FOR CALCURA SOLVENT.

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PATENTS, TRADE MARKS, ETC.



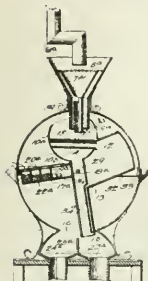
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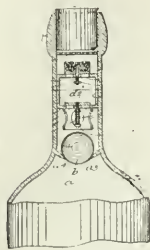
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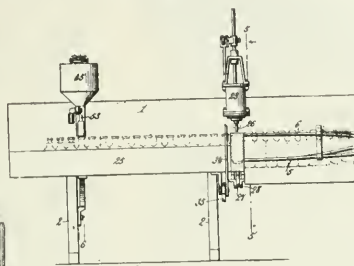
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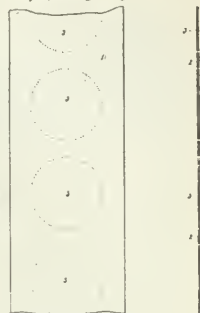
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B. C., have taken possession of his business. Charles N. Anderson has sold his store at Comber, Ont., to Charles Kuister, C. A. Wallace, druggist of Calgary, N. W. T., has disposed of his branch store at Okokots, N. W. T.

—Miss Benson, B. A., Ph. D., daughter of Judge Benson, Port Hope, Ont., has been appointed to the position of professor of chemistry in the Lillian Massey School of Domestic Science, Toronto, rendered vacant by the recent death of Miss Edith Curzon.

—Wm. Lawson, B. A. Sc. of Toronto, chief chemist and technical advisor of the Utah and Idaho sugar companies, was appointed one of the two official chemists of the Eleventh National Irrigation Congress, in session at Ogden, Utah.

—W. R. Trench, druggist of Sintaluta, Assiniboia, N. W. T., married Miss Lizzie Smith of the same place. The happy couple went to Winnipeg and other Manitoba points on their honeymoon.

—A factory will shortly be erected by the Ava Chemical Co. of New York at Winnipeg, the company having arranged with a number of the local druggists for the sale of their products.

—Scott & Jury, druggists of Bowmanville, Ont., are opening an optical parlor, and have secured Prof. Rogers, the eye specialist of Chicago, to assist.

—Bernard Craeroff Axton, chief chemist of the New Zealand government also is making a tour of the American continent, was in Toronto last week.

—G. F. Proctor has sold out his business at Midland, Ont., and is now dispensing for Dr. A. J. Johnson, Toronto.

PROFESSOR FRANKLIN T. HARRISON, government analyst for the district between London and Windsor, Ont., Can., died at London, after a protracted illness. He was recognized as a scientist of great ability, was 43 years of age, and leaves a widow and three children.

W. P. TURNER, the Anaheim, Cal., druggist, died while on a pleasure trip to Los Angeles.

PATENTS.

Issued September 29, 1903.

- 739,932.—Max Seiffert, Leipzig, Germany. Sealing cap for bottles.
- 740,976.—Edward F. Baker, Passaic, N. J. Sticky fly-paper.
- 740,193.—Edward D. Sloan, Denver, Col. Barrel-filter.
- 740,217.—William W. Bays, Salisbury, N. C. Automatic cut-off and filter.
- 740,283.—George Klenk, Hamburg, Germany. Process of making tannin extracts.
- 740,285.—Hanna Koorie, Paterson, N. J. Non-refillable bottle.
- 740,320.—Fred. L. Saely, St. Louis, Mo. Machine for washing, filling and corking bottles.
- 740,363.—Robert E. Jaeger, London, England. Non-refillable bottle or like vessel.

TRADEMARKS.

Registered September 29, 1903.

- 41,191.—Perfumery. Frederick Stearns & Co., Detroit, Mich. The word "Endora."
- 41,194.—Medicinal and toilet preparation for the complexion. Annie L. Mattison, Dallas and Fort Worth, Texas. The word "Freeclearer."
- 41,195.—Medicated cough-drops. William C. Euck, Litz, Pa. The letters "W. C. E."
- 41,196.—Proprietary medicine for certain named purposes. Sajo-sedatus Chemical Co., St. Louis, Mo. The words "Sajo Sedatus."
- 41,197.—Internal remedy for treatment of kidney and rheumatic ailments. Frank Mitchell Oliver, Walla Walla, Washington. The portrait of the registrant's father.
- 41,198.—Salves for certain named purposes. Dodge Bros., Petersburg, Va. The word "Curatol."
- 41,199.—Oxygen preparation for internal use. Leopold Fred Xelrath, Berlin, Germany. The word "Hypogau."
- 41,200.—Trusses. Joel U. Adams, Cincinnati, Ohio. The word "Excelsior."

LABELS.

Registered September 29, 1903.

- 10,322.—Title: "Michel's Celebrated Stomach Bitters." (For stomach bitters) Gustav Michel, New York, N. Y. Filed August 22, 1903.
- 10,323.—Title: "Boyce's Crystal Dandruff Cure and Hair Restorative." (For dandruff cure, etc.) A. M. Boyce, Ottumwa, Iowa. Filed September 8, 1903.



FLUCTUATIONS IN VALUES MORE NUMEROUS.

New York, October 6.—As the active consuming season advances increased animation is developing throughout the general jobbing market and fluctuations in values are more numerous. The principal changes are a decided advance in oil peppermint and a decline of 3c per lb. in hard mercurials.

OPTI M.—A continued quiet market is noted with jobbing quotations unchanged at \$3.40-3.55 for 9 cent, and \$3.50-3.75 for 11 cent, powdered is selling moderately at \$1.50-1.50 for 13 cent, and \$1.80-1.90 for 16 cent.

MORPHINE.—Jobbing parcels are moving freely on consuming orders at the old range of \$2.00-2.70 for eighties in ounce boxes, \$2.50-2.75 in 2 1/2-oz. boxes, \$2.55-2.45 in ounce vials, and \$2.00-2.40 in 5-oz. cans.

QUININE SULPHATE.—The consuming demand continues satisfactory and the tone of the market is firm with jobbers quoting 25c-25 1/2c, for bulk in 100-oz. tins, 25 1/2c-26c, in 50-oz. tins, 26c-26 1/2c in 25-oz. tins, 27c-27 1/2c in 15- or 10-oz. tins, and 32c-32 1/2c in ounce vials, according to brand and quality.

MENTHOL.—Reports of crop damage and consequent higher primary markets have caused a sharp reaction from the recent depressed conditions and jobbers have advanced quotations to \$7.50-8.00 per lb. and 60c-65c per oz.

SAFERON.—American is very scarce and difficult to obtain in primary markets and local dealers have advanced jobbing quotations to 50c-65c.

BALSAM.—Oregon is in very tight supply and jobbers have advanced prices to \$1.50-2.00.

ESSENTIAL OILS.—A number of important changes in this department have occurred during the past week, chief among which is an advance in peppermint to \$3.50-3.60 for Western, \$3.00-3.75 for Wayne County and \$3.75-4.00 for either H. G. H. or red-stemmed. Spearmint has been further advanced to \$1.50-1.75. Other specialties showing higher prices are cassia which is held at \$1.05-1.20, cloves, 55c-61.81-10 and caput \$1.00-1.10.

COTTONSEED OIL.—The market is slightly easier and jobbers have reduced quotations to 50c-55c, by the 100 and 60c-75c for less.

HARD MERCURIALS.—Manufacturers' prices are 3c per lb. lower and the revised jobbing quotations are 95c-81.00 for calomel, \$7.0-9c, for coprosive sublimate, \$1.00-1.10 for red precipitate, \$1.10-1.20 for white and 72c-75c for sublimed.

HERB MOSS.—Primary markets are still higher and spot jobbing quotations for blended have been pushed up to 11c-15c.

COTTON ROOT BARK.—Owing to extreme scarcity of selling prices have been advanced to 25c-30c.

BLOOD ROOT.—Under a similar influence jobbers have advanced quotations to 15c-20c for whole, 15c-25c for 1/2 and 21-25c for 1/4 and 1/8.

THYMO.—A decline in prices under a slow demand and the revised jobbing quotations are \$2.00-2.05 per lb. and 20c-25c per oz.

GINGER.—Jobbing quotations for powdered 4c have been advanced to 20c-25c for quantity.

CLERIC ACID.—Drops have fallen on reduced quotations to 32c-35c in 100-lb. casks, 35c-37c in 10-lb. cans, 45c-47c for 5-lb. cans.

LAMIN SCLER.—The market is easier and jobbing quotations have fallen to 1c-2c for whole and 18c-22c for powdered.

TRAMPKIN SCLER.—Good quality is very scarce and quotations for advanced quotations to 20c-25c.

COLICIN.—Jobbing prices have been reduced to 8c-75c for 100-lb. casks and 55c-10c for 10-lb. cans.

HYDRANGE.—Various and irregular quotations are noted for 100-lb. casks and 10-lb. cans and jobbers are quoting \$1.00-1.75 per lb. for the best quality, 100-lb. casks, 10c-15c for 10-lb. cans.

HOPS.—New York and other local markets are quiet and quotations are 10c-15c for 100-lb. casks.

SHELLAC.—Market is quiet with D. C. 100 at 10c, 25 at 11c, V. S. C. 100 at 10c, 25 at 11c, and black at 5c per lb.

INDEX TO THIS NUMBER.

Table listing various topics and their corresponding page numbers, including sections like 'ASSOCIATIONS', 'BOARDS OF PHARMACY', 'MARKET REPORT', and 'PERSONALS'.

DIRECT IMPORTERS OF ASAFOETIDA, INSECT FLOWERS, SAGE, SENNA, HERBS AND SPICES.

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The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, OCTOBER 15, 1903.

No. 16

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Established 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

Our experience in catering to the wants of druggists has taught us that they are especially interested in formulas for toilet preparations.

In the Era Formulary there is one department which alone contains something over 1,000 such formulas.

Toilet specialties are as important as any class of goods the druggist may sell—they appeal to the tastes of the refined and the rich—to the beautiful and those who wish to be"—and they afford a good profit.

Why not awaken to your opportunities for a policy of trade extension by purchasing a copy of the Era Formulary? This book will enable you to become the manufacturing chemist of your neighborhood. Price \$5 per copy, delivered. Write to the publishers for information.

President Hadley of Yale, says that, "the two aims of education are training for knowledge and training for power."

Another eminent educator has the same thought in mind when he distinguishes between "teaching to know and teaching to think and do."

In pharmaceutical education this distinction probably does not obtain, for the training is purely a guide to correct action.

Still it is well for the student to select carefully so that his limited time and means produce the best results.

The Era Course in Pharmacy gives the maximum of practical training for the minimum expenditure of time and fees.

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EDITORIAL COMMENT

THE N. A. R. D. CONVENTION.

The convention to which we devote considerable space this week was a remarkable one in several respects. The attendance was very large, a spirit of unusual harmony prevailed among the delegates and the results accomplished give definite promise of benefits to follow. The most noteworthy feature of the meeting was the presence of a number of influential representatives of powerful proprietary firms, who took active part in the deliberations, and gave abundant proof of sincere and honest intentions to aid the retailer in every way possible to eliminate price cutting and its attendant evils from the drug trade. The free exchange of thought upon the floor of the assembly by the two branches of the trade which during the past year or two approached open hostility cannot fail to have beneficial results. Both sides have had an opportunity of looking at things from the opposite point of view, all of which will tend to moderate demands and blunt the sting of accusation. If the retail druggists did not obtain all they asked, they received something which may prove of far greater value, a very definite promise to accomplish the same ends by means and in a manner provided and devised by the persons who alone possess the legal right to fix prices, the proprietors themselves. The responsibility now rests with the other party to the agreement, and evasions will be impossible. The proprietors have agreed to hold themselves strictly accountable for the outcome, and they speak with a confidence which means success. For this changed attitude of the manufacturers toward their retail distributors, the N. A. R. D. deserves all the credit. If the retail trade had not organized and demanded relief, the proprietary manufacturers would never have undertaken a task which has heretofore always resisted the most carefully planned attacks.

THE NEW CAMPAIGN AGAINST THE CUTTER.

The campaign against price demoralization about to be inaugurated by a number of the largest proprietary manufacturers in America will be watched with the keenest interest. The details of the plan have not been made public, but we have reason to believe that it is the intention to make the tripartite plan effective by local agents of the various firms, acting upon the advice of the N. A. R. D. There will be no active co

organization, but I do not propose to divide the different parties to the contract. I repeat, however, the enforcement of the buying club agreement will be taken out of the hands of the general druggist association thus removing the most vital element of the plan. The tripartite agreement has failed because its enforcement was left to the officers of the N. A. R. D. who possessed neither the means nor the legal power to make it effective. This task has been voluntarily assumed by the manufacturers who confidently predict unqualified success. It has been established again and again that the manufacturer has the right to fix the price at which his goods shall be sold, but in the case of proprietary medicines it has been a question whether he wished to do so. Low prices and especially cut prices do undoubtedly stimulate the sales of goods. People will buy at a reduced price articles of which they feel no need when a full price is asked. The convention at Washington has taught us that this is the proprietors' chief objection to the direct contract plan, and the willingness of the manufacturers to attack the problem at all, shows either great magnanimity on their part or a conviction that there can be too much of a good thing.

THE DIRECT CONTRACT PLAN.

The delegates at the convention were practically unanimous in demanding the adoption of the direct contract and serial numbering plan. A simple and sure method of obtaining full prices naturally recommends itself very forcibly to the retailer whose profits depend directly upon the amount paid by the consumer. But the cost to the manufacturer was and still is a matter concerning which the retailer can have only a faint conception. Mr. Beardsley of the Miles Medical Co. stated that the 34,000 signatures secured over his name trouble cost his firm fully a dollar apiece. While the Miles experiment was in progress, other manufacturers were trying practically the same plan in Canada trying it on a small scale, before taking the much larger risk in this country. The result was extremely discouraging, and should have a quieting influence upon those radical retailers who insist that they will have a direct contract or nothing. The sales fell off about fifty per cent., although the retailers aided in every way possible to make the venture profitable. That the Miles Medical Co. experienced an increase of business of thirty per cent. did not seem to the manufacturers sufficient proof that others would find it equally profitable. And no one gifted with ordinary reason can blame them for hesitating long before undertaking a doubtful and extremely expensive experiment for the sums involved are enormous. No shrewd business man can be expected to jeopardize large interests entrusted to him in an uncertain venture, especially when the benefits to be derived are only indirect at best.

N. A. R. D. FINANCES.

While the association had, during the past year, achieved a truly remarkable success in its fight with the evil of price cutting and in increasing the profits of the retail druggist, the results are in other ways distinctly discouraging. At the Cleveland meeting in 1902 the annual dues were increased from fifty cents to one dollar, and this addition was expected to furnish adequate funds for carrying on the work of the

organization. These expectations have not been realized, the sum collected in annual dues during the past year being but little more than that obtained from the same source during the year previous. The total of dues collected during the year 1903 will not exceed \$14,000, which represents a paid membership of only 7,000. This in spite of the fact that fully \$8,000 has been spent in organization work besides a large sum collected from newly formed associations. This lack of support from the druggists of the country is difficult to explain, and is decidedly ominous. It can not be due to oversight or lack of interest, for the benefits of association work are sufficiently obvious. The manufacturers insist that thorough organization is absolutely necessary to ensure the success of any plan of price control. If the druggists of the country show no more interest in their own affairs no one can blame their proprietary friends or the officers of their association for abandoning them in disgust. The failure of the convention to make some definite attempt to place the affairs of the association upon a more solid basis is the one unsatisfactory feature of a meeting otherwise entirely successful. The donation of several thousand dollars by generous or interested friends can be of no permanent benefit to the organization, and may develop into positive harm. If non-members contribute more to the support of the organization than its own regular members, whom does the association represent? Every one is familiar with the demoralizing influence of charity upon the individual, and there is no good reason to believe that its effects upon a commercial organization will be a whit less baleful.

THE QUESTION OF BUYING CLUBS.

The association took no action favorable to buying clubs, which is entirely logical, for the tripartite principle is quite incompatible with that of societies formed for the express purpose of eliminating the jobber. Nor is this likely to affect the association unfavorably for the history of the past year shows that where the tripartite agreement is effective, the buying club is superfluous. Druggists are also beginning to realize that the profits of the wholesale business are not so enormous as to make it advisable for everyone to enter it on his own account. Mr. E. L. Baldwin, formerly secretary of a buying club in San Francisco, informs us that since the wholesale druggists of his town have joined in the chase of the cutter, the club's capital has been deposited in the bank, that having been found to be the most profitable disposal for it. He says that the scheme is of doubtful value, anyway, for it does not pay unless the scope is made as broad as that of a regular wholesale firm in which case the expenses also rise accordingly. Perhaps to this enterprise we may also apply the old adage concerning the inadvisability of having "too many irons in the fire."

THE POINT OF VIEW.

The importance of looking at all sides of things is one of the lessons taught by the Washington convention. It is now clear that fully half of what has been said and written about the direct contract and serial numbering plan amounts to exactly nothing at all, because all the facts were not taken into consideration. A few simple words from one of those who knew, swept away line upon line of painfully constructed argument like so much chaff.

SHOP TALK

WHEN THE CITY CLERK FAILS IN THE COUNTRY.

"I am often appealed to," said a prominent San Francisco pharmacist, "to recommend drug clerks to country retail friends. I am always pleased to get these requests, but to supply the need satisfactorily is a much more difficult task than any one who never tried it, would think. In the first place, there is at the present time a scarcity of good drug clerks on the Pacific Coast. As proof of this I can name you half a dozen firms of this city that have had to send East within the last few months to get men.

"In the second place, the country trade has its own peculiarities and the young man, who will answer for city purposes will not always do for the smaller towns. A man for the country drug store, besides possessing all the natural elements of skill and integrity, must be genial and gentle in all things, and lay aside any brusqueness which the whirl of trade in a large establishment may have imbred in him.

"I remember one competent young fellow I sent down to Salinas. A week after he bade me good-bye he again stood in my office. I asked him what caused his speedy return. He replied that he was tired of being insulted." He liked his employers, but said the customers treated him as though he were an ignorant outcast. People refused to leave prescriptions unless they were assured the proprietor himself would fill them. As far as I could gather, it all grew out of a lack of confidence which country people have in the young clerk.

"The good clerk for the country store must not only know his customers by sight, but must establish a genuine acquaintance. Moreover, he must not be over sensitive, as was my young friend."

THEY BOTH WERE BLESSED BY PROVIDENCE.

A Syracuse druggist recently had an experience with a crazy man and was extricated from an embarrassing position by the use of his wits. The "bug house" individual went to his store and asked for some medicine saying that he had a revelation from the Lord who told him to go to this store and get some medicine that would heal him. "I thought I would find out," said the druggist in relating the incident, "if he had the price. I asked him and he said he was soon to be president of the United States. I asked him where I would get my pay and he said the Lord would bless me. Knowing that blessings would not pay my rent I decided that I must get rid of the maniac as soon as possible. A thought struck me I looked him over and told him that I had a revelation from the Lord that the only thing that would save him would be to cut off his left ear and if he would step into the back room I would begin operations at once. The man grew pale. 'I think I will have to pray over it,' he said, and down he knelt. After a short time he arose with a look of relief on his face. 'The Lord says the operation is not necessary,' he said and made tracks for the door. It struck me that the Lord was good to both of us."

DRUGGIST WHO HAD THE DISCHARGE HABIT.

"The meanest man I ever worked for," said an old clerk the other day, "used to keep a store in Syracuse. Some days he would be an angel, and other days as cross as—Beelzebub. Why, there were days at a time he wouldn't speak to me. He had a habit of telling me every little while that I was discharged. I thought first that he meant it, but I saw that he expected me to come to work the same as usual, and I grew to know that he was only talking to hear himself talk. However, I resolved to take the first good job that was offered me. It ran along a few weeks and, sure enough, I was offered a good place at a better salary

than I was getting. I was to start work the following Monday. I didn't say anything to the boss as I expected he would fire me. Along about Wednesday some little thing came up and I was discharged again. I said nothing and he had not mistrusted that I was going to take him at his word. By Saturday he was all right again and I saw that he expected me to come to work on Monday as usual. I had Sunday off. Monday, however, I didn't show up but went to work at my new place. On my way home to dinner I met my old boss. 'Why weren't you at work this morning,' he said. 'You fired me last week.' I replied, 'and now I am working at another place. Next time you get a clerk you had better not discharge him every day and may be you can keep him.' His jaw dropped, and he turned away without a word. But the lesson didn't last. I was talking with his new clerk not long after, and he said he had been discharged three times already."

HE HAD TO WORK THAT NIGHT.

A comedy that had all the aspects of tragedy was one in which a pharmacist of the "East Side" in Kansas City figured the other night. It was about 6 o'clock in the evening and the streets were thronged with passers, when a little, sad-looking blonde pushed through the throng to the door of a corner pharmacy. She went to the phone, and, after talking earnestly into the receiver for a few minutes went to the door and kept watch on the crowd until she was joined by a man whom the clerk behind the counter recognized as manager of a neighboring store.

The two held an animated conversation which evidently very much interested a group of loungers. The girl seemed to be pleading, while the man protested. Finally a tear-drop or two appeared on the girl's cheeks. The man looked sad, but closed his lips firmly and started on. The girl's hand crept into his, and held him back. Several times he started, and each time she held him.

"It's no use, little girl, I must go. Don't feel bad about it," he said at last, and, gently disengaging her hand, walked quickly down the street.

"Pathetic, wasn't it?" said the clerk, as the girl disappeared, after a tearful look in the direction of her vanishing lover.

"Awfully pathetic," replied a loungeur with a grin. "She wanted to go to the minstrel show and he had to work tonight."

TOUCHIN' ON AND APPERTAININ' TO.

Some fragments caught from two traveling men's conversation:

"Never get into an argument with a man you wish to sell goods to," said the glassware man. "He may concede the argument to you; he may even tell you you know a great deal about the matter at issue; but he doesn't like it. When I see an argument coming, no matter how slight it is, I go off at a tangent on something else, in such a way that he does not notice it."

"I know," said the pharmaceutical man, "and don't do too much hurrahing either. We have a man over in Jersey who shouts: 'If you don't buy of us you are missing it. We are the people; there is no other firm like our's in the field. What does it avail him? Nothing. He is a fine fellow, but his predecessor sold twice as much as he does. He did no hurrahing and would talk quietly about any article he wanted to sell, telling how it was produced, its uses, history, etc. Thus he got the druggist interested."

"Yes, and it is when you get down to quiet talk you're winning. It's the personal business does it," replied the glassware man. "You're right it is," said the pharmaceutical man.



JAMES W. MORRISSON, Chicago,
Head of Morrisson, Plummer & Co., and Fourth Vice-
President N. W. P. A.

MUST HAVE A PULL WITH RAILROAD.

That the average druggist has the faculty of reaching out for and grabbing the nimbler dollar in a great variety of ways is well illustrated in the case of a well known pharmacist of Flint, Mich. In this connection it is necessary to say that the rivalry between the Pere Marquette railroad and the suburban electric lines is "fierce." One day last week two women went from Detroit to Flint to spend the day. They made the trip out on the electric, but when night came found themselves in a hurry to reach home and they resolved to try the steam road. They went to the Pere Marquette ticket office, but the agent started to assess them \$1.00 each for fare.

"I don't feel like paying 97 cents extra," said one of the women, "let us go back to the electric line."

They had already started away when the agent called them back.

"If you will walk a block down street to a drug store," said he, "they will sell you a ticket over the steam road for \$1."

"But are they good?" asked one of the women, who are unused to the ways of railroads.

"Oh yes," said the agent, with a chuckle, "Everybody that my friend ——— sells a first class."

"So will we ride home on the railroad for \$1, if only who know no better paid \$1.00," said the woman who told the story.

PATTERSON'S CREAM SODA COW WAS LOST

A large crowd in the market square game has been caused by Druggist J. A. Patterson of Stockton, Cal. Patterson makes a specialty of cream soda and the brand he sold over the counter, he usually a profitable. Moreover, he believes in advertising that he can do. He's not strong for full page displays, but gets around with a two line notice. The other day he was in the market. He was the one that supplied the cream for the crowd. Patterson closed over the market in an instant in but for a few hours when he first struck. He had one of his newspaper office and boys with him in the crowd. Patterson's Cream Soda Cow was a good looking one. The next day she was found in a pasture. The crowd of boys called the cow "Patterson's Cream Soda Cow." Mr. Patterson is known than any other man in the city and he had a good deal of money in the city and he had a good deal of money in the city and he had a good deal of money in the city.

GRANULAR EFFERVESCENT SALTS.*

By I. FULLERTON COOK, P. D.

THE increase in the use of granular effervescent salts has been so marked within recent years, and the process of manufacture so greatly simplified, that every retail pharmacist should be independent of the manufacturer for this class of preparations. The fact that a nauseous dose of medicine may be taken with comparative ease when mixed with an effervescent drink or one highly charged with carbon dioxide has long been known, and the introduction of effervescent salts has made it possible to take advantage of this principle without the inconvenience of obtaining a previously carbonated water. This fact was soon recognized but for years the price was almost prohibitory because of the expensive method of manufacture, and since it required elaborate apparatus for recovering the alcohol, its preparation was entirely outside the province of the retail pharmacist.

In the former method the powders, consisting of tartaric acid and sodium bicarbonate in the proper proportion, together with medicating substance, are thoroughly dried and powdered, and when uniformly mixed, moistened with alcohol and forced through a suitable sieve, to divide the paste mass into granules; they are then thoroughly dried.

As the powders are only moistened with alcohol, in which they are practically insoluble, the finished preparation retained its property of effervescence when dissolved in water; but the use of alcohol, most of which was lost in the process, increased the cost and prevented the preparations from gaining great popularity.

Within a comparatively short time, however, this method has been entirely superseded by a much less expensive and more simple process, which takes advantage of the one molecule of water of crystallization in citric acid for supplying the desired moisture. Enough of the tartaric acid is replaced by citric acid to make a pasty mass of the powders when they are subjected to a temperature which will liberate the water of crystallization. In the large laboratory, when a suitable formula has been selected, the mixed powders are placed in a steam-jacketed, porcelain lined kettle, kept at the proper temperature, and the whole mass manipulated until it becomes uniformly moistened; it is then passed through a suitable sieve and finally dried in hot-air closets.

When the retail pharmacist, however, attempts to make a granular effervescent salt by the same method, but with the apparatus usually at hand, he meets with the difficulty of securing a properly regulated heat, and the salt does not become uniformly moist; the surfaces which are exposed to the air become dry before the remaining portion is moistened, and the resulting granular salt is often not satisfactory.

While the expert may obtain a nicely granulated preparation by the use of a dish and open fire, yet the experience with classes in the college laboratory has shown that it is rather the exception than the uniformly good results can be obtained by this method, and the modified manipulation, suggested in this paper yields good results, even in the hands of a novice, and is adapted to the use of a retail pharmacist.

Numerous experiments have shown that a mixture of sodium bicarbonate, tartaric acid and citric acid in a proportion which will produce a substance neutral to sodium tartrate and sodium citrate, and so adjusted that just sufficient moisture will be present to produce a pasty mass, without marked effervescence when the whole is heated, may be taken in the hands of many unskilled granular effervescent salts, and good results obtained, even when the proportion

*Read at the annual meeting of the Pennsylvania Pharmaceutical Association, June 1902, and reported therein in the American Journal of Pharmacy.

of medicating substance varies considerably, the precaution always being observed, however, to thoroughly dry every addition. The following mixture fulfills these conditions:

Basis for Effervescent Salts.

Sodium bicarbonate, dried and powdered,	530 grams
Tartaric acid, dried and powdered,	280 grams
Citric acid, uneffloresced crystals,	180 grams

Powder the citric acid and add the tartaric acid and sodium bicarbonate.

This basis may be mixed with many of the medicaments commonly used in the form of granular effervescent salts, in the proportion which will properly represent their doses and such substances as sodium phosphate, magnesium sulphate, citrated caffeine, potassium bromide, lithium citrate, potassium citrate, and others, will produce satisfactory products; a typical formula would be as follows:

Effervescent Sodium Phosphate.

Sodium phosphate, uneffloresced crystals	500 grams
Sodium bicarbonate, dried and powdered,	477 grams
Tartaric acid, dried and powdered,	252 grams
Citric acid, uneffloresced crystals,	162 grams

Dry the sodium phosphate on a water bath until it ceases to lose weight; after powdering the dried salt, mix it intimately with the citric acid and tartaric acid, then thoroughly incorporate the sodium bicarbonate.

The mixed powders are now ready for granulation. The change in manipulation which is suggested to replace that usually followed, requires either a gas stove or a blue-flame coal-oil stove, and one of the small tin or sheet-iron ovens which are so largely used with these stoves. The stove itself will be found in almost every drug store, and the oven costs from \$1 to \$2.

The oven is heated to about 200 degrees F. (the use of a thermometer is desirable at first, but one will learn quickly how to regulate the flame to produce the desired temperature), and the previously mixed powders are placed on, preferably, a glass plate, which has been heated with the oven, about $\frac{1}{2}$ pound being taken at a time, dependent upon the size of the oven. The door of the oven is now closed for about one minute, and, when opened, the whole mass will be found to be uniformly moist and ready to pass through a suitable sieve, the best kind and size being a tinned iron No. 6. This moist, granular powder may then be placed upon the top of the oven, where the heat is quite sufficient to thoroughly dry the granules, and the operator may proceed immediately with the next lot of mixed powder, easily granulating to or more pounds within an hour.

Sugar has often been proposed as an addition to these salts, but experience has shown that the slight improvement in taste, which is sometimes questioned, does not offset the likelihood of darkening which is apt to occur when the salt is being heated, or the change in color after it has been made several months.

It should be remembered, too, that in making a granular effervescent salt by the method which depends upon the liberation of water of crystallization, a loss in weight, amounting to about 10 per cent. of water which is driven off, and also to a trifling loss of carbon dioxide when the powder is moistened.

A Modern Thought.

There was a time when the retail dealer was consulted as to his opinion on everything which he offered for sale. Now, however, people read advertising and form their own opinions as to the merits of various articles to be purchased.—Progressive Advertiser.

THEORY AND PRACTICE

URANIUM NITRATE IN ALKALOIDAL TESTS.

J. Aloy (Bull. Soc. Chim.) recommends uranium nitrate as a reagent for alkaloids. This salt gives precipitates with most alkaloids, the precipitate yielding upon ignition a residue of U₂O₃. Dilute aqueous solutions of uranium nitrate gave precipitates with all alkaloids examined except caffeine, theobromine and asparagine. With morphine the reaction is especially sharp. .005 gram of the base yielding a distinct reddish color and smaller quantities an orange yellow tint. A 5 per cent. solution of uranium nitrate is employed, that intended for the morphine test being neutralized with ammonia. The precipitates all have a more or less intense yellow color, and break up with regeneration of the alkaloid when treated with alkaline bicarbonate. The reagent precipitates one-tenth milligram of the following alkaloids: Pyridine, narcotine, papyverine, codeine, thebaine, narcaine, quinine, cinchonine, cinchonidine, strychnine, hruicine, cocaine, pelletierine, aconitine, atropine and cicutine.

QUININE.

E. Choay (Jour. Pharm. Chim.) finds that the quinine of the market—an inexpensive febrifuge proposed by Delondre and Labarraque and consisting of an alcoholic extract of cinchona—does not represent the alkaloidal strength of the bark. The total alkaloids in ten specimens varied from 89.51 to 14.25 per cent., five samples exceeding 70 per cent. This high alkaloidal content did not indicate that the product was rich in quinine and cinchonidine since it was due to the admixture of amorphous alkaloid obtained as a residue in the manufacture of quinine.

COMPOUNDS OF TANNIN AND BISMUTH.

Thibault (Bull. Soc. Chem.) in an investigation of the conditions under which bismuth tannin compounds are formed, found that tannic acid acts only upon the hydrated oxides of the metal and not upon the anhydrous oxide. The combination does not interfere with the acid functions of the acid, the bismuth entering as a substitute in the hydroxyl group. If the theoretical quantities are not employed in preparing the compound, variable products are formed.

HYOSCYAMUS MUTICUS.

F. Ransom and H. J. Henderson (Pharm. Jour.) state that *Hyoscyamus muticus* as a source of hyoscyamine could be readily obtained in the market. The forms now on the market are: Stalks from which most of the leaves have been removed, containing .498 per cent. alkaloids; compressed cakes, mostly leaves, leaf stalks and seed capsules, containing .900 per cent.; and seed capsules yielding .585 per cent. alkaloid.

TEST FOR SACCHARIN.

W. Wanters (Bull. Soc. Pharm. Brux.) describes a delicate test for saccharin when this compound is in a fairly pure state. A trace of pure saccharin when warmed with phloroglucin and sulphuric acid gives a violet black solution which upon dilution with water becomes deep violet. The test does not succeed unless the material is fairly free from impurities.

CORROSIVE PROPERTIES OF TUNG OIL.

I. Hertkorn (Chem. Zeit.) states that several patents have been taken out for the use of tung oil or Chinese wood oil in cosmetic preparations, and shows that this oil is totally unfit for such purposes. The oil produces severe ulcerations when brought in contact with the skin; in several instances careless handling resulted in the formation of ulcers.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tested formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Cider Preservatives.

(H. W. K.) In many of the states laws are in force which practically prohibit the addition of chemicals or other foreign substances to cider as preservatives. However, among the substances recommended for the purpose are salicylic acid, bisulphite of lime, formalin, etc. Of the first named about 1½ ounces are required for 50 gallons of cider. A so-called calcium sulphite is on the market in packages, just the size for one barrel of cider (32 gallons).

To preserve with salicylic acid: Place the acid in some suitable container and pour upon it a sufficient quantity of cider and thoroughly mix before adding it to the contents of the barrel. If the acid be added directly to the cider in the barrel, it is very likely to float upon the top and not be dissolved. It should be dissolved in a little alcohol and added to the barrel. The time when this addition should be made depends on individual taste and circumstances, generally when the first fermentation is completed. As the cider runs from the press, pass it through a hair sieve into a large open vessel. In a day or less, the pomace will rise to the top, and in a short time become very thick. When little white bubbles break through it, draw off the cider through a spigot placed about three inches from the bottom. At this stage the acid may be added.

Another method, and one largely followed, is at this point to transfer the cider to clean sweet casks, and when the bubbles again escape at the bung hole, rack it again, repeat this a couple of times. Then fill up the cask with cider in every respect just like that originally contained in it, add a tumbler of warm sweet oil and bung up tight. For very fine cider it is customary to add at this stage about one-half pound of glucose or a smaller portion of white sugar. The cask should then be allowed to remain in a cool place till the cider has acquired the desired flavor. In the meantime clean barrels for its reception should be prepared as follows: Some clean strips of rags are spread on melted sulphur, lighted and burned in the furnace, the sulphur vapor to be retained in the barrel. Then to 15 pound of mustard seed in a coarse cloth bag, and put it in the barrel fill the barrel with soft soap and add about 4 pound of isinglass or fine gelatin dissolved in hot water. This is an old-fashioned but satisfactory method.

Other old-fashioned, though frequently used processes are the following:

(1) Place in each barrel immediately on making 4 ounces bicarbonate salt, 1 ounce chalk, 1 ounce

(2) Mustard seed, 1 ounce, all pepper, 1 ounce, slip of 4 ounces and alcohol, 8 ounces.

(3) To keep cider sweet. When it has reached the degree required add one to two tumblers of grate large radish to each barrel of cider.

The addition of bromine sublimate has been recom-

mended to retard the formation of free acid (souring) in cider. For some interesting details of experiments along this line, see this journal, February 3, 1898, page 173.

Remedies for Corns.

(C. B. H.) Salicylic acid is the most usual remedy for corns and quickly reduces the hardened cuticle. A satisfactory preparation containing it is the compound salicylated or corn colloidon of the National Formulary. A somewhat similar formula, said by the author of Pharmaceutical Formulas to be a "good working one," is the following.

Pyroxalin	2 drams
Salicylic acid	14½ ounces
Extract of <i>canalis indica</i>	2 drams
Glycine balsam	12 ounces
Castor oil	2 drams
Methylic ether	9 ounces
Rectified spirit	4 ounces

Put the pyroxalin in a bottle and pour half the spirit upon it. Shake, add the ether, and shake until dissolved. Add the rest of the ingredients in the above order, dissolving the acid in the remainder of the spirit.

Corn Salve.

Salicylic acid	2 ounces
Ammonium chloride	2 ounces
Acetic acid	12 ounce
Lanolin	2 ounces
White wax	2 ounces
Lard, enough to make	1 pound

The ordinary felt circular plasters with a hole in the center are valuable in the treatment of corns and bunions, and absorbent cotton inserted between the toes is effectual for soft corns. A compress of wet lint covered with oiled silk, says the author of "Diseases and Remedies," is often a very effectual application, while tincture of iodine is useful to relieve the stinging pain caused by swollen and tender corns, and it answers well for bunions too. It deadens and hardens the skin.

Witch Hazel Salve.

(E. A. G.) Probably the best known formula for this ointment or salve is that given in the British Pharmacopoeia. It follows:

Liquid extract of witch hazel ..	50 minims
Simple ointment	150 grains

Mix thoroughly.

Simple ointment is made by melting 2 ounces of white wax and 3 ounces of benzoated lard in 3 fluid ounces of almond oil on a water-bath, removing the mixture and stirring constantly until cool.

Another formula:

Lanolin	2 ounces
Glycerin	2 ounces
Fluid extract of witch hazel bark ..	2 ounces
Boric acid	2 drams
Yellow petrolatum	10 ounces

Dissolve the boric acid in the glycerin by heat, add the extract and lanolin and, lastly, the petrolatum. Stir well.

Hebra's Itch Ointment.

(W. A. S.) "Hebra's itch ointment," also known as "Wilkinson's ointment," is the compound sulphur ointment of the National Formulary. The formula follows:

Precipitated calcium carbonate ..	10 grains
Sublimed sulphur	15 grains
Oil of cade	15 grains
Soft Soap, U. S. Pharmacopoeia ..	30 grains
Lard	30 grains

Mix the lard with the soft soap and oil of cade. Then gradually incorporate the sublimed sulphur and precipitated calcium carbonate.

Ringworm Ointment.

Cresote	1 fl. dram
Emulsions of	1 fl. dram
Ammoniated mercury ointment ..	6 ounces

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

FIFTH ANNUAL CONVENTION HELD IN WASHINGTON, OCTOBER 5-8, 1903.

Earnestness and Determination Characterize the Sessions—Fully 450 in Attendance—Confidence in Direct Contract and Serial Numbering Plan Reaffirmed—Trial of Another Plan by Group of Powerful Proprietors Welcomed—Reduction of Tax in Alcohol Favored, Not Tax Free Alcohol—Revision of Patent Law Demanded and Brought to Attention of President Roosevelt—Wholesale Distribution to be Defined and Reclassified—Sales to Wholesale Grocers Restricted—New Proprietaries to be Marketed under Price Protective Plan—Legislation Against Trading Stamps Favored—Merits of Contract Plan Brought to Attention of Pharmaceutical Manufacturers—Sales to Physicians Discouraged—Legal Advice Authorized—Notes to be Continued and Extended—Advertising of Cut Rates Condemned—Sale of Imitations Discouraged—Dues to Remain as in Past Year—Over \$13,000 in Funds Raised in Whirlwind Session—Work of Past Year Successful, but Support by Retailers Inadequate—Much Plain Speaking and Warm Discussion.

The fifth annual convention of the National Association of Retail Druggists, held at Washington, D. C., October 5 to 8 inclusive, was in one way most successful and hopeful of benefits to come, and in another way extremely disappointing. The work of the past year was shown to have borne abundant fruit, but the organization failed to obtain the support of the retail trade which the benefits conferred seemed to merit. That the association is recognized by the proprietary manufacturers as a power which must be dealt with was demonstrated by the presence of a powerful delegation of proprietors willing and anxious to discuss and confer upon plans, but efforts to secure a general adoption of the plan upon which many hopes have been centered for some time past failed. A proposal presented by the proprietors with many assurances of good will and sincerity to try a plan of their own, was received with some misgivings and reluctance. Funds to cover an expected deficit were raised amid scenes of excitement and enthusiasm similar to those of the Cleveland convention.

OPENING SESSION. MONDAY EVENING.

Welcome by Commissioner MacFarland and Samuel L. Hilton—Responses by Various Members of the Association—Roll-Call and Two-Minute Responses by States—Committee on Credentials Appointed.

President R. K. Smither called the meeting to order shortly after 8 o'clock, and in his opening remarks complimented the local committee on the arrangements made for the entertainment of the visitors. He said that things looked favorable and he expected substantial results would be accomplished. He had served on the board of aldermen of his city, Buffalo, and formerly thought aldermen were important and necessary officers, but since coming to Washington he had learned that a city might be governed very well without aldermen. He thus introduced the Hon. H. B. F. MacFarland, president of the Board of Commissioners, the governing body of the District of Columbia.

Commissioner MacFarland said he hoped the convention would meet in Washington again next year, and referred to the numerous druggists who had become presidents of national banks. He welcomed the visitors and especially the ladies, to his city. The high character of druggists as a body was referred to, and proved by calling attention to the excellent men willing to serve on boards of pharmacy. He felt sure there was no need of conferring the freedom of the city upon the delegates.

Felix Hirschman of New York, responded, stating the objects of the meeting and hoping that results might be accomplished. He was certain that every available leisure moment would be thoroughly enjoyed, and hoped that every one present would live to be a bank president.

Samuel L. Hilton, president of the Washington, D. C., R. D. A., extended a hearty welcome to the visitors, and said his association would not only do everything possible to make this visit pleasant but also aid in every way the great cause of the N. A. R. D. His local body had enjoyed the benefits of the organization for two years, it included every druggist in the district but one and had secured an advance of 15 per cent. on many proprietary medicines.

Roll-Call and Responses of States.

In response to the roll-call with an invitation to each representative to speak two minutes, every minute in excess of this time incurring a fine of one dollar, the following delegates replied:

Alabama.—J. D. Sutton of Mobile, said Alabama was present at the first convention at St. Louis, and was present with a full delegation at this.

California.—Edward L. Baldwin of San Francisco, declared that with the N. A. R. D. his association had accomplished more in one year than had been possible in any ten years previous.

Connecticut.—John A. Lavery of Bridgeport, extended greetings of his local body.

Delaware.—T. B. Cartmel stated that this year he had four delegates with him. Other years he had been obliged to do all the work himself.

Florida.—H. C. Gross of Ocala, reported that Florida had just seen the light, and was prepared to furnish turpentine, phosphates and other necessary articles.

Georgia.—Geo. D. Case of Milledgeville, said his state was "all right" and moreover was the home of Uncle Remus and Tom Morgan.

Illinois.—Walter H. Gale of Chicago, could not talk at a dollar a minute. He regretted to be obliged to announce that the beloved chairman of the R. D. committee had not been able to come with him.

Iowa.—E. B. Tainter, Carroll, said a word in praise of N. A. R. D. work in his state.

Indiana.—I. N. Helms of Indianapolis, reported that Indiana had always been ready and was still ready to help in the good work.

Kentucky.—Simon N. Jones declared that his state was in the N. A. R. D. and intended to stay there.

Louisiana.—James E. Bays of New Orleans, reported that his city and Louisiana were "all right."



B. E. PRITCHARD, McKeesport, Pa.,
President N. A. R. D.

Massachusetts.—W. J. Bullock of New Bedford, said the Central Old Bay State was only too glad to be counted in the ranks of the N. A. R. D.

Michigan.—Clas F. Mann remarked that he had not in mind and had therefore not heard the welcome. But he took for granted that it was all right, and responded in kind.

Maryland.—J. G. Book of Baltimore, declared that he was glad his city sent one delegate, now there was no Baltimore had been backward for two or three years but proposed to do better.

Massachusetts.—A. J. Eckstein of New Elm, said the association had arrived at a crisis. It was in a desperate straits. It had established the spirit of cooperation instead of rivalry, but could not live in the past. The members were urged to do their duty when the sky threatened as when clouds looked threatening.

Missouri.—S. Wright of Webb City, said his state had won the heart of the N. A. R. D. and wished that it could do more.

North Carolina.—P. W. Vaughan of Durham, offered the aid of his association.

New Jersey.—Geo. C. Fitzgerald of Camden, said New Jersey would give all the help it could.

New York.—Dr. William Muir reported that New York had always been loyal and is still loyal to the N. A. R. D.

Ohio.—Lynn C. Hoop of Cleveland, stated that "right has been with you when the N. A. R. D. was first started, and we are yours stand pat in the direct contract plan."

Pennsylvania.—T. H. Potts of Philadelphia, reported against spirit and awakened interest in his city.

Tennessee.—D. A. Kuhn of Nashville, reported much favor and confidence. A druggist formerly the worst enemy to a large city had been chosen president of the local association.

West Virginia.—W. C. Gordon, of Wheeling, hoped one encouraging word would be carried through to a successful close.

Wisconsin.—A. E. Miesner, of Milwaukee, stated that favor had been garnered throughout the state and particularly in the city.

Prof. W. C. Anderson of Brooklyn, presented the greetings of the A. Ph. A., and said the old association was a true illustration of the fact that a worthy purpose upheld earnestly and with a worthy spirit must endure. He said that the difficulties of the N. A. R. D. had been largely overcome and there should be unity. In the past there had been strife, but now the success of the direct contract plan was apparent to all.

M. T. Brisson of New Orleans, responded and expressed the hope that the N. A. R. D. would produce benefits commensurate with those of the A. Ph. A.

F. W. Schumacher of the Peruna Drug Mfg. Co., Columbus, O., extended the good wishes of the P. A. of A. He hoped that the affiliated associations would continue to work for the benefits of all branches of the trade. The manufacturer regretted as deeply as the retailer that cutting had crept in as a disturbing factor. Plans should be made carefully. He did not believe that one plan could be made to cover conditions in all places. Local self-government seemed to be the solution according to the principles of our own government. There was danger of a financial depression and the clouds were darkest over the districts where cutting flourished. Public sentiment should be taken into consideration. If under these circumstances prices were raised, public sentiment would be loud in disapproval. The proprietors were ready to help. The speaker could state authoritatively that a group representing powerful interests were ready to put into operation a legal conservative plan whenever this might be demanded by the local associations. Conservatism was the key word.

Walter H. Gale of Chicago, said in response that the appearance of this gentleman upon the floor marked an epoch in the association's history. It showed that the proprietors were willing. There were always some who were ready to say that the proprietors should be made to do this or that. But every one must see that the plan must be practical, legal and conservative. Enthusiasm might easily carry one beyond the practical. All things must be done legally, conservatively and justly to all branches of the tripartite agreement. It was impossible to force any one to do anything unjust or illegal. Each was entitled to his own ideas, but all must work together. All were really ready to help.

C. C. Leadbetter of Alexandria, Va., said for the N. W. D. A. that the jobbers were ready to co-operate in any practical plan just to all branches of the trade.

In response, W. O. Frailey of Lancaster, Pa., said organization was the great question of the day. If the retailers of the country would stand as solidly as the N. W. D. A. the entire trouble would be ended.

The following gentlemen were appointed a committee to examine the credentials of delegates: Peter B. Moriarty of Massachusetts, Charles Conley of Indiana, George E. Thorne of New York, W. E. Resiman of Missouri, Oscar C. Smith of Maryland, E. H. Cross of Alabama, Stewart Grindle of Minnesota.

TUESDAY MORNING.

The first day of the convention was devoted almost exclusively to routine business. The morning session was spent in listening to the address of President Smither and the report of the executive committee, while the afternoon was devoted to the reports of the secretary, the treasurer, the district organizer and the department of publicity.

At noon a special committee called upon President Roosevelt and in the afternoon the ladies of the assembly enjoyed a treatery table about the city.

President's Address.

President R. K. Sautter read his annual address, outlining the work of the association of the past year



ROBERT K. SMITHER, Buffalo, N. Y.
Retiring President, N. A. R. D.

and closing with a number of recommendations to the body assembled.

He said the year had been a prosperous one for the association. The department of organization had added 750 local associations to the forces of the national body, and hundreds of thousands of dollars had been added to the profits of the druggists of the country. Druggists in the larger cities were still pessimistic but a better spirit was becoming manifest. The age of competition was out of date and one of cooperation had taken its place. The tripartite agreement had been proved inadequate to the task in hand. During the year the best had been done with this imperfect measure. Few resorts to coercion had been found advisable, efforts having been mainly limited to the use of moral suasion. Great trouble had been experienced in securing evidence. The trouble of tracing the goods had made this difficult if not impossible. Two things were evidently necessary; a contract and a measure for tracing.

The history of the Miles' trial was briefly outlined. The chief difficulties had been the jobbers' protest and the slowness of retailers to sign the contracts. One practical defect had been found, the sale of six bottles for \$5 having given the cutter a loop-hole. In spite of all these difficulties the plan had been an unqualified success. The contracts had been signed by 34,000 retail druggists. He was gratified to be able to announce that the firm which had undertaken the expensive experiment had been rewarded by an increase of sales of over 70 per cent.

The experiences of the N. A. R. D. representatives at the Boston convention were recounted. The N. W. D. A. had given a hearty endorsement to the contract plan, but the P. A. of A. had deliberately "dropped the issue." There seemed to be no evidence of insincerity, but conservatism held many to object to the rigid demand for full prices.

Mr. Smither had this to say about the most hurtful kind of "substitution": "The proprietor alone can absolutely control the retail price of his preparations and

reserve to the retailer a fair compensation for handling the goods. If he refuses to do this, what claim has he on the retailers? If he allows 65 cents to be substituted for \$1.00 in the receipts of a retailer, has he not merited reciprocity in kind?"

President Smither recommended: 1. That the convention reaffirm its position in favor of the \$2.00, \$4.00 and \$8.00 scale of prices on proprietary goods and that the executive committee be instructed to urge upon all proprietors the advisability of acceding the retailer his just due.

2. That the executive committee and attorney, together operate with local associations in the several States to secure the passage of an anti-trading stamp law similar to the Massachusetts law.

3. That the buying club proposition be carefully considered and the attitude of the association toward such clubs be unmistakably defined.

4. That strong resolutions be adopted favoring a reduction in the tax on grain alcohol to 70 cents per gallon and opposing tax on free alcohol used in the arts except for export.

5. That the present policy of the department of publicity be continued, the executive committee to have authority to raise the status of N. A. R. D. Notes to that of an all-round journal of our trade if at any time it should be found expedient to do so.

6. That the valuable services of our general attorney be retained if the finances of the association will make such action feasible.

Report of Executive Committee.

Simon N. Jones of Louisville, read the report of the executive committee, a voluminous and forceful document. He said nearly all parts of the country had been visited by employees of the organization department during the year, and that this work had been found necessary to the success of the national body. The difficulty of securing the general adoption of the direct contract plan was considered at some length. The main objections of the proprietors seemed to be a reluctance to take the initiative. In view of the fact that 95 per cent. of the retailers favored the plan this seemed surprising. The committee believed that the plan not only insures a fair profit to the retailers but also inures to the benefit of the proprietors. They were so firmly convinced of the merits of the plan that it was recommended that some form of contract be put into effect by every proprietor.

After four years trial it had been found that the tripartite plan was inadequate unless strengthened in some way. The attraction of the 'almighty dollar' was too strong for the integrity of some members of the trade, and upon this integrity success depended.

The report presented a strong appeal to the members of the association to keep the treasury supplied. If the affairs of the organization could not be financed on a solid basis the abandonment of the entire movement should be seriously considered.

The report concluded with a number of recommendations:

That the question of raising funds for the prosecution of the association's work first of all be taken up and settled, as this is the burning question of the hour.

That the number of organizers be increased so that each affiliated association may be visited as often as possible, at least once a year.

That a determined effort be made to have the proprietors of the leading remedies adopt some form of price protection upon their goods, preferably the direct contract and serial numbering plan.

That the convention reaffirm its pledge to promote the interests of every proprietor who shall adopt adequate price-protective methods in the distribution of their goods.

N. A. R. D. Notes and various pamphlets, besides lending frequent aid to the secretary's office force. An expansion of the Notes, both as to size and character and circulation was recommended. The legal branch of the force had also been of great assistance to the secretary.

Dr. Noel's report was mostly presented in the form of diagrams and charts which had been prepared so as to be exhibited and explained to the assembly. Maps showing the districts covered in organization work, the distance traveled by organizers and other interesting summaries and details were exhibited.

Treasurer's Report.

Rudolph S. Vitt, treasurer of the N. A. R. D., read his report. It dealt purely with receipts and expenditures. This report and that of Secretary Wooten showed that the total receipts had been \$37,523.80, while the disbursements were \$35,841.11, leaving a balance of \$1,682.69 in the treasury.

WEDNESDAY MORNING.

John C. Gallagher read the report of the Committee on National Legislation, covering the work done during the year in looking after the interests of the retail druggist in congress. The movement for the reduction of the tax on alcohol had been vigorously prosecuted, but as yet without definite result. A growing sentiment in favor of a reduction could however be noticed and the prospects for action during the next session of congress were bright.

The committee for various reasons did not favor the entire removal of the tax from alcohol and recommended continued agitation for reduction merely.

The committee failed to oppose a bill for a change in the patent laws during the last session of congress, because no means had been provided for keeping members posted as to the nature and purpose of the various measures. The report recommended the setting aside of funds for the promotion of patent law revision.

An article written by Wilhelm Bodemann and reprinted by the association was referred to, and the reasons why the Hepburn Pure Food and Drug Bill failed were given. The committee did not favor national regulation of question of purity in food and drugs. It believes that this should be left to local and state officials, and recommended that the attitude of the N. A. R. D. toward pure food and drug laws should be defined for the guidance of future committees.

Report of Committee on Trade Marks and Patents.

E. B. Tainter, chairman of the committee on trade marks and patents, read the report of his committee. The report presented a copy of a bill which is to be introduced during the next session of congress. Its object is the amendment of the patent laws so as to grant patents only on the process of manufacture and not on chemical substances used in medicine.

Committee on Commercial Relations.

T. B. Cartmell read the report of the committee on commercial relations. The report commended the work of Secretary Wooten during the year and especially his efforts to secure the adoption of the direct contract plan in Boston, and urged that the executive committee be given authority to increase his office force. The work of the chief organizer and the head of the department of publicity was approved, and it was recommended that the annual dues be increased to \$2.50, this amount to include a subscription to the N. A. R. D. Notes.

The committee further recommended that the term "wholesale firm" be defined, that the list of jobbers be revised and that wholesale druggists be separated into two classes: class A comprising firms carrying



WYMOND H. BRADBURY, Washington, D. C.,
Secretary District of Columbia R. D. A.

on a strictly wholesale business and class B comprising those who also sell at retail.

The direct contract and serial numbering plan was referred to as "the missing link necessary to make the tripartite plan effective."

Down with the Press.

President Smither read a letter from W. Bodemann, chairman of the R. H. committee. It expressed the writer's regrets at not being able to attend. In referring to the cocaine prosecutions in Chicago the immediate cause of absence, the writer used language which owing to the presence of ladies Mr. Smither was obliged to read in Latin. The expressions even when clothed in a dead language were so vigorous that a representative of the press was seized with convulsions and toppled over, chair and all, into the ample lap of Dr. Muir, whereupon Prof. Anderson exclaimed: "The first time on record that the press has been knocked out by an expression!"

A suitable reply was prepared and dispatched to Chicago.

Mr. Beardsley Tells How It Was Done.

A. H. Beardsley of the Miles Medical Co. was called upon for a few remarks. As he advanced to the platform, Prof. Anderson proposed "three cheers and a tiger for the man who had introduced the contract plan." The response was hearty enough to startle the peaceful citizens of Washington.

Mr. Beardsley thanked the N. A. R. D. for the help given his firm in making the contract plan a success. He said he had taken up the task because he believed that the retail druggist was entitled to a fair profit. He believed that the prices printed on the Miles packages were correct—the goods were worth the money. His firm had gone into the scheme with eyes open. It had proved a tremendous task and cost a lot of money. It was not a mere "bluff proposition" as some had suggested, to get advertising. The task had involved a lot of expense, but he believed that the victory was now practically won. There was still a little cutting here and there but it was gradually dying out. In most places the goods sell at full prices and at all places the cutters find the Miles goods the most difficult to obtain.



THOMAS V. WOOTEN, Chicago, Ill.,
Secretary N. A. R. D.

The speaker told a story of an incident which occurred in Illinois. A general dealer had obtained a supply of goods through a small druggist who had signed the contract. The goods were displayed and marked at cut prices. The chief offender had not signed the contract but the firm brought suit for corrupting its agents and the contention seemed to be sustained.

The experience of his firm had demonstrated that a proprietor could protect the price of his goods if he believed they were worth the money.

Still it was a tremendous undertaking. There were lists to be printed, contracts to be sent, not once but again and again. The number of signatures up to date had reached 31,000 and they were coming in at the rate of about 1,339 a month. In many places the entire schedule had been raised because the Miles' goods were sold at full prices.

Committee on Pharmacy Laws.

Louis Ehrman of Pittsburg presented the report of the committee on pharmacy laws. He reviewed the legislation affecting the pharmacist that had been passed or proposed during the year and announced that an ordinance had been adopted in Chicago surrounding the sale of carbolic acid with certain precautions. The committee did not favor restrictive laws which contained no provision for remedy there, as the experience had been that such laws were not effective.

The committee considered it inadvisable for drug goods associations to take part in any restrictive legislation. The call for, according to the report, not due to the drugist, but to the doctor.

The recommendations embodied in the report were somewhat revolutionary. It proposed that examinations as boards of pharmacy be abolished and that local licenses be issued instead, the licenses for pharmacists to be granted at the discretion of the authorities and the requirement to be a diploma from a recognized college of pharmacy and six years' experience. It was further recommended that the association endavor

to secure the enactment of a law prohibiting the use of the title of druggist or pharmacist by any person not a graduate of a recognized college of pharmacy. The educational standard of the colleges and the amount and kind of experience to be required were defined in detail.

The Association Thanks Mr. Beardsley.

Upon the invitation of President Squires, Prof. Anderson expressed the association's appreciation of Mr. Beardsley's efforts in behalf of the retail drugist. He referred to the early history of the N. A. R. D., its purposes and the conditions under which it was formed. The organization had begun with a secret for a plan. The tripartite agreement seemed to offer the solution of the difficulty, had been given a thorough trial and been found wanting. The association was then compelled to renew its search for an adequate plan. The contract principle was found to be the only one capable of dealing with the cut-rate evil. An excellent plan had been prepared but how to put it into effect was another problem. Conventions might meet and express confidence year after year but it would be absolutely useless unless some proprietor with the necessary courage, enterprise and good will could be found to put it into effect. He thanked God that one man had been found who was willing to undertake the task. The end had justified the means. The success of the plan meant much to the Miles Co., but incalculably more to the retailers. He hoped the delegates would carry home the highest praise for the one firm willing to stand by them. In return for the benefits received the retail trade should give the most hearty support to the proprietors who had shown themselves to be friends. He believed that the association would pledge every retailer in the country to sell protected products without comment, and that the Miles Co. had paved the way for a further adoption of the plan. Its experience was a practical demonstration that a proposition could be sold at the price marked on the package with benefit to all concerned.

The secretary read an invitation from prominent citizens of St. Louis to the N. A. R. D. to meet in the world's fair city next year. Theodore Hagenow and Rudolph S. Vitt endorsed the statements of their fellow citizens and also invited the association to meet at St. Louis.

Mr. Jenkins of Schieffelin & Co., extended the greetings of the Travelers' Protective Association to the druggists assembled. He said that the success of the travelers depended upon the prosperity of the retail druggist, and that his associates were ready to give them hearty support to that end.

J. Doble of Williamsport, Pa., replied for the assembly. He said that in all other branches it was more certain if the support of other branches of the trade could be depended upon. The good will and cooperation of traveling men were extremely valuable in any undertaking of the retail trade.

A preliminary report of the committee in favor of organization was read. It recommended a number of changes in the association's constitution and by-laws. The effect of the alterations was to bring an element other than the purely commercial into the organization. The purpose of the changes were at first misunderstood and the report met with considerable opposition until Mr. Erritt, the association's attorney, explained that the modifications were mainly intended to enlist the sympathy and respect of the public. Pharmacy presented two sides to the world, material and functional. The change in the constitution preserved the duties of the druggist to the community, and in view of these duties the pharmacist would have a right to demand a living profit. Upon learning that the purpose of the change was merely a legal one all opposition ceased.



RUDOLPH S. VITT, St. Louis, Mo.,
Retiring Treasurer N. A. R. D.

EXCURSION TO MT. VERNON.

In the afternoon the delegates and their friends enjoyed the only outing of the week, a trip to Mt. Vernon. The expedition began in the rain, but before the steamer had proceeded far down the Potomac the sky cleared, and the weather for the remainder of the day "ceased from troubling."

Luncheon, furnished by the Washington Retail Druggists' Association, was served on the way, and the usual scramble about the lunch counter enlivened the trip.

The visitors streamed up the hill to the historic home of Washington, and a pleasant hour was spent in examining relics and prying into curious corners. Nothing of interest peculiar to the pharmacist as distinguished from the ordinary patriotic American citizen was discovered, except an old mortar in the kitchen fireplace which may have been employed in preparing the coffee and spices consumed on the historic dining table.

WEDNESDAY EVENING.

The session, presided over by Vice-President Thos. Voegeli on Wednesday evening, was devoted to an open discussion of the association's work. The resolutions prepared and presented to the body during previous sessions were read and discussed seriatim. Views were aired with great freedom, and discussions frequently waxed uncomfortably warm, but the evening closed with a clearer atmosphere and an increased mutual respect on all sides. Speeches were limited to five minutes, but when later in the evening remarks became hot and pointed this rule was frequently forgotten.

B. E. Pritchard remarked about the resolution to supply goods to grocers and jobbers with full name of the purchaser upon the package, that the scheme is in use in Western Pennsylvania and promises well.

A resolution for the division of wholesale firms into two classes, called forth a number of remarks. Its object, as explained by members of the committee, was to prevent the demoralization of the retail trade by firms doing both a wholesale and retail business.

Charles Rehfuss was unable to see any advantage in the proposed resolution. The matter is in the hands of the local associations now. In any case the retailers never see the lists, and there is no provision to make any distinction.

Simon N. Jones said the list is not a matter of interest to retailers only. It concerns all three branches.

Charles Fleischer explained that the question of buying clubs does not enter into consideration in the measure.

Mr. Cartmell said the division into two classes had been proposed for several reasons. There were many jobbers apparently straight who were known to local druggists to be doing the meanest kind of business, buying at wholesale rates and selling below the cost of the goods to legitimate retailers. It was thought best to bring the matter before the association. There were three parties to the agreement, but loyal wholesalers should be grateful for this action.

Mr. Pritchard wished to know where the wholesale grocer "got off at." If this dealer had not been taken into consideration, it amounted to a loophole large enough to admit an elephant.

A resolution to continue organization work as far as the financial condition permitted was thought unnecessary by Mr. Fleischer. He said if there were no money, no work could be done as a matter of course.

A resolution to withhold the support of the association from national pure food and drug laws, but to leave the matter to the various States, brought M. N. Kline to his feet. He thought the resolution entirely wrong and that the retail druggists should be interested in this movement. Some of the state laws are good and some bad, and there should be more uniformity. There have been efforts to secure a national law for some years past, and the law recently before Congress was prepared with great care. He thought the retailers should go on record as favoring the national law.

Otto Kraus of Philadelphia, considered a national pure food and drug law quite as important and necessary as the N. A. R. D.

J. C. Gallagher defended the resolution, declaring that every bill proposed is so changed and emasculated by interested parties that it is of no benefit to the druggist. In fact, a national law promises to be a great hardship. The conditions surrounding the sale of drugs are so variable that a rigid literal application is often extremely unjust. Whenever matters are left to government officials there is certain to be injustice. Local authorities and boards of pharmacy were able to discriminate. He related an experience with an inspector who claimed that all the laboratory required in the examination of drugs could be carried in a small hand-bag. "The trouble with this country," said Mr. Gallagher, "is that it has too many laws."

Mr. Kline wished to correct a statement of the last speaker. He said that the final form of the Hepburn bill was almost identical with that of the original measure. That had not been emasculated. Mr. Gallagher asked if the first five pages and the definition of drugs and chemicals had not been entirely eliminated.

The resolution concerning the direct contract plan had not yet been acted upon by the committee on resolutions, but a number of members wished to discuss the question at the time.

M. T. Breslin thought the matter could be discussed much more profitably if all parties interested were present and after the proposals which the proprietors were ready to make were definitely known.

Mr. Heims said there could not be too much light on the subject. He thought it impossible to discuss the question intelligently without knowing the results of the conference. He further considered it disrespectful to the committee having the matter in charge.

Prof. Anderson suggested that it might be well to get the opinion of some of the proprietors, which need not interfere in the least with the final action to be taken later.



G. E. THORPE, Syracuse, N. Y.,
Delegate, Syracuse R. D. A.

Lewis C. Hopp wished the proprietary visitors would speak more from the platform and less in committee.

Dr. Muir thought it possible that the retailers might be able to give the jobbers and proprietors some light on a number of subjects.

Vice-President Voegeli, from the chair: "Let there be light."

Harry L. Kramer moved slowly toward the platform in response to loud calls and cheers for "Col. Kramer," "Uncle Harry," etc. Being tall enough to look over the beaming faces before him, he refused to mount the platform, preferring to remain on the floor "with the boys." He said that so far as his business was concerned, the direct contract and serial numbering plan was a physical, mechanical and practical impossibility. This statement was not made because he had a pet plan of his own or because he wished to lessen the honor of the gentleman who had made the contract plan successful. It could not be done because his products were put up in metal boxes, and he knew no way in which a package of this kind could be numbered so effectively as to serve as evidence to condemn anybody.

He deeply appreciated the benefits obtained from the retail branch of the trade, and craved the privilege of carrying out his own plans in regard to his business in his own way. He had faith in the square dealings of all retailers and especially of those present in the assembly. He hoped that any proprietor who had good reasons for not adopting the proposed plan would receive proper consideration.

Mr. Frailey was sorry that Mr. Kramer had been called upon. He had shown his sincerity and should not be criticised by the retailers. He stood before the world as the originator of an idea, an idea that had led up to the Miles plan. Two plans were already in operation, fifty more would be welcome and would result in benefits if applied with sincerity. The speaker wished to hear from other proprietors who have not adopted any plan. It had frequently been said, "Show us a successful plan." A plan had been found and he invited some one to show why it was not applicable. It was costing the retailers of the country millions of dollars because there were not enough plans in operation. Educated men were compelled to lead a miserable existence and they thought they were entitled to an explanation.

Mr. Schumacher arose after loud and persistent calls and hearty applause. He said he felt the earnestness of the moment. He had been thinking of the matter for several weeks and had, in fact, been neglecting his business to study this new plan. It was impossible to overestimate the importance of public opinion. He had been engaged in all three branches of the trade, and could sympathize with his former collaborators. A few years ago every one seemed to want the tripartite plan, and his firm had sincerely done its duty by that plan, living up to it in every way. Every pound of Peruna had gone through the proper channels. He exclaimed with the greatest earnestness: "We are innocent. Examine our books if you will."

The speaker regretted that everyone had not adhered to the agreement, and that the plan had not been a success. He said, "others have betrayed us." In a military organization, when any member showed the white feather, there were means for instituting a court-martial. The tripartite plan was a good plan in the hands of good people. He believed it could be modified so as to eliminate the disturbing element. But when new plans were proposed it was necessary to take many things into consideration.

He wished to state a few facts. A plan had been proposed which was known to be a good one. When he had asked the committee in conference whether it could be applied without friction, he had been answered "no." He had investigated the matter and had found that the dealers in the larger cities did not want a plan that was mandatory. Allowance must be made for local public sentiment. Any plan must merit the approval of the people as well as that of the retailer. Popular sentiment could be changed, but not by radical measures.

There were some 60,000 small stores in rural districts far from drug stores that handled certain goods. These people handled only little individually, but much in the aggregate, and the goods were sold at full prices. They would not understand the contract if it were sent to them. It would be necessary to make allowances for a very large body of people.

Mr. Schumacher begged his hearers not to be too hasty. He believed that a proposal would be presented to the meeting that would meet the approval of all. He had asked several reliable people if Peruna could be sold in large cities at full prices at once, and had been answered, "No, it would do incalculable harm." He hoped that harmony would continue. This was the first time a large body of proprietary manufacturers had been present at a retail convention. He urged calm, temperate discussion, and gave earnest assurances of sincerity of purpose. He said he had spent several weeks in chasing rainbows, and had a little experiment on foot that was not at all bad. When in the retail business he had made it a practice never to do anything until he was "dead sure," and he said he would continue to do the same. This resolve he commended to his hearers as the secret of success. The thing necessary to do in this case was the application of something to reduce dishonesty to a minimum. This remarkable extemporaneous address closed with the assurance that the measure which would be presented would give results.

Charles C. Charles of Malden, Mass., related an in-

VERY SPECIAL

A limited number of live druggists in the target cities will hear of an attractive proposition, by communicating with

J. N. FERRIER

P. O. Box 71. NEW YORK CITY

cident concerning a truck load of Peruna in the streets of Boston, and requested an explanation.

A member inquired of the gentleman representing Peruna whether the public wished to pay a dollar for the genuine article or preferred to pay less for an imitation.

Mr. Schumacher thought he should not be asked to reply to such questions. He did most earnestly hope that this spirit would not hinder the work in hand. If any results were to be obtained, assurances given in all sincerity should be accepted as such.

Prof. Anderson hoped that no one would question the gentlemen present about matters which were entirely beyond their control. Every retailer in the room should be thankful at this crisis that there were proprietary manufacturers willing to come and talk the matter over as business men.

He wished to know why small dealers would be unwilling to sign contracts, and referred to Mr. Schumacher's conference with leading druggists about the contract plan and wondered whether they were not leading cutters. In Greater New York the cutters made statements that they were willing to maintain prices, but they were not willing that their statements were backed by a plan that did not admit of easy evasion.

The proprietors might recommend the assembly to "go slow," but he wished to say that during five long years the retailers had been doing that very thing. The crisis had become serious. The paid membership had fallen ominously, and the present policy was not holding the association together. The organization failed to receive the support of three years ago. What was needed was something more forceful. The present plan did not give the protection desired. The dues might be raised to five dollars, but it would do no good as long as the present policy prevailed. But if five leading proprietaries could be put on the direct contract plan it would be easy to collect five, ten or even fifteen dollars in dues.

Mr. Smither took issue with Prof. Anderson's statement that the influence of the N. A. R. D. is waning. He denied emphatically the truth of the statement, and advised the delegates to "Hold fast that which is good." He did not wish to abandon the tripartite plan entirely. The N. A. R. D. members were not men of a single idea. If the proprietors found it impossible to adopt the new plan it was best to accept the best alternative. The proprietors proposed to strengthen the old plan, which was not entirely useless. It had done much good in the past and the association did not wish to see it go down in its own ashes.

J. N. Heims of Indianapolis, urged that others be given due consideration. The retailers wished one plan, but the proprietors found it impossible to adopt it. When parties disagree a compromise is necessary, and this necessitates yielding from both sides. He advised the delegates to accept the best terms offered. It was comparatively easy to lead a horse to the watering trough, but an entirely different matter to make him drink. He urged his associates to have patience and not to fly off at a tangent.

L. G. Heinritz thought insufficient stress had been laid upon the valuable services of Secretary Wooten and President Smither in Boston. He quoted a remark to the effect that Mr. Wooten's plea was the most eloquent and able ever presented upon the floor of a convention.

B. E. Pritchard called attention to the changed attitude of the proprietary manufacturers, which indicated something of the association's strength. Five years ago the organization had received only sneers, four years ago it elicited a laugh, three years ago a smile, two years ago they had said, "What the devil are those fellows doing?" last year several proprietors had contributed

\$1,000 a piece, and this year there had been respectful inquiries of what the retailers want.

Frank H. Freericks wished to set Mr. Pritchard right on one point. When the retailers wanted to talk business in Boston, the proprietors had been "not at home."

Dr. V. Mott Pierce responded after his name had been called loudly and persistently. He had hoped that the matter would be left until the next day, but being as it was he was willing to make a few remarks. It seemed to be an experience meeting and he could also say something about plans. His firm also had a contract and serial numbering plan in operation. It had been in force in Canada longer than the Miles plan in this country. Every retailer wanted the plan and was willing to assist the goods in every way possible. If the experiment had been successful, the firm would adopt the Miles plan "in a minute." But the results were not encouraging. The sales during the last month had been 50 per cent. less than during the corresponding month of the year previous. He could not explain this loss, but the fact remained. He related the history of a few plans which had been tried years before. These had all been heralded as the solution of the difficulty, but all had failed. One difficulty had been in getting the contracts signed. After the utmost efforts not more than one-half the contracts had been signed. Correspondence from the West, where there had never been any cutting, was very nearly insulting. In regard to cutting, he said that the cutter did not spoil the sale of goods, in spite of what some of the gentlemen had said. The new plan was still an experiment. The proprietors were not yet sure that it was the measure sought. But they were all watching it and if it should prove what was claimed for it, they would be glad enough to adopt it. No one could ask any firm to undertake an experiment that might reduce sales 50 per cent. "That would wipe us out of the United States," concluded Dr. Pierce.

Mr. Gove of Lynn, Mass., said he had had no experience with plans, as others had, but he did not believe that the plan had been as successful as had been represented in N. A. R. D. publications. The experience of other firms with similar plans had not been such as to justify his firm in adopting it. No one should expect them to proceed on the evidence presented. It was out of the question for the Pinkham Co. to try any such experiment, but anything reasonable that could be done to lessen the common evils of trade would be done gladly.

Mr. Mitchell of the Chamberlain Medicine Co., said his firm had also been experimenting in Canada. But, as Dr. Pierce had said, it had not been an unqualified success. It had been found extremely difficult to obtain signatures to contracts. To be successful a plan should be acceptable to everyone. His firm was, however, anxious to lend aid in any way that might be found feasible.

E. W. Grove of the Paris Medicine Co., said he had not tried the plan, but had been inquiring into it. He knew that when the retailer suffers the proprietor also suffers. The plan was watched carefully and if it should be found successful, his firm would adopt it.

Mr. Beardisley regretted that he had been called into the discussion. He said that the business of his firm

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AND PASTEURIZER**

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was less extensive than that of some others, and that while the plan had in his case been successful, it might not succeed with others. Obtaining the signatures to contracts was certainly a serious matter. He stated that the average cost to the Miles Medical Co. of the signing contracts had been about one dollar. But so far the experiment had paid. The firm had undertaken the erection of a new laboratory and it would be the proof, so that it would not burn down. He felt sure that the delegates would listen respectfully to what the gentleman had to say and urged them to accord them the same courteous treatment which had been given the Miles Co. If this were done all would be well and "in the sweat by-and-by we shall have the millennium."

Various speakers told of the increased sales of the Miles remedies, and it was twelve o'clock before the meeting adjourned.

THURSDAY MORNING.

The delegates assembled somewhat late on Thursday morning, and President Smuther pushed the routine business with all possible speed. The various resolutions presented by the committees were adopted seriatim without much discussion. The nominations for officers were announced, and the nominees elected unanimously. Prof. Anderson casting the ballot for the association.

The resolution condemning the sale of goods to physicians by manufacturers of pharmaceuticals provoked a lively discussion. Prof. Anderson advised the association not to go too far.

A resolution discouraging the sale of imitations of Van Stan's Stratum Cream, after some discussion, was adopted so as to include all preparations, no names being given.

It was announced that the President had arranged to receive the association at the White House and a recess for this purpose was ordered. Before leaving the hall, Vice-President Voegelé read the communication signed by a number of proprietary manufacturers and which had been so long expected.

The proprietary manufacturers of which there were several including representatives of the leading proprietaries on the market, stated that it was impossible to adopt at that time the direct contract and serial numbering plan, but that any reasonable proposals would receive careful consideration. The most important portion of the communication was a request to be allowed to try a plan of adjusting the cut rate difficulty at their own expense. The plan contemplates the adjustment of local schedules by representatives of the manufacturing firms.

After the President's reception, which was attended by large numbers who made their way to the White House as best they could in the pouring rain the delegates reassembled to consider the proprietor's proposal.

Mr. Fredericks of Cincinnati, was the first to gain the floor. He said that for three days he had been trying by every conceivable means to secure the adoption of the contract plan. Now after all this discussion they had come with a proposal to continue under the old plan. It was the same thing as in the five years past. The true purpose was to send the delegates home with the old story that the proprietors will continue to do the same thing they have done before. "Can we say," said Mr. Fredericks, "that we had to accept this? Are we absolutely dependent upon the manufacturers? Have we not lost millions while they may have lost thousands." He asked if no demonstration would be satisfactory except that obtained by each particular kind of good, why there was such reluctance to try it. He advised the rejection of the proposal, because it was not what the retail druggists wanted and because another

year's trial of the old policies would destroy the association.

After a short discussion about the proper disposal of the matter, routine business was resumed. A number of resolutions were adopted without noteworthy comment.

The resolution to continue the work of the organization department elicited some opinions concerning the value of such work.

Charles F. Mann did not wish to criticize the department in question, but thought some of his remarks made in private demanded a little explanation. Personally he believed that organization work should be done more largely by the localities themselves. The association could not afford to carry a large force of organizers. He suggested that there should be one organizer and other men should pay their own way. Much organization work had been done in the West which was a pure waste of money. Small associations were easily formed where there was no cutting and no need for them, these would lapse from non-payment of dues as soon as the constitution would permit. Michigan, in which there was no cutting to speak of, had been completely organized, but there was neither interest nor enthusiasm after the organizer had gone.

Dr. Noel thought the last speaker had been excited a little more than necessary by the financial statement. He said it was impossible to abandon certain sections, and explained that much work done by his department had nothing to do with the formation of associations. Much time was spent in adjusting local difficulties and the expense for this duty could not properly be charged to organization work. As a matter of fact, the department had very largely paid its own way and if the other services were considered the total expense would be insignificant.

Dr. Muir thought the fault lay not with the organization department but with the plan. He said it was impossible to hold members under the present defective plan. A few remarks of the cutters disorganized faster than the department could bring them together.

Mr. Wooten said he had tried to show why the work had not been permanently successful. It seemed impossible to keep druggists interested without personal contact. He inquired why State associations represented such a small proportion of the druggists. He said that with the present attitude of the drug trade no plan could possibly hold the members together. The best method of breaking down this attitude had been sought and the only way seemed to be a personal canvass by an organizer.

Mr. Beardsley wished to emphasize the necessity of organization. If the druggists wished to cooperate with the proprietors thorough organization would be essential. The defeat of the plans mentioned by various speakers was due to lack of this quality, while the success of the Miles plan was due to organization.

Mr. Fleischner challenged anyone to get 75 per cent of the druggists in any locality without organizers, and said without at least this proportion they would have no right to demand what had been demanded.

Mr. Meissner said the trouble was not one of plans or apathy, but merely that the druggists would not trust each other. He asked why druggists should not maintain a walking delegate.

Mr. Mann feared that his remarks had been misunderstood. He believed in organization work but not that it should all be done at the expense of the treasury. The expense should be borne by the locality.

Mr. Kramer paid Mr. Beardsley many eloquent compliments and Mr. Hyman protested that "When doctors disagree, the devil takes the patient."

When the resolution about the contract plan reappeared, there was another sharp encounter, but matters were brought to a close by Mr. Baldwin of California. He said the druggists could not dispense with the tripartite plan. It was still necessary. In San Francisco the jobbers refused to sell so much as an ounce of Epsom salt to aggressive cutters and in Los Angeles the same condition prevailed. He urged the delegates not to make a fatal error, for in California druggists were watching the convention for guidance.

M. N. Kline feared that a large proportion of the members had forgotten the history of previous efforts to control prices. He related experiences with a number of plans that had all failed utterly. Each plan was hailed as the certain solution. He cautioned the delegates against the great weakness of youth, "cocksureness." He said he had been "cocksure" many times, but in his old age he had become more cautious. The delegates were advised to trust the proprietors who had come to them in good faith, and to inject a little enthusiasm into the apathetic. It was a mistake to refuse to take anything because the thing asked had been withheld.

Many other interesting speeches were made during the discussion of the remaining resolutions. During the consideration of the report of the finance committee Mr. Voegeli successfully stimulated enthusiasm to a high pitch. Before the temperature resumed its accustomed level nearly \$14,000 had been added to the association's assets. The amounts subscribed and the names of those who contributed will be printed in a later issue.

WHAT THE CONVENTION DID.

Officers for 1904.

At the last session, the following officers were elected:

President, B. E. Pritchard, McKeesport, Pa.; first vice-president, Edward Wolff, St. Louis, Mo.; second vice-president, Samuel L. Hilton, Washington, D. C.; third vice-president, E. B. Tainter, Carroll, Iowa; secretary, Thomas V. Wooten, Chicago, Ill.; treasurer, C. F. Mann, Detroit, Mich.; executive committee, Thomas Voegeli, Minneapolis, Minn.; C. Rehness, Philadelphia, Pa.; L. G. Heinritz, Holyoke, Mass.; R. K. Smithers, Buffalo, N. Y.; Simon N. Jones, Louisville, Ky.; M. T. Breslin, New Orleans, La.

RESOLUTIONS FINALLY ADOPTED.

Alcohol Tax Reduction.

Resolved, That the National Association of Retail Druggists in convention assembled at Washington, D. C., October, 1903, urgently favors a reduction in the tax on alcohol to 70 cents per proof gallon as a measure that will greatly benefit small users of alcohol, and the public generally.

Resolved, That we do not favor tax-free grain alcohol for use in the arts and for medicinal purposes, believing that in order to safeguard the revenues of the Government it would be necessary, under such a provision, to enforce regulations that small users of alcohol could not possibly comply with, and that the measure would prove a specimen of class legislation by benefiting a few at the expense of the many.

Resolved, That copies of this resolution be forwarded to the chairman of the Finance Committee of the United States Senate, to the chairman of the Ways and Means Committee of the House of Representatives, and to the Secretary of the Treasury.

Resolved, That the executive officers of this association, together with the committee on National Legislation, be instructed to use every effort to secure the aforesaid reduction of the tax on alcohol, and that the individual members of the N. A. R. D. be strongly urged to further this result by personal interviews with their representatives and senators.

Resolved, That we reaffirm our demand that the

patent and trademark laws of the United States be revised in the interest of equity and justice and that our committee on National Legislation is instructed to prepare and present at the next session of Congress a bill amending our patent laws; the aim of this bill should be (a) that no patent be granted on any drug, medicine or medicinal chemical; (b) that no patent on the product be granted, only on the process.

Resolved, That the form of a bill amending the patent and trademark laws submitted by the committee on trademarks and patents is recommended to the committee on National Legislation as the basis for such law.

Wholesale Distributors.

Resolved, That we reaffirm it as the sense of this association that all regularly incorporated, properly capitalized organizations of retail druggists who are conducting a legitimate wholesale drug business shall be recognized as wholesale distributors, and the executive committee is directed to use its best efforts to that end.

Wholesale Distributors Classified.

Whereas, it is admitted that the list of wholesale drug distributors, as originally promulgated, lacked the proper classification, therefore be it

Resolved, That we recommend that the executive committee be directed to use their efforts to revise said list in the following manner: All recognized jobbers doing a strictly who's-the-jobbing-or-distributing business shall be designated as class A. All recognized jobbers conducting a wholesale and retail business shall be designated as class B.

Wholesale Grocers.

Resolved, That it is the sense of this body that wholesalers loyal to the interests of the non-cutting trade shall not supply proprietary goods to brokers or wholesale grocers, except application be made on a blank which shall disclose the name of the retailer to whom goods are shipped.

Resolved, further, That manufacturers should discourage in all practical ways the distribution of their products through jobbing and retail channels outside of the drug trade, thereby cementing and strengthening the bond of friendship which unites manufacturers with wholesale and retail druggists.

New Proprietaries.

Whereas, The cutting of the prices of proprietary medicines is prevalent, and

Whereas, It is to the interest of retail druggists to promote conditions which will not permit such cutting therefore be it

Resolved, That the retail drug trade expresses itself as opposed to any new proprietary preparation the retail price of which has not been protected by a satisfactory price protective plan.

Trading Stamps.

Whereas, We believe the use of trading stamps is detrimental to our best interests, be it

Resolved, That we favor the enactment of anti-trading stamp laws in the various states, and our executive officers are instructed to co-operate with local associations in the passage of such laws.

Pharmaceutical Manufacturers.

Resolved, That we commend those manufacturers of chemicals, pharmaceuticals and like products handled by the retail drug trade who have expressed their desire to withhold their goods from persons selling them at ruinous prices; and we instruct the executive officers of this association to promote as far as may be practicable any proposition by any manufacturer of such products intended to prevent the sale of the products of such manufacturer at such ruinous cut prices.

Resolved, That we commend to the consideration of such manufacturers the merit of a direct contract with retail distributors.

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., Boston

Resolution C.

Resolved, That it is the sense of this convention that those pharmaceutical manufacturers who rely upon the druggist for the distribution of their products, co-operating with him in building up the mutual interests of the manufacturer and retailer, are worthy of the aggressive friendship and loyal support of the retail drug trade.

Resolved, That the association heretofore takes official cognizance of the existence of a number of manufacturing pharmaceutical houses who enter especially and directly to the physicians, whose business is wholly or principally made up of direct sales to doctors, and whose policy is therefore clearly incompatible with, and hostile to, the welfare of the retail druggist.

Resolved, That the retailer who deals with such pharmaceutical houses is doing his own interests.

Resolved, That all manufacturing pharmacists, with special reference to those loyally supporting the N. A. R. D. under Resolution C, adopted at Cleveland, be asked and urged to abstain as far as possible from direct selling to dispensing physicians beyond what is required by the pressing emergencies of medical practice.

Resolution J.

Resolved, That the executive committee is authorized to continue the work of organization of the retail drug trade as aggressively and extensively as the finances of the association, in their judgment, shall justify.

Resolved, That the executive committee is authorized to employ a legal adviser for the association, if the financial condition of the organization permits it to do so.

Resolved, That the work of the Department of Publicity is heretofore endorsed and commended, and that the N. A. R. D. Notes, the official publication of our association, issued under the direction of the Department, shall be so enlarged and improved as to more fully meet the publicity requirements of our work, as our executive committee may deem advisable.

Advertising.

Resolved, That we commend those manufacturers of proprietary medicines who have employed the means in their power to prevent the advertising of their medicines at cut prices, and recommend a similar policy on the part of other manufacturers.

Resolved, That particular consideration be given to the goods of such proprietors as have inserted in their newspaper contracts a clause cancelling the contract if said paper accept cut rate advertisements from aggressive cutters on their manufactured goods.

Counterfeits.

Whereas, This association has always taken a stand in opposition to the introduction of proprietary articles, the promoters of which seek to gain trade by the use or simulation of well-known trade names which have been made valuable through the expenditure of much money and energy by the owners of the same, be it

Resolved, That we recommend to our members that they discourage all efforts to make sale of any article that is infringement of a well-known proprietary.

Special Resolution on Direct Contract Plan.

Whereas, The N. A. R. D., at its last annual convention, declared itself in favor of the direct contract and serial numbering plan for marketing proprietaries, and

Whereas, We are convinced that this plan has been proven to be one by which the objects to be accomplished can be successfully carried out, therefore be it

Resolved, That this convention reaffirms the position of the N. A. R. D. in favor of the direct contract and serial numbering plan.

Resolved, That we commend the example of our proprietors as have already put this plan into effect, that we earnestly urge all proprietors who are sincerely interested in the cause of the retailer to adopt the same, and that the executive committee again call upon the individual proprietors to adopt the direct contract and serial numbering plan.

Resolved, That we declare our unshaken faith as the result of demonstration in the power of this plan to alone give us that relief which we are seeking, and we believe that it should be made the basis of the tripartite plan.

Resolved, Further, that in deference to what we believe to be a sincere request on the part of a large number of proprietors (as evidenced by their communication submitted to the conference committee) that they be allowed to try certain other plans of their own, we do hereby give expression to our earnest desire that said proprietors may have full opportunity to try their plan—

AMONG THE BOWLERS.

Early-Season Surprises and the Disbanding of the Chicago League and the Withdrawal from

New York of J. & J.

Baltimore, October 13.—The regular season of the Baltimore Drug Trade Bowling Club was inaugurated on Monday night of last week at Schneider's German Cafe by the teams of Sharp & Dohme and the Stanley & Brown Drug Co. In the work on that evening and that of the Root & Herbs on Tuesday evening, when the Calvert Drug Co. team failed to put in an appearance and the Root & Herb men bowled three games as a matter of form, the interval of the summer with its lack of practice was plainly apparent. In only one of the contests was a score of over 800 made. Last Friday night, when James Bailey & Son lined up against McCormick & Co., the result was different. Both teams showed right from the start that they are out for blood and only one total fell below the 800 mark. These are the team and highest individual scores for each game:

Sharp & D.	707 759 742	Stanley & B.	728 751 719
Dohme	160	Winkelnann	158
Root and H.	790 860 796	Calvert Drug Co. (forfeited)	
Melbourne	178		
J. Bailey & Son 812 819 801	McCormick Co. 817 815 780		
Fairley	188	Brauer	174

These are the standings:

James Bailey & Son.	3	0	Stanley & Brown.	1	2
Root & Herbs.	3	0	McCormick & Co.	0	3
Sharp & Dohme.	2	1	Calvert Drug Co.	0	3

PHILADELPHIA MAKES MANY CHANGES.

Philadelphia, October 13.—The preliminaries of organization were perfected last week by the Wholesale Drug Trade Bowling League. R. Shoemaker & Co. and the Armstrong Cork Co., two of the strongest teams, have dropped out. A retail druggist's team, from the P. A. R. D., will enter, as will also Philadelphia C. P. team. Johnson & Johnson's coming in was hailed with joy. With Chicago out and New York weakened, Philadelphia should carry off honors next year.

JOHNSON & JOHNSON WITHDRAW FROM

W. D. T. B. A.

The entire complexion of the national wholesale drug bowling tournament next spring is liable to a big change, owing to the Johnson & Johnson team withdrawing from the New York Wholesale Drug Trade Bowling Association and joining the Philadelphia association.

Johnson & Johnson were the local pennant winners last season and the season before, their record at the wind-up last spring being twenty-eight games won and five lost. Two of the team rolled in the national tournament, Mr. Stevens, who substituted for Mr. McCormick getting the highest individual score.

Louman & Kemp have entered again for this year and the New York Glucose Co. has withdrawn. Colgate & Co., it is believed, will be in line before the season opens. As it stands now the association has nine teams.

CHICAGO D. T. BOWLING CLUB DISSOLVED.

Chicago, October 13.—The Chicago Wholesale Drug Trade Bowling Club has been dissolved. The first game of the season was to have been played on last Friday, but it did not take place, and at a called meeting of the club many of the members were found to be so apathetic concerning the matter that it was finally decided to dissolve the club and formal action was taken to that end.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

WHAT IF IT DID RAIN?

Torrenial attentions from the heavens prevented a record-breaking G. A. S. outing at Bachman's Pavilion, S. L., last Thursday, but, notwithstanding, there were seventy-five present and expenses of a splendid time were more than paid. Before dinner games were played. Winners in the "scissors" game were Mesdames W. L. Schultz, S. V. B. Swann, Rudolph Zahn, G. C. P. Stolzenburg, A. Braun, Paul Gebicke, C. Schoenfeld, William Brandt and Henry F. Albert, and the Misses Lillian Schultz, E. Volkenberg and Clara Staebler. In the children's race, Lillian Schoenfeld and Alber Zahn were victorious. The egg race prizes were carried away by the Misses E. Volkenberg, M. Silva and Lillian Schultz, and Mrs. George C. P. Stolzenburg.

The ladies' bowling winners were, in the order named: Mrs. R. Zahn, Miss L. Schultz, Mrs. H. F. Albert, Miss E. Volkenberg, Miss M. Silva and Mrs. Gustav E. Dohrenwend. The men's bowling winners came in this order: Otto Lenz, George Huether, Fred Trau, William Deninger, Henry F. Albert and Dr. Volkenberg. S. V. B. Swann won a beautiful glass and silver stein as a special prize, and Adolph Amend made the lucky draw for the vapor bath cabinet offered by Hugo Kantowitz.

A splendid supper mellowed President Imhof, Mrs. Imhof and Mr. Swann, among others, into speaking. Mr. Imhof complimented Mr. Swann, and the latter promised that at the society's ball, on January 21, at Terrace Garden, there will be 1,000 couples, in the grand march.

WILL SHARE THE JOBBERS EXPENSE.

At the annual meeting of the Erie County, Ph. A., there was a large attendance. The following were elected to membership: G. J. Dittly, H. L. Wilson and F. M. Griesheimer. Officers elected for the ensuing year are: President, A. J. Keller; first vice-president, F. A. Darrin; second vice-president, Oscar Rydstrom; treasurer, J. L. Perkins; secretary, P. M. Lockie. The following motion was carried unanimously:

Understanding that the jobbers to the drug trade demand an additional 5 per cent. profit on proprietary medicines to pay for increased expenses and labor necessary to distribute goods under serial numbering plan and contract plan, it is therefore resolved, that the members of the association are willing to stand an additional 2 per cent. towards making up the 5 per cent., in the event of patent manufacturers adopting this plan.

STATISTICS OF THE DISPENSARIES.

Under the State Dispensary law, passed in 1890, to regulate the establishment and operation of dispensaries by placing them in control of the State Board of Charities, there were, at the end of the last fiscal year, 45 dispensaries in greater New York and 28 elsewhere in the State. The number of persons treated for the year was in Greater New York, 889,157. The number of persons treated outside of New York city was 27,881, making a grand total for the entire State of 917,038.

Statistics show that the movement of population at dispensaries exhibits a marked tendency toward Manhattan borough. The explanation of this preference for Manhattan on the part of those who seek medical aid at dispensaries is that the majority of the large hospitals and medical school dispensaries are in that borough, and because the large medical schools create a demand for material for clinical instruction.

SYRACUSE PAPER ROASTS COCAINE.

One of the Syracuse papers is conducting a campaign against the sale of cocaine to irresponsible persons. The following editorial recently appeared:

The news columns of this paper yesterday carried the story of the arrest of a man who was said to be crazy from the effects of cocaine which he had been taking, the sale of which it seems is unrestricted in this city. In other words, the police say that there are cocaine joints in Syracuse where the drug is freely taken and that they are not able to stop its sale to this class of irresponsible persons. The cocaine habit is as degrading as the morphine or opium habits, and if there are druggists in this city who are not particular to whom they sell the drug, it is time that their names were given to the public that they might be held up to public censure. One would scarcely think that there would be any person in the drug business in this city who would simply for dollars and cents, willingly deal out hell and damnation to men and women whose moral condition is already several degrees below par.

NEW YORK NOTES.

—The family of Claude G. Johnson of 300 Clinton street, Brooklyn, druggist and superintendent of a sub-station of the post office, were much worried for several days recently by Mr. Johnson's disappearance from home. It was all remedied, however, by Mrs. Johnson's receiving a telegram from her husband, dated Chicago, which said that he had been suddenly called to that city on business, that the business was urgent and that the sender had been unable to explain it before starting. He said he was on his way home. When he left home Johnson is reported to have had \$100 of post office funds with him, which he was on his way to the general post office to pay over for stamps, money orders and receipts of his branch.

—Drug Trade Club guests from out of town: Alden Sleeper, Boston; Gilbert Smith, Rome, Italy; H. J. Fisk, London, Eng.; Andrew Marshall, England; C. A. Johnson, Norwich, Ct.; William Bird, Savannah, Ga.; Jewett V. Reed, Baltimore; F. W. Passmore, London; W. L. Bucher, Columbia, Pa.; V. P. Powell, London, Eng.; John C. Dorland, Bay Shore, L. I.; C. V. H. Whitbeck, Hackensack, N. J.; Charles L. Ross, Ticonderoga, N. Y.; P. D. Kinney, Poultney, Vt.



Powdered.....Per ounce \$1.00
Pink Top Capsules.....Per ounce 1.00
Tablets, 2½ grain only.....Per ounce 1.00
ETNA CHEMICAL CO., New York, U. S. A.



Ed Wells taking "Turkey" to the Substituter.

—On the ground that no standard for emporatorated oil is specified by the Pharmacopœia, William Mindlin defended the suit brought by the board of pharmacy for obliteration. The court last week ruled that the board's contention that emporatorated oil is another name for "emporatorated liniment," which is a pharmacopœical compound, was right, and that emporatorated oil must be up to that standard.

—Five Chinamen and a photographer were arrested in this city for smuggling opium. They had more than \$5,000 worth in their possession. The opium was shipped from Albany, in the name of R. H. Taylor, consigned to John M. Schneider, the photographer arrested, at 802 East One Hundred and Sixty-eighth street. All were held for the United States Court.

—Miss Winifred Claxton Leeming, sister of Thomas and Joseph Leeming of the Montreal firm of Leeming, Miles & Co., and agents in this country for Nestle's Food, was married last week to Dr. Karl Max Vogel, of the Church of the Holy Trinity, Brooklyn. A sister of Mrs. Vogel is the wife of Dr. Smith Ely Jelliffe, professor of pharmacognosy, N. Y. C. P.

—The Buffalo C. P. opened on last Friday. Owing to the non-arrival of many of the out-of-town students, lectures were postponed until this week. Those who were present were excused by the professors, and afterward attended the football game in a body. This year's class will be large and sessions will begin in earnest on Monday.

—The New York C. P. will have a meeting on Tuesday evening, October 20, when the bronze has relief bust of Dr. Charles Rice will be received and placed in the corridor. The New Jersey Ph. A. will send a delegation of its members to present another memorial to Dr. Rice. A resolution will be served after the meeting.

—Seen downtown. N. W. Polson of N. W. Polson & Co., Kingston, Ont.; Robert M. Dodd, John A. Dodd & Son, Milwaukee; Dr. A. I. Curtis, Atlanta; C. H.

Ellis, Portchester, N. Y.; R. Thomas, Jr., Thomasville, Ga.; H. A. Dupee, Bridgeport, Conn.; W. L. Mix and W. A. Spaulding, New Haven, Conn.

—S. V. B. Swann, the indefatigable entertainment man of the German Apothecaries' Society, has coaxed the members' wives into organizing a cœchre club, of which Mrs. Henry Imhof was elected president and Mrs. S. V. B. Swann, vice-president.

—A pleasant surprise was given to their friends by the announcement last week, of the marriage of William H. Sanborn manager for Kinnmouth, Asbury Park, N. J., and Miss Grace Mildred Love of Avon, N. Y.

—Reiger, the California perfume man, is establishing a complete New York branch at 78 Hudson street. J. J. Brinkerhoff, who has covered the New York city trade with notable success, will be the manager.

—Runyon Pyatt of Rogers & Pyatt, the drug and chemical importers, will soon be able to return from Saratoga, where he has been receiving treatment for a severe case of ptomaine poisoning.

—L. G. Hofmeyer is now the sole owner of the store of Lowe Bros., Inc., 141 Greene avenue, Brooklyn, of which company he was a member.

—The Drug Trade section of the Board of Trade and Transportation will have its first meeting after the summer vacation on October 22.

—Regular enrollment is four behind and post-graduate enrollment twelve ahead of last year's figures at the N. Y. C. P.

—The Ed. Sawyer pharmacy at 500 Lenox avenue was sold at public auction last week. Mortgage sale.

—M. W. Lauer of Magnus & Lauer, the essential oils firm, is seriously ill with typhoid fever.

—George P. Hermes, N. Y. C. P., has bought out Henry Carey of 543 Second avenue.

—I. D. Wolf of 35 Pike street, has sold to Max A. Lapid, New York C. P.

—Adolph Levy, 313 Bedford avenue, Brooklyn, has sold to Frank Schaeffer.

—Isaac Hoffman has sold 30 Montgomery street to Herman & Baylison.

—Max Brandt has purchased George Goetting's store at 720 Third avenue.

—Herman Lipstein is opening a store at 193 and 194 Second avenue.

—S. H. Hurwitz, 173 Avenue C, has been succeeded by A. Lerner.

AROUND SYRACUSE.

—John H. Ryan of 74 Madison street, Cortland, has returned from his third trip this season into the northern part of Pennsylvania. Mr. Ryan takes these trips for pleasure and recreation, but he generally brings back two or three hundred dollars worth of ginseng. This time he brought back twelve hundred roots, worth \$200. Mr. Ryan in no sense makes a business of digging ginseng, but finds it in the woods near where he visits. He estimates that this time he spent over two whole days looking for ginseng. Barring the rattlesnakes he says that hunting ginseng is a finer pastime than fishing or hunting. The finest patches that he has found have been under piles of boughs and limbs of trees that have been cut down.

—C. W. Snow & Co., wholesale druggists, have consolidated their business with C. A. Reeve & Co., and both houses will hereafter be conducted under the name of C. W. Snow & Co. C. A. Reeve & Co. have been large dealers in paints, varnishes and kindred lines at 251 to 253 West Fayette street. The identity of the regular and special lines of the two concerns will be preserved. The Reeve company have moved their stock into the Snow Block and will give up their pres-

ent store. All of the salesmen of both companies will probably be retained.

—The City drug store, Oncida, has been closed, the firm having made a general assignment for the benefit of creditors without preference. It is stated that the assets are ample to cover the liabilities and that this step was mutually agreed upon in order to dissolve the partnership of William D. Parkell and William F. Snow, who have been associated together in business for eight years.

—The Benevolent Medical Association which caused the Syracuse D. A. a little anxiety, as recently told in the Era, has gone up in smoke and the manager, L. H. Kramer, has disappeared. This Association guaranteed to furnish medical and surgical treatment, including medicine, for the period of one year to any person subscribing \$6. A contract was made with a Syracuse druggist to fill all prescriptions at twenty-five cents each.

—The first meeting of the creditors of Frederick W. Stewart, the Oswego druggist who was recently adjudged a bankrupt, was held at Pulaski. The liabilities amount to \$6,734.40. The assets consist of book accounts to the amount of \$200. Of the liabilities \$1,671.40 is secured by mortgages as follows: C. W. Snow & Co., Syracuse, \$1,871.40; Oswego City Savings Bank, \$1,200; Charlotte Diment, \$1,000; Byron Stewart, \$600.

—George E. Thorpe, president of the S. D. A., returned from the convention of the Odd Fellows at Baltimore suffering from an acute attack of fever, but is now recovered.

—Bert H. Gifford has left Syracuse to take a course in the Buffalo C. P.

AT ROCHESTER.

—The bowling club of Rochester pharmacists has been duly organized with twenty members and is open to challenges from any team in the city. A practice game was held last Thursday afternoon at Weble's alleys, with Captain E. H. Moore at the head of one team and Dr. Schultz as opposing captain. Out of five hotly contested games, Captain Moore's team won three. Practice games will be played every Thursday afternoon.

—W. W. Quackenbush, who is well-known in the wholesale trade of Rochester, has completed costly improvements in his new store at Penn Yan. He had occupied one store for 33 years. Mr. Quackenbush has all of the fire and energy of 33 years ago, when he commenced business. George Simmons, who has charge of his laboratory and prescription work, will remain with Mr. Quackenbush.

—J. W. Jones of Corning, has entirely refitted his store, by putting in a new floor, a new steel ceiling, electric lights, etc. The new white and green crepe walls give a fine finish. He also has built a modern basement, light and bright.

—A. J. Nichols, formerly of Pultney, has removed a part of his stock into the store formerly occupied by the Bryan Drug Co. in Corning. He is remodeling both stores, which will be run under his personal management.

—The drug salesmen, to the number of two dozen, have organized for their annual bowling tournament. D. H. Moore will look after the club matters and meets will be held Thursdays at Weble's alleys.

—A butterfly window attracted much attention at the Powers Hotel Drug Co. store. The butterfly wings all bore advertisements.

—William R. Van Zandt of the Paine Drug Co., accompanied by Mrs. Van Zandt, has gone on a pleasure trip to Detroit.

NEW ENGLAND.

LARGE-MINDED CITIZENS.

Citizens' League of Bristol, Conn., Run Up Against a Snag When They Try to Set the Morals of Druggists.

Bristol, Conn., October 13.—Moral-be reformers have attempted to interfere with the rights of the druggists of this place, and as a result, last Sunday no drugs could be obtained in the town, even in the face of most urgent calls.

Some of the old settlers decided recently that they would like to revert to the times of 1680, and began to hunt for the old blue laws that are still on the statute books. Last Thursday the druggists received notification to close all stores on Sunday, under penalty of prosecution. As an afterthought at the bottom of the notice that stores might open for an hour at noon and a couple of hours at night.

The druggists met and decided to go the town one better, and Sunday every store was closed tight. All the proprietors took a trip out of town, so no one could be reached to open on a hurry call. By night some of the members were sick of their bargain. In speaking of the matter one of the leading druggists said:

"The Citizens' League will receive all the notoriety they want at the hands of the druggists before this thing is over. If the situation is not changed very soon, we will bring the thing to a crisis by issuing a counter-petition asking that the trolley cars be enjoined from running on the Sabbath. This, I think, will bring the people in general to a correct realization that twenty reformers can't run the town. The druggists have voted to fight this thing to the bitter end."

Last Sunday the newsdealers refused to handle Sunday papers because of the persecution they had suffered at the hands of the League, and most of the citizens of the town went without.

CONNECTICUT.

—Druggists of Ansonia have been worked recently by a clever impostor who presented forged notes from prominent people asking for drugs and then decamped with the goods. The police arrested Louis Studley. He had worked the Bristol Drug Co. for half a pound of Epsom salts and a quart of Holland gin, explaining that he wanted the large quantity for a sick horse. He had an order which purported to be from his employer. Studley pleaded guilty, and said he had worked the People's drug store of Seymour, several times and other drug stores in this vicinity.

—Raymond W. Burke, one of the best known clerks of Meridian, who has been the manager of Victor W. Schmeizer's drug store on East Main street for some time, was appointed as night mailing clerk in the local postoffice.

THE BAY STATE.

—Druggists in Massachusetts are getting mighty tired of the trading-stamp schemes. In Worcester, at the last meeting of the R. D. A., the question was carefully considered, and it was found that common



with the old fever returning the stamps. In one of the most prominent retail drug stores in Boston, where the stamps are sold, a large sign informs the patrons that the postage stamps are given there, saying that it is to be understood that the payment for them indirectly by the consumer is an additional cost of the article purchased.

—L. C. Deanehouse, of Taunton, long a practical, active member of the General, conducted the People's drug store in Taunton in a cooperative position which the United States Government offered him a year or more ago, and has sailed for San Juan, Porto Rico. His new position brings into play his knowledge of the island's pharmacy.

—August P. Conroy, who owns the Woburnton Drug Co. store in Woburnton, an enthusiast in baseball matters, has been heard to take the management of the Woburnton baseball team next year. The club stands well toward playing, and already there are indications of a successful season ahead.

—The defendant of the Massachusetts State inspector of Food and Drugs, Harry A. Tobey, clerk in a drug store in Natick, has been on trial in the district court here, charged with selling an adulterated Elixir. He was fined in the sum of \$300 for a future hearing.

—The falling and explosion of a large lamp suspended in a show window of E. H. Weston's, Worcester, sent fire to the woodwork near and to the stock in the window display. A hand extinguisher put out the fire.

—At the coming annual meeting of the Western Massachusetts Fox Hunt Club, the name of Frank S. Deasey, Jr., of the drug firm of Deasey & Parsons, Westfield, is to be presented for the office of president.

—The Colonial Chemical Co., long conducted at West Medford, has decided to move to Boston and its plant in West Medford is to be demolished. An old mill nearby will be taken as a branch of the Boston plant.

—Louis K. Luggitt, secretary and general manager of the United Drug Co.'s interests, at its Boston plant, is enjoying a trip to Gettysburg battlefield and other points of interest in that part of Pennsylvania.

—William S. Curtis, druggist in Hanover Four Corners, was up in the Second District Court, Abington, on a liquor case. He was declared to have committed no wrong and was discharged.

—Amos K. Eilden, the veteran Boston druggist, at the twenty-seventh annual dinner of the Young Men's Congress, Boston, spoke on the subject of "Why the Democratic Party Left Me."

—J. H. Grogans, once the owner of the Mason drug store, Franklin, was renominated from the Fourth Massachusetts district as a representative to the General Court of Massachusetts.

—Frank Nason, employed by the Arthur J. Connor Drug Co. manufacturing medicines, in Boston, has been appointed to take charge of the company's New York office.

—A. H. Bechard of Springfield, has accepted a position with the Pacific Drug Co. as one of its managers, and has taken up his residence in San Francisco.

—The Smith Drug Co. of Cheapee, has moved to 257½ Exchange street. Frank Smith, as manager, is to be assisted by his sister, Miss Alice Smith.

—Some mean person threw a big stone through the window of J. W. Coleard's drug store in Lynn, and then got away before anyone could capture him.

—William J. Lewis, for some time clerk at Theodore F. Rice & Co.'s, South Frammingham, has bought a lot of interest in Blainfield's Whitinsville.

—The Retail Druggists' Association, in Pittsfield, a

branch of the N. A. R. D., now has regular business meetings and dinners.

—James T. Begley has purchased the store formerly owned by Isidore Verrier, in Spencer.

VERMONT.

—H. L. Johnson of Burlington is clerking in Barnes's, Winooski. Charles Devoe of the same store has returned from a trip to New York and Montreal. Allen Thompson joins the force at J. J. Vearens's store. L. P. Cook, Eastman's, St. Johnsbury, has resigned to take a position in Gould's, Portland, Me.

—The license commissioners in Brattleboro, dissatisfied with the way things have been conducted in several places there, have declared the licenses forfeited, leaving only two places where liquors can be bought—C. E. Graffam & Co.'s drug store and the drug store of C. F. Thomas.

—The fact that there has been a display of extra large potatoes in the window of the village pharmacy in Essex Junction has attracted many people. One potato weighs more than four pounds and another more than three pounds. "Pharmaceutical" exhibit.

PENNSYLVANIA.

COLLECTING HISTORICAL DATA.

Philadelphia, Oct. 13.—George M. Beringer, chairman of the historical committee of the Philadelphia C. P., is making an effort to obtain all of the available data relating to old time apothecaries, trade conditions and customs of their days, their stores, life work, habits, associates, scientific, politic and social attainments, etc., and especially data relating to the growth and development of modern pharmacies, wholesale drug establishments, manufacture of pharmaceuticals, chemicals and allied industries, etc., for preservation in the archives of the college.

The college already possesses a number of historic relics and souvenirs and it is now proposed to establish a section in its museum for the exhibition and preservation of such materials as obsolete drugs, preparations, utensils, apparatus, shop furniture, books, etc., associated with pharmaceutical history. Generous responses to the request for donations are looked for. A complete catalogue of the graduates of the college will probably be compiled and published by Mr. Beringer's committee.

WHOLESALE COMPANY ROBBED BY EMPLOYEES.

Philadelphia, October 13. Charles Hoff was arrested by Pinkerton detectives on the charge of receiving and selling goods stolen from the Smith, Kline & French Co., the wholesale druggists.

Five other men had already been taken into custody by the detectives. They were Joseph G. Haines, Robert J. Hartford and Edward Kramer, employees of the firm, and Samuel Davis and John Ryan. For several months past various articles have been missed by the firm. Investigation directed suspicion toward Haines, who had been with the Smith, Kline & French Co. for twelve years, and soon led to the arrest of the other five men. Ryan, Davis and Hoff did not actually steal the goods themselves, but it is charged, received them from the trio employed in the drug business and disposed of them at private sale in saloons and other places.

SOMETHING THEY HADN'T LOOKED FOR

Philadelphia, October 13.—Is the end of the Blue Law prosecutions and persecutions in sight? An arrest for selling prohibited articles and the hauling of the offender before a magistrate had a strange ending. The offender promptly paid his fine and his lawyer immediately issued a warrant for the arrest of the informer, claiming that he too, as purchaser, was equally guilty, and asking for the imposition of a fine upon him. He quoted in substantiation of his position another old and obsolete section of the same general code, and it was so much to the magistrate's satisfaction that the purchaser and informer was fined as an equal violator of the 1794 act. This apparently threw a bombshell into the camp of the prosecuting society and the balance of the day's cases were dropped and for the time being the paid spies whose business it is to tempt druggists and others into violation of the law, are without their usual employment.

OTHER HAPPENINGS.

—The first of the series of pharmaceutical meetings for 1903-1904 will be held on Tuesday afternoon, October 20, at 3 o'clock, at the Philadelphia C. P. The following program has been arranged: "History of Pharmaceutical Meetings of the Philadelphia College of Pharmacy," M. L. Willert; "A New Method for the Determination of the Alkalinity of the Blood with Exhibition of Apparatus," Dr. Arthur Dare; "An Account of a Recent Trip to Bermuda, Illustrated with Specimens," D. E. Branson; "The Drug Store Sink," Prof. Clement B. Lowe.

—The two stores of the late Jesse W. Pechin at 2900 Germantown avenue, Philadelphia, and Thirtieth street and Columbia avenue, have been placed on the market by order of the executors, for instant sale. William J. Pechin of Twentieth street and Columbia avenue, a cousin, has charge of the disposal.

—E. E. Wilson, president of the Union Drug Co., Philadelphia, pending the winding up of the affairs of that corporation, announces the formation of the E. E. Wilson Co., chartered in the District of Columbia, with a capital of \$1,000,000. They expect to pay not less than six per cent. on the capital stock.

—Asa Fabian takes charge of Richard H. Lachey's branch at 2800 Germantown avenue, Philadelphia. George R. Townsend leaves the Ellwood Lee Co. to go with Armour & Co. Dr. Bell of Denver, Colo., takes his place.

—John A. Bornemann of Sixth and Dickinson streets, Philadelphia, has returned from his wedding trip. His bride was Miss Agnes Thompson.

—Henry T. Kalubach of Marvine and Norris streets, Philadelphia, has been disabled with a corneal ulcer. He is now recuperating at Atlantic City.

—Three men in Philadelphia made a punch from wood alcohol, lemon and sugar. Three days drinking was followed by three deaths.

INDIANA.

—A new store has been started in Lafayette by M. Hollis, well-known as a drug clerk in that city for a number of years. He will conduct it under the name of "The Owl Drug Co."

—At Mt. Vernon, Dawson & Boyce have dissolved partnership. Charles Dawson will continue the business alone.

—At Ft. Wayne, Pellens & Polster have dissolved partnership. The new firm will be Pellous & Lewis.

—Snyder & Buzby of South Bend, have been succeeded by Snyder & Heil.

AROUND THE GREAT LAKES.**THE SMALLER DAYS OF FORTY-FOUR.**

Chicago, October 13.—In a reprint of the first Chicago directory, that of 1844, are found the advertisements of three druggists—L. M. Boyce and S. Sawyer as wholesale and retail druggists, and Clarke & Co., as dealers in drugs and medicines, manufacturers of lard, oil and candles.

Eleven physicians also advertise—professors of later-day ethical disapproval of paid-for notoriety. The memory of Dr. Blaney is warned up when we read that he is "professor of chemistry and materia medica in Rush Medical college. May be consulted professionally in his office on Clark street, near South Water street. Dr. Blaney will also attend to chemical analysis in all its branches." Later Dr. Blaney gave up practice and divided his time between being leading chemist at Rush and making stomach analysis in murder cases.

ILLINOIS.

—Apparently bona fide evidence of good faith does not always furnish a safe basis for granting credit. This was recently demonstrated in the case of a Chicago wholesale notion and cigar house. They failed with good large liabilities as compared with the assets. The way they got credit was to first buy sizable bills of a few houses, take advantage of the discounts and then use these firms as references. The same firms whose bills were at first discounted now loom up as creditors for large amounts incurred on subsequent purchases.

—The rumors of a new wholesale drug house for Chicago are gaining force and strength. It is now pretty well assured that such a movement is on foot and a company forming, but whether sufficient stock will be subscribed to enable the project to materialize is, of course, a matter for the future to decide. The projectors are said to be both outside and local men, all having had long and thorough experience in the drug trade. Another week or two is likely to develop the facts in the case.

—Local druggists are complaining a little just now. Trade is distinctly of between seasons proportions. There is a little demand for cough mixtures and the like, but we are simply having orthodox fall weather, too cool for ice cream soda, too warm for hot.

—P. A. Schroeter sold his store at 438 South Thirty-eighth avenue, Chicago, to Frank I. Ellis, formerly in business at Holman and Madison streets.

—At Charleston, R. C. Stewart has succeeded Dr. E. P. Hilligston, in one of the oldest established drug stores in that city.

—I. H. Fry, 2839 Cottage Grove avenue, Chicago, has sold to the Hurrasho Drug Co., formerly of Kaukaee.

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Unsurpassed New Equipment. Seven Laboratories,
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PROF. OSCAR OLDBERG, 87 Lake St., Chicago.



A trio of prominent Minnesota Pharmacists and all Vice-Presidents of the State Ph. A. They are (from left to right) Richard H. G. Netz, Owatonna; Mrs. Rachel E. Henny, Waconia, and Theo. F. Leib, Winona.

—C. M. Griswold, formerly manager of the Winnetka Drug Co., has opened a new store at Winnetka, Ill.

RAISED A NEW POINT AT LIQUOR LAW.

Paw Paw, Mich., October 13.—Zealous enforcement of the local option law in Van Buren county has brought forward a peculiar case here. E. R. Longwell, the druggist, was placed under arrest, charged with having sold for medicinal purposes a sufficient quantity of intoxicating liquor to a single person to constitute him a wholesale dealer under the general law. The allegations were admitted, the defense being that it was not a violation of the law to make such sale. The court held otherwise, and instructed the jury to return a verdict of guilty. In view of the fact that the question was new, however, sentence was suspended, pending a review of the case in the Supreme court, and the respondent was released on bail.

MARYLAND.

—William G. Speed was appointed receiver for the retail drug business of Albert J. G. Raiber, Baltimore. In the petition Mr. Raiber stated that his liabilities are \$7,181.74 and the assets \$8,115, including stock in trade valued at \$3,000 and \$345 due on open accounts. Mr. Speed was named as receiver on the application of C. C. Burgess & Bro., printers, and other creditors, whose claims aggregate \$1,000, and was authorized by the court to continue the business for thirty days.

—Among the visiting druggists in Baltimore last week were: Randolph Weller, New Oxford, Pa.; Anthony M. Harter, Philadelphia, W. E. Snelling, Norfolk, Va.; J. H. Bean, Mountsville, W. Va.; J. P. Bean, of Charley & Co., Cameron, W. Va.; and Mark A. Burkhardt, Dayton, O.

—Druggist S. N. Appleby, Huntington avenue and Twenty-eighth street, recently underwent a successful operation and is now on the mend.

—Druggist W. L. Pierce, Gilmore and Lorman streets, is going on a trip to recuperate, he having been very ill for some time past.

REPORT IN FAVOR OF CONTRACT PLAN.

Toronto, October 13.—The Druggists section of the Toronto branch of the Retail Merchants Association of Canada held their opening meeting for the season in the Medical Building, Toronto. The committee on price restriction reported that they considered it advisable to change the name of the price restrictive plan to that of "contract plan" and that they had interviewed a number of manufacturers who they expected would shortly take up the plan. As some manufacturers of cough preparations composed of turpentine and linseed had decided to raise the price, a committee was appointed to consider the advisability of manufacturing an improved syrup of linseed and turpentine preparation on the co-operative plan, to be sold to members.

R. H. STRATTON of Gordonsville, Va., one of the best known druggists of that State, died after an illness of two months. In the latter part of July Mr. Stratton, who had been in failing health for some time, went to the Buffalo Ridge Springs, but after a week became quite ill and came home. A few days later he was stricken with paralysis. Mr. Stratton was a prominent Mason. When he died the entire city mourned for him. He was born in Lexington, Va., in 1841. He was a Confederate soldier.

SPECIAL OFFER ON CALCURA SOLVENT

Dr. David Kennedy's Latest Kidney and Liver Medicine.

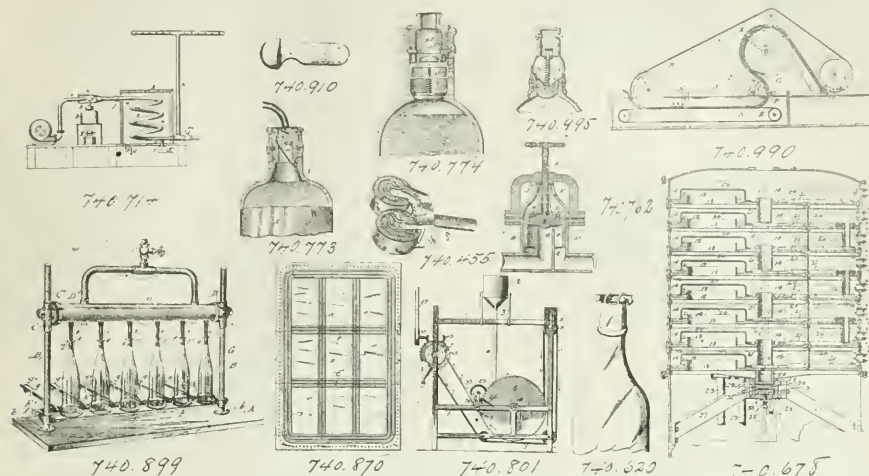
For thirty days, ending on November 7th, we will give to all retail druggists one free bottle of Calcura Solvent with each dozen they order of their wholesale dealer, providing, each druggist thus ordering, will make a window display of the said goods and direct to them their free samples of Calcura Solvent and advise (long letter, on two dollar orders they will receive 2 for 1) the date.

Simply send in your order, together with the name of your wholesale dealer through whom you would like the goods shipped. The free goods, samples and advertising matter will be sent direct from our office, all charges prepaid, even the postage by your store. OUR ATTRACTIVE WINDOW DISPLAYS, LARGE SIZE SAMPLES AND MOST EFFECTIVE ADVERTISING ALWAYS OBTAIN A STEADY AND STEADY DEMAND FOR CALCURA SOLVENT.

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DR. KENNEDY ROW, RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 6, 1903.

- 740,424.—Robert G. Groppler, Berlin, Germany. Process of producing compounds for disinfecting purposes.
- 740,455.—William H. Moon, Muncie, Ind. Blowpipe-rest.
- 740,620.—Dominick L. Bollermann, West Hoboken, N. J. Stopper for bottles or jars.
- 740,628.—Jurgen Callsen, Elberfeld, Germany. Alkyl-alkylenesters or salicylic acid.
- 740,636.—Max Engelmann, Elberfeld, Germany. Process of making the monofornyl derivative of 1,3 dimethyl 4,5 diamido 2,6 dioxypyrimidin.
- 740,678.—Edwin A. Moore, Philadelphia, Pa. Ammonia-still.
- 740,702.—Bruno R. Seifert and Friedrich R. Engelhardt, Radebeul, Germany. Acetysalicylate of sodium.
- 740,714.—John Titus, Oyster Bay, and William Titus, Old Westbury, N. Y. Apparatus for the medication of air.
- 740,762.—John Koch, West Berkeley, Cal. Acid-valve.
- 740,773.—Frant Ondra, St. Louis, Mo. Non-refillable bottle.
- 740,774.—Frant Ondra, St. Louis, Mo. Non-refillable bottle.
- 740,801.—William Brough, Baltimore, Md. Pill-counting machine.
- 740,832.—Friedrich Elias, Philadelphia, Pa. Process of making peroxid of zinc.
- 740,855.—Carl H. Von Hoessle, Radebeul, near Dresden, Germany. Mercurous chlorid.
- 740,870.—Orien A. Jouis, Union City, Mich. Sticky fly-paper.
- 740,899.—Gerrit Norton, New York, N. Y. Bottle filling machine.
- 740,910.—Alexander H. Peloubet, Newark, N. J. Suppository.
- 740,900.—Halzemon A. Parker and Fritz Goebel, Detroit, Mich. Bottle-washing apparatus.
- 740,965.—James M. Stafford, Petersburg, Ind. Non-refillable bottle.
- 740,967.—Jacob K. Weed, Philadelphia, Pa. Bottle-filling machine.

- 41,236.—Hair-cleasers and Tonics. Leslie S. Carroll, Falouse, Wash. The pictorial representation of a lion's head.
- 41,237.—Tonic, Stimulating and Reconstructive Medicinal Preparations. Edward Theodore Pearson, Hamburg, Germany. The word "Lactagose".
- 41,238.—Tonic, Stimulating and Reconstructive Medicinal Preparations. Edward Theodore Pearson, Hamburg, Germany. The word "Lactagol".
- 41,239.—Medicinal Preparations or Compounds for the Nerves and Nervous Diseases. Delmar D. Richardson, Chicago, Ill. The words and letter "Grains O'Life."
- 41,240.—Nerve, Muscle and Blood Remedies. Bakst Bros., New York, N. Y. The word "Nuciferin."
- 41,241.—Anemic Remedy for Blood-Tonic. Carsow Pharmaceutical Co., St. Louis, Mo. The word "Hemapoine."
- 41,242.—Certain Named Medical Compound. Eugen Victor Feller, Stubica, Austria-Hungary. The figure of a woman sitting on clouds, etc.
- 41,243.—Medical Preparation or Compound for Treatment of Deafness. Louis Bloomer, Newark, N. J. The words "Little Girl."
- 41,244.—Powder for Cancer Cure. John L. Veroneau, Burlington, Vt. The representation of a human hand containing a spear piercing the representation of a crab.
- 41,245.—Colloidal Calomel. Chemische Fabrik von Heyden, Aktiengesellschaft, Radebeul, Germany. The word "Calomel."
- 41,246.—Dyspepsia Cure. Charles E. White, Philadelphia, Pa. The word "Ava."
- 41,247.—Cure for Colic. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the fields of which is a triangular shield-shaped space, etc.
- 41,248.—Liments. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which is a narrow ring of a color contrasting with that of the field, etc.
- 41,249.—Ointments. Pratt Food Co., Philadelphia, Pa. The representation of a seal having serrated edges, within the field of which are three elongated spaces of a color contrasting with that of the field and each having narrow border also contrasting with the field, etc.
- 41,251.—Antiseptics. Charles Zoller & Co., New York, N. Y. The word "Antifungine."
- 41,252.—Disinfectant Antiseptic and Deodorant. Auro Chemical Co., Morristown, N. J. The word "Aurozone."

TRADE MARKS.

Registered October 6, 1903.

- 41,235.—Hair Tonics and Dandruff Cures. The Cherokee Indian Medicine Co., Enid, Okla. The representation of the head of an Indian of the Cherokee tribe.



PRICE CHANGES WITHOUT SPECIAL SIGNIFICANCE.

New York, October 13.—A continued steady general market is noted with the movement in a jobbing way satisfactory to dealers, as the aggregate volume of business shows fairly liberal proportions. Fluctuations in prices are less numerous and without special significance.

OPPIUM.—Only limited quantities have received at auction and jobbing quotations remain unchanged at \$3.00/3.57 for 9 per cent, and \$3.50/3.75 for 11 per cent. Powdered continues to sell moderately at \$4.30/4.50 for 13 per cent, and \$4.80/5.00 for 16 per cent.

MORPHINE.—Jobbing prices continue to move freely on consuming orders at prices within the old range of \$2.60/2.70 for eighth in ounce boxes, \$2.55/2.65 in 2½-oz. boxes, \$2.35/2.45 in ounce vials and \$2.30/2.40 in 5-oz. cans.

QUININE SULPHATE.—Business in a jobbing way is of average volume and volumes are firm in sympathy with stronger markets for raw material, prices of bark having advanced about 10 per cent, at the monthly auction sale in Amsterdam last Thursday. An early improvement in quotations for quinine is looked for and dealers meanwhile offer sparingly at the old range of 25¢/27¢, for bulk in 100-oz. tins, 25¼¢/26¢, in 50-oz. tins, 26¼¢/27¢, in 25-oz. tins, 27¢/27½¢, in 15 or 10-oz. tins and 52¢/52½¢, in ounce vials.

ACETANILID.—Manufacturers have advanced prices 1c per lb. and the jobbing market is correspondingly higher, the revised quotations being 30¢/35c, as to quantity.

MANNA.—Small flake is scarce and higher, both here and abroad, and local jobbers have advanced quotations to 50¢/60c, as to quality and quantity.

ERIGOT.—Stocks are light and closely concentrated and the market is stronger with jobbing quotations advanced to 55¢/65c.

CLOVES.—Unfavorable crop news has caused prices to advance sharply in producing markets and spot jobbing quotations have been marked up to 15¢/18c, for whole and 20¢/25c for powdered.

OLL, CLOVES.—Values are higher, owing to the increased sale of the spice, and jobbers now quote \$1.00/1.15, as to quantity.

OLL, WORMWOOD.—Lower producing markets are reflected in a weaker feeling among local dealers and jobbing prices show a decline to \$1.00/1.50 for prime and \$3.50/1.25 for ordinary.

BENZOIC ACID.—Owing to extreme scarcity the market is stronger and jobbers have advanced quotations to 55¢/60c, according to size of order.

SODIUM BENZOATE.—A firmer feeling has developed and jobbing quotations have been marked up to 55¢/65c, as to quantity.

LITHIUM SALTS.—Manufacturers' prices are higher and jobbers now quote benzoate and citrate \$1.60/1.90, bromide \$2.25/2.50, carbonate \$2.25/2.50, chloride \$2.75/3.00 and salicylate \$1.55/1.75.

BLOOD ROOT.—Values continue to harden on account of scarcity and jobbing quotations show a further advance to 20¢/25c, for whole, 22¢/27c, for crushed, and 25¢/34c, for powdered.

HYDRA.—Foreign markets are stronger and spot jobbing quotations have been advanced to \$1.75/2.25 for Rio and \$1.45/1.95 for Carthagena. Powdered 10c higher.

MANDRAKE ROOT.—Stocks are diminishing and the local market is firmer with jobbing prices advanced to 15¢/19c for whole and 19¢/21c, for powdered.

STROPLANTHUS SEED.—Koube is easier and jobbers have reduced quotations to \$1.75/1.25 for whole and \$1.25/1.40 for powdered.

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CHARLES P. CRAIG, a druggist at Cambridge, Md., died there suddenly on Tuesday of last week of heart disease. He was 62 years old, born in Talbott county, Md., and had resided in Cambridge since 1869. He leaves a widow and two children—William Grason and Louise Craig.

SILAS MARLOTT, a St. Cloud, Minn., druggist, died last week.

The Safford Stamp Works of Chicago have opened a branch office at 31 Barclay street, New York, which will be their headquarters in the East for up-to-date ideas for saving time, labor and money. They have for years made a specialty of druggists' business, and have ideas in rubber stamps, seals, numbering machines, etc., etc., adapted to the drug business.

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Manufacturing Chemists, Importers and Grinders,

BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY—A NEW EDITION.

We shall publish this week the 10th revision of the Era Druggists' Directory, and we can announce confidently that it is the best edition we have yet offered.

In addition to the many features which have made the Directory the standard work of its kind in this country, the new revision will include a complete list of the druggists in Costa Rica and a list of the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States shows a slight falling off, and does not quite reach the 10,000 figure which the last edition showed, but this is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.).

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is not only a work of reference which should be in constant use, but for sending out circulars to the trade there is, so far as we know, nothing like it published. It is sold only by subscription, and the price for the present is \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

The Pharmaceutical Era for next week, Oct. 29, will be the regular fall Price List Edition. It will contain corrected price lists of the drugs and chemicals, and the proprietary articles which make up the retail druggist's stock in trade. These price list editions are issued in the spring and fall of each year and are designed to aid the buyer in an intelligent purchase of stock. The lists are so arranged that they can be consulted with the greatest ease, and the volumes are bound and perforated to be hung up in a convenient place for handy reference. This edition is furnished subscribers without additional charge, and a limited number of extra copies may be obtained at the regular price of \$1.00 each.



EMPLOYER AND CLERK.

The liability of an employer for the acts of his clerk still lacks a satisfactory legal definition. Some time ago we recorded a decision that a druggist could not be held responsible if his clerk violated the law in direct disobedience of specific orders. This has now been reversed by Justice Greenbaum of the Supreme Court in this city. The case is interesting in more ways than one. The excise commissioner brought suit against a druggist for selling without receiving a physician's prescription a bottle of a well-known brand of malt whisky. The defense claimed that the whisky sold was a medicine rather than a liquor and that the druggist could not be held liable for the sale because it had been made by a clerk contrary to orders. Both of these arguments were rejected although they have been sustained in other courts. During the past year the courts of Ohio decided that certain medicinal brands of whisky were not subject to ordinary liquor laws, and Judge Davy of this State declared that an employer could not be held responsible for the unlawful acts of his clerks. We are, therefore, again entirely at sea in regard to the legal status of these two important points. Why should not judges and doctors be expected to agree in their findings as well as analytical chemists?

DOWIE IN NEW YORK.

The appearance of Dowie, the modern Elijah and arch-enemy of drugs and doctors, in this city with a mighty army, has not as yet created any alarming commotion. Although the invading host is more powerful in numbers than the druggists of the town, the trade continues to carry on business as usual and to make plans for the future. Nobody but his followers seems to take the great advertising prophet very seriously. Perhaps the world has become accustomed to the old semi-religious doctrine of healing without the means provided for this purpose by nature. For centuries the same curious belief in the power of the immaterial to create or destroy the material has waged war upon a rational healing art. Since medicine has been put upon an experimental basis and has become almost an exact science, it would seem to be a simple matter to combat these strange notions, but it is doubtful whether this sort of nonsense has ever before been so wide-spread as

in those days of laboratories and microscope. Downer and Cutler Science so-called, number their degrees by the thousands of spite of law, science and common sense. Why so many apparently sensible people adhere to doctrine that openly insult all that is rational and true, until we remember that rational common sense itself have nothing to do with the case. It is only the unreasoning followers who risk their lives and spend their money in what they are pleased to call "the cause." The leaders find the doctrine extremely profitable. Faith does not prevent people from taking ill, and wonder cures are somehow always expensive. Mark Twain has shown us how amazingly profitable is the Eddy cult as a money-making business, and the rival institution near Chicago is ever more ambitious. The Boston trust is satisfied to receive fat fees and enormous profits from the sale of books, but the Elijah who is about to subdue Wall Street demands complete personal submission to his will.

THE LAW ON FAITH HEALING.

While Eddyism continues to flourish and modern Eldais proceed on missionary travels in luxurious special trains the law promises to make it interesting for some of the anti-medicine cult. The Court of Appeals at Albany last week handed down a decision which should have a wholesome effect upon the harpies who prey upon people with more faith than sense. It affirms a verdict in a suit brought by the State against one Pierson, in which the accused was found guilty of neglecting his adopted child and condemned to pay a fine of \$500 or spend a day in jail for every dollar of the fine not paid. Pierson, who is one of Down's flock, failed to provide a physician or medicine for the little girl who died of pneumonia. The defense argued that the law did not require the use of medicine, that medicine was not an exact science; that a great body of people had lost faith in doctors, that doctors disagreed among themselves as to methods of treatment, and that the State must prove that medical attendance would in this particular case have been beneficial. Judge Haight held that the State by granting licenses recognized a definite class of medical practitioners and it required parents to feed, clothe and protect helpless children. Full and free enjoyment of religious profession and worship is guaranteed, but acts which are not worship are not. A plea of religious scruples is no excuse for failures to obey the law in matters having nothing to do with worship. The Pierson case is regarded as in a measure a test case. Shortly after this case came up, charges against a family of Christian Scientists were heard in the same court. Several members of the family were allowed to die without medical attendance, and a "reader" connected with a temple of Eddyism in this city was indicted. The cases will now in all probability be pushed, and "healers" who receive enormous fees for discouraging the use of remedies supplied by nature and science will please take notice.

THE AMERICAN DRUGGIST—WHAT SORT OF MAN IS HE?

Why have the druggists of the country failed to give the N. A. R. D. adequate support? That is now a question of far greater importance than the

advantages or disadvantages of the different plans for price control. The association has enjoyed remarkable success in all its undertakings, and no one has questioned the integrity or ability of its officers. Yet the rank and file neglect to give it the meagre support required to make it still more successful. Friends of both the association and the druggists whom it represents have been trying to find the reason for this lack of response. Suspicion and lack of confidence are by some believed to be the underlying cause, but this can scarcely be accepted as the true reason, for the results obtained have been universally commended and the Washington convention was practically unanimous in expressing confidence in officers and policies. Several members stated on the floor that the cause of the trouble could be found in a spirit of apathy among members of the trade, a lack of interest in everything not immediately connected with the narrow surroundings of each store. One delegate of wide experience maintained that it was not apathy at all, but a general distrust of everybody and everything. But none of these explanations seems to be quite satisfactory. Lack of confidence in the few large cities where N. A. R. D. work has not as yet procured striking results, may be easily accounted for, but that does not explain the lack of enthusiasm in other parts of the country where the benefits have been marked. The organizers find little difficulty in bringing together the pharmacists in smaller towns and it is precisely these druggists who lose interest as soon as the association's representatives have departed. The delegates at the convention had abundant enthusiasm; why are the druggists who sent them there so lacking in this quality? Is it merely a sleepy indifference to everything outside their narrow horizon, or a small, sordid willingness to profit by the labor of others? How many years of hard work is required to wake up the average druggist to his own interests? In the meantime those who are too short-sighted to keep in touch with current events by reading the journals, and too apathetic to help fight their own battles may find it difficult to survive.

THE COCAINE CRUSADE IN CHICAGO.

The cocaine venders of Chicago are making desperate efforts to retain their very profitable trade, but their struggles are useless against President Bodemann's determination that the degrading business must stop. A few weeks ago this officer of the Illinois board of pharmacy was assailed with charges of bribery and persecution, and various tricks were employed in the newspapers to injure his reputation. So far the only effect has been an increased respect for Mr. Bodemann in the community and a more hearty approval from his fellow druggists. The latest move of the cocaine renegades has all the appearances of a last desperate resort of hopeless combatants. They petitioned the Governor of Illinois to remove the officer who has shown such troublesome faithfulness to his trust. The Governor promptly referred the charges to the board of pharmacy the members of which filed answers defending their president and requesting the Governor's support. Both documents have now been turned over to the press with an endorsement of the Governor commending the board's

devotion to its duty. Perhaps the enemies of pharmacy and humanity have other resources which they will bring to bear—they are engaged in a fight to the death—but we are confident that the outcome will be a more exalted standard of ethics in pharmacy and honor to the devoted few who have borne the brunt of battle.

THE ERA DRUGGISTS' DIRECTORY, NEW EDITION.

A new edition of the Era Druggists' Directory makes its appearance this week. Those skilled in statistics and possessing the ability to abstract history and prophecy from figures, will find the volume interesting reading. There has been no increase in the total number of retail drug stores in the country during the past year, the actual number being 30,800 or 150 less than a year ago, a decrease of a little more than one-third of one per cent. In Canada the number of retailers has increased from 1,673 to 1,700, while in the other countries embraced in this continent the number remains practically unchanged. The most striking change in the character of the business carried on by American druggists is the addition of various side lines to the drug stock. The lines most commonly added are books and stationery, and paints and oils. New soda fountains have been unusually numerous. There has also been a perceptible increase in the number of druggists who carry surgical instruments. On the other hand many druggists, particularly in the larger cities, have dropped the sales of wines and liquors. Whether this change is due to a growing stringency of liquor laws, or a conviction that this class of business does not properly belong in a pharmacy, can, of course, not be learned from figures alone. The additions to this year's edition of the directory include a list of the principal druggists of Costa Rica, Chile, Peru, Bolivia and Colombia. A notable feature concerns the development of pharmacy in Oklahoma and Indian Territory. In these two territories the numbers of retail druggists have increased 102 and 105 respectively. The preponderance of foreign names among the druggists of New York City and Chicago is more marked than ever. Native Americans bearing Anglo-Saxon names may almost be said to have deserted the calling in these large centres of population.

THERE ARE OTHERS.

The American Druggist is in the habit of flapping its wings and crowing lustily whenever it makes its appearance on time with the account of a convention obligingly closed three days before the regular date of issue. No doubt our neighbor deserves due credit for doing its duty by its readers, although with the aid of modern presses and typewritten reports prepared beforehand, it is possible to do a lot of printing in three days. Perhaps it is also necessary for a journal to blow its own horn—that is one of the disagreeable features of the business—but it is never wise to blow so hard that people begin to examine and make comparisons. The vociferous periodical was not the only one looking out for the interests of its subscribers at the Washington meeting. The Era gave its readers a golly slice of the proceedings



M. T. BRESLIN, New Orleans, La.
Member Executive Committee, N. A. R. D.

while the convention was still in session; besides, was our neighbor's account so very "complete" after all? We have searched its columns in vain for a definite account of the most striking features of the meeting, the proprietors' proposal, the conference with the President and the open session of Wednesday night. This intensely interesting session, during which every one had a chance to learn so many things, and more vital questions were asked and answered than any self-respecting journal could hope to digest in a year, seems to have been overlooked entirely.

Drug Clerks and Success.

One of the worst habits of some unsuccessful drug-clerks is that of fearing that they may do more for their employers than they are paid for. Nothing short of a habit of unselfish devotion to the interests of the business will ever bring pleasure enough to the heart of an employer to make him think his clerk is indispensable. Clerks who have no such habits as lead to the highest success should begin at once trying to establish them. The longer they delay the greater will be the difficulty in replacing bad habits with good ones. The sifting of natural selection is inexorable, but as rapidly as a man fits himself in all essentials for a higher place the quicker is he ready to fill such a place when it comes along, and the more certain is he to keep it.—Merck's Report.

Opportunities in Pharmacy.

It is not necessary that the pharmacist shall always remain upon the plane of average success. If he has the natural or acquired capacity for the conduct of large affairs, opportunities for advancement are as abundant in pharmacy as in other occupations. No other calling can show a larger per cent. of men who have become reasonably wealthy. Nearly all the proprietary specialties which have made fortunes for their owners, nearly all the wholesale firms, and pharmaceutical and chemical manufacturing houses have been started by retail druggists. In short, in pharmacy as in all other vocations, the best men achieve the largest success, and the widest opportunities are open to those who take the widest views, and who have the business acumen necessary to avail themselves of these opportunities.—Prof. J. H. Beal



MEETING OF N. A. B. D., OCTOBER, 1903, AT THE HOME OF WASHINGTON, MT. VERNON, VA.

SHOP TALK

ON COURTESY, RAREST OF VIRTUES.

"If I were Brown, I would throw him into the river," said the C. P.

"Yes, indeed," replied the druggist.

"Eh? It's that new clerk of his. He will kill Brown's trade, as sure as you're born."

"Will it be soon?" inquired the man of drugs, rubbing his hands.

"I went in there just now," continued the sage, taking no notice of his friend's feigned eagerness. "I don't buy a great deal, but I hate to be treated like a piece of furniture. That cub took not the slightest notice of me; he stood jabbering and cackling over the counter with a girl who seemed anxious to get away. He never so much as looked at me for fully twenty minutes. Didn't seem to know I was there, although the girl had the good taste to glance at me inquiringly every minute or so. I might have been a wooden Indian for all he seemed to care. And Brown pays him a salary to sell goods!"

"Did he apologize?"

"Apologize nothing! He acted as though I were an intruder when the girl finally escaped, as if it were the proper thing to keep an old man standing around waiting his high and mighty pleasure."

"I suppose you gave him a lecture?"

"No, I did not! I felt more like taking him out into the street and making a few dents in the pavement with him."

"Don't be so hard on the poor fellow! Perhaps he doesn't know any better."

"No, perhaps not," rejoined the C. P., his temperature beginning to fall at once. "Perhaps I ought rather to feel sorry for one who is so hopelessly unfit for this crowded world. He will see trouble enough. He will find pretty hard sledding in the drug business. The world has little use for that kind."

"Why?"

"Because he doesn't fit into the general scheme. There are so many people that no one can live entirely by himself. Everybody must be adjusted to others so that society can move along without friction."

"And so they got up a book on etiquette. Is that it?"

"A person—a grown person, children are all savages—who considers himself only doesn't belong in a civilized community. He interferes with the rights of others, and prevents free and easy movement."

"And the business man must be careful not to disturb the machinery."

"He must make the path through his establishment smooth and agreeable so that people will feel that they are doing exactly what they want to do."

"That's why he is a philanthropist and gives away goods below cost—occasionally."

"Philanthropy has nothing whatever to do with it. I am speaking of courtesy which has to do only with the surface of things—the rubbing surface. When you oil machinery, you don't care to have it penetrate into the metal. It's on the surface where there is contact that it does its work."

"How can a man have a smooth surface and still be looking out for himself all of the time inside?"

"He can though," said the C. P. soberly. "Some of the worst villains ever are the politest people on earth. Of course, we have all got to look out for ourselves, but civilization demands that we pretend to do the other thing. It's not good manners to try to get something away from the other fellow, but we all do it on the sly."

"It's a difficult world."

"Of course it is! Some people never get properly adjusted at all; a great many fail to get the hang of the thing until they are about ready to pass on to the next."

"Courtesy pays."

"Yes, we must see that our presence is not too painful to others. Superficial suavity is a great thing in business. I have seen men who can swindle you with such consummate grace of manner that it is a positive pleasure, and there are others who can't offer you a cigar or a drink without making you want to trash them."

"It's a great gift."

"I don't know about that. I'm inclined to think it is mainly artificial. There are some people in whom kindness and respect for others seem to be perfectly natural, but that may be only one of the acquired characteristics Darwin tells about. The natural man like the natural animal is purely selfish in everything he does. He does not consider the rights and feelings of others, but follows his own inclinations entirely. But I believe that a constant attention to the wishes of others will do the trick if it is done with tact."

"Ah, tact!"

"It is very easy to overdo the thing. People dest spread it on too thick as much as boorishness."

"Because that shows that you don't mean it."

"I suppose so. Although nobody really expects sincerity in manners still it must not have too many holes."

"Oh, well! I prefer a plain, bluff, out-spoken man every time."

"Because you think he is more apt to mean it. The plain, bluff business is only another attempt to cover up the holes. A lot of men make a show of being plain and out-spoken merely to dodge common decency. There is no such thing as a plain man. If there were, you would avoid him like sin. He would be more repulsive than a gorilla in the park, and would, in fact, have to be kept in a cage."

"At the same time, you can be too polite."

"That is where I differ with you. The courtesy that makes you feel it, is not courtesy at all. True politeness does not show. You merely feel that the man is a very agreeable fellow, but you don't know why."

"Bah! Do you mean to say that it is all on the surface?"

"Perhaps not quite so superficial as the rules laid down in the books on etiquette—there is even a courteous manner of thought—but it never penetrates to the inmost heart of a man. It is always only an adjustment to prevent friction."

"Well, it is valuable in the drug business, anyway."

"Quite as necessary as the ten commandments, or any other part of the training that fits a man to live and enjoy himself among his fellows."

HIS QUESTION MACHINE IN ORDER.

For many years we have joked about the barber and the linguistic torture to the latter framed ear. But no barber was ever in it with Slasher, who isn't a barber. Slasher divides his patronage among many stores, visiting all within a radius of half a mile of his city home. The first time the proprietor sees him is enough. A druggist who settled in his neighborhood the other day, had never heard of him. But he soon did.

Slasher came in the second day after the opening.

"Got aly nux vomica? Ie inquired

"O, yes, this is a well-equipped"

"You keep opodeldoo?"

"Certainly, it is—"

"How about calomel?"

"O, of course, we have all—"

"And hydrochloric acid. I suppose you have some that is stock also?"

"Certainly, you should under—"

"And I would like to know beyond a question that you have essence of peppermint"

"Say, if your time is valuable—"

"And tincture of myrrh? Then carbolic acid you must have, and glycerine and oxalic acid and chloral

and guaiacum and ipecacuanha and phenol—"

"C'nfound it, man, don't you understand—"

"Certainly, certainly; I see you have all those things. I have the greatest faith in you, but, you see, we cannot always trust our fellow mortals,

though we have to depend on them. But the question greatest with me is, have you any stamps and postal cards in stock? Could you accommodate me with a two-center and a card, please?"

HE ALWAYS HAD SOMETHING ACHING.

"A little deception now in the right place," said Syracuse druggist the other day, "works wonders. For instance, I had to discharge a clerk once because his constant blues chilled every one with whom he came in contact. He meant all right, but the impression he made was all wrong. If a customer came in and asked him how he did, he never had a cheerful response. He had a headache, backache, rheumatism and everything else in the category. I told him he'd better say that he never felt better, was finer than silk, or that he felt like a 'fighting cock,' even if he was bad enough to be in bed. I tried to impress upon his mind that the customers did not really care how he felt and only asked out of courtesy or because they did not know what else to say, and that they would feel better if they received a cheerful answer. He couldn't learn, however, and he had to go. Another thing I try to teach my clerks is to wait gladly on a stranger, whether he wants anything in which there is any profit or not. The man who wants a postage stamp or to look in the directory should have his needs attended to just as quickly and cheerfully as the man who buys a good big bill of goods. He may be back some other day and want to buy something that will put a few cents into my pocket. A clerk is paid his weekly stipend to serve whoever comes into the store, and he gets his pay no matter whether he deals out postage stamps, directories, telephone service, or drugs and toilet articles."

TO THE DRUGGIST FOR YOUR LUNCHEON.

A novel move has been made by the pharmacists in Salt Lake City, who conduct soda water fountains. They have planned to run lunch counters on the side during the winter. Not only will hot drinks be served, but dainty dishes of fried delicacies and all kinds of soups will be found on the bill of fare. The day of the syrup and water and sweetened atmosphere soda fountain has passed away. Small electric stoves will be installed behind the counters. On these will be prepared individual pan roasts and fries of oysters, clams and similar delicacies of the season. There will be all kinds of soups to suit the taste. Even noodle bouillon with plenty of noodles will be on the list. Another new soup will be asparagus bouillon. Celery will be served as an appetizer. Some novelties in hot drinks will also be introduced. There will be Russian tea and Ceylon chocolate, a highly spiced beverage. Of course, the regular run of egg drinks and hot punches will be on tap. Sherbet and ices, despite the winter weather, will continue to hold their places on the menu. The outcome of the experiment is being anxiously watched. A protest has already come from the restaurants and

candy kitchens, but those druggists who have decided to enter this new field, maintain they are acting entirely within their rights.

WANTED HIM TO SELL GOODS AFTER ALL.

He was a traveling salesman for a druggists' firm. After four years he asked for a raise in salary, pointing out his success in selling goods.

"But, you evidently misapprehend our idea of salesmanship," the manager of the traveling service replied. "We do not care for men who sell goods; we only want them to take orders."

The salesman retired as gracefully as possible, not pressing the case.

Time went on. The salesman had changed his method of attack. Now he simply walked in to his prospective customer with, "Anything for you to-day? No? Well, good bye." At the end of the year the manager of the traveling service called him into his office.

"Mr. ——" he said, "your sales have fallen off \$9,000 in the last year."

"I know it," the salesman replied.

"You know it?"

"Oh yes, I have all my sales in this little book. See?"

"Well, you're mighty cool about it."

"Not so very. But Mr. ——" (naming the proprietor) once told me: 'An employe should unquestionably obey an order or advice of his superior.' Now you remember our conversation last year when you said you preferred us to take orders rather than to sell goods?"

"Ah—h—h, but, I—I—meant not to crowd goods on to customers."

"Oh, I see. But I didn't understand it that way then. But I can get my sales up again."

So the salesman went back to selling goods. The next year he not only made up the \$9,000 but \$2,000 beside. And the raise came, doubled and unsolicited.

HE HAD TO CATCH "THAT 'ERE MOKE."

A coster stopped outside a chemist's shop with a rather recalcitrant moke.

"Mister," said the pearly one, "can you give that 'ere animal sunfink to make 'im gee-whizz? 'E won't move for nuts."

The man of poisons smiled, went inside, and brought out a large bottle of liquid ammonia. He withdrew the stopper and placed the neck of the vessel underneath the tired one's nasal organ.

One long, deep sniff, and one gasp of twenty assempower, then off galloped Neddy as though his Satanic majesty was after him with a thick stick.

The coster, in stupefaction, gazed at the rapidly retreating form of his asinine friend, then anxiously inquired of the chemist:

"Say, cockie, is that 'ere stuff expensive?"

"No," responded the gentleman designated by that facetious title.

"Then git a move on yer, an' give us two sniffs. I've got to catch that 'ere moke."—Birmingham Post.

PIONEER GINSENG MAN OF ONONDAGA COUNTY.

Many Syracuse residents are devoting their back yards and vacant lots to the cultivation of ginseng. There are also several farms in Onondaga county where the root is grown. This industry is not so new there as many people think. Indeed, dealing in ginseng was practiced by Ephraim Webster, the first white person who made a permanent settlement in Onondaga county, in 1788. According to old histories of the country, Webster carried on quite a business in selling ginseng to the Chinese market. He used to collect the root from the Indians, sending it to Dr. Isaac Halen of Philadelphia, who was a great friend, and who shipped it to China for him. It is said that he collected ginseng in the western portion of the State, then for the most part a wilderness.

SOME CAUSES OF DRUGGISTS' MISTAKES.*

By W. F. JACKMAN, Professor of Pharmacy,
University of Maine.

THERE are few places where habitual exactness of thought and of expression need more emphasis than in the drug store. To the beginner in pharmacy, all is new, both in matter and nomenclature. Here abound pitfalls in a multitude of names for the same thing, and conversely in several different things with the same or a similar name—names scientific and vulgar, technical and commercial, medical and lay, medieval and recent, alchemical and chemical; in tongues ancient and modern, including the vernacular and dialectical. Throughout this maze which seems diabolically designed to beget blunders, yet where a blunder is morally a crime, here where the equipped and diligent find full exercise for every trained faculty, there is surely no place for the untrained and heedless.

Intricacies of Nomenclature.

Among his early lessons in the store the beginner must distinguish between the mild and corrosive mercury chloride, with their half-dozen common and dozen less common synonyms. Soon after he learns that salts of lemon bear no relation to lemons, copperas none to copper, nor limes to lime. Also that ammonia has a very important relation to sal ammoniac, but none whatever to gum ammoniac. Later he ascertains that benzene has no kinship with benzoin, but is identical with benzol, and also bears certain important relationships to gum benzoin (which is not gum), and to carbolic acid (which is not an acid). After these preliminary exercises he will be better able to understand (to spell as pronounced) that oil of koko (theobroma) is really koko butter and not kokonut oil, although it comes from a koko nut, a valuable food or beverage source; but that the true kokonut oil comes from the kokonut, also a valuable food-stuff source; whereas, as a matter of fact, the koko (erythroxylon) does not produce nuts at all, and is moreover a decided poison, not proper to use in food products at all.

By this time the young pharmacist suspects that further search will reveal other pharmaceutical terms to be misleading also. His search is rewarded by finding, e. g., in above considered case, that oil of the cacao nut (or cacao butter) is not only not cocoanut oil, but is not even an oil at all (at ordinary temperature); and not much more truly a butter than is butter of antimony. He also finds that such other side dishes as "milk of lime," "sugar" of lead, "oil of vitriol," "syrupy" phosphoric acid, "milk" of sulphur, "thorn-apple" and manna are not the most palatable articles of the pharmacists' bill of fare. (Incidentally, the hope may be here expressed that some noble soul may soon give us, a much needed work, a complete descriptive list of pharmaceutical terms similar in sound or meaning.)

Heterophemy.

Of the ever impending danger of error from confusion of terms in above classes all pharmacists are from the first aware, and consequently on guard. But another source of error, the more dangerous because not so commonly known to exist, remains to be noted. The average druggist would perhaps resent the suggestion that he probably mentally associates together habitually certain things not necessarily at all related; and that from this wrong association, from whatever cause arising, he is in grave danger of substituting for the thing intended its mental associate, when compounding or dispensing. Heterophemy, a mental defect simplest stated as thinking of one thing and saying or doing another, is commonly enough recognized in every-day affairs, where it is

usually only a source of banter or amusement. But in the drug store nothing can ever be tolerated as amusing or excusable that is a source of mistakes.

To illustrate: the writer once had a clerk who wrongly associated borax and alum, so that the mention of one always brought to mind the other. In sales this several times led to an unconscious substitution of one for the other, until his liability to this mistake was forcibly impressed on his mind by the joint efforts of customers and proprietor. This error was probably originally due to wrong association because of similarity of appearance of these drugs, less marked in the lump than in powdered form, although the mistake was made with both forms. The writer also knew a physician who acquired an enviable reputation for skill in a particular case in which he intended and supposed he had prescribed yerba reuma, but which he really wrote yerba santa. The cause of error here was obviously similarity of names. But students have been known not infrequently to confuse yerba santa and grindelia, an error probably due to physical similarity of the crude drugs.

Other instances might be cited, but one will suffice. The writer formerly confusedly associated taraxacum and podophyllum, so that the thought of either called up the other, the result being a confused composite mental picture that required great caution to prevent a dispensing error; this confusion applied alike to the crude drugs and their preparations. It is not thought that the same confusion existed, in degree at least, between their common names as between the official names, which suggests that the error may have arisen from contemporaneous study of the drugs when their official names were learned. Wrong association was doubtless forming and growing stronger by repetition for some time before first recognized at the prescription counter. From the moment of its distinct recognition the chief danger ceased. But it is precisely because not recognized that gravest dangers is to be feared from this source.

From long observation it is held that danger of errors in compounding and dispensing due to this cause is neither fanciful nor rare, but real and widespread. The wisdom of the adage of the ancients, "Man, know thyself," will find justification here, and a conscientious heart-searching will doubtless reveal to many of us hitherto unsuspected joints in our pharmaceutical armor. At least, nothing is to be here more feared than complaisant self-confidence based on assurance rather than on inspection. Apropos of this principle some philologists say that students should not, e. g., study both first and second declensions the same day, for danger of confused association; but the danger here seems overrated. It is a fair question, however, whether certain well-intentioned warnings may not at times do more harm than good; e. g., against confusing quinine and morphine, which are not commonly liable to confusion, not kept near together, nor in similar containers, are very different in "feel" and usually markedly different in form.

A Short Table of Sins.

As an aid to examination of pharmaceutical conscience, a short table of sins, as below, may be made and filled in with any observed lapses of above kind. The beginner will make errors which do not trouble the expert. He will, e. g., confuse magnesium sulphate with manganese sulphate. Hypophosphite he will call hypophosphate of course, and confuse with the other acids of phosphorus. Some months will be required to define the mysterious borderland between cinchonine and cinchonidine, and to feel sure whether it is hyosicine hydrobromide or hyoscyamine bromate. But errors which wider knowledge will remove may be ignored, since the needs of the dispenser chiefly concern us. We note then that this error arises from wrong association because of:

*New England Druggist.

Similarity in	Use	Sweet Oil, Cottonseed Oil, Olive Oil, etc.
	Thing	Zinc Sulph.; Magnes. Sulph.; Alum. Borax; "Oil" of Vitriol.
Names	Shape	Pot. Bichrom.; Red Prus. Pot. dumpy; Pot. Bichrom. Camphor.
	Color	Orange (typ.); Quinine, Morphine, Quinine, Salicine, Zinc White, Pearl White.
Sound	Taste	"Sugar" of Lead
	Smell	Peppermint, Sparanoid
Meaning	Use	Bas. citrat., Impassibil., Chloride of Lime, Calcium Chloride
	Sound	Myristol, Myrcin, Myrcin Escobane, Dogbane, etc.; Trocheol, Thieriac, Drop Black, Black Drop, Black Wax, Black Draught, Prep. Chalk, Drop of Chalk, Coca, Cocin, Cocin, etc.

These instances are here given, as few persons have the same difficulties, e. g., the writer knew a dispenser of lime in order to fill a prescription calling for calcium chloride—a mistake we look for only in beginners.

Mental Preconceptions.

Another source of error since familiar need be but mentioned. It is that a mental preconception or prejudice will obscure or prevent the recognition of a truth opposed to such preconception or prejudice, and that in proportion to strength of such prejudice. The universality and power of this principle is the chief reliance of the party boss, who finds it cheaper, more potent and far-reaching than money. Another instance is the familiar fact that if one makes a mistake in adding a column of figures there is strong probability of making the same mistake the second time, unless the column is added in the opposite direction. This is because the mind is predisposed to accept as true its former judgment at the point where the mistake was before made, and so the error passes undetected. The special care necessary to avoid error from above principle is particularly well known to proofreaders. A pharmaceutical instance: A preconception that a physician would prescribe tinct. catechu as one ingredient in a certain mixture (possibly because he commonly did so in similar cases) led a clerk to dispense tinct. catechu, although tinct. kino was plainly written; the same mistake being afterwards repeated. Another clerk who prided himself on being able to find any article in the store in the dark, relying on shelf position to the exclusion of label reading (contrary to rules), dispensed laudanum for paregoric, the marked difference in appearance and smell of the two not once attracting his notice. As this occurred in the writer's own store, he is unfortunately able to couch for its authenticity.

One instance as a warning to the too confident will suffice. A druggist to whom the foregoing had been pointed out and who while freely conceding the probability of the monitor was yet altogether sure of his own impeccability, was recently discussing with the writer a coming excursion, the date of which he supposed to be June 15, an error, but due to misinformation. His confidence in a friend's mistaken information then constituted a mental prejudice such that when later he read a newspaper descriptive article of the proposed tour, which plainly stated the date to be July 15, he nevertheless read it June 15. This article he read to several friends, each time repeating his mistake. Not until he wrote to the excursion manager to engage passage (who called attention to his mistake in dialect) did he suspect his error and would not then have acknowledged it had not the newspaper clipping been procured. His friends have not yet dared suggest that he might just conceivably have made it his own but more from a similar cause a similar mistake.

Among the many things of which we are profoundly conscious is not remarkable that we know so little

of ourselves. We are blind and deaf to most that passes on about us at best, and as to ourselves the testimony of the senses is both insufficient and suborned. It is insufficient because the subjective is less noted than the objective, suborned because (through prejudice, as above noted) the senses are taught to give only good and not evil report of the master ego. Hence that some druggists may refuse to listen to the suggestion that they may as other men be liable to error is indicative of nothing except danger to their customers.

Another source of error arises from the fact that since thought runs ahead of its execution through the lips or fingers, there is danger, especially if hurried or hurried, of omission (or occasionally of inversion), an error generally unsuspected by the perpetrator. Familiar illustrations will occur. It is necessary only to indicate it to emphasize the importance of checking off each ingredient when compounding.

Absent-Mindedness, the Bane of Undisciplined Minds.

Another source fruitful of errors commonly enough recognized but more hopeless of correction, the bane of undisciplined minds, is absent-mindedness. Although a vicious habit wholly unfitting one for the drug business, it may sometimes trouble the victim only in certain lines. The immature or objective type may, e. g., do mechanical work or listen to directions concerning same, but would hardly read half a page or listen to a ten-minute lecture without going to sleep—or wool-gathering. This type, though painfully common, is largely the attribute of youth and lack of mental training. The mind is largely yet blank. A more serious type is that in which the mind is not blank, but occupied with thoughts and ideals remote from the business in hand. If habitual, this of course renders the victim unfit for dispenser. If the symptoms are only acute and due to passing cause, he may be for the time only unfitted for anything but mechanical work. If the cause is deeper and the preoccupation become chronic, sense and safety demand his immediate exit. No account need be taken of the obsession and idiosyncrasies of the drinking man, the gambler, morphine user, etc., for no sane employer will have such around.

There is a time, covering a varying number of years after puberty, when for the average young man the only safe things to let him do around a drug store are to scrub, wash bottles, and grow. For at this period he simply cannot think of the pharmacopoeia, only of the immorata, and the next dance. Emerging from this chrysalis stage, if of good sense and morals, his temporary alienation will have left no serious trace. He will then be ready for the real study of pharmacy.

Logically supplementary to a consideration of causes of dispensing errors would be certain modes of safeguarding against them. Under this head, a theme of deepest consequence, might well be considered the usually much lauded plan of "double checking." At a later time it is hoped to examine somewhat fully into this and kindred plans for safe dispensing.

In the foregoing merely some, not all, causes of error are considered. No attempt at scientific completeness is made. Perhaps the most common serious source of error (aside from downright incompetence and heedlessness, which it is idle to consider) is planlessness. But the proper corrective of this is the special theme of the supplementary article referred to in the preceding paragraph.

State Your Business?

The underlying principle of all advertising for all businesses is the same. What applies to one business will, with very minor alterations, apply to another. There's not enough difference between any two businesses to make much difference in advertising. Advertising is simply letting folks know what you have, who you are and what you can do for them. If you don't tell them they can't know. If they don't know they probably won't buy. That's all there is to it, and no amount of reasoning will make it otherwise—American Grocer.

THE PHARMACOPOEIA AND THE PHARMACIST.*

By A. R. L. DOHME, Ph. D.

EVERY ten years the time comes around for a new pharmacopoeia to make its appearance, and while we should normally look for this to be the first year of the decade for which it is to be official, the fact is that it practically never puts in an appearance until from one-third to one-half of the decade has passed. It does seem strange to date a pharmacopoeia 1905 and have it come from the press in 1904, but we see here again an instance of not adapting an old custom to modern conditions. When the first pharmacopoeias were revised, there was little to be done, for there was little progress in pharmacy from one decade to another, and a convention called in 1830 could complete its labors and get out a book in the same year or not later than early the next year. Now progress is much more rapid, and ten years produce enough new investigations and facts to practically make a new book of its revised edition.

It seems to me that it is time to modernize the revision of this important book, becoming more important every day, and instead of being four years behind the times, to be up-to-date. Let the revision committee be appointed in the middle of the decade, say 1905, i. e., in the "five" years, instead of the "naught" years, and then have the revision completed and the book ready for issuance in the month of December preceding the 1st of January it is to go into effect and become official. The Pharmacopoeia used to be and is largely yet a moral rather than a legal authority, i. e., it effected its purpose of pure drugs and standard preparations by moral persuasion or the fear of being found wanting, rather than by the legal power or fine and imprisonment. We are now entering upon the era wherein it will be a legal document, because pure food and drug laws will now become general, and the U. S. P. will be their standard as it already is the standard in all states that have such laws. As a legal document, it should be kept closely in touch with the most modern thought and knowledge, and its revision should not be postponed four years after the date on its cover. It will be necessary, it seems to me, after these laws become general, to supplement this decennial revision by an annual or bi-annual revision supplement, thus compelling the revision committee to continue at its labors and not quit after publishing its decennial revision. The questions of moment that are confronting the revision committee are not few and it is just as well to present them to this body and bring its opinion to bear upon the question at issue.

1. Shall the strength of all tinctures in the U. S. P. be made uniform, or shall they continue as at present, of all possible variable strengths, i. e., shall the word "tincture" mean something in pharmacy, just as fluid extracts mean 1:1? If so, shall this strength be 10 or 20 per cent? At the Brussels international Conference of Pharmacists this year the delegates decided to adopt 10 per cent. for all potent tinctures. If we change many to this 10 per cent. strength, why should we not change all?

2. A minimum impurity requirement for all inorganic chemicals has been proposed. We now really require 100 per cent. pure inorganic chemicals throughout the U. S. P., and we are or ought to be fully cognizant of the fact that such a thing does not exist, that potassium iodide or ammonium bromide do not exist commercially in such a state of purity, and we deceive ourselves when we assume as much or believe as such. Hence, it has been deemed advisable to state limiting amounts of impurities permissible, e. g., potassium

iodide must be at least 98.5 per cent. pure, and so on for every inorganic chemical in the pharmacopoeia.

3. The use of petrolatum as an ointment base is under discussion, and opinion is divided upon the preference thereof to fatty bases, such as lanoline or lard.

4. The use of solutions of unstable syrup formulas instead of the syrups themselves with the instruction to use so much solution to so much syrup for making the same whenever needed by the apothecary.

5. The introduction or non-introduction of Antitoxin into the U. S. P., for while no one questions the desirability of doing so, it practically is open to serious question, on account of the difficulty of establishing a method of determining its strength and of controlling the same. The German pharmacopoeia requires all its antitoxin to be tested by the National Institute at Frankfurt, and only such as has its lead seal upon it is official. This is not practicable in this country.

6. The abolition of solid extracts and the use only of powdered extracts, because of the indefiniteness of the term "pilular consistency."

7. The wide application of pharmaceutical assaying to drugs to the end that about twenty will be standardized by assay instead of four, as at present, and that all their preparations will be standardized as well. While we know that but few pharmacists will ever assay their preparations or their drugs, yet we believe that it is in the interest of medicine and of modern ideas to establish the standard and make manufacturers and pharmacists live up to them.

8. To introduce standardized drug powders, i. e., powders of definite fineness and of assayed strength. This question is not by any means decided, but it is believed that it is in the interest of the pharmacist, physician and patient to have all ground or powdered drugs that are sold to the pharmacist of a standard strength, wherever such a standard can be established by assay.

9. The admission of synthetic chemicals that are largely used, whether patented or not, provided the patent expires before the year 1910.

10. The adoption of doses for all the drugs and preparations of the pharmacopoeia.

The pharmacist will have much more occasion to use the pharmacopoeia about to be issued than he has that that will soon pass into history, because of the adoption of state and national laws for the strength and purity of drugs. When he buys his drugs hereafter from the jobber and manufacturer, he will either have to be sure that such jobber or manufacturer is absolutely reliable, and examines or assays his drugs, or he must test and assay them for himself, in case he prefers to take his chance with the cheap dealers or manufacturer, for no matter where he buys them, the law will hold him responsible for whatever short comings may be found among the drugs in his store. For this reason, the pharmacist and the pharmacopoeia will have to become better friends in the future than they have been in the past, and the importance of examining their drugs by the standard of the pharmacopoeia is at once apparent.

No pharmacist who understands his profession and keeps abreast of its advances and present conditions need fear to face the future, because if he knows how to apply the tests and assay processes of the pharmacopoeia as he should, he will not be molested by the law. If the result of the pure food and drug law is to wipe out all such as are incapable of properly carrying on their calling, this will be a gain for the public and capable pharmacist. When I buy chemicals or drugs, it matters not from whom, and if it is from the best and most reliable house in the country, I test them and assay them, so that I know what I am using and can rest content. If you can convince yourself that those you buy from have done the same, and can do it as well and thoroughly as you can do it, you might take your chance and depend on them for the purity of your goods, but you will always be safest and sure not to be found wanting when the law puts you to the test, if you have made a close friend of your pharmacopoeia, by having tested your goods yourself.

*Read before the Maryland Pharmaceutical Association.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulae and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Syrup Gum Syrup.

(E. B. Co.) The following formula has been published as producing a satisfactory preparation:

Tincture of red spruce gum.....	2 fl. ounces
Sugar	26 ounces
Water	1 pint
Caramel	1 dram
Fuller's earth	2 drams

Mix two ounces of sugar with the tincture of spruce and Fuller's earth, rub well and add the water in divided portions; then filter, returning the filtrate until it comes through clear; add the caramel and sugar, which dissolves with a gentle heat, and strain while warm. A syrup of a different and richer appearance may be made by mixing equal parts of the syrup prepared as above and syrup of wild cherry of the U. S. pharmacopoeia.

The tincture of red spruce gum directed for use in the above is best prepared from this formula:

Alcohol, q. s.	1 pint
Red spruce gum (in fine powder).....	2 ounces

Macerate until dissolved and filter.

Lassar's Paste.

(A. B.) Hager gives the following, which is the original formula:

Salicylic acid	2 grams
Yellow vaseline	50 grams
Zinc oxide	24 grams
Starch	24 grams

Triturate the powders together, and make into a paste with vaseline. This preparation is also known under the title of "Paste Salicylica, Lassar."

Lassar's Naphthol Paste.

Beta-naphthol	1 ounce
Precipitated sulphur	5 ounces
Yellow vaseline	2 ounces
Soft soap	2 ounces

Mix the powders, add the vaseline and soap, and mix thoroughly.

Elixir of Iron, Arsenic and Strychnine.

(F. W. B.) The following formula has been published:

Iron pyrophosphate	128 grains
Solution of arsenious acid.....	400 minims
Strychnine	2 grains
Distilled water, hot,	1 fl. dram
Simple elixir, enough to make.....	16 fl. ounces

Dissolve the iron pyrophosphate in the water and add to 12 fluid ounces of the elixir in which the strychnine has been dissolved; mix thoroughly, add the solution of arsenious acid and enough simple elixir to make 16 fluid ounces. Each fluid dram contains 1 gram of iron pyrophosphate, 1/32 gram of arsenious acid and 1/64 gram strychnine.

Soothing Ointment.

(A. B.) We cannot give the formula for the proprietary article. The following has been recommended for a "soothing ointment":

Resorcin	100 grams
Zinc oxide	60 grams
Bismuth subnitrate	60 grams
Oil of cade	120 grams
Petrolatum	350 grams
Hydrous woolfat	350 grams

Powder the resorcin and mix with the other ingredients. This ointment will darken on exposure to air and light, and it should be kept in well closed containers.

GATHERED FORMULAS.

To Fasten Cloth or Leather upon Tables, Desks, Etc.

Prepare a mixture of wheat flour 1 kilo, four tablespoonfuls of powdered rosin, and two tablespoonfuls of powdered alum; rub the mixture in a flat capsule or other suitable vessel, with water to a uniform smooth paste, which transfer to a small kettle over a fire, and stir until the paste is perfectly homogeneous, without lumps. As soon as the mass has become so stiff that the stirrer remains upright in it, transfer it to another vessel, and cover it up, so that no skin may form on its surface. This paste is applied in a very thin layer to the surface of the table, the cloth, etc., then laid and pressed upon it and smoothed with a roller. The ends are cut off after drying. If leather is to be fastened on, this must first be wetted. The mass is then applied, and the leather rubbed smooth with a cloth.

Putty for Railway Carriages.

The putty used for railway carriages must be of special composition to prevent it working out under the vibration to which they are subjected. The following mixture makes a good putty for the purpose: Dry white lead, 15 lbs.; rubbing varnish, 1 1/2 pint; gold size, 1 gill; boiled oil, 1 gill; silex, 1 lb. Another recipe is: One part white lead; one of gold size japan, 1 part of hard drying varnish. Some railroad painters prefer to use half each of lead in oil and dry lead, mixed with equal parts rubbing varnish and gold size japan. The putty should not be applied until forty-eight hours after the priming has been done.

Filling for the Teeth.

Zinc oxide (recently made by burn- ing).....	200 parts
Powdered silex	8 parts
Powdered horn	4 parts
Powdered glass	5 parts

Mix and pass through a very fine sieve.

To be kept in a well-stoppered bottle. When required for use, a little of the powder is mixed quickly with a concentrated solution of chloride of zinc, so as to make a thick paste, which is pressed into the cavity of the tooth and will harden in less than ten minutes. The mixture is claimed to form a hard white cement which will last for years, being next to gold leaf in permanency.

Cough Elixir.

Dilute hydrobromic acid.....	1 1/2 fl. ounces
Tincture of esquin	2 fl. ounces
Tincture of lobelia	1 fl. ounce
Tincture of senega	2 fl. ounces
Wine of ipecac	2 fl. ounces
Solid extract of hebrice	1 ounce
Spirit of chloroform	2 fl. ounces
Oil of pepperum	20 minims
Vinegar of squill	5 fl. ounces
Refined sugar	24 ounces
Distilled water, a sufficient quantity to produce	60 fl. ounces

Dose—10 to 60 minims.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

MONEY RAISED AT THE CONVENTION.

Chicago, October 17.—The following is the result of the appeal made for funds by Executive Committeeman Thomas Voegeli at the Washington convention. The funds were afterwards turned over to the new treasurer.

Delegates.

Connecticut—Bridgeport, John A. Levery, \$5.
Illinois—Chicago, W. T. Kleuze, \$5; L. P. Larsen, \$5.
Indiana—La Porte, F. W. Meissner, \$5.
Kentucky—Louisville, Simon N. Jones, \$5.
Louisiana—New Orleans, M. T. Breslin, \$5; F. C. Godbold, \$5.
Massachusetts—Boston, George W. Cobb, \$5; George W. Cobb (first payment of \$5 per year for five years), \$5. Holyoke, L. G. Heinritz, \$5.
Minnesota—Minneapolis, Stuart Gamble, \$5; Charles W. Hubn, \$5; Thomas Voegeli, \$5.
Missouri—St. Louis, Theo. Hagenow, \$5.
New York—Brooklyn, William C. Anderson, \$5. Syracuse, George E. Therpe, \$5.
Pennsylvania—Pennsylvania State Association delegates, \$10. Bloomsburg, George P. Ringler, \$5. Kittinging, W. J. Sturgeon, \$5. Philadelphia, John D. Groves, \$5; A. T. Pollard, \$5; T. H. Potts, \$5; D. J. Reese, \$5; Charles Rehffuss, \$5; S. W. Strunk, \$5. Pittsburg, H. J. Seigfried, \$10.
Wisconsin—Madison, Edward Williams, \$5.
Miscellaneous—Henry Robb (address unknown), \$5; "Committee on R. H.," \$7.

Manufacturers.

District of Columbia—Washington, Inter-State Medicine Co., \$25.
Massachusetts—Worcester, J. Leyden White (Pheno-Caffein Co.), \$10.
New York—Brooklyn, F. E. Kirby (Morgan Drug Co.), \$5.
Total, \$40.
Total cash, \$197.
Pledges—Associations (City, County and State).
Alabama—\$25.
California—San Francisco, \$50.
Connecticut—Bridgeport, \$25.
Delaware—Wilmington, \$25.
Illinois—Chicago, \$300.
Indiana—Fort Wayne, \$50; Indianapolis, \$50; La Porte, \$10.
Kentucky—Louisville, \$50.
Louisiana—New Orleans, \$25.
Maryland—Baltimore, \$50.
Minnesota—Minneapolis, \$250; St. Paul, \$25.
Missouri—St. Louis, \$250.
New Jersey—Jersey City, \$25.
New York—Bigghamton, \$25; Erie County, \$25.
North Carolina—\$25.
Ohio—Columbus, \$25.
Pennsylvania—Bucks County, \$25; Lancaster County, \$25; Lawrence County, \$20; Philadelphia, \$250; Reading, \$25; Western Pennsylvania (Pittsburg), \$250.
Tennessee—\$25.
West Virginia—Wheeling, \$25.
Wisconsin—Milwaukee, \$25.
Total, \$1,980.

Individuals.

Alabama—Mobile, J. D. Sutton (\$5 a year for five years), \$5. New Jersey—Jersey City, J. C. Gallagher, \$5. Total, \$10.

Manufacturers.

Dr. Miles Medical Co., Elkhart, Ind., \$1,000; Nard Mfg. Co., Pittsburg, Pa., \$50; Peruna Drug Mfg. Co., Columbus, O., \$1,000; Piso Company, Warren, Pa., \$1,000; Paris Medicine Co., St. Louis, Mo., \$1,000; Lydia E. Pinkham Medicine Co., Lynn, Mass., \$1,000; William R. Warner & Co., Philadelphia, Pa., \$15; World's Dispensary Medical Assn., Buffalo, N. Y., \$1,000; Sterling Remedy Co., \$5,000. Total for manufacturers, \$11,065.

This gives: Total pledges, \$13,055; total cash and pledges, \$13,252.

In explanation of the last item in the donations by manufacturers it should be stated that Maj. H. L. Kramer of the Sterling Remedy Co., proposes to turn over to the N. A. R. D. a certain percentage of the proceeds of the amount of orders for his company's products received within a certain specified time and on a special order blank. He is to advance the \$5,000 to the N. A. R. D. treasury at the rate of \$500 per month, thus making the donation nearly equivalent to cash.



J. P. J.'s New Postal.—Cigars Due from Francis.— Changes Made by Many of the Boys and Some are New to the Grip.

E. C. Fowell, Middle States man for Schieffelin & Co., is back in his territory after a two week's visit to the metropolis.

Will A. Stecker has resigned his position as traveling salesman for the A. H. Lyman Drug Co. of Manistee, Mich., and will give his time to the management of the Cadillac pharmacy at Cadillac, of which he is part owner. He was with the Lyman Co. for four years.

Herbert Welsh is a new man with the McPikes, Atchison, Kan. Jim Leads, with the same firm, has gone to his home in Hiawatha to recuperate after a period of illness.

W. H. Francis, the popular travelling salesman employed by Langley & Michaels, the wholesale jobbers of San Francisco, was married in Ventura to Mrs. Myrtle Lloyd. Francis recently built a handsome bungalow for his wife near Ventura.

John Paul Jones, Sharp & Dohme's New York State man is always original. This is his postal card to his friends: "Life is Short—Let Us Do the Other Fellow Some Good—As We Journey Along.

I Am The Other Fellow. Thaw Out—And Send Me a Mail Order to Hotel Gerard, Rochester, N. Y. Oct. 17 & 18. (Sd.) John Paul Jones 'He Pays the Freight' This is by special permission of former Lieut. Governor Jones, (Jones of Bigghamton)."

Albert T. Womson, long employed at Wetherell's



WARD R. FORD, M. D., Minneapolis, Minn.,
Representative for Eli Lilly & Co.

drug store, West Springfield, Mass., George Schirch has resigned his position to become associated with Eli Lilly & Co. He will be identified with the company's New York branch and will travel in the East.

Albert T. Wouison, long employed at Wetherell's pharmacy, Gloucester, Mass., has resigned to become a travelling salesman for a Boston firm of cigar manufacturers. His work will carry him among druggists.

F. N. Oaley, general western agent for Seabury & Johnson, has returned to Chicago from a trip to the Pacific coast. He reports present business and future prospects out there as distinctly all right.

George St. Clair has severed his connection as Chicago manager for Johnson & Johnson, it is reported. He will go into the brokerage business in Chicago and is now in the East making arrangements, it is said, for accounts. It is understood that his successor has not yet been appointed.

Chicagons interested in the new Pacific Drug Co., wholesale, which recently opened at Portland, Ore., are Paul S. Norton, formerly representing Seabury & Johnson in Chicago, who is president, and L. Brinckerhoff, formerly with Morrison, Plummer & Co., who is vice-president.

OBITUARY.

DR. H. M. ALEXANDER, the owner of the Lancaster county vaccine farms, near Marietta, Pa., died at Onewago, Pa., aged 52 years. He established his vaccine farms in 1889, one of the largest vaccine establishments in the world, producing 100,000 points annually. He had recently begun producing antitoxin for diphtheria.

H. H. WAUGH, a druggist of San Francisco, expired in a dentist's chair while under the influence of chloroform, preparatory to having some teeth extracted. Before taking the drug he called in his own physician. Waugh was well known throughout this city and held a high position among the pharmacists of the State.

GEORGE T. TALBOT, a prominent chemist and manufacturing pharmacist of Lawrence, Mass., is dead at the age of fifty-eight years. He was born in Newburyport, Mass. He is survived by a wife and one son.

AMRON DAVIS, one of the oldest residents of Boston, Mass., is dead. He was the last living employee of the old Roxbury Chemical Works. He retired from business (i. e. about twenty-five years ago.

AMONG THE BOWLERS.

Baltimore Now in Full Swing, With J. Bailly & Son in the Lead—Buffalo and Rochester Strikes.

Baltimore, October 20.—All six of the Baltimore Drug Trade Bowling Club teams were in the field last week, and the season may therefore be considered as fairly on. Monday night the Stanley & Brown Drug Co. met the Root & Herbs, and took two out of the three games, a let-down in the first preventing three straight. The scores and the highest individual averages for each team were:

Stanley & B.	701	815	880	Root & H.	763	730	742
Whitehurst	...	166	...	Davis	...	...	163
McClyk & Co	804	862	756	Calvert Drug	753	510	690
W. Smuck	...	177	...	Ellicott	...	...	128
Sharp & D.	825	823	800	J. R. & Son	862	800	825
Löffler	...	182	...	Fairley	...	...	192

Those games place the several teams in the following positions:

	W. L.	W. L.
J. Bailly & Son	5	1
Stanley & Brown	3	3
Root and Herbs	4	2
McCormick & Co	3	3
Sharp & Dolme	3	3
Calvert Drug Co	0	6

The Calvert Drug Co., it will be seen, is the weakest team in the aggregation. It is composed of new material, however, and subsequent developments may show rapid improvement.

Detroit, October 20.—The Detroit Drug Bowling League will open its season this week, and some very exciting contests are looked for. The teams have been having several try outs, and some very creditable showings was the result.

The officers of the League are: H. E. Perry, president; H. J. Lawrence, vice-president; C. G. Willis, treasurer; A. H. Ludwig, secretary. The members are Nelson, Baker & Co., Michigan Drug Co., Parke, Davis & Co., F. Stearns & Co., Farrand, Williams & Clark and F. P. Ingram & Co. The personnel of the league is as follows, and the first named is the captain of their respective teams:

Nelson, Baker & Co.—A. H. Ludwig, F. Walsh, J. Feeney, A. Hillman, J. Holland, Wm. Schroeder and O. Mauer.

Michigan Drug Co.—C. R. Carlisle, H. E. Perry, Wm. Hodges, R. Pulver, C. G. Almeindinger, L. H. Cole, O. Grald.

Parke, Davis & Co.—H. J. Lawrence, G. Squires, P. Berry, G. Elsey, J. E. Smith.

F. Stearns & Co.—S. O'Donnell, C. G. Willis, G. Haggerty, N. O'Donnell, C. Keppler, Dr. Ballah, C. Lorgoin, H. Rheinhold.

Farrand, Williams & Clark—M. Tengan, W. Mofatt, F. Gendernalik, R. Clements, P. Keller.

F. P. Ingram & Co.—J. Laughlin, C. Wieber, S. Mannassa, C. H. Harrington, A. Smith, P. J. Cosgrove, N. Baxter.

Interest is being maintained in the Parke, Davis & Co. inter-departmental league by the fine scores being rolled up. The high team score last week was made by the General Business team, 89, which establishes a new record for the league. Stewart and Paige each made 208, the high single scores for the week.

The Druggists' Bowling Club of Buffalo, at their annual meeting, elected the following officers: President, Henry A. Schuck; vice-president, John H. Rifer; secretary and treasurer, J. L. Perkins; captain, P. M. Lockie. The club will bowl every Friday afternoon during the winter months.

The bowling team of Rochester druggists had another practice game last Thursday and the team headed by Druggist Elmer E. Chilson won from the team headed by D. H. Moore. The game showed that the bowlers have not "forgotten how," and they feel confident that they can now go against any other team in the city.

IN SOUTH AFRICA.

Where a Drug Clerk Got Richer in Experience Than in Money—Was Besieged by Boers, Sold Poison for Hyenas, and Was Vanquished by a Strange Board of Pharmacy.

Two years ago the ninth of October a young man went from Brooklyn to South Africa. His latent enthusiasm, fired by tales of gold almost lying loose in the highways, inspired him to give up a comfortable position with Druggist A. G. Koehler of Broadway and Decatur streets, Brooklyn, and leave his wife behind while he went and gathered some of that gold. His name was Otto I. Wessel.

But Mr. Wessel is back—to stay. And, differently than he had planned—poorer by \$2,000.

When Mr. Wessel struck Cape Town, Cape Colony, he found a city of 10,000 inhabitants, nominally, holding 250,000. It was war time. Mr. Wessel began paying board at the rate of \$3.50 a day. After a short time he got a position with Heynes, Mathew & Co.—at six pounds a month. He postponed picking up the gold.

But Mr. Wessel soon proved his worth. Heynes, Mathew & Co. are one of the largest drug firms in South Africa. Their main retail and wholesale store at Cape Town is a beautiful structure, six stories high. They have branches at Sea Point, Green Point, Ronderbosch, Claremont, Stellenbosch, Bloemfontein, Kimberly and Mossel Bay. Mr. Wessel became invaluable to them, with the result that his six pounds a month was considerably more when the first pay day arrived. In a short time he was getting five times as much and had found a somewhat cheaper boarding house. Then he was sent to take charge of the branch at Mossel Bay.

Peace in War Under American Flag.

Life was full of interest. The Boers took it into their head to capture Mossel Bay. So they began to besiege it. "What the Dickens shall I do?" thought Mr. Wessel, who knew that the first thing a Boer army always does after capturing a town is to annex its drug store to their commissary. He decided to fly an American flag, and did so, for three days, when British ships came into the bay, cut off the Boers and saved the beleaguered city.

It was in Mossel Bay that Mrs. Wessel, who had followed her husband a year later, nursed Jack Buell, Parke, Davis & Co.'s famous representative in South Africa, into health from a malignant attack of fever. Buell and Wessel were a sort of South African Damon and Pythias. In our picture Mr. Buell is playing Pythias to another Damon, but that is only temporarily, for picture purposes.

"Ah, those Boers are great customers," Mr. Wessel told an Era representative. "In our little store at Mossel Bay a day would occasionally come when neither myself nor my clerk would sell a thing. Perhaps the very next day we would sell 75 pounds' worth at a profit of 150 per cent. They buy medicine by the gallon. Ten boxes of Williams' Pink Pills at one time!"

"You should have seen my poison book. Entries like this: 'One ounce strychnine, to kill hyenas.' Nearly every sale was for killing wild beasts. Then we sold an immense amount of strychnine solution for snake bite injections, and the price would set a Broadway man wild. It was a great place for the fellow who owned his own business. But to conduct your own store you must register. And that's the reason I came away—because they wouldn't let me register."

England Jealous of Professional Privileges.

England and Englishmen are in absolute power.



J. L. BUELL,
P., D. & C.'s Representative in South Africa.

The professional man from the outside is kept out just as far as possible. In Cape Colony the making of the pharmacy laws is vested by Parliament in the Cape Peninsular Pharmaceutical Society. A. Mathew of Heynes, Mathew & Co., is the president of the pharmacy board. There are two other members, one of whom is a physician, and a secretary, who is not necessarily either physician, or druggist, but an employee. To show the unfairness to foreigners it is only necessary to relate Mr. Wessel's sad experiences in his attempt to register.

He went to Mr. Mathew. "Go to the secretary," said that gentleman. "I cannot help you; you will have to take the examination."

"That is just what I want," said Mr. Wessel, and bled himself to the secretary's home, after procuring the address from President Mathew. The secretary was not at home. The law required the applicant to register by October 1, and the examination was set for the middle of that month.

October 1 passed, without Mr. Wessel's seeing the secretary. On the sixth, that gentleman came into the main store, where Mr. Wessel was then working, and the seeker and sought were introduced. "It's too late now, anyway," sighed Mr. Wessel, "for the first is passed."

"But, my gracious," exclaimed the secretary, "I was succeeded by another man nine months ago!"

And the president had not known it!

Examinations occur quarterly and before the next one Mr. Wessel had been transferred to Mossel Bay. He and his wife packed their trunks and travelled two days back to Cape Town for the next examination. When he presented himself and letters showing his having worked in the United States he was asked:

Difficulties Which the Foreigner Encounters.

"How do we know you are the man named in these papers?" His passport was not accepted as evidence, but he was sent out to swear to the papers, which cost

him \$2.50. When he returned he was told that he would also have to show certificates of his education. That meant months of waiting while they came from the United States. As a law goes into effect on January 1, next, providing that no one shall be registered who does not have a diploma showing four years' study in the Cape Peninsular High School, Mr. Wessel, seeing that he could not get his papers from this country in time for the last examination under the old conditions, gave up. His attempts to take the examination cost him \$500.

That this strictness only applies to foreigners is shown by the fact that a bottle washer in Heynes and Mathew's passed the board number one after four weeks of unassisted study!

The examination lasts two days. There are eight questions to be answered orally and eight in writing. In botany the examination is far higher than here. In everything else it is farcical. In identification, for instance, the examiner takes a bottle from the shelf, covers the label, and, without lifting the stopper, lets you look through the glass.

Mr. Wessel told his experience to Mr. Sauer of Parliament, who, the next day, in a scathing address, in Parliament, said, "the most ridiculous law we have is our pharmacy law." He scored them for keeping out foreigners and said that any foreigner with the pluck and money to fight would win. He told Mr. Wessel that the injustice of the present conditions would be remedied by the next Parliament.

In the Transvaal conditions are about the same, though Lord Milner, the governor, recently said in a speech that Americans, Germans, Austrians and Frenchmen have got to make the country and their professional men should be admitted. It is likely Lord Milner will carry the day.

Work in the pharmacies in Cape Colony is for ten hours a day, with absolutely no holiday or Sunday work. There is an immense amount of patent medicine sold. It is a splendid place, Mr. Wessel says, for a man to start a pharmacy if he has money enough, especially if he becomes a citizen. But under the present laws he would have to hire a native to manage his store.

Where Hand-Made Pills are a Curiosity.

And there, says Mr. Wessel, comes the rub. The clerks are all English, many of them graduates in pharmacy in England. But, he asserts, they are a set of incompetents. They say they never saw a tincture made, and some pills that he made, such as every clerk here can make, were shown around as curiosities, and he was beset by "graduate pharmacists" who wished to learn his "secret." In one store, after a consultation among five clerks, including the manager, this prescription

R
Ext. Bellae liq. in 60
pro dosis.

was filled with Ext. Belladonnae liq., which is rarely given in more than two-minim doses.

And this prescription, also after a consultation, for a snuff:

R
Cocain. mur. 0.5
Saccharum lactis 5.

was filled by giving 5 grams cocaine instead of the five-tenths gram called for.

These prescriptions and the way they were filled were shown to Frank Heynes of Heynes, Mathew & Co., who frankly admitted that he had never before realized what incompetence they were forced to put up with.

Mr. Wessel was presented with a magnificent silver urn by his employers before he came away.



CHARGED WITH BEING A SWINDLER.

Pierson, alias Percy, alias Sherwood, Cleveland, O.

William M. Pierson, alias William M. Percy, alias Howard J. Sherwood, arrested in Cleveland on the charge of obtaining goods under the name of a reputable druggist, and turned over to the United States authorities to be prosecuted by them for using the mails fraudulently, was indicted by the United States Grand Jury in Cleveland and released in \$1,000 bail.

Pierson had a desk at 315 Superior street, Cleveland. He had not the slightest difficulty in receiving time shipments from dozens of big drug firms who believed him to be Henry J. Sherwood who has a large pharmacy at 979 Woodland avenue. The Antikamnia Company of St. Louis were the only firm whose shipment Pierson actually got into his hands, as his arrest, through a mix-up in his and the real Sherwood's mails, occurred before he could remove the other consignments from the freight-house.

Pierson in his testimony said "I ordered only goods that I had orders for." But he was unable to produce his order book. He said he employed a travelling salesman, named "Smith," whose whereabouts he was unable to reveal. He asserted that he came from Boston, where he was in business, though he had strangely forgotten who the business transactions were with.

The authorities believe Pierson came from New Hampshire and that his people live there. They believe he is of the Crosher-Granville-Fraser-Gerrish class, to whose order letters his are strangely similar. Swindler Crosher, when asked by an Era man if he knew Pierson, said that he was sorry, but he did not.

Chief of Police Kohler, by whose permission Pierson's picture is given here, believes the prosecutions' case is complete, as does Postoffice Inspector W. T. Fletcher. Charles Hamilton of the Potter Drug & Chemical Co., Boston; a representative of the Meinen Chemical Co., Newark, N. J., and Oscar M. Reed, McKesson & Robbins' credit man, were in attendance at the grand jury hearing. All three firms recovered their goods from the Cleveland freight-house.

McKesson & Robbins announce that they are willing to prosecute to the fullest any swindler, large or small, with whom they come in contact. In line with that course they voluntarily sent Mr. Reed to Cleveland to aid the authorities.

Any reader of the Era who recognizes Pierson's picture, will confer a favor by communicating with the Era.

VERY SPECIAL

A limited number of live druggists in the larger cities will hear of an attractive proposition, by communicating with

J. N. FERRER

P. O. Box 71.

NEW YORK CITY

NEW YORK AND VICINITY.

ENDORSES N. A. R. D.

Kings County Ph. Soc. Votes \$25 and Encouragement to the National Organization—Other Transactions.

A hearty endorsement of the N. A. R. D., was given by the Kings County Ph. Soc. at its last meeting and what may be looked upon as the first step in its re-affiliation with the national organization was thus taken.

This action occurred after report of the N. A. R. D. proceedings at Washington by Dr. William Muir, and was upon his motion. He said the success of the Miles plan was emphatic in the West and that he believed Kings county and other associations should give inspiration and show proprietors that the smaller societies meant business. Therefore he moved that \$25 be voted to the N. A. R. D., with an expression of hope that several proprietors will have adopted the Miles plan before the year is done. The motion was carried with one dissenting vote.

Dr. William C. Anderson also spoke of N. A. R. D. matters. He said that the success of the Miles plan would stir other proprietors to put it or some other direct contract plan into effect. "It looks as if there is a great future for the retail trade in the work of the N. A. R. D.," he said. "Proprietors are beginning to realize that the best way to push goods is to put them under a direct contract plan."

Considerable discussion was provoked by Dr. Lederle's recommendation that the health department's bacteriological products be given away to all New Yorkers, but no action was taken. Dr. Muir said the druggists would present an unhappy spectacle should they go before a committee and plead, on the ground that they were losing perhaps \$10 a year, against a movement that meant \$25 a year saving to many. Dr. J. H. Droge said that not more than ten per cent. of the druggists keep antitoxins anyway, and that there are so many kinds that must be kept that profits are buried in the necessary stocking up with the different ones. Mr. Doudeu thought the department's purpose foolish and unfair, as the same principle might be applied to all other medicines.

It was reported that the college has 101 juniors, 80 seniors and 5 post graduate students enrolled.

Emil Roller of the German Apothecaries' Society, aroused great interest in the plans for a new druggists' co-operative fire insurance company, making an address in presenting them. Adrian Paradis, Dr. William C. Anderson and W. H. Bussenschutt were appointed as a committee to meet the fire insurance committee and report back at the next meeting. There is no doubt that the plans will be endorsed. Mr. Roller received a hearty vote of thanks.

New members proposed were: Otto Marx, William P. Gregorius, Albert Fischer and James J. Williams. New members elected were E. Wesbeck, Benjamin F. Williams, Thomas E. Burchels and Edward William Steinicke.

REGISTERED SERUM MANUFACTURERS.

In the recently published list of serum manufacturers registered by the government under the new law providing registration and inspection of the plants of all companies manufacturing serums for commercial purposes, should be added Frederick Stearns & Co., Detroit. The list also includes: Parke, Davis & Co., Detroit, Mich., vaccine virus and serums; H. K. Mulford Co., Philadelphia, Pa., vaccine virus and serums;

Dr. H. M. Alexander & Co., Marietta, Pa., vaccine virus and diphtheria antitoxin; Pocono Laboratories, Swiftwater, Pa., vaccine virus; The Fluid Vaccine Co., Milwaukee, Wis., vaccine virus; The Pennsylvania Vaccine Co., Conewago, Pa., vaccine virus.

JUDGES DISAGREE ON EXCISE CASES.

Justice Davy's recent decision in an excise case in Rochester that an employer is not liable for the act of a clerk who sells liquor in violation of the State excise laws, when the employer has given specific directions that such sales are not to be made, was not concurred in by Justice Greenbaum in Part X of the Supreme Court, Manhattan, last week.

The case before Justice Greenbaum was brought by State Commissioner of Excise Cullinan against E. D. Paxson & Co. of 1449 Broadway. Mr. Paxson was charged with selling a bottle of a well-known brand of malt whisky to a special agent of the commissioner without receiving a physician's prescription.

The question at issue was: Was this brand of whisky taxable? Paxson is the holder of a subdivision 3 liquor tax certificate, and the action, the first of its kind in this State, was brought to recover on the bond against Paxson as principal and the United States Guarantee Co. as surety. Cantwell & Moore were the attorneys for the defendant. They admitted the sale of the whisky, but contended that it is a medicated beverage, a medicine rather than a liquor and as such no more amenable to tax than pepsin, calisaya, etc. The prosecution put on the stand Dr. Crampton of Washington and Dr. Gay of the State agricultural department. The latter testified that this whisky contained 46 per cent. of alcohol. The commissioner based his claim on Section 11, Subdivision 2 of the liquor tax law.

Incidentally, the defendant's attorneys argued that Paxson was not responsible for the act of his clerk in selling the whisky, citing in support of the claim the decision made recently by Judge Davy in the Burkhardt case of Rochester. Judge Greenbaum did not agree with the ruling of Judge Davy and ordered a verdict for the plaintiff. The forfeiture is \$500.

SUCCESSFUL FIRST OPEN MEETING OF D. C. C.

Flattering success attended the first open meeting of the Drug Clerks' Circle, on last Thursday night. These meetings will be a regular institution hereafter, the purpose being to attract new members, and the next one will be at Cooper Union on the evening of November 25.

Dr. Albert H. Brundage spoke and Dr. William C. Anderson talked interestingly, though briefly of the occasion. President Phillip Lewy presided gracefully, and Dr. Joseph Kahn, a member and a professor in the Brooklyn C. P.; Vice-President Louis B. Epstein, Financial Secretary J. Streiffer, and Joseph Beck all responded to the president's calls with interesting, pointed addresses, part of Dr. Kahn's contribution be-



BABY
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Send for literature with your name to distribute. It costs you nothing.
WILMOT CASTLE CO.,
26 Elm Street, Rochester, N. Y.

ing an original poem. An excellently rendered recitation by Miss Beck, and artistic work on the piano and violin by Mrs. Rosa Schapiro and Miss Dora Thomas, respectively, won well-merited applause.

For the ball at Terrace Garden on Christmas eve a profit of \$500 is already assured. This money will be used in hiring an organizer to procure new members. It is the laudable ambition of the circle, which now has about 200 members, to enroll several times as many more within the next six months. Larger facilities will be secured up-town and an effort will likely be made next summer to secure representation on the board of pharmacy. There is no other pharmaceutical society in Greater New York that shows the enthusiasm that this young organization does.

POLITICAL RECRIMINATIONS.

Dr. John D. McGill of Jersey City Talks Learnedly of Graft by Druggists, but Fails to do More than Talk.

The good Dr. John D. McGill, surgeon-general of New Jersey, whose wholesale charges—politically implied—against the honesty of the five druggists of Jersey City who conducted the free dispensaries over there this last summer has not been backed up by proof, as yet, though the worthy doctor has been challenged to show some specific instance.

But there is a development in the fight—no less than the formation of a doctor-druggist organization, to be called the Jersey City Red Cross Association. Dr. McGill says that twenty doctors and nine druggists have joined. But he refuses to divulge the druggists' names. He says the doctors will give their services free. Some of the druggists will also—the unsophisticated Dr. McGill says—and none of them will charge more than ten cents for filling a prescription.

Dr. McGill said: "The doctors of this city well know that the Fagan free dispensaries are a sham. In a certain Fagan dispensary on August 29 and 30, 1902, the number of 204 prescriptions were entered in the books and charged to the city. That was at the rate of seven prescriptions in ten minutes. Two drug clerks were employed in the store. Does any sane man believe that two clerks could have put up that number of prescriptions in so short a time, while at the same time attending to the regular store trade during busy hours?"

Dr. McGill's plan is ridiculed and roughly scored by the following druggists in interviews: Maxwell Abernethy, L. E. Carpenter, William L. O'Brien, manager for James Foulke; H. Koch, Oscar Wagner, Dr. W. C. Phillips, George H. White, Dr. A. J. Kirstein, Frank O. Cole, Walter Huber, William Kumpel, Frank Lisehke, Dr. Thomas D. Williams, Frank Pernor, Dr. S. B. Matthews, John S. Broas, C. J. McCluskey, Herman Wouters, Benjamin Bache, and many others. Their views may be expressed by those of Dr. Saur, health officer supervising the dispensaries, who said:

"I would not trust a druggist who would fill a prescription for ten cents."

Said John C. Gallagher, who conducts one of the dispensaries, of Dr. McGill's remarks concerning rapid making of prescriptions "I can inform him that a large New York dispensary having two clerks put up regularly between six and seven hundred prescriptions a day between two and six in the afternoon."

MR. HELFMAN ON "THE INFINITELY LITTLE."

Joseph Helfman of the Bulletin of Pharmacy, Detroit, lectured at the Brooklyn C. P. on last Tuesday evening and again at the New York C. P. on last

Wednesday evening, in both instances before mixed students and pharmaceutical audiences. His subject—excellently handled—was "The Infinitely Little," and had to do with the germs of contagious diseases and led up to a description of the making and testing of the biological products with which they are fought. The lecture was illustrated with unusually efficient stereopticon views, and was highly appreciated at both colleges, not only for its concise, clear exposition of the subject, but for its very distinct delivery. The Brooklyn lecture was under the auspices of the Kings County Ph. Soc. and the Alumni Association had charge of the other lecture.

MORE PROFESSIONAL FLAVOR IN M. PH. A.

A new feature which may considerably change the character of the Manhattan Ph. A. meetings was developed, undesignedly, at the regular meeting on Monday night. It occurred when F. O. Collins asked for the formula for "liquor burrow," for which he received a prescription, but which he was unable to fill. In a few moments the formula had been given by a member, but a discussion arose between Sidney Faber, Charles S. Erb and Joseph Weinstein as to whether the preparation should be made up clear or cloudy. This was settled by agreeing that physicians disagreed on the matter.

But the injection of professional talk grew apace. George H. Hitchcock brought up some peculiar prescriptions that had come his way and Mr. Faber told how, after he had once filled a prescription reading:

R.
Aet. plumbi 1 oz.
One teaspoonful to quart of water as directed;

by dispensing "liquor plumbi subacetatis," the physician protested, saying that sugar of lead was what he wanted.

This meeting probably marked a permanent departure from rigid adherence to commercial business and discussions as has been the practice in the past. And the members believe it will enhance an attendance that has been somewhat disappointing lately.

Emil Roller evoked great interest by explaining the proposed new druggists' co-operative fire insurance company, which his committee of the German Apothecaries Society is organizing. The matter of endorsement was referred to the grievance committee consisting of William C. Alpers, Oscar Goldman and Walter E. Faber.

SYRACUSE DRUGGISTS PROPOSE COCAINE LAW.

President George E. Thorne of the Syracuse D. A., has appointed a committee consisting of W. H. Bissell, chairman, E. S. Dawson, Jr., and William Muench, to draw a bill for introduction into the New York State legislature to place restrictions about the sale of cocaine. The Syracuse druggists, with one or two notable exceptions, are determined to stamp out this evil and to take steps to place the druggists above the criticisms which have been prevalent.

It is expected that in framing a new law many mistakes will be made and that hardship will be entailed upon the retail druggists. All this is necessary in order to reach a few. It is not yet decided how the law will be introduced into the Legislature or through what channel, but it is probable that the State association's legislative committee will take the matter up at the coming session. It is thought that there will be no trouble in passing such a bill, as no druggist would have the nerve to oppose it.

NEW YORK NOTES.

—Flaming headlines in the Syracuse dailies announce that Miss Genevieve Powell Sheehan was married on January 2, to Dr. W. N. Pendergast of that city, but had kept the matter a secret. Miss Sheehan was cashier at Dwight & Co.'s drug store for a number of years and had attained an immense popularity among the patrons. Dwight's drug store is a hanging-out place for the better class of young people and a meeting place for the theater-goers. Miss Sheehan was the right person in the right place. Two weeks ago Miss Sheehan resigned. Then she broke the news to her parents. The reason for keeping the marriage a secret was that they were not ready for housekeeping.

—A charge of grand larceny which if proved could scarcely have shown great culpability on the part of the defendant was brought against James R. Crawford, druggist at 168 Ralph avenue, Brooklyn, by Mrs. Elizabeth Crawford, his daughter-in-law, on the ground that he had, after his son's death, collected \$27.80 from the Junior Order of American Mechanics. The charge was dismissed, as Magistrate Furlong held that the evidence of Mrs. Crawford negated any presumption of intention to commit grand larceny and that she had mistaken her remedy. He referred her to the Surrogate's Court.

—William Blaikie, the aged druggist of Utica, returned to his home after a three months' visit in Scotland. He spent most of that time in Edinburgh, from where in 1842 he started for America. All his old acquaintances there had passed away. The scenes were quite familiar, even to an old furniture store where he worked in his boyhood. While abroad Mr. Blaikie and his daughter visited Andrew Carnegie at his home, Skibo Castle. They also went to Inverness, where they remained two weeks. The trip proved a betterment to Mr. Blaikie's health.

—Drug Trade Club guests from out of town: Charles L. Ross, Ticonderoga, N. Y.; P. D. Kinney, Poultney, Vt.; Charles F. Mann, Detroit; Minor E. Keyes, Detroit; Robert Rowlett Martin, Bombay, India; R. E. Pinegan, Lincoln, Eng.; V. P. Powell, London, Eng.; John Baker, Jr., San Francisco; Joseph Helfman, Detroit; Thomas Voegeli, Minneapolis; L. Townsend, Rutland, Vt.; William H. Dodds, Detroit; John C. Dodds, Detroit; A. H. Eber, Detroit.

—These passed last Eastern branch examination: Guisepe Bisconti, D. Marshall Durrett, Izil Genn, Karl E. Iahn, William Karlinsky, Joseph Pullman, Mitchell Robinson, Adolph J. Rubinowitz, Rebecca Gitler Siegmeister, Judson T. Smith, Jacob Trustrit, Louis Wolpov, David E. Yaffa, Jacob Felder, Maria Marx, Felix L. Thon, Benjamin C. Wanser.

—Pleasant callers at the Era office were Mr. and Mrs. Hermann O. Luckritz. Mr. Luckritz is a pharmacist at 2843 Wentworth avenue, Chicago, and came here, via Niagara and Syracuse, on his wedding trip. This announcement will be the first intimation his many Chicago friends will have of his desertion from bachelordom.

—The first meeting of the season of the Society of Chemical Industry, N. Y. section, will be at the Chemist's Club tomorrow evening. Dr. E. J. Lederle, president of the health department, will lecture on "Some phases of the work of the department of health."

—Thursday night, November 5, is "Konners" with the German Apothecaries' Society, and musical and other entertainment talent will be provided. A substantial supper comes as a matter of course, and original songs written by members will be features.

—The Apothecaries' Bicycle Club, including Mr. and Mrs. George C. P. Stolzenburg, George Leinecker, Frank Manning, Leon Weinert and Hugo Kantrowitz

wheeled to Lake Mohunk on last Thursday, taking dinner at New Paltz.

—Alexander Lipschitz, formerly a druggist at 531 Henry street, Brooklyn, has filed a petition in bankruptcy, with liabilities of \$7,426, of which \$6,236 is for the unexpired lease of the Brooklyn store, and no assets.

—Seen down town L. G. Maid, Tupper Lake, N. Y.; Allen Brown, Minersville, N. Y.; A. E. Pickard, Rosslyn, L. I.; D. Wiley Baker, Trenton, N. J.

—Edward Sawyer has sold his pharmacy at 2365 Seventh avenue, which he bought only recently, to H. Fahrens, post graduate N. Y. C. P. '98.

—Herman Heinemann is opening a new store at 2289 Broadway. He formerly was at 242 Seventh avenue.

—W. H. Bennett & Co., have a new store at 1111 La Fayette avenue, Brooklyn.

—Arthur E. Raltano has opened a branch store at 98 Skillman street, Brooklyn.

—Julius Applebaum bought Davidoff's pharmacy at 140 Forsyth street.

AT ROCHESTER.

—George Garrie King, prescription clerk at the Paine Drug Co.'s retail store, had the misfortune to fall from a pear tree one day last week. He sustained painful injuries, and Dr. Wilson attended him. His fall was broken by dropping into a bushel basket which he was using to hold the pears. His accident insurance policy had lapsed.

—The C. F. Maid drug store at 379 Lyell avenue, was purchased by James Murray, for some time manager of the pharmacy of W. H. Faist, 216 Brown street. C. J. Jones has been promoted to succeed Mr. Murray as manager of the Faist store.

—A new drug store will shortly be started at 951 Genesee street. E. F. Hamburg will be the proprietor.

'ROUND ABOUT BUFFALO.

—The Empire State Drug Co. held its annual meeting on October 14. The old directors were re-elected for the following year. The directors held a meeting and elected the following officers: President, Thomas Stoddart, Buffalo; first vice-president, H. J. Dimond, Buffalo; second vice-president, Felix Hirsemann, New York; secretary, John Peterson; treasurer, George Reiman; executive committee—Thomas Stoddart, Neil McEbrean, George Reiman. The annual report showed a material increase in the business.

—Sigmond Z. Kiglawka has opened a pharmacy at 205 Peckham street, in the heart of the Polish section.

FROM JERSEY TOWNS.

—Harry Camp, an employe of Whitall, Tatum Co. at Millville, was demonstrating how to use huge glass bottles as Indian clubs the other day when the vessels clashed together and broke, cutting terrible zashes in his head and severing one of the arteries. He almost died from the loss of blood.

—Richard E. Schmidt has bought the store at 419 Grove street, Jersey City, formerly owned by the late John E. Waterton. C. H. Andrews is managing it.

—Dr. A. C. Kirsten, the Jersey City druggist, had his pocket picked of \$40 while riding on a street car the other day.

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.



CHARLES B. MILLER, Goldsboro, N. C.,
On his front porch with Charles B. Miller, Jr. Mr.
Miller is third vice-president of the N. C. Ph. A.

NEW ENGLAND.

DRUGGISTS' QUEER FIGHT AGAINST OCTOPUS.

Providence, R. I., October 20.—The Handy Drug Co. is engaged in an interesting conflict with one of the city's big department stores.

The department store, in seeking to extend its place of business from one thoroughfare to another, found its plans blocked by the drug store. An agreement was made giving the department store the right to trespass to a certain extent. Later it was alleged that the octopus had exceeded privileges. The Supreme Court refused an injunction.

When the octopus's contractor attempted to set iron columns in a corner of the drug store, an attorney with a crowbar prevented. The department store then sent employes to buy root and herb beer, which, when analyzed, was found to contain a higher percentage of alcohol than permitted in beverages sold without a license. The druggists were haled into court. Decision withheld.

INDIGNANT MINISTERS SCORE POOR DRUGGISTS.

Bristol, Conn., October 20.—This town is in a fume of excitement over the clash between the chief of police and the druggists over the Sunday closing order. Last Sunday not a store was open all day, and in several cases there were urgent demands for drugs. All the ministers preached on the topic. Said one of them: "The druggists are expecting to excite sympathy. The attempt, by the refusal to fill prescriptions in hours when they are permitted to keep open, was not manly, but a petty action to coerce the authorities by causing public inconvenience."

RHODE ISLAND.

—In one of the towns near Providence, where the R. I. Ph. A. complained last spring that three drug stores were being run without registered pharmacists, the town authorities took no action and the places were permitted to run. The proprietor of one of the three has made an assignment, another is temporarily out of business with a broken leg, and the third, who is a physician, has gone to take a post graduate course in one of the medical schools.

—Block Island, which is known politically as the "Town of New Shoreham," is said to be governed, or

have its seat of government in the Island's solitary drug store, run by Uriah Dodge.

—The freedom with which the drug stores, or some of them, have been permitted to sell liquor during the last year is being made an issue in the municipal campaign in Central Falls.

THE BAY STATE.

Year's Work of the Boston Dispensary Shows Nearly 100,000 Prescriptions Issued.—Doings in the Trade.

—Early fall has brought about general changes, renovating and improvements in a number of stores, among them that of J. H. M. Edwards, Salem, where the interior is being handsomely decorated; L. J. Sinoite, Haverhill, who goes into a new store at Locust and Essex streets; Dr. H. P. Grise, Gardner, where a large addition is under way, and F. B. Horne, Frammingham, which is being enlarged substantially and otherwise improved.

—A deputy sheriff who attempted to collect an account against Frederick A. Guertin, a Fall River druggist, found that the entire stock of the store had been sold to the druggist's brother. Thereupon the sheriff promptly attached the store and stock, doing this under the provisions of the new statute providing that sales shall be determined fraudulent and void, if it be found that creditors of the seller are thereby endangered.

—The Boston Dispensary, which has just held its annual business meeting, during its last fiscal year has given out from its pharmacy 92,102 free prescriptions. The dispensary is considerably more than a hundred years old, having been established in 1796. In all its history it has given aid and treatment to a total of 1,625,676 patients.

—Few drug clerks get an opportunity to enjoy such a long vacation as that upon which Charles Warren, clerk at P. H. De Lee's, Maynard, has just begun. He will take a two months' trip, including visits to New York, Philadelphia, Baltimore, Washington, Richmond and Spray, N. C., where he has a sister.

—Samuel P. Avery, New England agent for the Midland Linseed Oil Co., at its Boston office, has disappeared. An auditor reports finding a shortage. Avery's wife and children have gone to Chicago, their former home. Mr. Avery was well known among sporting men of Boston.

—Frank W. Bacon of Waltham, formerly of the Bacon & Sawyer pharmacy, from which he went, not long ago, to accept a government position in Boston, has been ill with appendicitis, necessitating an operation.

—Members of the drug firm of Lynch & Co., East Cambridge, have decided to dissolve partnership. Albert E. Lynch will continue and James B. McMinin and Herman Hawthorne withdraw. Mr. Lynch now conducts three stores in Cambridge.

—Many druggists in Massachusetts, and practically all in Boston, make a general practice of leaving their cash registers open at night. The open drawer can then be examined and its empty condition learned by visiting burglars.

—After a long summer season the Cottage City drug store in Cottage City is closed and the manager has gone to take charge of a New Bedford pharmacy owned by G. W. H. Smith of the Cottage City store.

—James Hayland, a prominent Fall River druggist, is seriously ill at his home in Taunton. His illness has been of some duration, but not until recently was he obliged to give up business.

—Phillip A. Lowe, a Pittsfield druggist, lost \$75 from the cash register through burglars. An effort also was made to force open the door of the safe, but unsuccessfully.

—In Chicopee, the people have been having an Arts and Crafts Exhibition. Among the most creditable displays was that of the Warren-Smith Drug Co. of Chicopee.

—The Norwood Drug Co. has opened its new store in Franklin. Free soda served to all who called during the first few days was a feature which attracted many.

—A new pharmacy at North Adams is to be opened by Charles H. Perron, who has been a clerk for Pinnouault & Co., that city, during ten years or more.

—Officers of Boston raided the drug store of Joseph Wilson, Washington street, and confiscated five gallons of whiskey which they claimed was kept illegally.

—G. B. Moulton, a Danvers druggist, moves into a new store—taking a well-situated place which has been remodelled especially for his needs.

—Louis E. Larose has a new store in Easthampton. Mr. Larose formerly was in business in Nashua, N. H.

CONNECTICUT.

—An unknown youth created quite an excitement at Marwick's drug store, Hartford. The store is entered by two doors, but one of them was closed. The young man approached hastily, rushed up the two steps leading to the door, and, apparently thinking there was another step, put his knee and head through the glass door. Without lifting his head which he had been carrying down in a thoughtful attitude, he backed, entered the other door, walked up to the fountain and coolly inquiring for a glass of vichy. He didn't look at the smashed door or the crowd, but paid for the drink and started out. Then Mr. Warwick appeared. The young man merely turned to the astonished proprietor, said something in a low tone, and walked away, unhurt.

—John F. Griffin of New London, had a hard fight with two drunken sailors in his drug store on Front street. Seeing the men heading for the store he locked the door. The sailors kicked the door. Fearing they would break it in, Mr. Griffin opened it, whereupon one of the men proceeded to kick a new show case into a thousand pieces. The kicker was so hurt by his performance that he was sent to the hospital. His companion was sent to the lockup after Mr. Griffin had a hard tussle with the two men.

—L. M. Royce of Madison, proprietor of the Madison drug store, was fined \$75 and costs of \$13 for selling intoxicating liquors without license or prescription. This is the second time for Mr. Royce. He pleaded guilty and asked for time to get the money. He was put under bonds for ten days.

—Edward H. Allen, son of Architect Allen, formerly of New Haven, was made a defendant today in a suit brought by the City Hall pharmacy of New Haven which claims \$100 damages. Allen, it is alleged, purchased a box of candy and refused to pay for it.

—The pharmacy at Minden, of George L. Ellsbree, who recently failed, was sold to Victor E. Schmelger for \$3,025 after being inventoried, very moderately, at \$5,000.

—Luin B. Switzer, the Southport druggist, has been spending two weeks vacation with his brother in Western New York.

PENNSYLVANIA.

TEMPLE COLLEGE ADDS PHARMACY.

Philadelphia, October 20.—Temple college announces the establishment of a full pharmaceutical course admitting both sexes. The curriculum embraces a full two years graded course, with sessions of nine months each. The entire work is done in the evening. The student attends four nights a week, from 7 to 10 o'clock. The nights are Tuesday, Wednesday, Thursday and Friday.

The faculty is as follows: I. Newton Snively, A. M., M. D., dean, materia medica; Lewton M. Holloway, A. M., Ph. G., theory and practice of pharmacy, and director pharmaceutical laboratory; William C. Carnell, B. S., physics, chemistry, and director chemical laboratory; H. F. Slifer, M. D., physiology; Boardman Reed, M. D., hygiene and climatology; Albert Robie, M. D., bacteriology; F. Simon, A. B., botany and pharmacognosy, and director botanical laboratory. Lecturers and instructors—Mervyn Ross Taylor, M. D., materia medica; H. F. Pfeleger, A. M., M. D., histology; Frederick C. Lehman, Ph. G., materia medica; Linwood S. Carson, Ph. G., physics, chemistry and director microscopical laboratory; T. H. Davies, M. D., botany and pharmacognosy; Walton C. Swinzells, M. D., hygiene; D. Randall Macarrol, materia medica and physiology.

PROSECUTED FOR USING BROWN SUGAR.

Philadelphia, October 20.—The pure food crusade is making much disturbance, discomfort and general uneasiness through the State and just now in the city. Grocers and liquor sellers, brewers and others are being arrested and held for trial under the technical charge of adulteration. The climax was capped this week, however, in the arrest of Robert A. Hance, one of our oldest and most respected manufacturing druggists. The prosecution in this case was straight persecution, his fluid extract of vanilla being the article that exception was taken to. Mr. Hance explained naively to the representative of the commissioner what the adulterant was—brown sugar, added for body. While they admitted that he was right, they claimed that the law was mightier than they, and under this will try and assess him \$50 for "adulteration." The incident has stirred up much indignation.

QUARTET IN A BADLY MIXED FIGHT.

Philadelphia, October 20.—Christopher L. and L. Stanley Dobson, druggists at 6201 Vine street, have a suit for \$4,000 for alleged trespasses, assault and battery and defamation against two defendants, a certain Mr. Miller and his daughter, who in turn have a \$4,000 suit against the Dobsons for alleged assault and battery and pistol threats.

It all was over some goods the Millers had stored on the Dobsons' premises. The Dobsons seem to occupy the best strategical position with reference to the suit just now, as actual witnesses, including a policeman, say that the Millers' charges are unfounded.



Phenalgin
Put up in One Ounce Bottles Only.

Powdered.....	Per ounce \$1.00
Pink Top Capsules.....	Per ounce 1.00
Tablets, 2½ grain only.....	Per ounce 1.00

ETNA CHEMICAL CO., New York, U. S. A.

OTHER HAPPENINGS.

Three hundred applicants attended the board of pharmacy examination at Philadelphia on last Saturday, at the old Central High School, Broad and Green streets. Severe efforts will be made to make a portion of the next examination absolutely practical and while no plan has been evolved that is satisfactory, yet a method will undoubtedly be devised.

Dean H. H. Meitzer of the department of pharmacy of the Medical College reports a class of over fifty matriculants. The class was organized on Monday night by the election of Tanton Earl as president.

THE SOUTH.

COCAINE CRAZED DRUG CLERK SHOT FRIEND.

Wilmington, Del., October 20.—While riding along a country road Dr. James R. Mahaffy, a veterinarian of Wilmington, was shot twice and seriously injured by Charles Jack, a drug clerk, who was accompanying him on a call. It is supposed that Jack asked the doctor to go into the country when residents heard shots in rapid succession, and saw Jack running away from Dr. Mahaffy who feebly raised his own revolver and fired after him. Jack came to Wilmington where he was arrested. To Chief of Police Black he admitted that he did the shooting, and said that he had been taking cocaine. He added that he was suddenly seized with the idea that he could get a lot of money by shooting Dr. Mahaffy and robbing him, and immediately put the plan into execution. Jack is 24 years old and unmarried.

MARYLAND.

—The business of the Calvert Drug Co., a combination of retailers banded together to buy goods on the cooperative plan, has grown so rapidly that larger quarters have become absolutely necessary. The spacious warehouse at 205 and 207 South Charles street, known as the Parker building, has just been leased for a term of years. The structure has four stories, all of which will be occupied by the Calvert company. The latter will move as soon as some essential alterations have been made. A report that the company would soon abandon its present status for that of a wholesale corporation is denied by Mr. Beck.

—Dr. Joseph Helfman of the Bulletin of Pharmacy, lectured before a large audience at Maryland C. P. The subject was "Biological Products," the remarks being illustrated with stereopticon views. After the lecture, a complimentary dinner was given him at the Carrollton Hotel. Those present included Charles E. Bohne, H. A. Elliott, J. Edwin Hensel, J. Fuller Frames, Prof. H. P. Hynson, Prof. Charles Caspari, Jr., Prof. Charles Schmidt and Prof. Daniel Base, Dr. A. J. Corning, J. Emory Bond and O. W. Smith.

—Those passed the examination held by the State board of pharmacy on October 1: Pharmacists—George H. Krug, Frederick E. Knowles, Alexander E. Muse, William E. Rowens, Ferdinand Uman. Assistant pharmacists—Leonard V. Johnson, William Horace Rames, John Henry Von Duello.

—Among the visiting druggists in Baltimore last week were Dr. T. Dale Stewart, Delta, Pa.; Dr. W. Adams, Wyo Mills; A. C. Jordan, Abbeville, S. C.; S. M. Purcell, Leesburg, Va.; A. C. Richards, Norfolk, Va.; M. F. Ward, Cranfield, and N. C. Cameron, Perryville.

—Prof. H. P. Hynson, of Hynson, Westcott & Co., Baltimore, had as visitors last week M. A. Ruckhardt,

of Akron, O., and Thomas Voegelé, of Minneapolis, Minn., who attended the annual meeting of the N. A. R. D. and afterward ran over to Baltimore for a brief stay.

—Druggist Joseph Bailor, Baltimore, whose affairs were placed in the hands of receivers less than two weeks ago, is reported to be very ill. Grave fears for his recovery are entertained. It is said that bad health contributed to his financial embarrassment.

—Postal substations have been established at the drug stores of John B. Hurtt, Regis B. Laroque, and Joseph W. Chalk, all of Baltimore.

—Druggist J. P. Sullivan, Baltimore, contemplates making extensive improvements.

VIRGINIA.

—Those passed by the Virginia board are announced by Secretary T. A. Miller as follows: Registered—F. S. Anderson, Richmond; W. H. Procy, Harrisonburg; S. M. Roodenp, Richmond; A. Wolberg, Alexandria; W. C. Bryce, Swansboro; W. B. Gillespie, Lexington, and W. G. Cousins, Assistants—A. K. Fletcher, Harrisonburg; S. W. McCune, Richmond; Elmer L. Spittle, Alexandria, and V. A. Brooks.

—W. H. Smith, a well-to-do colored man, has made the latest addition to the drug stores of Richmond, having just opened a well-stocked one in North Second street. Smith is said to be worth not less than \$50,000. This makes three drug stores owned by colored men in Richmond. Dr. Jackson, another colored man, will open a store on Church Hill, January 1.

—Some nights ago thieves entered the drug store of Dr. Ricketts at Orange, and rifled the cash drawer, and helped themselves to whatever else caught their fancy.

—The friends of Luther Ott, a prominent druggist of Harrisonburg, are sympathizing with him in the recent death of his wife. She is survived by four children.

—One of the recent prominent visitors to Richmond was C. B. Fleet, druggist of Lynchburg, who was for a number of years secretary of the Virginia P. A.

—Druggists W. L. Pierce, Gilmore and Lorman streets, Baltimore, is very ill, but appears to be on the mend.

STATISTICS OF THE HOP CROP.

The hop crop is better in the United States this year than last, according to the Crop Reporter of the department of agriculture. In Bavaria, where more than half the German crop is produced, the yield will be slightly larger than last season, while Bohemia, Austria's chief hop provider, has only half its last year's output. Great Britain's production is considerably less than last year. United States the estimate is 280,000,000 pounds for the United States the estimate is 280,000 pounds for the Pacific coast and 100,000,000 pounds for New York, making a total of 380,000,000 pounds against 320,000,000 last year. Great Britain's estimate is 410,000,000 pounds, France's 68,000,000, Belgium's 100,000,000, Germany's 280,000,000 and Austria Hungary's 141,000,000.

NEW PHARMACY COLLEGE IN OHIO.

Cincinnati, October 20. A department of pharmacy has been added by the National Normal University of Lebanon, this State. The dean of the faculty will be Dr. F. H. Frost, State inspector of drugs. The university's well-equipped laboratories will be an advantage to students. The aim is to fit a student for the board of pharmacy examinations in a 18 week course.

AROUND THE GREAT LAKES.

PERSISTENTLY RUMORED.

Prominent Chicagoans Named as Identified With New Wholesale House, "Not Guilty."—Said That Half of Stock is Raised.

Chicago, October 20.—Rumors of a proposed new wholesale drug house continue, but the persons reported to be connected with the matter are for the most part strenuous in denial. Those most insistently mentioned are Mr. Lange of Yahr, Lange & Co. of Milwaukee, and Thomas Andrew Cobb, formerly buyer for Morrison & Co., but now Chicago distributor for several prominent patent medicine concerns, who has his office at 56 Fifth avenue. The manager of the druggists' sundry department of a big house and the Chicago manager of a pharmaceutical concern are also named in one of the rumors, but they deny any permanent knowledge of the matter.

Mr. Cobb said that it was not true that he was at the present time trying to organize a wholesale company, but he believes there is an opening for such an enterprise, and if someone with money will back it he may be glad to identify himself with it. After the Lord, Owen & Co. failure, he said, he was interested in a movement to try and get control of the business and continue it, but the matter came to naught. Notwithstanding all this, several well informed people declare that there is a movement of this kind on foot and that ten days ago half the desired capital stock had been raised.

TO FIGHT CARBOLIC ACID PRESCRIPTIONS.

Chicago, October 20.—The quarterly meeting of the C. R. D. A. will be held today. The adoption of a price schedule will be acted upon. A present perplexity of Chicago druggists is indicated by the following paragraphs from the call for the meeting.

"Carbolic acid to be sold only on prescription? How does that strike you? The city council, at its last meeting, considered this proposition and referred it to its committee on judiciary, which is likely to report it favorably, unless something is done to put the subject before the members of this committee in the proper light. Singly we can do nothing; unitedly we can do everything that needs to be done. Come to the meeting and let us talk it over."

In support of his carbolic acid resolution, Alderman Patterson exhibited figures from the coroner's office showing that four times as many persons killed themselves last year with carbolic acid as with all other poisons combined. The list of suicides was: Carbolic acid, 127; morphine, 9; Paris green, 4; narcotics, 9; arsenic, 1; chloroform, 3; laudanum, 2; strychnine, 2.

R. H. COMMITTEE—BODEMANN—POMPEIIAN VASE.

Chicago, October 20.—A tribute to that Chicago fighter, William Bodemann, president of the board of pharmacy and terror to evil-doers, which helps us to realize the esteem in which he is held by those who have no need to fear, was given him last week. It is—he has named it—a Pompeian vase, with names of admiring friends covering it outside and in. It is a pleasant memento of the "R. H." committee, an unofficial, unquenchable-by-organization of the N. A. R. D. What does R. H. mean? Well, what was it, in common, forceful parlance, General Smith was commanded to do in the wilderness of Samar, P. I.?

PRETTY COMPLIMENT TO MR. BODEMANN.

Chicago, October 20.—Under the head of "Bodemann and Cocaine Law Enforcement," the N. A. R. D. Notes reprinted the article recently published in the Era reviewing the absurd charges recently made against the president of the State board of pharmacy. It also refers to the Bodemann resolutions adopted at the N. A. R. D. This resolution was as follows:

Whereas, our esteemed colleague, William Bodemann of Chicago, in the fearless discharge of his official duties as a member of the Illinois board of pharmacy, has found it necessary to prosecute certain druggists of that city for the illegal sale of cocaine, and

Whereas, he has been abused and villified by enemies thus created, much to the mental distress of himself and his family, and

Whereas, we who know William Bodemann realize how impossible it is for him to be guilty of any dishonest act or be influenced by any motives other than those dictated by rugged integrity; therefore be it

Resolved, that we hereby declare our utmost confidence in him, that we resent any imputation on his honor, and that we pledge to him our support in his fight against the illegal sale of cocaine by unprincipled druggists.

ILLINOIS.

—It is reported that the Interstate Medical Association, successors to C. S. Baker & Co., pharmaceutical manufacturers at Grand Crossing, who recently assigned, and also interested in several large sanitarium projects, has secured an extension from creditors and furnished competent security pending the consummation of a large railroad deal, which is expected to furnish more than sufficient funds to pay all indebtedness.

—Detectives seized a musical clock in the drug store of George R. Mayer, Chicago. A nickel put in the slot causes the thing to play a tune and hand out a check for a soda or a cigar. A lucky person might get a 25-cent check. There was practically no chance about the machine and one was always sure of receiving full value.

—Health Commissioner Reynolds of Chicago, has accepted the resignation of Superintendent W. K. Jaques of the city laboratory. It is expected that Dr. Reynolds will ask that a laboratory superintendent be certified to him. In that event, an examination for that post will be required.

—J. E. Haney, who recently sold his interest in the firm of Hood & Haney at Peru, Ind., and who is to open a new drug store there, is in Chicago buying his opening stock.

—Secretary Frederick H. Kellett of the C. R. D. A., recently married Miss Harriet Schofield. They will reside for the present at 1175 Congress street. Congratulations.

—Hoyt Bros., formerly of Freeport, have moved to Chicago, and have opened at Leeland and Evanston avenues.

—E. S. Wenklin of Phoenix, Ariz., was in Chicago buying goods. So was L. W. Moody of Portland, Ore.

—President O. F. Fuller of the Fuller & Fuller Co., has returned from a vacation in the East.





A Winning Base Ball Team, Supported by Kansas City Drug Firm.

Brightwell & Landes, who have a store at Twenty-third and Olive streets, Kansas City, find it good business to support a baseball team. The nine seen in the accompanying cut plays under the firm name. It is one of the best amateur teams in Kansas City. Arthur Birmingham is captain and John Riley is manager. The team has a record of forty-three out of fifty-three games that it has played with other amateur teams during the last two seasons.

MICHIGAN.

—Ionia county will vote on local option at the coming election and newspaper editors have already sharpened pencils. The Review of Portland says: "The better element in the saloon business has become reconciled to the possibility of the county going dry and these men have already made their plans for the future. Ionia county will have an excess of drug stores. In Portland there will be at least two elaborate new drug stores, conducted by men who are now in the saloon business."

—R. E. Dettindaver, clerk at the store of F. E. Heath, Middleville, selected \$51 in crisp bills from the money drawer while the proprietor was at supper and left for Grand Rapids. Clever use of the Morse code put him in jail at Hastings where he awaits trial. It is probable that he will be dealt with leniently. Mr. Denth regarded him as the best pharmacist ever in his employ and may decide to reengage him. Dettindaver was drunk when he took the money.

—The McDonald Drug Co. has been organized at Kalamazoo, capital \$6,000, and has bought the store building at the corner of Main and Burdick streets. Cornelius Crawford, vice president of the Hazeltine & Perkins Drug Co., Grand Rapids, is president of the Kalamazoo company.

—The last meeting of the old Michigan board of pharmacy will be held at Lansing on November 3 and 4 and Secretary Muir says that there will probably be 75 candidates for examination.

—The drug store of George W. Priest at Pellston was burned recently and little was saved. Net loss will be about \$1,000. The fire was caused by the explosion of a lamp.

—Clinton Joseph, druggist at Quincy, who was burned out in the recent conflagration in that village, has sold his remaining stock to A. T. Mallory and M. D. Greening.

—C. G. Dykema of Grand Rapids, has bought a

drug store at Woodward avenue and Sibley street, Detroit, and will move his family to that city.

—J. D. Woodbeck of Osago, will conquer the cold blasts of a Michigan winter by means of a hot water heating apparatus, just installed at his store.

—H. J. Wilson, clerk at Fairman's, Big Rapids, has bought a stock of goods at Edmore and will open a store in that village.

—The new drug and grocery establishment of Hixson & Brouley has opened for business in the Inglis block at Flint.

—The Van Buren county jail has been dubbed by some cruel, cruel wit as the "Druggists' Home."

WISCONSIN.

—At the monthly meeting of the Milwaukee P. A. on last Thursday it was decided to hold the annual stag party some time in November. It is expected that many druggists from Minneapolis and Chicago will be in attendance. No other business was transacted.

—A. B. Richardson, Milwaukee, has sold his branch store at National avenue and Reed street and also the one near the Soldier's Home. He still retains the main store at Grove street.

—Mr. Showalter, formerly manager for John A. Dadd & Son of Milwaukee, has resigned and has bought the Weissbaum pharmacy, Twelfth and Walnut streets that city.

—Louis C. Meyer, for twenty-two years connected with the drug trade at Sheboygan, has purchased Mablendorf's drug store.

—A. H. Natwick has purchased the interest in the Gold & Natwick store at Soldier's Grove, from Morris Gold.

—Charles Jones has rented one of the stores in the new Beloit hotel at Beloit, and will open a drug store.

—The new village of DeForrest, is advertising for a druggist to locate there.



EDWARD L. BALDWIN.

To the druggists of the Pacific Coast the personality of Edward L. Baldwin is sufficiently familiar, for he has been one of the most active exponents of the policy of co-operation and associations in the drug trade of that part of our country for the last ten years. He was a delegate of the San Francisco and Bay County Drug Association to this year's N. A. R. D. convention, and as he remarked characteristically, he came to Washington "to work, not to talk." He is one of those fortunate men who possess the faculty of knowing just when and where his influence is most needed. At more than one critical point in the deliberations of the assembly and the committees he succeeded in turning threatened discord into complete harmony. He has great confidence in the benefits to be obtained from the new agreement between the proprietary manufacturers and the N. A. R. D. He believes the association is at the beginning of a new era. In one of his speeches he remarked, "The N. A. R. D. had reached a critical point, but the tide has now turned and the future promises only prosperity."

Mr. Baldwin was born in Geneva, Ohio, and began the struggle with the world on his own account at the age of seventeen. He worked his way through the Spencerian Business College of Ohio and taught penmanship for two years. His first acquaintance with drugs was made in the employ of Frank Hibbard, Ludington, Mich., and after five years he was ready to begin business for himself, the first field of operations being in Free Soil, in the same State. Failing health drove him upon the road, and several years were spent in traveling in the West for various drug houses in Detroit. In 1894 he purchased the Ferry Drug Co. in San Francisco, and has since built up a very satisfactory retail trade, besides manufacturing a profitable line of remedies.

Ten years ago Mr. Baldwin was elected secretary of the Retail Druggists' Association of San Francisco, an organization which contained a commercial section to devise ways and means for meeting the cut-rate evil. This movement developed into a co-operative manufacturing business, and later led to the formation of the San Francisco Drug Exchange, a buying club which achieved considerable success, but which has, since a

more satisfactory understanding with the wholesale dealers of the city has been reached, been suspended. Both of the enterprises were entrusted to Mr. Baldwin's care. In the formation of the San Francisco and Bay County Association, affiliated with the N. A. R. D., and its successful fight with the cut-rate evil, he bore an active part. He is now vice-president of the association.

CALIFORNIA.

—Mr. Kelly of Kelly's drug store, Nome, has achieved distinction for his gallantry in protecting a woman from an enraged mining millionaire who so far forgot himself as to strike her in the face. Charles D. Lane, well-known for his money and his mines, involved in trouble with Miss Lena Walton over rival claims, disputed one afternoon in Mr. Kelly's store. After a few heated words, Lane struck the woman. Kelly immediately interfered and prevented further trouble. Lane repented, was arrested, pleaded guilty, paid a fine and went his way.

—The California press has begun to agitate the question of growing licorice in this State for commercial purposes. The demand for the product is shown by the fact that last year the United States imported over \$1,500,000 worth. The root grows well in California, and at one time there was a flourishing patch of it on cotton land at Florin in Sacramento county. The plant above ground resembles alfalfa. It is pointed out that the demand for licorice in the United States is on the increase. In 1901 the imports amounted to but \$800,000. —In the state board of pharmacy there are still two vacancies which Governor Pardee has not yet filled. The name of Mr. Sutherland of the Grant Drug Co. is mentioned in connection with one of the vacancies.

—The San Francisco R. D. A. has not given up its endeavors to effect a State organization. At present this is one of the main subjects before the association.

HEARD IN IOWA.

—Schneider & Green have bought out Fred W. White at West Union. S. G. Cogswell, proprietor of the Dr. Baker Drug Co. of Des Moines, has sold his stock. L. M. White of Quasqueton, has sold to W. Biddinger. G. Vanderburg has succeeded J. H. Holihan at Hull. —Otis Hamm and Charles G. Willis of the Early Drug Co., Early, have dissolved partnership, Mr. Hamm retiring. C. C. Reid, who has been connected with the store during last spring, will remain as manager.

—N. P. Kauntberger of Bondurant, has sold. Irwin Tuttle & Co. succeed W. J. Spaulding & Son at Des Moines. A. M. Westveer of Lake City, has sold to the Wilson Drug Co.

—George Woodcock and Murl Hibbard have bought the store of Dr. E. D. Morrison & Co., at Valley Junction.

—F. S. Shadle of Luverne, has sold to W. H. Worts & Co. Frank Mains of Menlo, has given a bill of sale.

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J. G. KILBURN, NEWTON, MASS.



1871 he was registered in New York City. After owning and selling several stores, he settled in Newton.

Massachusetts may be said to be as completely organized as any state in the Union. The State association, of which Mr. Kilburn is a vice-president and a live worker, is also a staunch friend of the N. A. R. D. Mr. Kilburn was born in Boston in 1846. He clerked first with S. E. Stone at Walpole, then with Gilman Bros., Boston; Weeks & Potter, Boston. In

A BUSINESS THAT PAYS.

Wonderful Growth of the Late Dr. David Kennedy's New Business—Fair Dealing Pays.

Forty years ago, and for years thereafter, the name of Dr. David Kennedy of Rondout, N. Y., was known among druggists and newspaper proprietors as the synonym for fair dealing and prompt payment. To-day the same enviable reputation attaches to the Cal-Cura Company of Kennedy Row, Rondout, N. Y., the successor of Dr. David Kennedy in the manufacture and sale of his latest proprietary medicines. Dr. Kennedy was one of the pioneer great advertisers of proprietary medicines. His "Favorite Remedy" was long a leading seller and was favored by druggists on account of the fair treatment they always received. After building up an enormous business, Dr. Kennedy sold a controlling interest in the enterprise to other stockholders in the Dr. David Kennedy Corporation, retaining only a one-third interest himself. After serving several years as the president of this corporation, Dr. Kennedy was deposed from the presidency and all active connection with the concern. Of the legal complications that followed it is not within the province of this article to treat, further than to state that although a determined effort was made to prevent Dr. Kennedy from again embarking in business, it was unsuccessful.

Although Dr. Kennedy was a man of large means, one of the heaviest owners of real estate in the city in which he resided, prominent in social and political affairs, he could not enjoy life without work. He had been a presidential elector, twice mayor of the city of Kingston, of which Rondout is a part, and was a director in two of the leading banks of the city. But this was not enough to keep his vigorous brain busy, so in 1858 he placed upon the market his new line of medicines, consisting of Cal-Cura Solvent, Herculine Tonic, Cal-Cura Pills, Evening Ointment, Ocelline Balm, Epidermal Soap, Rose-cura Oil, Cal-Cura Plasters and Coughline Syrup.

From its inception, the new business was amply capitalized and Dr. Kennedy set out to make it a model of its kind. The services of Mr. John McCann of Amsterdam, N. Y., were secured to place the goods personally with the druggists and so satisfactory was his work that he still heads the corps of travelling men employed. Careful attention was given to newspaper advertising, and while no extravagant use of space was made, every line was made to tell. The interests of the trade were safeguarded. All druggists were treated

alike. Every advertisement urged purchasers to patronize their local druggist. Window displays, pamphlets and free samples were furnished in liberal quantity. Advertisements in local papers bore the name of local druggists. The medicines themselves were safe, harmless and beneficial. Any pharmacist or physician acquainted with the formulas would endorse them. All bills were paid the day they were received.

The result was that everybody was anxious to deal with Dr. Kennedy. The business grew apace and the territory was gradually extended. When Dr. Kennedy died, on August 5, 1901, the business was such a good thing that his heirs did not feel justified in abandoning it. The Cal-Cura Company, composed of Dr. Kennedy's immediate family, was organized. One of his sons is the president of the company. Another is the vice-president. They regard the business somewhat in the light of a memorial to their father, and take pride in carrying it on along the lines established by him. The volume of business has doubled annually since the Cal-Cura Company has been in charge and the Cal-Cura Company stock is a good thing to have—so good that there is none on the market. The company occupies Dr. Kennedy's office and laboratory in the Kennedy Row, a long row of connected buildings that is the property of the Kennedy Estate. There the medicines are manufactured, packed and shipped, and there the business offices of the Cal-Cura Co. and the other interests controlled by the Kennedy Estate are located. The success of the business is a standing proof that fair dealing pays and that druggists, as well as the general public, stand by those who treat them fairly.

Mixed Spices.

Cureuma	1/2 ounce
Cassia	1 ounce
Cloves	1 ounce
Mace	2 ounces
Cinnamon	2 ounces
Pepper	2 ounces
Coriander	8 ounces

Mix and reduce to a moderately fine powder.

Tetter Ointment.

Calomel	2 drams
Dried alum, powdered	2 drams
Lead carbonate	2 drams
Oil of turpentine	2 ounces
Simple cerate	1 1/2 ounces

Transparent Capping Fluid for Bottles.

Colophony (resin)	20 parts
Ether	40 parts
Collodion	60 parts

Dip the heads of the bottles, suitably corked (if desired a tag or label may be pasted over the cork) into the varnish, which dries rapidly and leaves a beautiful transparent coating.

SPECIAL OFFER ON
CALCURA SOLVENTDr. David Kennedy's Latest Kidney
and Liver Medicine.

For thirty days, ending on November 7th, we will give to all retail druggists one free bottle of Calcurea Solvent with each dozen they order of their wholesale dealer, providing, each druggist thus ordering will make a window display of the said goods and distribute from their store free samples of Calcurea Solvent and advertising matter. On two dozen orders they will receive a per cent discount.

Simply send us your order, together with the name of your wholesale dealer through whom you would like the goods shipped.

The free goods, samples and advertising matter will be sent direct from our office, all charges prepaid, even the postage to your store.

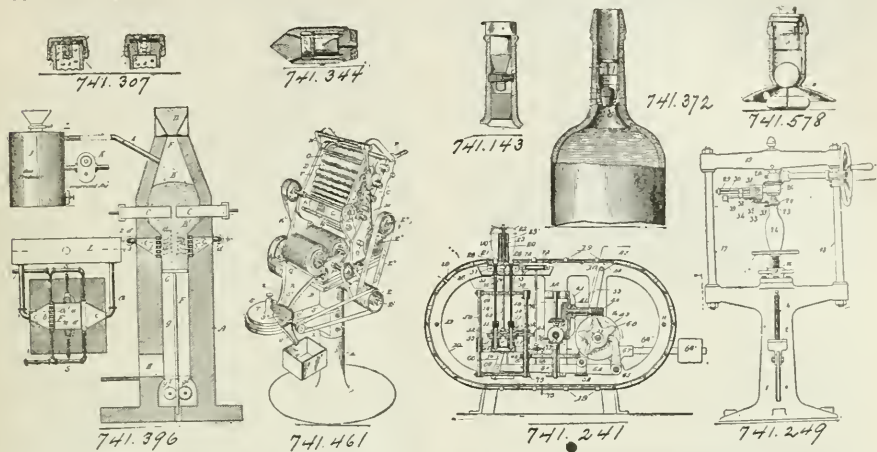
OUR ATTRACTIVE WINDOW DISPLAYS, LARGE SIZE SAMPLES AND MOST EFFECTIVE ADVERTISING ALWAYS CREATE A STRONG AND STEADY DEMAND FOR CALCURA SOLVENT.

Address THE CAL-CURA COMPANY,

(Manufacturers of Dr. Kennedy's latest preparations)

DR. KENNEDY ROW, RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 13, 1903.

- 741,143.—George A. Kendall, St. Marks, Fla. Seal for bottles or like packages.
- 741,241.—Nicholas Glab, Dubuque, Iowa. Bottle-washing machine.
- 741,243.—William M. Grosvenor, Edgewater Heights, N. J. Process of making acetate of soda.
- 741,249.—Charles Jovignot, Paris, France. Machine for hermetically closing bottles or other vessels.
- 741,307.—Earle E. Chapman, Los Angeles, Cal. Closure.
- 741,372.—Emile Risse, St. Louis, Mo. Non-refillable bottle.
- 741,374.—Edward C. Rosenaw, Feunimore, Wis. Non-refillable bottle.
- 741,396.—Guillaume De Chalmot, Leaksville, N. C. Production of nitrogen compounds.
- 741,461.—Ernest C. Clark, Detroit, Mich. Pill-machine.
- 741,554.—Robert C. Schupphaus, Brooklyn, N. Y. Pyroxylin compound.
- 741,578.—Charles C. Guernsey, Nashville, Tenn. Non-refillable bottle.
- 741,585.—Oscar Liebreich, Berlin, Germany. Process of producing glycerin and acidulated derivatives of aromatic bases and the product thereof.

TRADE-MARKS.

Registered October 13, 1903.

- 41,288.—Cough-syrup. Silas Lasser, Callicoon Depot, N. Y. The words "The Black Pair."
- 41,289.—Brain and Nerve Remedies. George J. Remaly, Allentown, Pa. The initials of the registrant "G. J. R.," etc.
- 41,290.—Remedies for Diseases of the Nerves or Nervous System. E. C. De Witt & Co., Chicago, Ill. The word "Kodol."
- 41,291.—Proprietary Medicines for Treatment of Certain Named Diseases. David A. Himadi, Lodi, N. J.
- 41,292.—Tonic and Laxative. Robert R. Stoner, Minneapolis, Minn. The word "Alo-Etta."
- 41,293.—Pharmaceutical Compounds Used as a Tonic. Charles H. Howells & Co., Paterson, N. J. The word "Lymphine."
- 41,294.—Laxative Aromatic Compound. Sharp & Dohme, Baltimore, Md. The word "Laxaromes."
- 41,295.—Antiseptic Powder. Sharp & Dohme, Baltimore, Md. The compound word "Bo-car-al."
- 41,296.—Antiseptic and Astringent Powders. Geo. A. Newman Co., Louisville, Ky. The word "Veraseptol."

- 41,297.—Disinfectants. Adam Robertson Stark, Glasgow, Scotland. The word "Visanus."
- 41,298.—Concentrated Product of the Active Principles of Cod-liver Oil. Merck & Co., New York, N. Y. The word "Gadulol."
- 41,299.—Talcum-powder. Gustavo F. Govin, New York, N. Y. The word "Tutocito."

LABELS.

Registered October 13, 1903.

- 10,409.—Title: "Prof. Smith's Hair Grower and Dandruff Cure." (For medicine). Rosebud Perfume Co., Woodboro, Md.
- 10,410.—Title: "The 'Divi' Proprietary Medicines." (For proprietary medicines). Mary E. Kendrick, Morristown, N. J.
- 10,411.—Title: "Alpha Oil." (For medicinal oil). Alpha Drug Co., New York, N. Y.
- 10,412.—Title: "Carbonigrol." (For horse liniment). Eureka Drug Co., Eureka, South Dakota.

NOT A PLEASANT THING TO CONTEMPLATE.

Startling facts have been brought to light concerning the taste of Utah women for alcoholic liquors as a result of a canvass of the soda clerks in drug stores by the Salt Lake Herald. It was learned that at fountains where it is generally understood that no liquors are served, no less than fifteen per cent. of the women who call for drinks there, ask that a little liquor be mixed in. At other fountains where spirituous drinks are openly sold, nearly fifty per cent. of the women patrons indulge in fancy drinks that contain liquor. This indulgence, according to the statistician of the Herald, is more prevalent with the highest class of people.

OUR CANADIAN LETTER.

- H. A. Wise & Co., druggists, Winnipeg, have moved into their handsome new establishment in the McIntyre Block. The interior fixtures are all of golden oak.
- The F. Woodhull Co. of Hartney, Man., have increased the size of their drug store, doubling its capacity.
- The drug commission house of Pierrepoint & Carter, Winnipeg, has gone out of business.
- B. M. Canniff, Portage la Prairie, Man., is advertising his business for sale.



MARKET STEADY AND FLUCTUATIONS WITHIN NARROW LIMITS.

New York, October 20.—With very few exceptions the fluctuations in values during the past week have been within narrow limits, but in a general way the movement into consuming channels has continued satisfactory to dealers and the tone of the market is steady.

OPIMUM.—Lack of important demand and cable reports of weaker primary sources have caused an easier feeling in the local market but jobbing prices are maintained at the old range of \$3.40@3.65 for 5 per cent, and \$3.50@3.75 for 11 per cent. Powdered is moving moderately in small lots at \$3.40@4.50 for 13 per cent, and \$4.80@5.00 for 16 per cent.

MORPHINE SULPHATE.—A continued steady jobbing movement into consuming channels is reported with quotations unchanged at \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—Contrary to general expectation there has been no change in manufacturers prices but the tone of the market has continued strong under the influences noted last week, and dealers are still looking for an early advance. Meanwhile there is a good steady jobbing demand which is being met at the old range of 25@25½c. for bulk in 100-oz. tins, 25½@26c. in 50-oz. tins, 26@26½c. in 25-oz. tins, 27@27½c. in 15 or 10-oz. tins, and 32@32½c. in ounce vials.

MENTHOL.—An advance in the import cost has caused a firmer feeling among local dealers, and quotations for jobbing quantities have been marked up to \$7.75@8.25 per lb. and 62@67c. per oz. according to quantity and seller.

PEPPERC.—Rio is decidedly stronger in sympathy with cable reports of an upward movement in the London market, and local jobbers have advanced quotations to \$1.85@2.10 for whole and \$1.95@2.20 for powdered according to quality and quantity.

SARSAPILLA.—Mexican is firmer owing to scarcity and quotations for jobbing quantities have been marked up to 25@30c. for whole, 27@32c. for cut or crushed and 30@35c. for powdered.

BALM OF GILEAD BUDS.—Spot supplies are steadily diminishing and holders have advanced quotations to 45@55c.

FINCHORN ROOT.—Values are firmer owing to scarcity and the revised jobbing quotations are 45@50c. for whole and 55@60c. for powdered.

MANDRAKE ROOT.—A decidedly firmer feeling is manifested on the part of dealers owing to light available supplies and stronger markets at producing points, and jobbing prices show an advance to 15@19c. for whole and 19@21c. for powdered.

JAPAN WAX.—Primary markets are ended higher and jobbers have advanced spot quotations to 21@25c. as to quantity.

ALCOHOL.—4-gram is higher in sympathy with the stronger market for corn and jobbing quotations show an advance to \$2.47@2.48 by the bbl. and \$2.50@2.70 for less. 40-grass is held at \$2.40@2.50 by the bbl. and \$2.60@2.75 for less.

CANARY SEEDS.—Jobbing quotations for coker have been reduced to 36@37c. for 12-lb boxes and 40@45c. for smaller quantities.

CLOVES.—A continued strong market is reported with whole held at 16@18c. and powdered 20@25c.

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The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY—A NEW EDITION.

The 10th revision of the Era Druggists' Directory is now ready, and we can announce confidently that it is the best edition we have yet offered.

In addition to the many features which have made the Directory the standard work of its kind in this country, the new revision includes a complete list of the druggists in Costa Rica and a list of the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States shows a slight falling off, and does not quite reach the 40,000 figure which the last edition showed, but this is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.).

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is not only a work of reference which should be in constant use, but for sending out circulars to the trade there is, so far as we know, nothing like it published. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

A HELP IN PRESCRIPTION WORK.

There are a great many things that the average dispenser can't remember, and there are as many more that he shouldn't try to remember—it isn't safe. These things come up in prescription filling when time is an important factor and accuracy is strictly essential. There are questions about dosages, dose equivalents, percentage solutions, specific gravity, incompatibilities, metric and thermonetric equivalents, meanings of Latin, French or German terms. These things are all tabulated, or figured out, handy for instant reference, in the Era Dose Book (Third Edition, Revised and Enlarged). Price 50 cents, postpaid.

EDITORIAL COMMENT

THIS WEEK'S PRICE LISTS.

The price lists which swell the bulk of the present issue, offer little opportunity for the historian or paragrapher. They are not subjects for conversation or speculation, but, like the artisan's tools, are valuable for the work they aid in performing rather than for qualities inherent in themselves. They are essentially useful and as such deserve all the space they occupy. There have been no remarkable changes since our last price list edition, but such alterations in detail as are noted are precisely those which the druggist requires to know. The drug and chemical list has been augmented by perhaps more than the usual number of additions. The production of new medicinal chemicals goes on apace, and there are as yet no signs that this popular industry has reached its highest development. It is one of the many trials that tend to cover the poor druggist's head with premature streaks of gray. The prices are, as a rule, slightly higher than those of six months ago which is quite in accordance with the tendency of the times. Pretty much everything we need has gone up except stock in the big trust, and most of us get along fairly well without that. The prices in the proprietary list have not advanced and there have been no additions of a startling nature. The new preparations are mostly of a kind already fairly plentiful, tonics, laxatives and antiseptics. There are nearly as many proprietary medicines on the market as there are drug stores in the United States. Some of them perhaps fail to yield expenses, but there are others which are as remunerative as the mines of King Solomon ever could have been. The ability of each of this vast number of substances to find some satisfactory application to the comparatively small body of one animal, and that the human animal which is so very similar under all conditions and circumstances, is one of the marvels of the age.

ATTENDANCE AT ASSOCIATION MEETINGS.

It is a comparatively simple matter to effect the organization of local pharmaceutical societies, but to keep the flame of enthusiasm from gradually flickering out requires constant nursing and frequent additions of fresh fuel. Almost every pharmacist believes in associations in the abstract and is willing to give "the good work" the benefit of his name, but when

the movement makes any considerable demands upon his time and energy, he is apt to find it too much trouble. The chief difficulty seems to lie in the very small amount of leisure at the druggist's command. The store usually draws so heavily upon his resources of body and mind that attendance at society meetings becomes an added burden instead of the recreation which it should be. Unless the session offers something to arouse his interest in spite of tired nerves and muscles, he is likely to seek his rest elsewhere. How to inject into the weekly or monthly meetings features which will make them attractive is a problem which troubles all association leaders to a greater or less extent. The difficulty is not a new one, and no sovereign remedy has ever been found. When scientific societies were in vogue, the rank and file complained that professionalism had no attractions for the average druggist whose waking hours were devoted to a struggle with matter-of-fact affairs. The cry for more "practical" papers and informal discussions of business problems was the result. Numerous organizations were formed on new plans which eliminated the precocious student and exalted the successful salesman instead. But even substantial financial interests have failed to keep some of the most important of these associations in flourishing condition. The Kings County Society and the Manhattan Association of this city have very respectable assets and number their members by the hundreds, yet it is difficult to secure a regular attendance of more than a dozen or two, and this condition probably prevails elsewhere. It is now proposed to add other features, entertainments in the form of music, amateur literary and dramatic art, etc. Whether they will have the desired effect will depend upon many things. If the entertainments are good and the members are fond of social pleasures it may swell the attendance to a respectable figure. The German Apothecaries Society has by similar means created a solidarity among its members which is the envy of neighboring organizations. It should, however, be borne in mind that all people are not as happily constituted as the Germans who are peculiarly fond of semi-public social gatherings. Moreover the only natural and reliable bond of interest between pharmacists is and should be pharmacy. No doubt each association has its own symptoms and requires its own peculiar treatment. Some will need more papers on scientific subjects and others music and fun-making. The main thing is to make a determined search for the difficulty and an intelligent effort to correct it.

BIOLOGICAL REMEDIES IN DRUG STORES.

In view of the great importance of biological products in the more recent developments of medical science, the indifference to the trade in these preparations shown at a recent meeting of the King's County Pharmaceutical Society is somewhat surprising. It is the duty and privilege of the pharmacist to furnish the remedies required by the physician in the treatment of disease. Is he content to step aside and allow someone to perform this duty in his place? The principle of counteracting poisons formed in disease by antidotes produced by the animal body itself is apparently applicable to every important malady, and medical research is now devoted very

largely to a search for these naturally formed specifics. A large portion of the pharmacists' revenue is derived from the sale of remedies for a few important diseases, and an extension of serum therapy to all of these diseases is possible if not probable. In the treatment of diphtheria with antitoxin little or no medicine is required beside the one or two doses of serum administered. A common disease which formerly required frequent and repeated calls upon the pharmacist now makes very slight demands upon his services. If serum therapy is to have a like effect upon other diseases, we may then expect to see the vegetable and mineral drugs of the Pharmacopoeia in some measure replaced by these animal products. In that case, what becomes of the dispenser who is not prepared to supply the few but indispensable remedies employed by the physician? Medical progress, in which pharmacy has borne an active part will have passed him by. If the pharmacist is to maintain his important position, he must be prepared not only to furnish all remedies needed by the physician, but also to guarantee their quality and strength.

ANOTHER "SECRET OF SUCCESS."

All great men have of late been affected with a spirit of generosity and have very kindly been giving young men private tips on the best methods of getting on in the world. Carnegie, Hanna and a score of others have divulged their pet "secrets of success" and have told the boys how it should be done. The latest to be added to this list of eminent men is Dr. Brundage. The Brooklyn doctor's formula for getting the things that everybody else is also trying to get, is a bit complicated but it may be summed up about as follows: To succeed one must have ability to accomplish results, energy to make use of the ability and economy so that the energy and ability will not be wasted. This secret lacks the brevity of some others, but it has the quality of comprehensiveness, and seems to be very satisfactory as secrets go. Still, if it could have been boiled down into a little smaller compass, such as that occupied by the word "work," for example, it might have been a little more convenient for daily use. As it is, we fear that it will never make many millionaires, for although many more factors are taken into consideration than in some rival secrets, still there is one rather important factor missing. If these kind gentlemen who are so generous with advice would only add the one essential factor always omitted, opportunity, a whole generation would arise and call them blessed. For what is the use of ability and energy and economy, when we lack the opportunity of turning them into cash? We have been told by these same gentlemen that great men make their own opportunities, but we still believe with Thackeray, who also knew something of life, that "The race is not always to the swift nor the battle to the strong."

OPPOSITION TO PURE FOOD LAWS.

We have on several occasions predicted that the regulation of the impure food and drug question in this country would present extraordinary difficulties. Among people who are accustomed to having their affairs regulated by arbitrary and peremptory authority the obstacles to be overcome are sufficiently serious

ious, but Americans resent interference of any kind not directly supported by popular sentiment, and the rigid application of scientific tests to articles of which everyone considers himself an excellent judge is bound to create no end of friction. A national law governing the importation of adulterated and falsely labelled foods and drugs has now been in force only a few months and the excitement has already begun. The importers object to the manner in which the provisions are enforced, and are trying to have the inspection of foods placed under the jurisdiction of the Department of Commerce. They claim that there is a ring in the Department of Agriculture bent on getting control of the machinery of enforcement, with the purpose of building up a large bureau with an army of clerks and officials, and that members of Congress are urged to support the scheme in order to have a share in the patronage. They further claim that they were not given sufficient opportunity to oppose the measure which is now a law, and will make an effort to modify the proposed Hepburn Bill so as to enable them to escape the annoying inquiries of Dr. Wiley and his staff. All of which might have been expected. The importers feel abused and will have no difficulty in making other people including members of Congress agree with them. A powerful lobby will be in readiness when Congress reassembles and every effort will be made to defeat the purpose of any pure food and drug bill presented. When it is found useless to attempt to block the entire movement the fight about the question of standards will begin. The movement to transfer the bureau of inspection from the Department of Agriculture to the Department of Commerce is not likely to rid the importers of much annoyance, for it is quite probable that if a change of this kind could be effected, Dr. Wiley would also be transferred because of his great experience in dealing with the problem.

THE MILES PLAN. A CONVINCING ARGUMENT.

An incident which occurred in this city during the past week, explains in a curious way the attitude of certain portions of the trade toward the N. A. R. D. and plans for correcting evils of trade. A prominent druggist sent an order for Miles' goods through the usual channels, expecting a prompt delivery as a matter of course. A day passed and the order remained unfilled. What could be the matter? The firm's credit had never been questioned, and no favors had been asked. Why did not "the money bring the goods"? He had, of course, heard of the contract scheme before, but had never taken much stock in it. After several days he discovered to his surprise that it was actually impossible to get the goods without signing the contract. Now this gentleman, who is not one of the apathetic kind, but a fair type of the astute wide-awake New York business man, is convinced that the direct contract and serial numbering plan is a wonderful institution. The object lesson accomplished at once what hours of haranguing and car loads of literature failed to do. To be sure, the journals had contained accounts of the plan and its success, but journals, like association orators, are always "talking through their hats"; but this practical demonstration was an entirely dif-



WALTER H. GALE, Chicago, Ill.

ferent matter. He had actually been refused the goods, and there must, therefore, be something in all that talk after all. If a plan could have a real practical effect it could be not merely another one of those association resolutions which sound so well and promise so much but commonly have no influence whatever on real commercial transactions. What a commentary on the character of association work and trade journal literature! We are actually expected to keep on saying things that mean nothing at all. Can we wonder that object lessons are necessary, when even our friends take for granted that we are merely talking for effect?

CLASS A. AND CLASS B.

We wonder how many of our readers have noticed that in classifying wholesale druggists into divisions A and B, the gentlemen of the N. A. R. D. have been following a plan which has been in use in the Éra Druggists Directory for the past two years. The Directory also distinguishes wholesale dealers who act purely as intermediate distributors from those who in addition conduct a retail business, but it goes a step farther in again separating the latter class into mixed dealers designated B and a class C composed of druggists who are practically retailers but have a "small jobbing outlet." Whether this similarity in classification is merely a coincidence or not makes very little difference. If, for commercial reasons, it is found expedient to divide wholesale druggists in this way, it is obvious that in adjusting their relations with retailers, a similar division must also possess advantages.

Honesty in Advertising.

Honesty—uncompromising honesty in the smallest things as well as in the largest, is the only foundation on which permanent success can be built and the honesty of the store must be reflected in its advertising.—Show Window.

SHOP TALK

ON BEING "DEAD SURE."

"I agree with Mr. Schumacher," said the druggist. "If you wait until you are 'dead sure,' you'll save the cost of many a mistake. His secret of success is a good thing to paste inside your hat."

"It's a mighty good thing to be sure you're right before you go ahead—if you can," replied the C. P.

"How many sleepless nights I might have spared myself, if I had only adhered to that policy," continued the man of drugs with a sigh. "And those figures in the bank might have been quite different."

"Yes, you have made lots of blunders," said the sage. "Anybody can see that, now."

"What do you mean? Yes—ah—of course—everybody does, you know! You are right; I have made a lot of them. Look at that row of proprietaries on that shelf—dead loss! And if I had only gone slow on a hundred other things; That fountain over there—this store building, the fixtures, the location, that partnership twenty years ago, my studying pharmacy at all when I might have studied medicine. It sometimes makes me sick to think of it all."

"You have company in your misery. I have also made a few, but I no longer worry about them. That's the advantage of being a philosopher or having a good digestion—I can't make out the difference. I dare say old man Pillem wish that he had made a little more 'dead sure' before marrying that young

"Oh, well! That has nothing to do with the case. I am speaking of it as a business policy."

"To be sure—to be sure!" mused the sage solemnly bobbing his head. "You can't apply it every where; but in business the dead sure thing is all right—that is, for old men."

"Why old men? A young fellow needs that sort of thing more than one of longer experience. He is a heap more likely to make mistakes."

"He has the time."

"I believe the sooner he gets at it the better."

"That's it, precisely."

"Do you believe in making mistakes?"

"I think with President Roosevelt that it is better to make a few mistakes, or even a great many of them, than to do nothing at all."

"Ah, but that's another matter entirely."

"It all amounts to the same thing. The 'dead sure' policy is all right provided that you have something to be 'dead sure' about. The trouble is that most of us would have to wait too long. If the average man were to stand around until he could start on a deal certainty, the day would be pretty well spent before he could get at it. In most lives there would be very little sense in beginning at all. Most of us accomplish little enough as it is."

"More would be done if so many didn't go off half-cocked."

"Better to go off half-cocked than to hang fire until the game is out of sight."

"(Still) it is well to be pretty sure of your aim. Besides, success in life is no four-footed animal nor bird."

"It is more elusive than either. It is not everybody that has the faculty of seeing the game. And then there are so many slips when the aim is fairly good. Even the best shots miss occasionally, and I believe they could feel fairly certain they must have fired wide a number of times. The main thing is to keep at it—find your game and blaze away. The young fellow who is too saving of ammunition in the beginning is not apt to have much to be 'dead sure' about. It's time enough to begin economizing on powder when you have a pretty good bag."

"Still, it is the cool calculating fellow who figures on all sides of a proposition that usually succeeds in life."

"That is another thing entirely. Be as sure as you can, is a different proposition. The trouble with your 'dead sure' theory is that it removes all elements of chance, and that can not be done. You've got to take chances."

"All business is not speculation. You talk as though it were all a matter of chance."

"Oh, no! Quite the contrary. It is mostly a question of hard work. I am inclined to think that that has more to do with it than cool calculation. The greatest successes came mighty near being failures at one time or another. The margin is uncomfortably narrow some times."

"There are lots of safe investments."

"There are no dead sure things in this world. The element of chance—or uncertainty, if you prefer—is everywhere. And the most uncertain of all is the human animal himself."

"Nonsense! Given a fair start in the matter of parents, and a boy will just about fit the conditions in which he is placed."

"But you can never be certain of conditions. Nobody can tell what a boy is going to amount to, and he himself least of all. He has got to take all sorts of chances, and mistakes are the only 'dead sure' thing."

"He can be sure of one thing—work."

"It will take him years to find out his own capacity for work. As a rule he will allow circumstances to choose his life-work for him. If he studies pharmacy, he will have to take chances on whether he is cut out for that sort of thing, and whether he will find it worth while after he enters it. When he goes into business it is the same way. He must risk his all with the rest of them."

"Well, as a rule he has nothing to lose at the start."

"That makes it a little easier, doesn't it? He has little or no capital, and time to try again if he fails."

"But after the time begins to get short, or when his pile is respectable he can't afford to take the risk."

"Ah, there you have it! The cautious policy, the 'dead sure' policy, is the policy for the man who has more to lose than to gain. When he gets old so that he is compelled to make every minute count, and his agility is not what it used to be, he had best go a bit slow. But the most cautious individual of all, is he who has accumulated a bigger pile than the other fellow. He has much to lose, and can afford to stand pat."

SYRACUSE DRUGGIST WORKS DOG OWNERS.

"Few druggists pay enough attention to remedies for dogs and other pets," said a thoughtful Syracuse druggist recently. "A friend of mine who is a great lover of dogs recently put me wise, and I have taken more pains ever since. He told me that he went into a certain store and asked for a well-known cure for mange, saying that his dog was troubled with the disease. The proprietor smiled as if it was a joke and began to hunt for the remedy which he found after a lot of trouble, on a top shelf covered with dust. It was the last bottle he had left. Now a dog lover labors under the belief that his dog is one of the family, and he doesn't want him insulted in this way. It would please the owner better to see a section of shelves devoted to dog remedies and a placard stating that fact. A person who does not own a dog—and there are many—has not the least idea of the affection a dog lover has for the beast. Incidentally, I might

remark that dogs show almost a human affection for their owners.

"One of our Syracuse druggists is certainly up to snuff, as he went to the city clerk, got all the names of dog owners who took out a license in the city and sent each owner a pamphlet on dog diseases, telling them where they could find the remedies. Now that policy draws trade, for the dog owner will not only patronize the druggist for dog medicines, but his respect for him increases several fold, and he will be likely to go there when he wants anything else in the line of drugs."

THEY PUT UP A JOKE ON BANDERWELT.

"Ikey" Banderwelt—that isn't his name—is a traveling salesman for a drug house. One day he heard that the manufacturer of a certain well-known toilet powder was about to get out a new box. A Sunday or two afterward he was at home with his baby and his camera. And while the baby was posed in various cunning positions the camera shutter worked industriously.

One of those pictures was, to use Banderwelt's expression, a "Jim dandy." Why not send it in to _____ for his powder boxes?" Banderwelt thought. He did so, and it was accepted.

When the boxes appeared, Banderwelt, thinking something was due him, asked for a couple of hundred dollars. He was put off. After a while his resourcefulness showed itself. Wishing to move, he rented one of the powder manufacturer's houses. Then, in a couple of months he wrote to the manufacturers, suggesting that the two months' rent—which he hadn't paid yet—would conveniently fix up the pay for the picture. A letter from a lawyer warned him that if he didn't pay he would have to get out. He proposed a compromise, writing back that, as the house needed calcimining, if that were done, he would be content. The manufacturer was willing.

But the boys at Banderwelt's office knew about the affair. They got together one day, and, a particularly waggish New York state man at the pen, wrote the following to Banderwelt, on one of the manufacturer's letter heads:

"Dear Sir:—I have decided to calcimine the house with a preparation made chiefly from my talcum powder. Therefore, when you want to powder baby after his bath, you can rub him against the wall."

A CIGAR TALK.

"A successful druggist has pretty nearly got to make himself capable of running a department store," said a member of the Syracuse D. A. recently. "Now take the cigar and tobacco end of it. A lot of money can be made or lost at a cigar stand, and if a druggist has one in his place he must know how to run it. The day is past when a man comes in and asks for a cigar, lays down his money, takes what is offered him and gets out. He asks for a name of a particular brand, and if you don't keep it you lose his trade.

"The taste in cigars varies, and the druggist has got to keep in line. Just now there is a great call for clear Havana goods. There is many a druggist who don't know a Key West from a domestic cabbage leaf and he had better wake up. If he don't understand his business the hundred and one drummers on the road will wreck him. He must judge whether his trade lies among working men; if so, too many trust goods must not be displayed. If his trade is among a different class they probably want clear Havana and high-grade domestic cigars, and do not care whether they are trust or anti-trust."

COMPETITORS OF THIS DRUGGIST WILL NEED AN AIRSHIP.

Druggist C. A. Sexton of Perth Amboy, N. J., who is responsible for the puzzle advertising scheme recently described in this column, does not believe in traveling the beaten path. His latest advertising medium is the atmosphere above and about his town. "Every night at about 7:30," says Mr. Sexton, "I



GEORGE D. CASE, Milledgeville, Ga.

send up a balloon bearing a tag with the information that whoever returns it to the store will receive a prize. A different prize is given each night. About seven o'clock children and grown people begin to flock to this neighborhood to see the balloon go up. People all over the city look for it every night and tags have been returned from distant points. I consider it one of the best ads I have ever tried."

THE DESIRED EFFECT.

L. C.—Q. Is strychnine good for the complexion. I was told that sixteen grains would make a person very white.

A. Yes; sixteen grains will make a person very white, unless there is a doctor convenient with a stomach pump.



NOTHING TO REPLACE PRACTICAL EXPERIENCE.

Watertown, S. D., October 3.

To the Editor:—I do not think there is anything that will take the place of, or can be substituted for practical drug-store experience. However, I believe the State should exercise control over apprentices—first, by requiring them to register, only after they have given satisfactory evidence as to their qualifications, and preliminary education; second, by exercising supervision over the kind of experience they obtain.

The time required by most States is only a safeguard thrown out to protect the public against incompetent persons, mostly as to preliminary education. Raise your requirements as to preliminary education and the necessity of a long term of actual drug-store experience is diminished. Yours truly,

D. F. JONES.



English Pharmacy in Lucknow owned by W. C. Kidd.

A WORD FROM INDIA.

Anyone May Sell Drugs, and Need Not Care Whom He Kills—Customs of Druggists and Conditions of Trade as Related by R. R. Martin of Bombay.

Pharmacy in India—the word is misapplied, but there is none better—as well as trade conditions and features there were interestingly described recently to an Era man by Robert Rowlette Martin of Bombay, India, representative in the Far East for Frederick Stearns & Co., Detroit.

Mr. Martin is well-known to many New Yorkers, as this has been his home, and during his brief stay here his room at the St. Denis was a gathering place for many friends. It took him months to get here, ship after ship becoming disabled, until Mr. Martin might, by a superstitious sailor, be called a Jonah, and he had the novel and not altogether pleasant experience of being shipwrecked for three weeks on an out-of-the-way island of the Maldivie group in the English Archipelago, Indian Ocean southwest of Ceylon.

But he is on the way back to India now, via London, Paris, Marseilles, and, of course, Suez.

"The East," said Mr. Martin, "starts at Suez. Once the traveler reaches Suez he immediately enters a different life. Conditions of transportation change, and henceforth, he be bound for Yokohama, Australia or any port in India he is allowed to take along one or more native servants without extra transportation charges.

"Life in the East? Well, you know, that is a very wide subject, but I will try to give you a little insight.

"First of all, business is done in the early morning hours. Generally my broker, my servant and myself leave the hotel at Bombay at six; of course you know it is daylight there at four. We drive down, reaching the bazaars in about thirty minutes.

"These bazaars are all side by side, and vary in buying capacity only. But there are no secrets between them. You small dealer gets the same business as the big one. Price cutting? I should say so! But these things naturally adjust themselves, without harm.

"By eleven in the morning we have visited the leading buyers and received assurances that something is going and that if I can come down tomorrow they will tell me when I may come down again. From one to the other as they stand side by side, you have gone, and found them all wholesale and retail, each with a story to tell. Each has a talk about how the hot cure of wine or cold beer or only contained ten bottles, how the anti-typhoid headache cure, how the 'kempic' gas breaks, and so it goes. You chat

along with your native friend; he inquires about everything under the sun and nothing about business, and then, with a twinkle in his eye, he politely dismisses you with:

"Sahib, if you will come in tomorrow I will tell you when you can come again! Oh it is slow!

"It will, no doubt, be a matter of great surprise to readers of the Era that there is no pharmacy law in India. Neither is there medical or legal law. Any man may be a pharmacist, or doctor or lawyer, and it is oftentimes a thorn in the flesh for a graduate when he is making a tour of the world to go into a bazaar with his touring associates and there see a large square sign over what is, in every sense of the word a pig sty, bearing the legends 'L. R. C. P.' and 'M. R. C. S.' and other titles which the medical man has rightly earned in England and is honestly entitled to use in India, but which he treats with an utter lack of ethics, inasmuch as ethics there are not productive of revenue. To rectify this condition, a certain element of the profession not long ago appealed to Lord Curzon, who, after careful consideration, decided it was impossible to frame a medical law that would be just to all.

"What would you say in America to a medical examination, consultation and medicine, the entire cost of which amount to 8 annas, or 16 cents? India is honeycombed with a form of medical attendant called the 'bone setter.' This photograph (reproduced here), is of one of the most learned men in India in his branch of the profession. As he appears, he is ready to commence operating, while on his left you see several vases of Stearns' fine pharmaceutical preparations. These men receive for their services a fee varying from 4 annas, or 8 cents, up to 5 rupees, or 1.00 cents.

"There is a rule or custom as old as the Koran that if a native admires any article you possess you must at once present him with it. In the course of my visits in the East I have given away at least two dozen Waterman pens, simply through large dealers admiring my own pen.

"There are many little courtesies in business sadly lacking on this side of Asia and which make life in the Orient very pleasant. When you are leaving a city like Bombay, the native dealers all come in the evening together, and give you a small silver holder of attar of roses and place a garland of flowers around your neck. I can imagine the chemists of New York waiting upon our friend John Paul Jones and putting a garland of Jack roses on his neck, when he comes to New York, and praying that God will bless him.



Celebrated Indian "Bone Setter" ready to commence operating.



Mr. Martin in camp on Mahlive Island after the Shipwreck.

"Naturally, you ask how, with no pharmacy law, they regulate the sale of poisons. Well, the Lord seems to be good. India is a prolific country. If the population were not kept down there is no telling what would be the result. Cases of poisoning worry the authorities very little. Plagues and other pests that beset India have in a measure been welcomed by those in authority, inasmuch as by those means the population is kept down.

"In many shops every precaution is taken. But with the lesser rank and file I have often seen the same spatula going out of the opium jar into the phenacetin bottle, and such a thing as wiping the spatula! Of course there are many poisoned in this way. But who ever hears of it? In this great world of turmoil, the native coolie's life, worth four cents a day, passes into insignificance.

"Now, as to what they sell. First, you find most of the proprietary medicines of America and England exploited there, and you find largely the pharmaceutical preparations of the British pharmacopoeia. Any American house that attempts to appeal for business in India must be ready to put in a complete line of British pharmacopoeial products. This means a very large investment. But the great trouble with the native dealer is his absolute disregard of agreements and the due dates of bills, though in the end he provides for all. But when you consider the credit extended by German, French and English houses—I often see sight drafts at twelve months from firms glad to get business at that extended credit—you will agree with me that the inducement is not great for American houses. This applies in general to all India, but in the Strait settlements, affairs are totally different. There you have a fluctuating currency, and the consequence is the encouragement of the gambling spirit, which is so deep rooted in the Chinese, inducing dealers to buy great quantities of goods far in excess of requirements when exchange is high, in the hope of unloading when exchange is low."

The clerks, Mr. Martin said, are mostly English; that is in the larger establishments. The native "compounders" get 30, 40 and 50 rupees—from \$0.60 to \$16 a month. English drug clerks usually go to India

on a three-years' agreement, at 15, 18 and 20 pounds a month for the respective years.

Mr. Martin's shipwreck experience may have been novel, he says, but he wants no more. In the unfortunate party were twelve white men, two white women and six hundred native coolies, almost naked and armed with knives. For three weeks lookouts were kept in the trees. When rescue finally came, the whites, especially the men, whose responsibility toward the women in the savage surroundings had nearly unnerved them, were more than ready to accept it.

Mr. Martin also covers South Africa in partnership with Mr. Elger, under the name of Elger & Martin, with headquarters at Cape Town, Cape Colony. Messrs. Elger and Martin are intimate friends of their fellow-pioneer, "Jack" Ruell, of Parke, Davis & Co., whose picture was published last week.

TRANSLATIONS FROM THE ANALECTS OF CONFUCIUS.

Give prominence to loyalty and sincerity.

The great man is catholic-minded, and not one-sided. The common man is the reverse.

Learning without thought, is a snare; thought without learning, is a danger.

It is moral cowardice to leave undone what one perceives to be right to do.

What is disliked by the masses needs inquiring into; so also does that which they have a preference for.

Nine things there are of which the superior man should be mindful:—to be clear in vision, quick in hearing, genial in expression, respectful in demeanor, true in word, serious in duty, inquiring in doubt, firmly self-controlled in anger, just and fair when the way to success opens out before him.

Men of loftier mind manifest themselves in their equitable dealings; small-minded men in their going after gain.

Where plain naturalness is more in evidence than polish, we have—the man from the country. Where polish is more in evidence than naturalness, we have—the town scribe. It is when naturalness and polish are equally evident that we have the ideal man.

The Thinker is Born, Not Made.

By what processes shall we develop mental strength? Not by devouring books. Seneca said, "Read much, but read few books." Not by appropriating other men's fine thoughts. The memory is a noble faculty, but it is only one of a commonwealth, in which the rights of each member must be respected to insure the safety of the whole. Having dead men's mental coin rattling from the pen-point or tongue tip may make a clever quotationist, but never a rich, ripe thinker.



Mr. Martin and the unfortunate party landed on the beach after the shipwreck.

PROFITS—SYSTEM.

By MYRON PUFF, Merton, N. Y.

A LITTLE study of the matter and some good solid thinking will convince pharmacists, particularly the employing ones, who depend upon the profits accruing from the business for the successful progressive maintaining of their business, that the small carelessnesses both of themselves and their employes, are productive of serious results, not only to the particular store in which careless management and methods exist but through the changing of positions and by the advancement of employees to proprietors, these same, small, careless methods pass on and on until the effect which they surely have, may mean a lack of prosperity, a shrinkage of income to a large part of the drug trade of the country. This result may take place in such a quiet, unnoticed way that those to whom it means the most do not recognize in it the monster it really is, slowly but surely eating toward the heart of their business.

The Necessity of System.

System is the watchword of successful concerns in the business world of today. You may say, "system is all right for large firms and corporations, which do a large amount of business and must trust many employes with important matters; but as far as my little business is concerned, I am perfectly satisfied that my way of doing things is better suited to its size than any amount of system could be." And yet I have heard pharmacists who do twelve or fifteen thousand dollars' business a year, say that at the year's end they had just made a good living and that was about all.

The business man who is not making as much money as he should, frequently blames someone else for it. It is either, that times are not as good as they are said to be, or competitors have cut prices so that there is no longer the profits there used to be. New stores have entered into competition, or wholesale prices have advanced, while it is impossible to raise retail prices. While these causes have their effect in some special cases, I believe that in 90 per cent of the drug stores, conditions might be improved by a study and correction of some evils, generally considered small, and by the installation of a definite system of supervision.

Careless Checking.

During many years of experience, the fact has repeatedly been brought to my attention, that in many stores new goods coming in, are checked off by boys or by the cheaper help, often with the following result: Goods left in the packing, goods left out of order, and yet billed. The boy checks carelessly, and goods are paid for and not received. More goods are charged for than received, the difference is not noticed.

The amount involved in individual cases like these is not always large, yet it is one of the small leaks, and the total loss during a business career may run into a great sum. This may be avoided by systematizing so that new goods are unpacked by the boy, laid on a back counter and afterward carefully checked from the bill by an employe who is experienced enough to have formed habits of care.

Guessing.

Another small evil, which may almost be called a great one, is the practice by both employers and employes of guessing at quantities of liquids sold over the counter rather than taking a little more time and trouble and measuring. The guessing way invariably gives more than should be given for the money, for the reason that the person doing the guessing is afraid his customer may return and claim a shortage. To make sure he gave what he considers will be full measure, which really is a little more. Then there

are dispensers who, after putting a quantity of goods on the scales, find that the balance is down good and hard and are too tired to remove the surplus.

Who can say how much these things may mean in dollars if practiced every day by three or four people in a store, three hundred and sixty five days in the year, during a business career covering many years.

This sort of thing may be corrected by a system, consisting of careful, watchful instruction from the proprietor, and a plentiful supply of graduates in a convenient place so that accurate measurement may be made without loss of time.

Even in the prescription department some dispensers will fill bottles of which they think they know the capacity, in cases where the prescription calls for only one liquid, or is written q. s. ad. They do not consider that most prescription vials are made to hold two or three drachms above their stated size, which means the loss of many times two or three drachms of expensive preparations in a few years.

The Employe Who Spills and Breaks.

There is also the employe who is forever spilling or breaking something or who invariably tries to use a funnel two sizes larger than he should or else is too tired to get any and as a result, distributes what he is pouring, over the outside as well as the inside of the vessel.

These losses must be corrected by getting rid of help who cannot use brains to advantage. For the active paying practice of pharmacy brings into play and needs the steady, strenuous use of brain and every faculty of which we are possessed.

The kindest advice the employer could give to a person who after spending two or three years in a drug store, continually breaks, spills and upsets, is that he is not fitted for a pharmacist and would do well to seek employment in some other line.

Which Line Pays the Profit?

Every pharmacist would do well to know just what part of his business is paying the greatest, and on the other hand what department is paying the least. He would then be anxious to and probably would be in a position to know how to make more profit. The proper method would be, to develop to the utmost, the particular branches of his business which show the greatest proportion of gain to the amount of business transacted.

A frequent source of loss to the pharmacist is that arising from failure on the part of jobbers to credit for returned goods. From time to time goods are returned which have been received as the result of wrong or indefinite ordering, or of error on the part of those taking or filling the order. Jobbers have a habit of delaying credits, many times the credit is never given and though the retailer may remember that he returned some goods, he cannot tell exactly what they were.

The only right method to enable him to keep straight and avoid loss is to do enough bookkeeping to have a complete record of every transaction, by charging the wholesaler with everything returned and all money paid, crediting every bill of goods purchased.

Systematic, definite methods of business when once adopted will be found easier, more satisfying and better paying, than the thoughtless, self-satisfied, profit-depleting, slipshod way.

"Whispering Tongues Can Poison Truth."

In order that all men may be taught to speak the truth, it is necessary that all likewise should learn to hear it; for no species of falsehood is more frequent than flattery, to which the coward is betrayed by fear, and the dependent, by interest. Those who are neither servile nor timorous are yet desirous to bestow pleasure, and while yet must demands for praise continue to be made there will always be some whom hope, fear, or kindness will dispose to pay them

COMMENTS ON EXTRACTS OF ERGOT.*

By JOS. P. REMINGTON.

OF recent years there have been so many unofficial ergot preparations put upon the market, and extensively advertised to the medical profession on the plea that they were convenient to dispense and agreeable to take, that the attention of all but the most conservative has been drawn away from the more reliable official preparations, namely, the extract and fluid extract of ergot.

This tendency has had the unfortunate result of decreasing the faith of the physician in the physiological effects of ergot, yet in most cases it was not the drug, but the preparation that was at fault.

When early in the last century the late Dr. John Stearns, of New York State, called attention to the legitimate use of ergot in medicine, it was regarded as a drug which exercises its properties only upon one organ of the body, but subsequent research and experimentation has proved it capable of exerting a contractile effect upon all the unstriated muscular tissues.

As this fact became generally recognized, it was found that the variability of the results in the administration of ergot was chiefly due to the difference in the strength and efficiency of the preparation, and it was evident that a better process of extracting and preserving this unstable fungoid growth would have to be devised if uniformity of result was to be counted on. In 1857, Professor William Procter discovered that by the addition of acetic acid to the alcoholic menstruum in extracting ergot a practically permanent solution resulted, due to the fact that acetic acid fixed the alkaloids, and rendered them stable, and therefore for the making of the extract and fluid extract of ergot, this process was adopted by the pharmacopoeia of 1860, and thus given us a uniform and reliable method for the administration of this important drug.

There has been much discussion as to whether the physiological effects of ergot are due to active principles, which can be isolated or not, and many attempts have been made to prepare solutions containing the so-called active principles. All the evidence, however, goes to show that there are no active principles which can be separated from the drug that will accurately represent the medicinal action of the drug itself, and moreover whatever evidence may be brought forward to prove the value of solutions "containing nothing but the active principles" it is certain that a carefully prepared extract or fluid extract must contain those active principles, as all of the soluble constituents are extracted, and thus the employment of the official preparations is unaccompanied by the serious risk of experimentation, and leaves nothing to be desired except, perhaps, convenience of administration, which is a small consideration when the life of one or often two, persons is at stake.

The fluid extract is the best to use when the liability of producing nausea is not great, and when a moderately rapid effect is desired.

The solid extract in capsule form, though slower in its action, does not have the same tendency to produce nausea.

For hypodermic use the best method of administration is to prepare an aqueous sterilized solution by dissolving the solid extract in water and filtering the solution. In regard to the preparation of solutions for hypodermic use it may be said that unfortunately the attempts heretofore made to find some effective and non-irritating preservative have not met with success so that aqueous solutions containing certain antiseptics, though they may keep the solution clear and free from fermentation, cannot be relied upon to prevent the changes which take place naturally and which eventually render the solution inert, unless such preservatives are added in sufficient quantity to



J. A. Kirkbride, Drug Broker, and native guide in Bombay.

be detrimental to the medicinal action of the drug. Chloroform water of official strength, .2 per cent, has so far proved to be the most unobjectionable and efficient preservative for aqueous solutions.

Much of the value of both the fluid extract, and solid extract depends upon many conditions occurring preliminary to the actual making of them, namely, the selection of the best ergot obtainable irrespective of cost, its thorough cleansing and preservation, the care exercised in percolation, and, in the case of the solid extract its evaporation at a low temperature.

Spanish rye ergot is very superior in activity to any other kind, and should be used exclusively. Ergot from barley, wheat or oats, though showing some activity, is much inferior to that from rye, and the peculiar atmospheric conditions of the Spanish peninsula, tend to the more mature and better growth of this fungus.

The cleansing of ergot is of considerable importance, since the bags or cases in which the drug is imported, contain particles of dirt, nails, tacks, and hair pins dropped apparently by the women who pick the ergot, and the presence of a small worm makes itself evident by the small quantities of excrementitious matter which it deposits after eating out the interior of the ergot, leaving nothing but the hollow shell. In the preliminary process of purifying before grinding, the foreign matter must be removed, and in large laboratories this is done, by passing the ergot through a chute in which magnets are placed so as to remove the nails, etc., and then a strong draft of air from a blower is applied which removes the dirt, the few pieces of worm-eaten ergot and all foreign matter. The ergot is then preserved in chloroform vapor in tight bins until it is transferred to the mill for grinding, after which it is taken to the percolators, and the active principles extracted usually with the official menstruum of alcohol and acetic acid, by the percolation process, whereby a fluid extract is obtained which accurately represents the drug cubic centimetre for gramme.

Solid extract is prepared by the official process of evaporating the fluid extract at a temperature below 50 degrees C. (122 degrees F.) to a pilular consistency. It has been suggested for the trial of physicians and pharmacists who are accustomed to make up a solution of the extract for hypodermic use, to enclose the solid extract in tinfoil capsules (60 grains in each) so as to avoid the inconvenience of weighing it. One of these capsules dissolved in 6 fluid-drachms of sterilized water with three drops of chloro-

*Read before the Pennsylvania Pharmaceutical Association, June, 1903.

reform added to preserve it makes an aqueous solution of the same strength as the fluid extract, which is the strength generally employed for hypodermic use. The aqueous solution thus prepared may be relied upon to keep without deterioration for a period of about three months.

THEORY AND PRACTICE

LIQUID EXTRACT OF NUX VOMICA.

S. Judd Lewis (*Pharm. Journ.*) presents a method for the preparation of a liquid extract of nux vomica from which all fat has been removed. Nux vomica in No. 20 powder, is exhausted in 20-pound lots and 70 per cent. alcohol, and the extract distilled in a vacuum still until only five pints remain. One gallon of boiling distilled water is added, and the whole rendered slightly acid with acetic acid. The fat is allowed to separate from this aqueous solution by allowing it to stand for 48 hours and washing the separated substances with a little acidulated water to remove the alkaloid. The aqueous liquids are combined and evaporated in vacuo to two pints. Six pints of 90 per cent. alcohol are added to the warm residue, and often cooling the whole made up to one gallon with distilled water. After determining the strychnine content of the solution it is diluted to standard strength with 70 per cent. alcohol. The presence of fat was found to be only one of the causes of turbidity in nux vomica preparations, other constituents of the drug being the primary cause. A method of powdering this troublesome drug is added. It consists in placing the seeds firmly in a small vice and reducing it by means of a large file.

INCENSE.

A. H. Morgan (*Chem. and Drug.*) writes a letter from Rome which contains some interesting information about the incense used in churches. He states that the only incense used in Italy consists of olibanum alone, and he wonders how the compound formulas given in English works of reference have arisen, for on the continent he had never found one. In Italy, the words "olibano" and "incenso" are synonymous, and by drug houses in that country olibanum is generally listed as "Gomma incenso". Dr. Guastacchi gives under the heading "olibano" in his *Commentario*, the synonym, "Olibanum, incense, thus," and remarks that the Greek "libanos," the Latin "olibanum," and the Arabian "laban" and analogous words in other languages, are all derived from the Hebrew "labanah" signifying milk, from the fact that this substance first makes its appearance as a milky fluid flowing from the trunks of various species of Boswellia. The word "thus" seems to be derived from the Greek "thunon," meaning a sacrifice. A French writer gives the word "incens" as a synonym of "oliban" and states that the custom of burning it at religious ceremonies originated among the Hebrews, who employed this means to mask the odor arising from the sacrifice of animals by fire.

CHARACTER OF ETHER.

W. Wölfe (*Apoth. Zeit.*) after an exhaustive study of other states that ether used for inhaling to produce anaesthesia should exhibit the following characters: Specific gravity, 718 to 720, at 15 degrees C.; boiling point, not below 34 or above 35 degrees C.; it should have no effect upon Nessler's reagent, it should produce no change when shaken with 5 Cc. of an alkaline solution of silver nitrate, 20 Cc. shaken with a fresh solution of potassium ferricyanide and

ferric chloride and placed in the dark, should not produce a green or blue color, the same quantity shaken with a solution of potassium iodide and phenolphthalein should not produce a red tint; allowed to evaporate spontaneously it should leave no residue or odor; evaporated spontaneously with five drops of water it should leave a residue which neither reddens nor bleaches litmus paper. The vapor of pure ether is alkaline to litmus paper.

THE SOURCE OF RADIANT ENERGY.

In the discussion of radio-activity at the recent meeting of the British Association for the Advancement of Science, Prof. Rutherford, of Montreal, attributed the energy required for the observed effect to the instability and the consequent disintegration of the atom, a positively charged particle being projected from the atom with high velocity, and leaving the remainder in a state of instability which causes further changes. Sir Oliver Lodge was inclined to support this theory as a working hypothesis, although it did not harmonize with the views held by some chemists, and the amount of energy involved in radio-active processes far transcended the range of chemical action. Lord Kelvin thought it utterly impossible that the continued emission of energy from radium for a year could come from a store of energy lost out of the body. It seemed to him certain that if the results published by Curie and Dewar were correct, energy must, somehow, be supplied from without.

CANNABINOL.

A. Fraenkel (*Chem. Zeit.*) claims to have separated the active principle of hashish, and has given the substance isolated the name cannabiol. The drug is extracted with a light petroleum spirit and the extract evaporated to dryness and subjected to fractional distillation. The fraction passing over between 210 and 240 degrees C. contains the active constituent. The product thus obtained is treated with alcohol which separates a paraffin and the remainder again subjected to fractional distillation. Cannabiol is the fraction which distills at a constant temperature of 215 degrees and one-half millimetre pressure. It is a pale yellow syrupy liquid which becomes discolored when exposed to the atmosphere. In dogs it produces symptoms of poisoning when administered in the form of smoke or by the mouth, but it has no effect in the form of subcutaneous injection. Cannabis sativa grown in Germany yields none of this active principle.

CHRONIC HEROINEISM.

The value of heroine as a substitute for morphine is a matter concerning which there is still much difference of opinion (*Munch. Med. Wochschr.*). The assertion that heroine could be employed subcutaneously without danger of inducing a habitual demand for the drug has not been borne out by experience. Manguat advises the injection of heroine only in cases in which it seems to be absolutely necessary. Blendel also declares that the substitution of this compound for morphine is only the exchange of our danger for another. He states that the number of heroine habitues is already large. Bureaux considers this body a very valuable remedy, morphine having a much less favorable effect upon the dyspnoea of asthmatics.

STERILIZATION OF GELATINE SOLUTIONS.

M. A. Chauffard (*L'Union pharm.*) reports the findings of a committee charged with formulating plans for preventing infection with tetanus in the use of intravenous injections of salt and gelatin. The proposed formula for the solution indicates 1 to 2 per cent. of gelatin dissolved in a salt solution containing 7 parts sodium chloride per 1,000. The liquid is to be carefully sterilized in portions not exceeding 150 Cc. each, by heating in a steam apparatus at 115 degrees, during thirty minutes. The formula and proposed method of sterilization will probably be included in the next issue of the French *Colex.*

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from co-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Bleaching Sponges.

(A. G. F.) Ordinarily sponges are cleaned and bleached by the use of permanganate of potassium, followed by a solution of sulphurous or hydrochloric acid. This is substantially the process adopted by the National Formulary, a method which satisfactorily whitens the sponges, but often partially destroys their tissue. Sometimes the sponges are first soaked in dilute hydrochloric acid and then treated with the permanganate. In bleaching the first thing to do is to clean, wash and squeeze the sponges. They should be well beaten to get rid of sand and loose earthy matter, soaked in water for some hours, then squeezed dry, and placed in a tub containing dilute hydrochloric acid. After remaining in this solution until all effervescence is over and no hard particles are seen or felt—stirring them about with a stick is useful to hasten the process—they should be well squeezed and transferred to a pan of water under a running tap. Next, the sponges are placed in a 2 per cent. solution of potassium permanganate. After soaking them for a few minutes—the exact time can best be judged by the color, which ought to be dark brown—they are to be removed, again washed, and put into another tub of solution of half a pound sodium hyposulphite and one ounce oxalic acid to one gallon of water. Here the sponges soak for about fifteen minutes. Finally, take them out and wash them thoroughly. By this treatment the sponges are rendered perfectly white and remain so. Many sponges contain a more or less dark-colored core, and if treated only with permanganate and acid the core is either not bleached at all, or if bleached somewhat, the tint is apt to grow darker again. By the combination of the three solutions every portion is thoroughly and permanently whitened.

Roeser claims that bromine water is preferable for bleaching sponges, especially after being used in surgical operations. The sponge is thoroughly disinfected and may be put through the process eight or nine times without destroying its texture. His method is this:

Wash the sponges in warm distilled water (not above 150° F.) which contains in each liter 20 drops of 10 per cent. solution of caustic soda. After thoroughly treated in this manner, they are drained and placed in vessels containing the bromine water, which is made by adding 30 grams of saturated aqueous solution of bromine to one liter of distilled water. Leave the sponge in this solution until it is decolorized, and repeat with fresh bromine solution until it is thoroughly bleached, which is hastened by warmth and exposure to sunlight. After removal from the bromine bath, squeeze the sponges well and immerse them in a dilute solution of soda (20 drops of a 10 per cent. solution to the liter), and lastly wash out all traces of bromine odor with distilled water.

Yvon's Solution of Ergotin.

(D. M. C.) King's American Dispensary under the title "Liquor Ergotinae" gives the following formula for "M. Yvon's Solution of Ergotin:"

Coarsely powder ergot and deprive it of its fixed oil by washing it with rectified disulphide of carbon, then dry it in the open air and protected from the light until the odor of the solvent has entirely disappeared. Introduce this powder into cylindrical percolator, and exhaust it in the cold by distilled water, to every 1,000 Cc of which two grams of tartaric acid have been added. Heat the liquid obtained, so as to coagulate any albuminous matters that may be present in it, then filter, and by means of a water bath evaporate it to about one-third of its volume. When cool, filter, digest the filtered liquid with a slight excess of recently precipitated carbonate of calcium so as to saturate the excess of tartaric acid. Filter, evaporate to the consistency of thick syrup and precipitate with alcohol of sp. gr. 0.822, added in such quantity as to furnish with the aqueous liquid an alcohol of sp. gr. 0.871. Again filter, and then evaporate to drive off the alcohol. Exhaust the residuum by the addition of distilled water in quantity slightly less than that of the weight of the ergot employed, a little animal charcoal being used. Again filter, and to the filtered liquid add for each 100 grams of ergot employed, 150gm. of salicylic acid. Complete the process by adding distilled water, in such quantity as to obtain a weight of liquid equal to that of the ergot employed in the preparation of the solution. Allow this to rest for several days in a cool place, and then pour it into small vials, having well-fitted ground stoppers.

This solution of ergotin is said to be especially available for use in hypodermatic injections.

Etching on Glass.

(D. C. M.) See this journal August 6, 1903, page 140. The application of liquid hydrofluoric acid to glass always results in a smooth design not readily seen unless deeply cut. To produce a rough surface the glass must be exposed to the fumes of the acid. This is readily done (after preparing the glass in the usual way by coating with paraffin, beeswax or other covering, into which the design is traced with a sharp-pointed instrument) by placing the article as a cover over a leaden dish containing commercial hydrofluoric acid, or a mixture of a fluoride and strong sulphuric acid. The commercial acid contains 40 to 50 per cent. of true hydrofluoric acid. The fumes are very injurious to the eyes and respiratory organs, and the liquid acid makes a very painful sore if allowed to come in contact with the skin, which is developed slowly, but lasts for some time. If a drop of the acid, by any means, gets upon the skin, it should be washed off immediately with water and ammonia. Where etchings are to be made only occasionally, it is more convenient to use fluorspar or potassium fluoride and sufficient strong sulphuric acid to make a thin paste. These are stirred together in a leaden vessel (improved by bending a piece of sheet lead into a saucer form) with a leaden stick, then the prepared glass object is placed over it and allowed to remain for one to six hours, according to the character of the glass and the depth of etching desired. Hard glass is not as quickly affected as soft. The paste may also be used as an ink with a steel pen, but the design is not as clear and sharp when obtained in this way.

Registration of Licentiatees from Other States in Ohio.

(Subscriber) Section 4409 of the pharmacy law of Ohio states that the Board of Pharmacy "may register as pharmacists without examination, and issue certificates of such registration, to persons who are legally registered as pharmacists and hold certificates of such registration under the laws of another state, upon the following conditions: Each applicant for such registration shall have attained the age of 21 years, and be registered after examination in one



Booths in the Drug Bazaar, Lahore, India.

state from which he holds his certificate. The standard of qualification and requirement as to competency in any state shall be at least as thorough as that established by the board of pharmacy of this state. The board shall only recognize certificates of registration granted by states wherein like recognition is given to persons resident of this state and holding certificates from the board of pharmacy thereof."

Whether all of the boards you name grant licenses under similar provisions or recognize licentiates of the Ohio board we are not informed. Why do you not write to the Secretary of the Ohio board, W. R. Ogier, 185 Hamilton Street, Columbus, for definite information?

Medicina! Tea.

(D. P.) Several formulas for "specics" or "medicinal teas" were printed in the Era of September 24, 1903, page 321. Here are some others:

(1)

Senna, cut.....	17	parts
Trifolium, cut.....	17	parts
Fennel seed, bruised.....	3	parts
Elder flowers.....	3	parts

(2)

Cathartic Tea.		
Senna leaves.....	50	parts
Guaiac wood.....	5	parts
Juniper wood.....	5	parts
Rosetharrow root.....	5	parts
Couchgrass root.....	5	parts
Dandelion root.....	5	parts
Chicory root.....	5	parts
Star anise.....	5	parts
Astringent Tea.		
Tilia flowers, with bracts.....	5	parts
Senna leaves.....	5	parts
Melissa leaves (balm).....	5	parts
Frangula bark.....	10	parts
Sassafras wood.....	2½	parts

Essence of Spruce.

(E. B. C.) Essence of spruce is prepared by boiling the young branches of the *Abies nigra* (*Pinus nigra*), or black spruce of this country, and evaporating the decoction. It is a thick molasses like liquid possessing a bitter, acridulous and astringent taste, and is principally used for making spruce beer. In England a so-called "essence of spruce" is made by dissolving 1 dram of English oil of juniper in 3 ounces of rectified spirit and adding gradually with shaking 2 ounce of caramel.

Spruce Extract.

Oil of haddock, pure Oil of spruce.....	5	fl. ounces
Oil of lemon.....	1	fl. dram
Oil of wintergreen.....	1½	fl. dram
Oil of sassafras.....	½	fl. dram
Magnesium carbonate or purified talcum.....	1	ounce
Alcohol, deodorized.....	20	fl. ounces
Water.....	12	fl. ounces

Dissolve the oils in the alcohol, triturate the magnesium or talcum with the water, add the alcoholic solution, let stand for several days, agitate occasionally and filter.

GATHERED FORMULAS.

Black Currant Cough Syrup.

Benzene acid.....	.45	grains
Crystal violet dye.....	.1	gram
Elixir of gluside.....	1	fl. ounce
Glycerin.....	22	fl. ounces
Wine of ipecac.....	5½	fl. ounces
Oxymel of squill.....	11	fl. ounces
Spirit of chloroform.....	3¾	fl. ounces
Syrup of black currant.....	45	fl. ounces
Tincture of cochineal.....	1	fl. ounce
Distilled water, a sufficient quantity to produce.....	7	pounds
Dose.....	1½	to 2 fluidrams.

Soluble Cayenne Pepper.

Cayenne pepper.....	16	ounces
Alcohol, 95-per-cent.....	16	fluid ounces
Salt.....	16	ounces
Anatto, q. s., to color.		

Digest the cayenne pepper in the alcohol at a gentle heat for two days; then put into a percolating apparatus and displace the tincture; add to the tincture one pound of table salt, rub them together in a mortar, and add sufficient annatto to give the mixture the proper color. Evaporate, and finally dry in a stove at about 120 degrees Fahrenheit. When dried, rub through a coarse sieve.

Non-Sticky Face Cream.

Quince seed.....	1	ounce
Boiling water.....	4	pints
Borax.....	½	ounce
Boric acid.....	½	ounce
Glycerine.....	12	ounces
Perfume.....	2½	ounces
Alcohol.....	13½	ounces

Steep the quince seed in the boiling water for two hours, stirring frequently, then strain carefully. Dissolve the borax and boric acid in enough hot water to make four pints, add the glycerin and perfume dissolved in the alcohol, and finally the quince seed mucilage little by little, shaking thoroughly after each addition. It is important that the mixture be well shaken in order to secure a homogeneous mixture.

Orange Flower Skin Food.

White wax.....	1½	ounces
Spermaceti.....	1½	ounces
Cocconut oil.....	1	ounce
Lanoline.....	1	ounce
Oil of sweet almonds.....	2	ounces

Melt in a porcelain vessel; remove heat and add Orange flower water..... 1 fl. ounce
Tincture of benzoin..... 3 drops
Beat briskly until creamy.

Flesh-Colored Massage Cream.

White potash soap, shaved.....	2	parts
Glycerin.....	3	parts
Water.....	3	parts
Alcohol.....	1	part
Carmine, sufficient to color.		

Dissolve the soap by heating with the glycerin and water, add the alcohol and for every pound of the mixture add 20 to 30 minims of oleobalsamic mixture (Dieterich).

Indestructible Ink.

Graphite, impalpable powder.....	100	parts
Gum copal.....	20	parts
Iron sulphate.....	25	parts
Tincture of galls.....	25	parts
Indigo sulphate.....	140	parts

Mix the materials and boil them in sufficient water to make a fluid of the desired consistence. After boiling for a few minutes let stand awhile for the grosser particles to settle. Then decant and bottle.

"SAVE-THE-HORSE"

REGISTERED TRADE MARK

∴ SPAVIN CURE ∴

SEPT. 7th.—At the Fasig-Tipton Sales at Sheephead Bay a yearling by Escher-Excellenza was being sold by Mr. William Easton, and when the animal was led into the ring he said: "This horse has been suffering from a bog spavin, of which practically no trace remains. He was treated with that remedy called "Save-the-Horse," which all of you know, and it did save the horse, that is, it CURED him. Now you know lots of great horses, Morelo and others, were successfully raced and there is no reason to expect that this colt will ever take a lame step." The bidding then opened at \$250, and the colt was sold to Mr. J. D. Smith for \$800.

ORDER OF
J. M. DAY
LEADS CROSSBOW
DAYTON, OHIO
Dayton, Wash., Sept. 15, 1903.

Troy Chemical Co.

Troy, N. Y.

Gentlemen—Herewith please find enclosed N. Y.

Exchange for which please send me at once 1

Bot. "Save-the-Horse"

"Save-the-Horse" is certainly accomplishing wonderful results in this case. The bog is all gone and the Thoroughpin is fast disappearing.

Very truly yours
J. M. Day

THE PALACE PHARMACY,

O. H. MCKINSTRY, PROPRIETOR
J. M. HURST, REG. PHARMACIST.

Seaton, Ill., Sept. 22, 1903.

Troy Chemical Co.,

Troy, N. Y.

Gentlemen—Enclosed find acknowledgment from Mr. A. C. Greer. The Mr. Diets, to whom I sold a bottle, is well pleased. The one bottle he bought took curb off two horses.

O. H. McKinstry

Bear in mind, Mr. Druggist that every man who takes a Horse or Agricultural Paper and Dailies in large cities are reading every week testimonials direct from men of standing who use it, as strong and reliable as the above statement. Don't let a sale at \$5.00 per bottle go by. If you don't get it, in the end the customer must have it and will purchase direct. We protect every purchaser where used in all cases where indicated as given on back of guarantee. Booklet, Guarantee and Price on application.

TROY CHEMICAL CO., - - - TROY, N. Y.

Also manufacturers of PIXINE and VETERINARY PIXINE.

New Counter Card



12 Trial Size "NEW-SKIN," retailing at 10c.,	- - - - -	\$1.20
3 Family Size "NEW-SKIN," retailing at 25c.,	- - - - -	.75
Total, retail,	- - - - -	\$1.95
Card complete, wholesale,	- - - - -	1.25
Profit,	- - - - -	\$0.70

YOU have been selling a good deal of "NEW-SKIN" from the court plaster drawer as the result of our advertising to the consumer, but think how much more you will sell if you show above attractive package. The sale is guaranteed, as "NEW-SKIN" is always returnable at our expense, so you take no risk in buying.

ORDER OF YOUR JOBBER—If he cannot supply you we will ship your first order by express, prepaid, on receipt of the price in money or stamps.

DOUGLAS MFG. CO.

96-102 Church Street - NEW YORK

(SIZE 10X11 INCHES)

SUCCESSFUL ADVERTISING.

How a Syndicate of Shrewd Retailers has Built up Trade.



OUT FOR BUSINESS!

How best to advertise and increase the business of a retail drug store has always been a hard question. The druggist is at a disadvantage. He can't employ solicitors to drum trade, brass buttons at the doorway won't do, and advertising on any scale in the daily papers or magazines is such a scattering shot that it may miss his neighborhood entirely. So he either gives up the attempt and hopes, or rests satisfied with a thousand cheap circulars of the conventional type with practically nothing in them to attract or hold the attention of any one. Has this not been the experience over and over again of many a good pharmacist, who has a first class store and who knows he is fairly entitled to at least a part of the trade which he sees going to others not half so well equipped?

Three years ago six retailers, located in different sections of New York City, got together and tried an idea which looked good. They engaged the services of an advertising expert well up in the drug line, and proceeded to publish a local paper of their own—each with his own name as its author and editor, of course—and distribute it new and fresh every month throughout their respective neighborhoods. By thus clubbing together, using in common the same up-to-date literary matter and illustrations, and by printing as one issue with names and addresses only changed, they each got for \$10.00 what amounted, value received, to at least a twenty five dollar advertisement. And best of all, as the event proved, it came out on time regularly every month and at once assumed the dignity and force of a regular periodical with each individual store as the centre of publication. This lifted it entirely out of the category of ordinary circulars and insured its being sought for and read by the people.

The result might have been foreseen. Anyway, it proved the very thing these shrewd dealers had needed, and for three years the membership has increased steadily until to-day over 125 stores are using it practically to the exclusion of all other advertising.

These stores are scattered all over the eastern half of the United States and Canada. It's one of those big successes that happen once in a while when you are hardly looking for it. All kinds of stores use it—tony neighborhoods, poor neighborhoods—the great secret of it probably being that it is read! It's a subtle form of advertising—the reader gets it sugar-coated without knowing it, and puts down the little four page magazine sheet somehow with the idea all through him that the editor and publisher keeps the best drug store within reach—then he goes there—especially for his prescriptions—and the druggist has got him.

There is one kind of a store, and only one, where this new form of literary advertising will fail, and that is where the proprietor don't know enough to hold on to an enthusiastic crowd of new customers when they come to him. Needless to say in such a store no advertising could be made to pay.

HISTORY—NOT THEORY.

All this is fact—not speculation. At the syndicate headquarters, 82 Duane Street, New York, there is a barrel of overwhelming endorsements from stores that have materially built up their trade with this little paper, known as "The Drug News"—stores whose proprietors are shrewd men who cannot have fooled themselves as to the source of their results. As the whole matter is a confidential arrangement, but little noise has been made about it—yet the consensus of opinion among those who are up on the advertising question is that this scheme stands head and shoulders above any other retail drug advertising ever thought of. It's so simple, easy, cheap. Advance proofs are submitted about the 25th for the ensuing month's issue, any desired changes on 4th page (to bring out your specialties by name or price) are indicated, and your journals are express-paid to your door. For a new store, or an old store under new management that seeks the confidence of its neighbors, nothing will turn the trick so quickly. A number of districts in several cities and towns are still untaken and there is room for about thirty more subscribers. Contracts are exclusive for one store in each competing district and are not taken for less than six months. Where one thousand papers monthly are sufficient, a special trial offer at six dollars per month (check invariably in advance) is made, and you have the privilege of using part of the last page for your own specialties, prices, etc., if desired.

For any further information address promptly, E. S. Mayo, 82 Duane Street, New York.

Full names and addresses of members who volunteer the following testimonials sent on request, with dozens of others:

"In the past year my business has increased over 30 per cent. and it is my honest belief mostly through the medium of your splendidly edited little paper."

C. A. II., Amsterdam Ave., New York.

"Of all the systems of advertising I find yours the best I have ever tried. Within the last year my business has increased over fifty per cent., which I think is largely due to the distribution of your Drug News."

O. S., Newark, N. J.

"Brings immediate returns and I think it the best investment I ever made in advertising"

S. H. S., Third Ave., New York.

"Your Drug News has done more to establish my trade and prestige than any other one method of advertising. I certainly would not want to be without it."

A. A. L., Lancaster, Pa.

"I am getting results, which are what an advertiser spends his money for."

J. C. V., Laurium, Mich.

NEWS DEPARTMENT.

ADVERSE OPINION.

Commissioner of Patents Allen Says No Change in Law is Required and That Rights of Foreign Inventors Are Protected by Treaty—"If Prices of Product Patents Are Too High Do

Not Buy"—Trademark Decision Also Adverse.

Chicago, October 27.—President B. E. Fritchard of the N. A. R. D., has supplied national headquarters with a copy of a communication from Hon. F. J. Allen, commissioner of patents, to President Roosevelt, the address of the committee from the N. A. R. D. convention presented to Mr. Roosevelt having been referred to Commissioner Allen for an opinion. The opinion is adverse to the N. A. R. D.'s position and indicates that it will be necessary for friends of patent law revision to override the influence of the commissioner if they are to succeed in procuring the remedial legislation they seek during his term as commissioner of patents.

In the communication to the President, Mr. Allen says:

"In the argument presented by the N. A. R. D., their representatives urge the necessity for amendment of the patent and trademark laws in several directions, and state their objections to the so-called unjust features of the present laws.

"The answer to this contention is that Congress has been given power by the Constitution to promote the progress of science and useful arts by securing for limited times to inventors the exclusive right to their discoveries. The statutes passed by Congress pursuant to this constitutional power have been made as broad as the right conceded by the Constitution to inventors in their discoveries. These statutes, in stating what subject-matters of invention may be secured by letters patent, defines patentable inventions in terms not less broad than the complete field of invention. This phenacetin patent is for a composition of matter within the classification of the statutes.

If Not Worth the Price, Do Not Buy.

"Now, referring to this particular case, we find the N. A. R. D. not a charitable institution, but composed of those who buy and sell and get gain in retailing drugs, objecting to the protection given by this system to the inventor of phenacetin, because of the price which the owner of the exclusive privilege to make phenacetin in this country forces upon them. There is but a single answer to this contention: If the article is not worth the price, do not buy it; if it is worth buying at the high price of which they complain, it is probable that the inventor will receive the reward for his invention which the author of this law contemplated and to which he is richly entitled as the inventor of so great and useful an invention. It must always be remembered, in the consideration of any question of this sort, that no one is forced to use a patented invention. If the new invention is undesirable, it may be let alone.

"This particular patent, to which the objection of this association is directed, I have identified as a patent issued to Oskar Hinsberg of Barmen, assignor to the Farbenfabriken, vormals Fr. Bayer & Co., of Elberfeld, Germany, March 26, 1889, No. 400,086. This patent will expire in about two years and a half, or seventeen years from its date, and after that time this valuable

product will become public property. If his invention was of little consequence, he would undoubtedly receive little; and if his invention is so valuable that this product can be marketed at the rate of one dollar an ounce, it is to be hoped that he will profit richly in having conferred upon the public so great a benefit as this useful product.

Patent Rights of Foreigners Covered by Treaty.

"The second objection of the retail druggists' association is that our system of law makes too liberal concessions to foreigners, and by that is meant that while a German can obtain, as in this case, a patent for a product in this country, he can only obtain in Germany a patent for the process by which his product is made. This matter is controlled at the present time by the provisions of Article II of the Convention for the Protection of Industrial Property, concluded at Paris, March 30, 1883, ratified by the President of the United States on March 29, 1887, where it was provided that the citizens of each of the contracting states should enjoy in all the other states of the Union, in these matters of invention, the advantages that the respective laws thereof accord to their own subjects or citizens. But it is to be noted that since 1836 our statutes have not limited the right to protection of inventions to American citizens, but have permitted foreigners to avail themselves of the benefits of our legal system for the protection of their inventions, as well as our own citizens. If this statute in earlier days was too liberal in its terms, in that a foreigner could obtain a broader patent in America than in his own country would give him, nevertheless, since the International Convention of 1883, no narrower statute would fill the measure of our international obligations, and it is not to-day too broad.

"The representatives of the national association suggest that certain countries do not grant patents on medicinal preparations, and that some of them have laws requiring working of inventions within their limits, which penalty for their non-working of annulment of the patent. No such system of working has been considered proper to be introduced into our system of laws, since it assumed its modern form in the statute of July 4, 1836. The objections to requirements of working are manifold, and it is thought unnecessary to enter into a particular discussion of them for this present purpose. As to the exclusion of any particular subject-matter of invention from the field of protection of the law, I believe it would be harmful to the art in question and that it would deprive the inventor of a privilege intended to be conferred upon him by the Constitution of the United States and at present secured by the existing laws.

But He Does Agree With One Recommendation.

"The last objection made by the representatives of this association is to the alleged laxity of our patent laws. It is difficult to understand just what is intended by this loose phrase, but the writers speak of the failure of proper investigation in regard to these claims, owing to insufficient time given to the consideration of applications. If this may be construed as an argument that if the Patent Office had more examiners it would be able to search more carefully in the arts, and on that account the number should be very materially increased, it would precisely meet my own views.

"The representatives of the association say that the

remedy they desire is "first, That adequate time be given to investigate the merits claimed by the inventor, so as to demonstrate that it is novel and thereby confers additional good to the country at large. Second: Patents should be granted on the process only—not on the product. Third: Articles made according to the process patented must be manufactured in this country. Fourth: No foreigners be granted greater privileges in this country than are given to him by his own. As an alternative for second, we desire that the revised patent laws forbid the granting of letters patent on medicines, as that term is understood in the art of healing."

"As to the first remedy, I am of the opinion that no change in the law is required, excepting such as will increase the working force of the Patent Office. As to the second, I should think that the constitutional privilege should not be abridged by statute. As to the third, I should think it exceedingly undesirable, for reasons which have thus far kept such requirements out of our statutes. As to the fourth, I should think this could never find expression in law, because of our international obligations. As to the alternative for the second proposition, I think it is as bad as the latter, and also that it covers a vague field.

Commissioner Allen Takes Up Trademarks.

"The representatives of the N. A. R. D. next pass from their consideration of the patent law to that of the trademark law. I quote their language: 'The predominant iniquity of our present trademark laws is that they seem to the owner a too exclusive right to the name of the article. This name might be a word coined by him, or one of a combination of two or more words in ordinary usage; they allow possessors of patents to continue the life of the monopoly granted by the letters patent by claiming a perpetual protection by reason of their registered trademark or trade-marks.'

"As to this objection, I can only say that it is founded upon an absolute misapprehension of the law of this subject. When a patented article becomes public, by the expiration of the patent, the right to use the title descriptive of the article manufactured becomes public also and can no longer be defended as a trademark.

"In conclusion, I will call attention to the fact that this attack upon the law, made by the representatives of the association, who state that they represent thirty-eight thousand retail druggists of the United States, is one of a class of attacks which will often be met, and that a similar question was presented in behalf of the representatives of a dental organization claiming to represent many thousands of dentists, whose complaint was argued before the committee of Congress last winter. In each of these cases the commercial plans of the interested individuals appear to have been interfered with, and although in each case suffering humanity was pointed out as standing closely crowded behind their claims, and in whose interest alone the arguments were supposed to be made, the conclusion reached was that it was a commercial proposition and did not require any change of law. The perfect remedy for an exorbitant price will be found in a moment, by letting the article alone. But if its great value makes its use seem desirable, the price should be paid and the view carried cheerfully forward to the time, two years and a half in this instance, when this product will by operation of law become the property of all the people of the United States."

When made familiar with the contents of the commissioner's opinion Albert E. Ebert, the veteran Chicago druggist, said: "I am simply amazed that the commissioner of patents should assume such a position." Attorney Joseph W. Errant said: "Commissioner Allen exhibits a narrow, one-sided point of view."

AMONG THE BOWLERS.

The Baily Team Leads Baltimore—Detroit Scheduled to Do Big Things—Philadelphia and New York News.

Baltimore, October 27. Last week's bowling of the Baltimore W. D. T. C. was close, with the exception of the totals scored by the Calvert team, and furnished plenty of entertainment. Sharp & Dolme rolled up what was within some three points of the highest score recorded this season on any alley in the city. The results so far show that the teams are evenly matched, with the single exception of the Calvert company, and that it would be hazardous to forecast results. The totals and the highest individual averages in each of the games were as follows:

J. B'y & Son 856 789 765 Stanley & B. 723 771 813
Jones 188 Perry 170
Calvert Dr'g. 651 691 690 Root & H'brs. 812 873 788
Schumann 153 Davis 201
McC'k & Co. 729 778 817 Sharp & D. 876 774 767
W. Snuck 190 Goldsborough. 169

These games leave the several teams in the following positions:

	W. L.		W. L.
J. Baily & Son....	8 1	Sharp & Dolme ...	1 5
McCormick & Co. 6	3	Stanley & Brown..	3 6
Root & Herbs....	3 6	Calvert Drug Co....	0 9

Detroit, October 27.—The opening of the Detroit League last week was eminently successful, and judging by the results shown the league has developed some very clever bowlers. J. E. Smith and P. Detty of Parke, Davis & Co., did some remarkable bowling. Parke, Davis & Co. rolled 928 for the first scheduled game of the season. At the present indications, the record will not stand long. The scores and highest individual averages for each team were:

P. D. & Co. 928 846 857	Ingram Co.	753 703 756
J. Smith	223 Cosgrove	177
P. W. & Co. 541 702 659	A. Smith	177
Moffatt	158 Mich. Drug.	734 762 832
N. B. & Co. 777 727 657	Carlisle	212
Hillman	170 Stearns Co.	731 703 756
	S. O'Donnell..	184

These games place the several teams in the following positions:

	W. L.		W. L.
Parke, Davis....	3 0	Ingram Co.	1 2
Michigan Drug....	3 0	Stearns Co.	0 3
N. B. & Co.	2 1	P. W. & Co.	0 3

Interest in the Parke, Davis & Co. Interdepartmental League is centered on the fine work of the Chemical team, which has won eleven games and lost one, being beaten once last week by the Scientifics. The league is developing some good bowlers, who are likely to be heard from in the bigger league before the season is over.

Philadelphia, October 27. In the Wholesale Drug League, as it is constituted for the winter season, the following houses have entered: Smith, Kline & French Co., Captain Phil. Donnell; J. Ellwood Lee Co., Captain Wright; Whittall Tatum Co., Captain Harper; Phila. Drug Athletic Assn.; Hance Brothers & White, Wanderers; H. K. Wampole & Co.; the schedule, not yet fully arranged, will be played off at the Central alleys in the Pitearn Building, Eleventh and Arch streets.

The first regular bowling by the Phila. Drug Athletic Association was held on last Tuesday afternoon.

RUBINAT WATER

IF YOU BUT SELL 50 BOTTLES A YEAR

WRITE FOR MY QUOTATIONS

J. N. FERRER

P. O. Box 71 - NEW YORK CITY

The association has leased the Academy alleys, 913 Girard avenue, and for purposes of better sport, have divided the men into two teams, the "Red" and "Blue." The highest score made was by Landts, who rolled 245 in the second game. This good score looks remarkable in the face of the scores of 129 and 109, made by him in the first and third games.

The employes of the corporation of Hegeman & Co., 200 Broadway, New York, have organized a bowling club and are open for challenges from other teams, drug teams preferred. The officers of the club are H. War-

ner, president; John Krappe, vice-president; Richard Green, treasurer; Louis Halk, secretary.

The Wholesale Bowling Association will begin its winter tournament on Saturday, next week. The schedule is for only eight teams this year, instead of twelve. This enables them to begin bowling a month later and finish about a month earlier than with the twelve-team arrangement. Colgate & Co. have finally decided to stay out, so the make-up now is: Dodge & Olcott, National Lead Co., Parke, Davis & Co., Bruen, Ritchey & Co., Lauman & Kemp, Seabury & Johnson, Roessler & Hasslacher Chemical Co. and Sharp & Dolme.

NEW YORK AND VICINITY.

DR. CHAS. RICE MEMORIAL.

Bronze Tablet Unveiled in Hall of N. Y. C. P.—Eulogies and Reminiscences by Friends and Fellow-Workers—Character, Life and Work of the "Father of the U. S. Pharmacopoeia."

"Scarcely none has left a more stainless and none a more splendid name," was stated of the great Lord Chatham by one of England's most eminent historians. In almost identical language and by more than one speaker was summed up the character and life work of the late Dr. Chas. Rice at a stated meeting of the New York College of Pharmacy, Tuesday evening, October 20.

The occasion was the formal presentation and unveiling of the bronze tablet in memory of Dr. Rice, erected in the main hall of the college. A committee from the New Jersey Ph. A. at the same time presented, at the request of their organization, a set of handsomely engrossed resolutions in memory of the same distinguished man.

All routine business was laid over till next meeting and President Chandler, at the request of H. J. Lohmann, introduced George S. Campbell, president of the New Jersey Ph. A., who told of the action of his association in preparing the resolutions. He then called upon Mr. Lohmann to make the presentation and who referred to the great loss the New York C. P. had sustained in the death of Dr. Rice. He said it was an honor and a work of love for his committee to pay a tribute to the bright and illustrious author and educator whose works have immortalized his name. In delivering the memorial, Mr. Lohmann said he "hoped it would serve as an incentive for all of us and the coming pharmacists to step into the pale of this bright light."

President Chandler replied to Mr. Lohmann in a few well chosen words, saying that the college highly appreciated the act of the New Jersey Ph. A., and that the compliment was earnest and substantial.

Secretary Main reported that he had received letters of regret from the following members of the committee of Revision of the U. S. P., who were unable to be present: Dr. Geo. F. Payne, Dr. W. G. Gregory, Dr. Walter H. Haines, Prof. Samuel B. Sadtler, Prof. J. U. Lloyd, Dr. Chas. E. Dohme, Dr. H. C. Wood, Dr. E. H. Squibb, Dr. Oscar Oldberg, Prof. Chas. Caspari, Jr., Dr. N. S. Davis, Jr., Dr. H. A. Hare, and S. A. D. Sheppard. The members of the committee present were Prof. Jos. P. Remington, Dr. Reynold W. Wilcox, Prof. W. L. Scoville, Dr. John H. Marshall, Dr. A. L. R. Dohme, Prof. Henry Kraemer, Prof. Virgil Coblentz and Dr. H. H. Rusby.

The report of the special committee on the memorial to Dr. Chas. Rice was read by the chairman, Dr.

Arthur H. Elliott. He told how in 1868 there was elected to membership in the college a young man, 27 years old, who had recently been serving the U. S. Government on one of its warships. Two years later this young man had proved himself so useful that he was elected a member of the Board of Trustees of the college. He soon became chairman of the examination committee, an office he held under four succeeding presidents. He was also for a number of years chairman of the library committee, and in many other ways helped the college, "a third of a century of his life being spent in these noble works, until at last he was called to his rest."

Dr. Elliott said "this man of self-sacrifice, energy and abundant learning, Dr. Charles Rice, was dearly loved by those who knew him best, and well might it be said of him—

'Green be the turf above thee,

Friend of our better days.

None knew thee but to love thee,

None named thee but to praise.'"

As he closed his address with the presentation of the tablet, Dr. Elliott said he hoped the memory of Dr. Rice's earnest life might be a stimulus to the alumni of the college and as enduring as the metal in which his features were cast.

In accepting the tablet for the college, Dr. William Jay Schieffelin said it was a worthy memorial of a distinguished man. Dr. Rice, he said, hated shams. One of the most modest of men, he had a contempt for false pretense whether in men or drugs, and with unexcelled energy and a masterly knowledge of the science of pharmacy he was able to perform great service to American medicine and pharmacy by his work on the Pharmacopoeia. Dr. Schieffelin also referred to Dr. Rice's public spirit and charity, and said the donors of the tablet had done themselves and the college alike an honor by giving the "beautiful and permanent memorial of a true man."

Prof. Jos. P. Remington of Philadelphia, the successor of Dr. Rice on the Committee of Revision, followed Dr. Schieffelin by stating that he "believed he would go anywhere to bear tribute to the memory of one of the noblest men the sun ever shone upon." He said he was amazed at the amount of work Dr. Rice



WHEN YOU HEAR OF A BABY

Think of the dollar you can make selling an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

We will supply you with free literature with your name
to distribute, on application.

WILMOT CASTLE COMPANY,
26 Elm Street, Rochester, N. Y.



Rice Memorial Tablet, unveiled last week in the New York College of Pharmacy.

did. He was true and faithful in every position in which he was placed. Fidelity characterized everything that he did. It made no difference whether it was working out some obscure question in chemistry or some difficult or knotty problem in an assay process, or something connected with the Pharmacopœia that required great research, he would spare no pains to get it exactly right. He was honest, he hated sham, he loved truth and 'loved truth for truth's sake.' He laid down his life and was a sacrifice to the altar of truth and honest conviction.

Prof. Remington said his committee would soon issue to the immediate friends of Dr. Rice and subscribers to the monument fund a handsomely bound memorial volume and also a popular edition of the same work, a copy of which was to be placed in every college of medicine and pharmacy in the United States. He thought every student of pharmacy should be put in possession of a copy of the life of this noble man. Students could go to him at any time and get information. He knew nothing that he was not willing to tell to any one, if it was upon pharmacy. Prof. Remington believed "the memory and record of Dr. Rice's life would be with the members of the New York C. P. as long as memory lasts."

Dr. Reynold W. Wilcox said a long acquaintance was not necessary for one to understand what Dr. Rice was. The impression he gave one of his thorough knowledge, broad learning and scientific enthusiasm needed not years for development. It was apparent to the student for the first time. As one read the history of Dr. Rice's life, it would seem as if he were almost possessed of the spirit of prophecy. Continuing, Dr. Wilcox said:

"In the early seventies, Dr. Rice was already making his reports on impurities and adulterations in chemicals and pointing out ways and means to remedy this defect. As we go along a little further, we see, during the early eighties, an enormous development of specialties, and it seemed as if the day of the practicing

physician was drawing to a close. Surgery was coming into unexplored and hitherto deemed inaccessible regions. The narrow specialists were developing very rapidly and the physician seemed to be a thing of the past. What has been the result to the student of therapeutics? In the first place, it has given the man—this physician specialist, a greater and larger opportunity to know of remedial agents, and in the second place, we are largely indebted to therapeutics in every single specialty, including surgery itself, for take away from surgery anaesthesia, a subject for study in therapeutics, take away antisepsis when asepsis is not possible, and modern surgery to-day is impossible. Pharmacy has played no unimportant part in the development of medicine to-day, it is its inseparable handmaid.

"Dr. Rice was not one of those who could tell us how things had to be done. He did them. He so mapped out the scope of the Pharmacopœia that in 1880 he became chairman of the revision committee. Again in 1890 he was chairman of the revision committee, and it has been said, and I believe with truth and justice, that the Pharmacopœia of 1890 stood far in advance of any Pharmacopœia ever brought forth even under the most auspicious Governmental influences in any country, and to the chairman of those two committees all praise should be due. The physician, the general practitioner, is the jury before whom all special procedures and all surgical processes must pass. Charles Rice pointed out the defects and the means by which those defects in chemicals and drugs could be removed.

"Medicine stands to-day the better, the more useful, the more scientific because of the life and labors of Charles Rice, and when pharmacy and medicine, which go hand in hand, as they are beginning to do, and shall be more and more necessary each to the other, the result which Dr. Rice did so much to bring about will be always associated with the man whose memory we honor, whose professional attainment and personal friendship is so dear to each and every one of us."

Felix Hirsman spoke on behalf of the German Apothecaries Society, referring especially to the impression the deeds of Dr. Rice had made upon the pharmaceutical world, and that he was one of the most devoted workers in pharmacy that this country had produced. Caswell A. Mayo spoke of Dr. Rice's journalistic work, and Eben McIntyre told in a reminiscent vein of Dr. Rice's taking up the study of the Russian language at a late period in his life. Mr. McIntyre said he never saw a man with so many sides to him as Dr. Rice had. Chas. S. Erb, president of the Alumni association, and Rev. St. George Young, Dr. Rice's pastor, also made short addresses.

The tablet, a picture of which is here given, is in bronze, the portrait being executed by A. G. Newman, sculptor, and cast by the Henry-Bonnard Bronze Co. of this city. It occupies a place in the wall at the left and just inside the entrance hall.

MR. DAWSON AT WORK ON ALCOHOL TAX.

E. S. Dawson, Jr., of Syracuse, secretary of the State Ph. A., has sent a circular letter to all the other State associations, setting forth the action taken at Utica looking toward the reduction of the alcohol tax. He has received several replies from states that have already taken action.

Mr. Dawson's letter gives the resolutions adopted by the New York association, and concludes as follows:

Will you co-operate, in the name of your association, with this association in an effort to bring the attention of Congress to this important matter? I shall submit to the several congressmen and senators from this State a letter on lines similar to this. Firm in the belief that united action on the part of State associations will have weight with our national lawmakers, I remain,

Yours very truly,

E. S. DAWSON, JR.

DRUGGISTS NOT LIABLE IN EMERGENCY CASES.

A very important decision concerning the legal liability of druggists for injuries received by patients treated by them was rendered by the Appellate Division of the Supreme Court on last Thursday, in the case of Frederick Roth against Arneemann & Behrens, druggists, formerly in business at 570 Eighth avenue, this city.

The action was brought to recover \$10,000 damages. The plaintiff alleged that he had received a slight cut on his left thumb in a ball game and went into the defendants' store for treatment. A clerk bandaged the wound and handed him a small bottle containing carbolic acid and so labeled, with instructions to keep the bandage wet with it. He put five or six drops of the acid on the bandage with the result that the wound became inflamed, blood-poisoning set in, and the thumb had to be amputated.

Steiner & Petersen of 300 Broadway, attorneys for Arneemann & Behrens, claimed that pharmacists were not permitted, under the laws of this State, to practice surgery or medicine, and that the plaintiff was guilty of contributory negligence and violation of duty when he went to a drug store for treatment, instead of to a qualified physician and surgeon. They also claimed that the clerk, in undertaking to treat Roth, did so on his own individual responsibility, and that if any cause of action existed in Roth's favor, it could not be maintained against Arneemann & Behrens, but should have been prosecuted against the clerk, as having undertaken the case not as a druggist nor as an employee of the druggist's.

Justice McLean, on trial, had sustained the contention and dismissed the action. Roth appealed to the Appellate Division, where the decision of Judge McLean was unanimously sustained, and this important principle of law effectually settled.

This decision is of the utmost importance to all druggists, as it affords protection from annoyances in cases where the druggist has been compelled to act in an emergency as a surgeon, and also relieves him from liability from similar work performed by his clerks.

PREFERS DR. LEDERLE TO TAMMANY HEALTH OFFICER.

311 West 11th St., New York.

To the Editor: The Druggists Circular is sending out a circular containing an advance proof of an editorial which is to appear in that journal. It is entitled "Free Milk vs. Free Antitoxin," and has all the appearances of a Tammany campaign document paid for and distributed by Tammany.

This attempt to discredit the present efficient city administration is too thin for us not to see through it. With all our grievances against the present Board of Health, we all know how much superior is a man like Dr. Lederle to a Murphy or a Sexton. He at least knows something of Dr. Koch, which Sexton never did.

The circular will probably find favor with a very small minority of druggists who object to Dr. Lederle's campaign against blue ointment made with charcoal and tincture of iodine made with wood alcohol, but the majority of the druggists, however they may differ on questions of politics, are too intelligent not to know the difference between Dr. Lederle and some of the former bar-keeper presidents of the Board of Health.

ISIDOR B. MEYER.

CHANGES IN ARMY PHARMACISTS.

These are recent changes among the army pharmacists: M. Simmel, Ft. Snelling to Ft. Leavenworth; H. W. Riess, Ft. Leavenworth to Ft. Snelling; L. David, detached service to Washington, D. C., and return to station; J. Keralla, Ft. Casey, Wash.; H. J. Robinson, Ft. Brady, Mich.; R. W. Soper, Manila, P. I.; William Peake, Manila, P. I.; E. Jones, Ft. Brady, Mich., to retirement.

NEW YORK NOTES.

—Seen down town: J. J. Gerig, Ocala, Fla., who was in on a buying trip; Charles F. Mann, Detroit; Miner E. Keyes, Detroit; F. W. Meissner, La Porte, Ind.; Charles Hubbard of Charles Hubbard, Son & Co., the Syracuse jobbers, who was on his way to Atlantic City; Professor Henry Kraemer, of the Philadelphia C. P.; Dr. D. T. Taylor, Washington, D. C.; J. J. Smith, Brewster, N. Y.; I. M. Swezey, Port Jefferson, L. I.; H. W. Hummel, Charleston, S. C.; F. L. Gilbert, Knoxville, Pa.; P. G. Ott, Bangor, Pa.; W. B. Durvey of Durvey & Johnson, Freehold, N. J.; J. P. Kelly, Elmira, N. Y.; James B. McMahon, vice-president N. K. Fairbanks & Co., Chicago.

—An explosion of chemicals caused great excitement at M. J. Kahan's pharmacy at Houston street and Avenue A. The front and rear windows were blown out and every bottle in the place was smashed. Mr. Kahan, his sister, Sarah, and a telegraph operator for the Western Union Telegraph Company, got out before the explosion occurred. Sheets of flame shot through the broken windows, but the fire was quickly extinguished. The store was wrecked. Mr. Kahan said he could not tell the cause of the explosion. He estimated his loss at about \$2,000.

—It was decided at a conference between Assistant Secretary of the Treasury Armstrong and Prof. Wiley, chief of the division of chemistry of the agricultural department, to detail two employees of the latter department to this city, to co-operate with the customs officials in taking samples of foods and wines. One of the men detailed is a chemist, and he will make the examinations in New York. This will save the time consumed in sending samples to Washington.

—Professor William C. Anderson, president of the State Ph. A. and former president of the N. A. R. D., is at St. John's Hospital, Brooklyn, recuperating from an operation for appendicitis. His illness dates only from last Wednesday and the promptness with which surgical attendance was secured had much to do with his recovery. He has hosts of friends who will be as gratified to learn of his probable recovery as they will be sorry to hear of his illness.

—A barrel of gasoline became ignited in the store-room in the rear of the C. A. Ellas' drug store at Bath. Mr. Ellas, in his endeavors to extinguish the blaze, was severely burned about the face and hands. The fire spread rapidly, but the fire department confined it to the drug store. The loss is covered by insurance. The cause of the gasoline becoming ignited is not known.

—Board of pharmacy received many letters asking why they didn't leave the poor druggists free of red tape and as for dry goods stores, some of which are advertising non-secrets at ridiculously low figures. Secretary Erb bids us say their chemist has 200 various new samples ready for analysis, most of them from dry goods stores. Results announced later.

—The Sherman Square pharmacy, 2055 Broadway, has been purchased by W. J. Butts, a former retail druggist of Brunswick, Ga. Mrs. L. B. Havens, wife of Supreme Court Justice Havens; H. W. Beebe and A. G. Havens were the former officers and directors of



Powdered.....Per ounce 1.00
 Pink Top Capsules.....Per ounce 1.00
 Tablets, 2½ grain only.....Per ounce 1.00
 ETNA CHEMICAL CO. New York, U. S. A.

ALFRED D'ANNUNZIO.



Alfred D'Annunzio came from an old family of Italian chemists. That his title to work in the same profession is clear is evidenced by a dozen or so of medals, of bronze, silver and gold, that he won while still in Italy, at various exhibitions, including the last World's Fair. Despite this, he is still a young man. He has a new store at 634 Ninth avenue, in which he is carrying splendid, live business and professional principles to success.

the Sherman Square, Mrs. Havens being the president.

—Secretary Erb of board of pharmacy received a postal card signed "Christinn Drug Clerks' Association," per "A. W. S.," naming some alleged junior clerk violations and praying for prosecution. Mr. Erb wonders if they will send out any "Peace Be Unto Thee" Tracts.

—Herbert J. Geenan has closed the Schuyler Square pharmacy at One Hundred and Sixth street and Broadway and moved to Twenty-first street near Sixth avenue. It is said Mr. Geenan's change was induced by his landlord raising the rent from \$1,500 to \$3,000.

—There was no quorum at last Thursday's meeting of the New York section of the Board of Trade and Transportation, despite the facts that it was the first meeting after the summer vacation and there were important matters hanging.

—Robert J. Vogel, manager of the Import department of Fitzsimmons, Gleason & Co., and Miss Marietta Gaffney were married on last Wednesday. They are now on a wedding trip to Old Point Comfort and other Southern points.

—George B. Adderly, pioneer sponge dealer of Nassau, Bahama Islands, was seen at Dyer's, 87 Front street. He says that New York and Europe took \$500,000 worth of his sponges last year and that the demand is very good.

—Dr. E. G. Rave of Hicksville, L. I., has been appointed a local inspector by the Eastern branch of the board of pharmacy. He serves without pay, and is the only inspector employed by the board under such an arrangement.

—A movement to close at one o'clock on Saturdays all the year around is on foot among the drug and chemical importing and milling firms, and several have already signed an agreement to that end.

—After November 1, it is reported, the store in the Park Avenue Hotel, Park avenue and Thirty-third street, will be owned by a Mr. Adams, from the South. Present proprietor is C. J. Leigh.

—Recent Drug Trade Club guests from out of town: James F. Ballard, St. Louis; Harry E. Amber, Philadelphia; A. J. Nolde, Bombay; Charles Ratjen, New Zealand.

—Karl August Fritzsche of Leipzig, oldest son of Hermann Traugott Fritzsche, senior member of Fritzsche Bros., has become a partner in the firm.

—Gregory & Nickerson—Robert N. Gregory had a store in 1896 at 393 Fourth avenue—are opening a new store at 1620 Broadway.

—Hersch Puck has closed his store at Melrose avenue

and One Hundred and Eightieth street and moved to Brooklyn.

—Abraham Weinstein has bought the pharmacy of I. D. Kruskal, First avenue and Fifty-seventh street.

—Theodore Tapken, 153 Franklin street, Brooklyn, has sold to his former clerk, H. J. Feber.

—The Lowe Drug Company secured a judgment against John G. Underhill of this city.

—Emil Troester has sold the store at 1429 Amsterdam avenue to Julius A. Sacks.

—Roth & Holmes are opening a new store at 64 Court street, Brooklyn.

—James A. Linhart will open a store at 1413 Second avenue.

'ROUND ABOUT BUFFALO.

—Neil McEachern of Vermont street, is the republican candidate for re-election as alderman of his ward. His political friends are confident of retaining "Mac" in municipal office for another term.

—Heyden & Little have re-opened the old Baxter pharmacy at 410 Massachusetts avenue. The stock and fixtures have been thoroughly renewed.

—C. N. Read has bought the store of Watson & Son, Perry, and has placed it in charge of George L. Page.

—A. M. French of Cherry Creek, has opened a store in Holland, and engaged Charles T. Quirk as manager.

—H. M. Anthony has bought out the store of George A. Lawrence at 1657 Main street.

NEW ENGLAND.

TRYING TO RE-ORGANIZE WATERBURY CLERKS.

Waterbury, Conn., October 27.—A committee from the Central Labor Union is making the rounds of all the drug stores asking the proprietors to request their clerks to join the Drug Clerks' Union, which is affiliated with the Central body. Nearly all the clerks were once members of this organization, but when the trolley strike was inaugurated many did not sympathize with the strikers, and all except nine withdrew from the union and formed the Drug Clerks' Association, which is not affiliated with the Central Labor Union.

The committee are determined that the drug clerks shall again become affiliated with their organization. An attempt is being made to coerce the employers into taking a stand in favor of the union. The clerks' union will have the support of all the labor unions. In several stores the committee have been told plainly that the proprietors did not intend to make their clerks join the union. The committee replied by threatening boycott. Drug clerks all over Connecticut have their eyes on Waterbury. The outcome will make considerable difference about forming unions in several of the large cities. The proprietors are no less interested. It is thought that many of the clerks withdrew from the Waterbury union because their employers told them in no uncertain terms that they would make no concessions to them in the way of shorter hours or more pay while they were connected with the union.

DRUGGIST'S ROOF SIGN RAISES COMMOTION.

Hartford, Conn., October 27.—Hartford newspapers and all the ultras of artistic, and other aesthetic circles are in throes of impotent wrath and despair over the despoiling of the beauty of City Hall square by the flaming over druggist Goodwin's roof of a Wilson Whiskey sign.

Mr. Goodwin gets \$700 a year for that sign. And "Constant Reader" and "Pro Homo Publico" get the honors. Artist Charles Noel Flagg doesn't like the technique of the toper who thumps his appetite for the re-

ductive highball. The "Times" suggests the horrible possibility of Dr. Munyon on City Hall itself. The "Port" thinks the atmosphere of refinement has been clouded and the "Courant" heaps abuse. Meanwhile reprisals are suggested in possible action by City Council and others talk of boycotting Mr. Goodwin.

NEW ENGLAND P. & O. C. HAS ANNUAL MEETING.

Boston, October 27.—The Paint and Oil Club of New England at its annual meeting, Young's Hotel, October 22, elected officers as follows: President, William S. Whiting, Brookline; vice-president, Charles H. Coburn, Lowell; secretary, C. W. Willis, Boston; treasurer, William S. Cutler, Boston; executive committee—William Agge, Frederick H. Newton, George W. Wheeler and Charles E. Chapman, all of Boston; Howard Hutchinson, Lynn; C. S. Forbes, Portland, Me.; Albert E. Balcom of Providence, R. I. George L. Gould served as chairman. Secretary Willis showed a membership of 126. A report from the National Paint and Oil Club was presented by I. H. Wiley. Several new members were admitted. A banquet was an enjoyable feature.

THE BAY STATE.

—Henry K. Mansfield, the Salem druggist, was one of the members of the Ancient and Honorable Artillery Company to go on the tour made by that organization with the Honourable Artillery Company of London. Mr. Mansfield says that the guests from the other side were not at all well acquainted among themselves, social distinctions which hold so tenaciously in England being rigidly adhered to over here. Even though the members had been together throughout the trip from England and while traveling in this country, they made no progress toward friendships which had not been formed on the other side, the conditions of travel doing practically little to augment or make friendships.

—Charles W. Jaynes and Miss Ruth C. Wilkins, daughter of Mr. and Mrs. Charles W. Wilkins of Audubon road, Boston, were married in the Episcopal Church of Our Saviour, Brookline. The bridegroom is the son of Charles P. Jaynes, president of Jaynes Drug Co., and also the Jaynes & Chapin Drug Co., operating several retail pharmacies in Boston, and is associated with his father's business. Mr. and Mrs. Jaynes went away on a wedding journey, on returning from which they are to reside in Brookline.

—Pierre N. Brunelle, a well-known Lowell druggist, went into the basement of his pharmacy to attend to a soda fountain attachment. For light he used a portable incandescent electric light and it is supposed its wire became crossed in some way with a heavily-charged electric wire connected with the ice-cream motor. Mr. Brunelle received a heavy shock. He was found by a policeman, unconscious. It is feared that amputation of several fingers may be necessary.

—William H. Davis, a Fall River druggist, and his wife recently were the recipients of a genuine old-fashioned surprise party, given by their neighbors and friends. Mrs. Davis has been ill for more than a year, and the occasion was therefore for her the more enjoyable. The guests carried her a beautiful vase.

—A mean man from a suburb went to Boston town and bought a pound of carbon disulphide. With that and his drunk he began to have sport. Along the streets he sprinkled passing horses with the disulphide. It made the horses lively. In the name of the S. P. C. A. the mean man was fined \$50.

—Police inspectors have arrested in Medford William

A. Ritchie of Medford, employed by Albert G. Smalley & Co., Boston, dealers in druggists' sundries and bottle glassware. Ritchie is charged with the larceny of nearly \$700 sometime between the last part of July and the middle of this month.

—In a Chelsea pharmacy window there is the legend: "Goods Sold at Cost and More, Too." This looks like a mistake in English on the druggist's part, but it is not, for the townspeople became involved in discussion as to just what the sign meant, and that was just what the druggist aimed at.

—Howard Nowell, a Haverhill druggist, has been enjoying camp life in the wilds of the Maine woods. To celebrate his return, the druggist invited a party of about twenty-five friends to a days' outing and a feast of venison and smaller game which Mr. Nowell had secured.

—A scarcity of competent drug clerks was given as its reason for closing by the Smith Drug Co., Market square, Chicopee. The patrons are directed to Warren Smith's pharmacy, the two stores having practically the same interests back of them.

—Henry Maxwell, a Lynn druggist, and member of the board of aldermen, recently became possessed of a fine automobile of the "red devil" order, and as he runs about, is somewhat envied by brother druggists who do not own such a vehicle.

—William H. Watson, a Brockton druggist, was haled to court at Plymouth on a charge of exposing and keeping liquor. There was no reasonable evidence that Mr. Watson was not complying with the law.

—In settlement of a mortgage held by M. J. Finigan of Worcester, the stock and fixtures of the drug store of Frank J. Kearnan, Millbury, are to be disposed of at public auction.

—The drug business long owned by Frederick E. Whitmore at 263 Highland avenue, Somerville, has been purchased by Samuel B. Herzberg.

—J. F. Bartlett has succeeded to the business of the late J. S. McGilvary, Chelsea, and has had the store thoroughly made over.

—The goods in C. H. Webster's store in Newburyport were sold at auction to Harry B. Trask of that city.

—The Music Hall pharmacy, Quincy, was sold by Deleavere King to Edward J. Murphy.

CONNECTICUT.

—H. W. Smith of Ansonia, certainly may call himself a qualified pharmacist, if documents to that effect may be taken seriously. Mr. Smith has hanging in his store certificates of his registration at various times in Arkansas, California, Colorado, Connecticut, Florida, Nevada and New Mexico. He was formerly a pharmacy commissioner in Connecticut. Spare time he devotes to his hobbies, one of which is selling steam and naphtha launches. He also has a farm near town and has the poultry culture craze.

—H. A. Dupee, Bridgeport, has contracted for a soda fountain which, it is said, will be finest in the State.



PENNSYLVANIA.

PHILADELPHIA C. P. MEETING.

Philadelphia, October 27.—The first in a series of pharmaceutical meetings was held at the Philadelphia C. P. last week. The papers discussed were: "History of Scientific Meetings of the Philadelphia College of Pharmacy," by M. I. Willert; "A New Method for the Determination of the Alkalinity of the Blood," with exhibition of apparatus, by Dr. Arthur Dare of Jefferson Medical College; an account of a recent trip to Bermuda, illustrated by D. E. Bransome; "The Drug Store Sink," by Prof. Clement B. Lowe. Professor Kramer exhibited a muranta plant which he had grown from rhizomes sent to him by Mr. Outerbridge of Bermuda, and also the fruiting branches of *Eonymus* and other medicinal plants.

J. ELWOOD LEE CO. WISHES TO BUILD.

Coushohocken, October 27.—Unless the councils of Coushohocken agree to close two streets of the borough the J. Elwood Lee surgical plant, which employs about 400 persons, may remove its plant to another place. The company has asked the privilege of erecting a building on Spring Mill avenue, with a 600 feet front and a depth of 500 feet. It is to be one story high and, in form, a hollow square. Should their request be granted the company promises to build a number of houses for their employees.

OTHER HAPPENINGS.

—The board of pharmacy, now that the early fall examinations are over, has turned attention to the loose way in which some of the Philadelphia stores are being run. In four instances stores have been detected doing business without a manager's certificate in sight. Two of these places, within a stones' throw of each other, were being run, one by a man who had kept books in an Italian pharmacy in the old country, the other by a graduate of a foreign medical school. A severe hand will be laid on these violators, and the board will have the unanimous backing of every reputable apothecary in the city.

—Harvey G. Fenner of Broad street and Columbia avenue, Philadelphia has been forced to close. The store will be sold at sheriff's sale. There will be lively bidding, as the corner is one of the busiest and most prominent in the up-town district. Although but a comparatively small room, a \$10,000 fountain was installed there.

—Charles Refuss of Cunnans and Harris streets and Twelfth and Pine streets, Philadelphia, was the highest bidder for the remaining store of the late Jesse Peechin, at Thirteenth street and Columbia avenue.

—New stores are reported for Seventeenth and Dauphin streets and Seventeenth street and Susquehanna avenue, Philadelphia.

OBITUARY.

WILLIAM NAY, manager of Bauer & Black of Chicago, died at his home in Chicago of pleurisy. Mr. Nay was 56 years old. He was born in England and came to the United States in 1875. For fourteen years he had lived in Chicago. He was a graduate of Oxford. A widow and four grown children survive him.

JOSEPH DEBOIS, for more than 25 years a druggist of Kingston, N. Y., died of heart disease. He was largely interested in western mining property.

THE SOUTH.

ONE MARYLAND COUNTY NOT UNDER THE LAW.

Baltimore, October 27.—When the present State pharmacy law was enacted nearly two years ago, Talbot county claimed and secured exemption from the operations of the statute, the representatives of that county taking the ground that the bill, as finally reported and accepted by the druggists, was entirely too lenient and would fail in large part of its purpose. This was generally realized, but the supporters of the measure found that it was either a mild law or none at all, and they accepted the best that could be obtained. Talbot county, however, rejected all compromises, and insisted on being left out, which was reluctantly done. Since then it has been the aim of leading pharmacists to get the county into line, and with this end in view a committee from the Maryland Ph. A., consisting of Dr. J. F. Hancock and David R. L. Millard, the latter secretary of the board of pharmacy, visited the most prominent druggists there last week to secure their support. They found sentiment largely favorable. The legislature meets again next January, when the druggists will endeavor to have the exemption of Talbot county rescinded and the provisions of the law made more effective.

KENTUCKY BOARD ELECTS NEW OFFICERS.

Winchester, Ky., October 27.—At the annual meeting of the State board of pharmacy, George Wilson qualified as a member, having been appointed by the governor to succeed Addison Dinmitt, whose term expired with that meeting. The board was then organized for the ensuing year, with the following officers: President, John E. Stormes, Lancaster; secretary, J. W. Gayle (not a member), Frankfort; treasurer, George T. Wilson, Bowling Green; chairman executive committee, C. S. Porter, Somerset.

A class of thirteen was examined. The following passed: R. E. DeJarnett, Williamstown; G. J. Kaufman, Newport; Eugene Taylor, Lexington; Terence Cooney, Paducah; R. C. Summers, Columbus; W. H. Eisenmenger, Louisville; W. A. Ligon, Sonora; J. E. Curry, Lexington; G. J. Covington, Louisville. The next examination will be held in Covington, January 12.

ORLEANS ASSOCIATION BEARS DELEGATES.

New Orleans, October 27.—A very enthusiastic meeting of the Orleans Ph. A. was held on the night of October 16. The delegates who attended the N. A. R. D. made their reports, a very elaborate one being made by M. T. Broslin, chairman of the delegation. Messrs. F. C. Godbold, G. W. McDuff and James E. Bays, the other delegates, also spoke interestingly. The meeting was one of the best held in New Orleans, and the hours rolled to half-past one in the morning before adjournment was taken.

SIGNING EARLY CLOSING AGREEMENT.

New Orleans, October 27.—An earlier closing hour movement has just been put on foot here, and many druggists have already signed a binding agreement to close their stores at 9 o'clock every night, except Saturdays, or pay a fine of \$25. The agreement goes into effect on November 1, and continues until April 30, 1904. All those who have signed are earnest in the movement and pleased to anticipate the coming of shorter days.

A VERY PALATABLE LUNCHEON.

New Orleans, October 27.—The Louisiana Ph. A. has just issued its proceedings. Credit is due Secretary G. W. McDuff for the elaborate and interesting way in which the book is gotten up. Aside from the regular order of business—very interesting in itself—the book gives a resume of the amusements, entertainments and various sports which were features of the session.

This is a copy of the menu of the lunch tendered to the members by the local branch of Parke, Davis & Co.:

MENU.

- Antidiphtheritic Serum Punch
- Skull-Capped Vaccine Points
- Horse Radishes
- Opium Wine
- Cosmoume
- Nutritive Liquid Peptone, Crossed
- Elixir Alimem
- Pancreatin Roast "Chekan" Pepsin Filling
- Turkey Corn on the Cob
- Indian Turrips
- Calabar bean a la Physiologist Standardize
- Cascara Punch
- Condurango Wine
- Thyroid Patties
- Adrenalin Sauce
- Couch Grass, Palatol Dressing
- Kola Wine
- Euthymol Cream
- Witch Hazel Jelly
- Horse Chestnuts
- Strawberry Leaves
- Hot Germicidal Soap Cakes, Syrup Ipecac
- Cold Things
- Iceland Moss
- Frostwort
- Ash Wafers
- Thermofuge Cheese
- Paraguay Tea

MARYLAND.

—The scarcity of efficient drug clerks, which has been noticeable for some time past, continues, and not a few pharmacists are decidedly embarrassed as a consequence. One well-known retailer recently offered a young man \$75 a month and board, but his other employer promised to do as well or better, and he decided to remain where he was. This is said to be by no means an isolated case, the general range of salaries being high.

—Among the visiting druggists last week were J. Newton Gilbert, Annapolis; C. S. Henry, Cambridge; William Mentzer, Waynesboro', Pa.; J. B. Steele, Stephens City, Va.; J. Hartley Johnson, Ellicott City; A. H. Melhorn, Hanover, Pa.; William R. Rudy, Mt. Airy.

—Druggist W. L. Pierce, Baltimore, who has been very ill for weeks past, has returned home from a recuperation trip, and is once more waiting on his customers.

—Muth Bros. & Co. learned last week that a negro driver, had been disposing of goods which he was sent to deliver. He was arrested and committed to jail for trial.

—The retail pharmacy of W. A. Pryor, Baltimore, has been purchased by Park McCubbin, formerly a clerk for George A. Fox.

LOUISIANA.

—The New Orleans C. P. opened its doors for its fourth session on Monday, October 21, with a junior class of about forty students. This is an encouraging showing for the college, which is yet in its infancy.

—Albert J. Ferry, formerly with John Belon, Canal street, New Orleans, and then with Dr. J. F. Chretien, has returned to Mr. Belon.

—A. B. Willson, formerly with I. L. Lyons & Co., has opened a new store near the Rocheblane market, New Orleans.

How to Write Handsome Show Cards and Signs.

Consult the advertisement in the Miller College of Advertising Art, which appears on page 6 of this issue.

An Open Letter To the Retail Trade From the Wholesalers.

GENTLEMEN :

We, the undersigned wholesale druggists, whose trade connections cover the United States, beg to notify you that we have accepted the distributing agency for the **R. FAXTON CO.** goods, of Boston, viz: Paxtine Antiseptic Painsalva Cream and the Ruth Paxton Improved Fountain Syringe.

These articles are steadily and continually advertised, and you take no chances in stocking a sufficient quantity to cover the demand created in your vicinity. Do not let any sales pass you because you do not have the goods; if you do not make the sale your competitor will. Hold your customer by saying you will get the goods for her, and send one of us your order, which will be promptly filled.

These goods are unlike anything you have in stock and will support your personal recommendation. Paxtine, especially, is one of the most meritorious articles of its kind we have ever handled, and sells repeatedly to the same customer. Yours very truly,

- THE CHARLES N. CRITTENTON CO.
- MCKESSON & ROBBINS
- LEHN & FINK
- WALKER & GIBSON
- POLK & CALDER DRUG CO.
- JOHN L. THOMPSON SONS & CO.
- CHAS. HUBBARD SONS & CO.
- CHAS. W. SNOW & CO.
- THEODORE MERRITT'S SONS
- A. H. WILLIAMS & CO.
- COOK, EVERETT & PENNELL
- EASTERN DRUG CO.
- CANNON, CARTER & MEIGS
- GILMAN BROS.
- BLANDING & BLANDING
- GEO. L. CLAFLIN & CO.
- CHAS. W. WHITSELEY CO.
- CHAS. S. LEECE CO.
- MILLER DRUG CO.
- SMITH, KLING & FRENCH CO.
- SHOEMAKER & BUSCH
- W. J. GILMORE & CO.
- GEORGE A. KELLY CO.
- N. B. DANFORTH
- MUTH BROS. & CO.
- GILPIN, LANGDON & CO.
- POWELL, TAYLOR & DRUG CO.
- THE MURRAY DRUG CO.
- LAMAR, TAYLOR & RILEY DRUG CO.
- SFULOCK-NEAL CO.
- VAN VLEET-MALDEN DRUG CO.
- ORR, BROWN & PRICE
- THE KAUFMAN-LATTIMER CO.
- THE WALDING-KINMAN & MARVIN CO.
- CHAS. D. KNIGHT & CO.
- A. KIEFER DRUG CO.
- MOONEY-MUELLER DRUG CO.
- DANIEL STEWART CO.
- FULLER, FULLER & CO.
- MORRISON, PLUMMER & CO.
- PETER AN SCHAACK & SONS
- HUMISTON, KEELING & Co.
- ROBERT STEVENSON & CO.
- BARKER & WHEELER CO.
- COLEMAN, BIRKS & CO.
- HARTZ & BAENSEN CO.
- FARLAND, WILLIAMS & CLARK
- HAZELTINE & PERKINS DRUG CO.
- JAMES MCCOY
- YAHR & LANGE DRUG CO.
- THE F. DOHMEN CO.
- L. W. LEITHHEAD DRUG CO.
- NOYES BROS. & CUTLER
- LYMAN-ELIEL DRUG CO.
- THE CHURCHILL DRUG CO.
- THE CURRIE DRUG CO.
- DES MOINES DRUG CO.
- OLNEY & McDAID
- J. S. MERRILL DRUG CO.
- MEYER BROS. DRUG CO.
- VAN NATA-LYND DRUG CO.
- C. D. SMITH DRUG CO.
- FAXON, HORTON & GALLAGHER
- FINLAY, DICES & CO.
- HOUSTON DRUG CO.
- SAN ANTONIO DRUG CO.
- ALEX. WEBER DRUG CO.
- THE McPIKE & FOX DRUG CO.
- C. E. POTTS DRUG CO.
- E. BRUCE & CO.
- RICHARDSON DRUG CO.
- MONTANA DRUG CO.
- THE DAVIS BRIDAHAM DRUG CO.
- COFFIN, REDINGTON CO.
- LANGLEY & MICHAELS CO.
- KIRK, GEARY & CO.
- F. W. BAUDY CO.
- BLUMAUFER-FRANK DRUG CO.
- LYMAN SONS & CO.

- New York City.
- New York City.
- New York City.
- Albany, N. Y.
- Troy, N. Y.
- Syracuse, N. Y.
- Syracuse, N. Y.
- Newburgh, N. Y.
- Utica, N. Y.
- Portland, Me.
- Boston, Mass.
- Boston, Mass.
- Boston, Mass.
- Providence, R. I.
- Providence, R. I.
- New Haven, Conn.
- New Haven, Conn.
- Philadelphia, Pa.
- Philadelphia, Pa.
- Pittsburg, Pa.
- Pittsburg, Pa.
- Wilmington, Del.
- Baltimore, Md.
- Baltimore, Md.
- Richmond, Va.
- Columbia, S. C.
- Macon, Ga.
- Nashville, Tenn.
- Memphis, Tenn.
- Columbus, Ohio
- Columbus, Ohio
- Toledo, Ohio
- Indianapolis, Ind.
- Indianapolis, Ind.
- Indianapolis, Ind.
- Indianapolis, Ind.
- Chicago, Ill.
- Chicago, Ill.
- Chicago, Ill.
- Chicago, Ill.
- Peoria, Ill.
- Peoria, Ill.
- Rock Island, Ill.
- Detroit, Mich.
- Grand Rapids, Mich.
- St. Louis, Mo.
- Milwaukee, Wis.
- Duluth, Minn.
- St. Paul, Minn.
- St. Paul, Minn.
- St. Paul, Minn.
- Burlington, Iowa
- Cedar Rapids, Iowa
- Des Moines, Iowa
- Clinton, Iowa
- St. Louis, Mo.
- St. Louis, Mo.
- St. Joseph, Mo.
- St. Joseph, Mo.
- Kansas City, Mo.
- New Orleans, La.
- Houston, Texas
- San Antonio, Texas
- Oklahoma, Okla.
- Atchison, Kan.
- Wichita, Kan.
- Omaha, Neb.
- Omaha, Neb.
- Butte, Mont.
- Denver, Colo.
- San Francisco, Cal.
- San Francisco, Cal.
- Sacramento, Cal.
- Los Angeles, Cal.
- Portland, Ore.
- Montreal, Can.



OUR "SANTA CLAUS" CATALOGUE IS OUT

The catalogue whose appearance each year is the signal that "the holiday season is off" is now ready.

Tens of thousands of retailers have learned to await this catalogue before buying—and then to buy QUICK.

They know they have waited long enough, but not too long. Every item is in and the line is still unbroken. They can get what they want and all they want.

The new catalogue contains the most comprehensive line of holiday merchandise ever gathered into the showing of any single house and names prices that set the pattern for America.

A copy of this catalogue means more to the buyer of toys, china, dolls and fancy goods than fifty sample trunks that might be brought to his store. Retail druggists in especial will find it of value to them.

FREE to merchants; we send it to no one else. Ask for catalogue T-479.

BUTLER BROTHERS

NEW YORK
CHICAGO
ST. LOUIS

Wholesalers of Everything—By Catalogue Only.

AROUND THE GREAT LAKES.

MR. BODEMANN TWICE ENDORSED.

Both Chicago R. D. A. and Drug Clerks' Association Rally Around Him—Price Matters Improving Finely.

Chicago, October 27.—At the fourth quarterly meeting of the Chicago R. D. A., on Tuesday of last week, resolutions of confidence in Mr. Bodemann were adopted and a committee was appointed to take up the matter of the carbolic acid ordinance with the city council. Reports showing the work accomplished during the quarter, was all most encouraging.

In reference to the attacks on the State board of pharmacy, the following resolutions were adopted by a rising vote:

Whereas, the druggists of the State are practically unanimous in their desire that the cocaine evil should be stamped out; and,

Whereas, it was largely through their efforts that the present cocaine law was enacted; and,

Whereas, We feel it our duty to aid in every way the enforcement of said law and the upholding of those upon whom devolves the work of such enforcement; and,

Whereas, In the fearless discharge of his duties as president of the State board of pharmacy, Wilhelm Bodemann has incurred the hostility of certain members of our profession who sought to evade the law, and as a consequence has been wrongfully accused of soliciting bribes and otherwise maligned; therefore, be it

Resolved, That the said Wilhelm Bodemann has the unanimous indorsement and support of the members of the Chicago R. D. A., that he is entitled to and has our utmost confidence, and that we resent any imputation against his honesty and integrity.

Resolved, That the thanks of this association are due Mr. Bodemann for his self-sacrificing devotion to duty in this fight for the stamping out of the campaign evil, a fight in which he represents the entire respectable element of the profession; and, be it further

Resolved, That the Chicago R. D. A., representing practically all the druggists in Cook County, wishes to express its deep appreciation to the Hon. Governor Richard Yates for standing by the board in the enforcement of the law without fear or favor.

After discussion of the proposed city ordinance requiring that no carbolic acid be sold except on a physician's prescription, a committee was appointed, to confer with the special committee of the city council to whom the bill has been referred, consisting of D. R. Dyche, George R. Baker and C. J. Brady.

The subject of a minimum price list for the whole city was considered, and the consensus of opinion was that no differential should be given to any district or class of dealers, and that the scale should be based on the popularity of the goods, instead of a flat price for all goods of a certain standard price, thus catering to public sentiment by a flexible system of price making. The executive committee was empowered to frame and promulgate this schedule.

The dues for the ensuing year were fixed at \$10, the same as in the past. Walter H. Gale and W. T. Kleuze told of the convention at Washington, and reflected the enthusiasm that there prevailed. Thomas Voegeli of Minneapolis, gave a stiff little talk on organization.

Reports from the twenty-four districts in Chicago were encouraging in the main. The city as a whole is in much better condition than it was three months ago, there being very much less price cutting, less aggressive advertising, less friction among the dealers and as a result much money is being saved. Organizer Cusack gave an interesting description of his work. Everybody present appeared highly gratified with the showing made, and the gathering was full of enthusiasm.

Drug Clerks Also Endorse Mr. Bodemann.

The Drug Clerks' Association also gave Mr. Bodemann a vote of confidence. At a meeting last week the clerks in strong resolutions denounced the charges of attempted blackmail against Mr. Bodemann, declared their entire confidence in him and in the board, that the members of the association know that the laws are being enforced better now than ever before, and that they believe the charges against the board and Mr. Bodemann individually were prompted solely by the strictness of the prosecution which is being waged against the cocaine sellers and other pharmacy law breakers. In conclusion, Mr. Bodemann was endorsed for reappointment on the board.

NORTHWESTERN ALUMNI MEET TO REORGANIZE.

Chicago, October 27.—On last Friday evening the Alumni Association of the School of Pharmacy of the Northwestern University gave a banquet at the Sherman House. The menu was excellent, and the meeting which followed was one which will result in much good to the organization and to the school. Dr. Harry H. Kahn was toastmaster. Among those who spoke were Dr. Kahn, professor of materia medica; Dr. R. Pond, professor of botany; Dr. H. M. Gordin, professor of organic chemistry; Dr. T. Whittelsey, professor of inorganic chemistry; D. C. Eccles, head of the dispensing laboratory; Thomas V. Wooten, and Dr. Oscar Oldberg, dean.

After dinner, Dr. Kahn called the diners to order. He said that one purpose of the meeting was to reorganize the association and to put it on a growing basis, where the members would manifest an interest in the work of the body and recognize it as a connecting link between themselves and alma mater. Other members responded with suggestions. A motion by Dr. Oldberg to the effect that all those graduates of the school, who were present, be declared members of the association, was carried. The proposed new constitution and by-laws were taken up, and after some discussion, it was agreed to leave the matter to a committee for further discussion and revision. The chair appointed as the committee T. V. Wooten, Dr. Oscar Oldberg, Miss Nina Piper, J. W. Hoover, K. J. Pritzger, J. H. Montgomery and H. E. Erickson.

The following officers were elected for the ensuing year: President, Thomas V. Wooten; first vice president, Judson W. Hoover; second vice-president, J. E. Elliott; third vice-president, W. L. Barnum; secretary, Miss B. C. Piper, 6441 Sangamon street, Chicago; treasurer, M. A. Miner; trustees, J. H. Montgomery, A. J. Gill and Dr. Harry H. Kahn.

NEW RECRUITS TO N. A. R. D.

Chicago, October 27.—New recruits "lined up" with the N. A. R. D. are the following from the ranks of the army of erstwhile aggressive cutters: Broach & Huil, Kirksey, Ky.; Loewy Drug Co., Baltimore, Md.; John Tilma, Buffalo, N. Y.; the Wilson Company, Philadelphia.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

The Central Cut Rate Drug Store, Washington, D. C., was a projected store, whose projectors were convinced that such an enterprise was not feasible under present conditions and abandoned it. The N. A. R. D. has for a long time past been doing effective work in converting cutters, but it has not paid as much attention to influencing prospective cutters not to start as it might have done. The Washington case establishes a precedent that will be religiously adhered to in the future.

ILLINOIS EXAMINATION RESULTS.

Springfield, Ill., October 27.—At the October examination at Springfield, the following passed: Registered pharmacists—L. E. Gronhardt, Beardstown; W. O. Foster, Colchester; W. B. Hattenheuer, Streator; C. L. Hollister, Jerseyville; J. Hoyer, Chicago; F. J. Karlovsky, Chicago; C. R. McElougall, Chicago; L. H. McMillan, East St. Louis; A. J. Richards, Springfield; A. N. Rigg, Macomb; T. B. Shaffer, Oneida; F. A. White, Farmington. Ass'tants—A. W. Armstrong, Dwight; F. A. Blum, Rockford; G. M. Foster, East St. Louis; J. E. Rogers, Silman; P. R. Snider, East St. Louis; A. L. Wangler, Chicago; C. J. Welker, Chicago; S. J. Williams, Macomb.

The next examination will be at 146-S East Thirtieth street, Chicago, November 17.

THE TOWN WENT QUAIL HUNTING.

Grand Rapids, Mich., Oct. 27.—Van Buren county has been put to large expense in the drug store cases brought up by the Anti-Saloon League, through failure of the league to produce sufficient evidence to convict in many cases, or of failure to appear against the defendant when the case was called. As a result, a grand jury has been called, resulting in subpoenas being issued for 117 of South Haven's prominent citizens, including the mayor. On the day the officer was in town for the purpose of serving the papers, there was a wholesale exodus for the country. People who had never fired off a gun were out in the fields, ostensibly quail hunting.

INSTRUMENT MEN AGAINST CUT PRICES.

Chicago, October 27.—Members of the American Surgical Instrument Trade Association closed their annual business meeting at Chicago on October 21, after deciding to hold the next session in June at St. Louis. It was decided to ask manufacturers to refuse to sell to mail-order houses that cut prices. The following officers were elected: President, L. P. Aloe, St. Louis; first vice-president, William H. Armstrong, Indianapolis; second vice-president, A. B. Brand, St. Paul; secretary, J. Frederick Hartz, Detroit; treasurer, Charles Lentz, Jr., Philadelphia.

ILLINOIS.

—One of the best entertainments ever given by the Chicago Drug Trade Club was that which took place on last Thursday evening. The club rooms in the Bismarck hotel were filled with members and guests. Many ladies were present. Master Abie Shynman, the "boy pianist" gave new evidence of his musical genius. Miss Elizabeth Blamere, soprano, and Mr. Winno, tenor soloist, gave several selections. William Tabor Houston, the entertainer, presented some of his specialties, and not the least of the entertainment were the droll sayings of J. M. Hawly, the humorist and the selections of Will Collins, the monologist.

—Porter B. Fitzgerald has resigned his position with Morrison, Plummer & Co. of Chicago, to take the management of the Southwestern Drug Co. of Wichita, Kans., recently organized to engage in the wholesale

drug business. Mr. Fitzgerald will remain in Chicago for ten days after the first of November to arrange for such new stock as will be necessary to be purchased there, before going on to New York.

—Gustave H. Smith, a clerk for T. F. Cannon, North Clark and Huron street, Chicago, was arrested on a warrant sworn out by his former employer, charging him with having stolen goods from the store. The police declare that they found the goods in Smith's room.

—T. C. Ballard, manager of the druggists' sundry department of Morrison, Plummer & Co., returned from a two weeks' visit to St. Louis. E. J. Carpenter of the city sales force of the company, has recovered from an illness which kept him at home for six weeks.

—Radium and radio-activity was the subject of a highly interesting and instructive address by Dr. H. W. McCoy of the University of Chicago at the monthly meeting of the Chicago Section of the American Chemical Society, at the Sherman house.

—John J. Bechm, a well-known West Side, Chicago, druggist, who was a candidate for city clerk at the recent elections, is contesting the election of Fred C. Bender to that office. The recount of the ballots is now progressing.

—W. A. Bancroft, Washington avenue and Sixtieth street, Chicago, has sold his store to a syndicate of which William Campbell of the Economical Drug Co., is said to be the head.

—E. G. Haney, formerly of the White Ford Chemical Co., has bought the Shippey pharmacy at 175 South Western avenue, Chicago.

—The Owl pharmacy, Sager & Lyon proprietors, at Sixty-third and Kimbark avenue, Chicago, was sold to Gabriel & Gilchrist.

—J. M. Lustina, druggist in Sixty-seventh street, Chicago, was recently operated on for appendicitis and is still in the hospital.

—Whaley Brothers have purchased the drug store of J. M. Cody at Thirty-first street and South Park avenue, Chicago.

—R. Moreau, formerly in the drug business on the North Side, Chicago, has opened a store in South Maywood, a suburb.

—E. C. Arno, at one time in the drug business in Chicago, is about to open in Dubuque, Ia.

DRUG STORE BLOWN UP BY DYNAMITE.

Wootser, O., October 27.—Aylosworth's drug store at Fredericksburg, this county, was blown to pieces with dynamite. It was at first thought that the deed was committed by burglars, but later information is that the act is the result of bad feeling over the approaching local option election.

SPECIAL OFFER ON CALCURA SOLVENT

Dr. David Kennedy's Latest Kidney and Liver Medicine

For thirty days, ending on November 24, we will give to all retail druggists one free bottle of Calcura Solvent with each dozen they order of their wholesale dealer, providing each druggist thus ordering will make a window display of the said goods and distribute from their store free samples of Calcura Solvent and advertising matter. On two dozen orders they will receive 5 per cent discount.

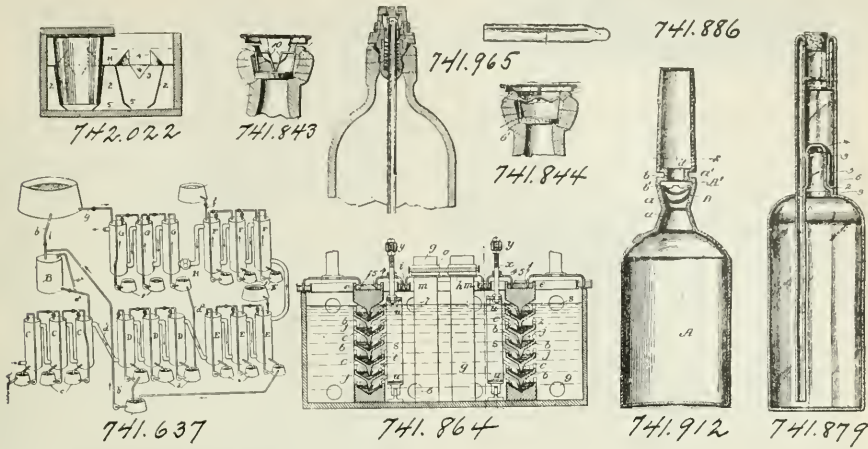
Simply send us your order together with the name of your wholesale dealer through whom you would like the goods shipped.

The free goods, samples and advertising matter will be sent direct from our office, all charges prepaid, even the postage to your store. IN AN ATTRACTIVE WINDOW DISPLAY, LARGE SIZE SAMPLES AND MOST EFFECTIVE ADVERTISING ALWAYS CREATE A STRONG AND STEADY DEMAND FOR CALCURA SOLVENT.

Address THE CALCURA COMPANY,
(Manufacturers of Dr. Kennedy's latest preparations)

DR. KENNEDY ROW, RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 20, 1903.

- 741,843.—Edward D. Schmitt, Baltimore, Md. Bottle or jar sealing device.
- 741,844.—Edward D. Schmitt, Baltimore, Md. Bottle or jar sealing device.
- 741,864.—Meyer Wildermann, London, England. Electrolytic decomposition of alkaline salts.
- 741,879.—Angelo A. Boschelli, Harrisburg, Pa. Bottle.
- 741,886.—Walter H. Chandler, Toronto, Canada. Vaccine tube.
- 741,912.—Samuel C. Kindig and Thomas J. Spicer, Baltimore, Md. Non-refillable bottle.
- 741,965.—John G. Heinrich, London, England. Siphon bottle.
- 742,022.—John N. Hahn, Cleveland, Ohio. Packing case for tumblers, bottles, etc.

TRADE-MARKS.

Registered October 20, 1903.

- 41,332.—Skin-bleaching preparation. Rose Manufacturing Co., New York, N. Y. The representation of a rose with buds, etc.
- 41,333.—Skin-bleaching preparation. Rose Manufacturing Co., New York, N. Y. The word "Doradine."
- 41,334.—Remedy for Coughs and Colds and Affections of the Throat. Sharp & Dohme, Baltimore, Md. The word "Sednole."
- 41,335.—Remedy for Stomach Disorders. Rudolph R. Smith, Annapolis, Md. The word "Sparetta."
- 416,336.—Medicated Tablets for La Grippe and its after effects. Ewell & Everett, Detroit, Mich. The letters "V. Q."
- 41,337.—Medical Foods, Tonics and Cordials. Cornelius Keefe, Jr., Boston, Mass. The word "Robustine."
- 41,338.—Purgative Syrup. California Fig Syrup Co., San Francisco, Cal. The word "Calfig," etc.
- 41,339.—Purgative Syrup. California Fig Syrup Co., San Francisco, Cal. The word "Calfig," etc.

LABELS.

Registered October 20, 1903.

- 10,426.—Title: "Dr. W. H. Alexander's Healing Oil" (For healing oil). William Henry Alexander, Piedmont, Ala. Filed Sept. 28, 1903.
- 10,427.—Title: "Salome" (For medicine). E. S. Frank, Clarion, Iowa. Filed Sept. 15, 1903.
- 10,428.—Title: "Kellum's Sure Cure" (For medicine). Kellum Medical Co., Inc., Newport News, Va. Filed Aug. 22, 1903.
- 10,429.—Title: "Wakega Medical Co." (For medicine). Wakega Medical Co., Tacoma, Wash. Filed Sept. 24, 1903.

INDIANA.

- At Lafayette, J. D. Bartlett, Robert Rice and George Hollis have formed a partnership (not incorporated) under the name of The Owl Drug Co.
- F. H. Kissling has removed his business from College avenue and Twenty-second street, Indianapolis, to West Lafayette.
- At Hamilton, Fred. Rudd, formerly with Geddes & Harding of Butler, succeeds P. S. Will.
- At Muncie, C. E. Thornburg & Co. have been succeeded by J. H. Thoraburg.
- Hood & Haney at Peru, have dissolved partnership, G. J. Hood succeeding.
- At Plymouth, J. W. Rimard has succeeded J. E. Garwood.
- G. G. Graham has opened a new store at Veedersburg.
- At Ashley, W. F. Bauchman succeeds H. M. Phillips.

OUR CANADIAN LETTER.

- The Provincial government of Ontario has appointed J. G. Ardagh and F. G. Marriott fellows in chemistry on the teaching staff of the School of practical Science, Toronto, the latter to take the place of James Horton, resigned.
- Inquiries are being made by leading business men of London, Ont., as to the feasibility of starting a factory in that city for the manufacture of coal tar products. There is no factory of the kind in Canada, and the field is regarded as a favorable one, as the trade in aniline oil and aniline dyes is increasing.
- J. D. McCrostie, druggist of Ripley, Ont., has removed to Paisley, Ont.
- G. T. Burnett, druggist of New Westminster, B. C., has disposed of his business to H. Ryall.

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., - - Boston



PRICES OF DOMESTIC CRUDE DRUGS TENDING UPWARD.

New York, October 27.—A continued steady feeling prevails throughout the general market, but there have been no important developments, and there are very few price changes calling for more than ordinary mention. It is worthy of note, however, that most of the domestic roots and barks are ruling firm, with values tending upward, owing to scarcity.

OPUM.—There is more or less keen competition among importers, which has a depressing effect on the market, but conditions at primary sources of supply do not warrant any decline and jobbers continue to quote the old range of \$2.40@3.65 for 9 per cent, and \$3.50@4.75 for 11 per cent. Powdered continues to move moderately in small lots at \$4.40@4.50 for 13 per cent, and \$4.80@5.00 for 16 per cent.

MORRHINE SULPHATE.—Business in a jobbing way is of full average volume, and the tone of the market is steady with dealers quoting \$2.60@2.70 for eightths in ounce boxes, \$2.55@2.65 in 2½ oz. boxes, \$2.35@2.45 in ounce vials and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—Manufacturers have not yet announced the expected advance in prices, but the market has a strong undertone and there is no pressure to sell round lots at current figures. The jobbing movement continues satisfactory to dealers and the ruling quotations are 25¢@25½¢ for bulk in 100-oz. tins, 25½¢@26¢ in 50-oz. tins, 26¢@26½¢ in 25-oz. tins, 27¢@27½¢ in 15 or 10-oz. tins, and 32¢@32½¢ in ounce vials.

SILVER NITRATE.—Manufacturers prices have been advanced owing to the increased cost of silver, and the revised jobbing quotations are 47¢@52¢ for crystals and 40¢@51¢ for fused.

PEPAC ROOT.—Cables from London reporting a decidedly stronger market for Carthagenia have caused a sharp advance in local quotations for that variety and jobbers quote \$1.55@1.75 for whole and \$1.65@1.90 for powdered. Rio also is firmer and quotations have been marked up to \$1.80@2.05 for whole, and \$1.90@2.15 for powdered.

BARKS.—Firm markets are reported for all descriptions, owing to reduced stocks and lack of offers from producing markets. Bayberry and cotton root are very scarce with values higher, and both are quoted at the advanced range of 25¢@30¢ for whole and 30¢@35¢ for powdered. Cramp is without quotable change, but supplies are very light and prices show an upward tendency. Limited quantities are yet available at 25¢@30¢ for whole and 28¢@32¢ for powdered.

SAFFRON.—Valencia is firmer, both here and abroad, owing to a small yield of new crop, and spot jobbing quotations have been advanced to \$9.00@9.50.

OLL CAPTIV.—With the market better supplied the tone is somewhat easier, and quotations for jobbing quantities show a decline to 35¢@\$1.05.

OLL CUTBERR.—Lack of important demand and consequent slow trading have had a weakening influence, and jobbers have reduced quotations to \$1.20 @1.45.

FINCHORN ROOT.—Under the influence noted last week jobbing prices have been further advanced to 50¢@55¢ for whole and 60¢@65¢ for powdered.

MANDBAKE ROOT.—The market has a decidedly strong tone, with the outlook favorable to still higher prices, but jobbers are yet willing to sell in a limited way at 15¢@16¢ for whole and 19¢@21¢ for powdered.

BLOOD ROOT.—Stocks continue to diminish under a fair consuming demand, and jobbers have further advanced prices to 20¢@25¢ for whole, 22¢@27¢ for crushed and 25¢@30¢ for powdered.

LOBELIA SEED.—Values are higher, owing to scarcity, and the revised jobbing quotations are 70¢@80¢ for whole and 80¢@90¢ for powdered.

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Hood's Calendars for 1904.

We think it will be an advantage for all retail druggists to accept Hood's Calendar Offer for 1904 as early as possible.

The Calendars are very handsome and there is sure to be a great demand for them.

It is good cheap advertising for the retailer, as he gets his name printed on each and every Calendar sent him.

Every Calendar given away is a constant and steady advertisement for you with your customer for a whole year, and costs you nothing extra whatever.

How to get Hood's Calendar is explained fully in regular advertisement in another part of this journal.

Note the special offer of the Chelera Co. of Kingston, N. Y., which appears on page 462 of this issue.

DIRECT IMPORTERS OF
ASAFOETIDA, INSECT FLOWERS, SAGE,
SENNA, HERBS AND SPICES.

Write for samples and quotations

McCORMICK & CO.,

Manufacturing Chemists, Importers and Grinders.

BALTIMORE

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, NOVEMBER 5, 1903.

No. 10

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Established 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & Co., No. 8 Spruce Street, New York.

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U. S., Canada and Mexico - \$3.00 per annum.
Foreign Countries in Postal Union - 4.00 per annum.

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Tel. No. 3572 John.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.) This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitue?

Because his reading is selected and systematized. System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



THE OPINION OF THE COMMISSIONER OF PATENTS.

The opinion of U. S. Commissioner of Patents Allen, which we reported last week seems to dispose of the movement for revision pretty effectually, for the time being at least. The commissioner is evidently not at all in doubt about the merits of the case; he not only answers each argument with great emphasis, but in referring to the motives behind the desire for revision, he approaches very near to ridicule. If this official opinion carries much weight at Washington, it would seem to be of little use to attempt any further consideration of the question, at least until popular sentiment and with it the attitude of the powers that be, can be brought to a more favorable point of view. From the commissioner's present standpoint, his answers to the arguments presented to President Roosevelt are no doubt sound. But his point of view is radically wrong, and for this the druggists are in a measure to blame. The plea to the sympathies in the interests of suffering humanity was unfortunate. It appeared to lack complete sincerity, and created a prejudice which under the circumstances is not entirely unnatural. The question is, as the commissioner pointed out, not one of injustice to suffering humanity. If this adverse opinion is to be answered effectively, it must be approached on different ground. The present patent laws must be shown to be foolish and antiquated, which in fact they are. If the matter had been presented in this way, it is quite probable that the committee's request would have been treated with greater respect.

THE QUESTION A COMMERCIAL ONE.

The point insisted upon in the commissioner's report, that the question of the exorbitant price of phenacetin is purely a commercial one, is well taken. From the standpoint of ordinary business ethics, there is no injustice in asking the sick to pay one dollar an ounce for this remedy. Patent laws are meant to secure to the inventor, such benefits as he can obtain from his discovery. The object is to prevent a distribution of these advantages among his fellow-men. Before the inventor placed the preparation upon the market everyone was obliged to get along without it, and if the principle of patents is at all tenable, the public have no right to share in the benefits created. As a matter of fact the public has a

very considerable share of the benefits; for the demand shows that some people think very highly of the preparation. The circumstance that the firm furnishing the product has taken advantage of the weakness of our laws to enrich itself inordinately, and has by a system of persecution rendered itself obnoxious to a very large class of our citizens, has nothing to do with this phase of the case. No one thinks it an injustice to demand ten dollars for a very few doses of antitoxin, even though the cost of production represents only a small fraction of this sum, and eminent surgical specialists charge as much as a thousand dollars for a single operation with the complete approval of the public. The remedy for an exorbitant price is simple, as the commissioner points out, with an almost audible grin: get the consumer to stop buying it.

PROTECTION FOR THE FOREIGNER.

The assertion that there is no injustice in permitting an inventor, native or foreign, to get all the profits out of a discovery that he possibly can, does not, however, hide the essential absurdity of the present policy of our government in regard to the granting of patents. If the government exists by and for the people, is it not inconsistent literally to tax the citizens for the benefit of a foreign enterprise? It is not necessary to review numerous statutes and treaties to discover the absurdity of our present policy; it is sufficient to look at the results. The fact that a manufacturer in Germany can and does compel the people of this country to pay four times as much for a product than those of any other country is proof enough that something is radically wrong. What can be said in defense of a policy that aids the foreigner at the expense of its own citizens, especially when pursued by a government wedded to the commercial protection of its own industries? This feature of the question has been left severely alone by Commissioner Allen. Apparently his view has been considerably obscured by the plea for the "dear public." A mother who takes from her children's sustenance to feed their infant brother may be defended with volumes of arguments, but it must be a courageous statesman who dares to justify the action of a parent who passes this same milk on to a lusty stranger. A policy so excessively generous is much too altruistic for this competitive world. It is all very fine to establish laws on broad principles and to administer them with generosity, but a suggestion that the policy might be a little too broad, presented by a large body of citizens would seem to deserve a respectful hearing at the very least, especially when practically every other nation has abandoned this same policy because it was found to be contrary to the best interests of the people.

A POLICY THAT INVITES LAW-BREAKING.

The policy of discrimination in favor of the foreign manufacturers, now pursued by our government, is offensive in another way. It makes it difficult for peaceable citizens to escape collision with the law. The difference between the price of phenacetin in this country and that demanded in Canada offers extraordinary inducements to the smuggler and the adulterator. Hence the numerous phenacetin crusades by boards of health, and the wholesale charges against

respectable druggists. Some of these charges are, no doubt, true, but in the majority of cases the retail distributor of the impure drug is innocent of any crime greater than failure to test the material when received. Unfortunately the druggist is by law held responsible for the quality of all preparations dispensed, on the supposition that he personally examines all materials kept on his shelves. That the pharmacist now occupies this false position before the law is to be deplored, but it does not prevent frequent legal entanglements and very harsh decisions. We have no doubt that many members of the trade have in this way been unjustly branded as frauds and criminals and compelled to pay fines, and that in many cases this amounts to little more than legal persecution. Adding injury upon injury, the government besides furnishing the incentive for the crime the results of which fall upon the poor druggist's head, also provides the foreigner with a weapon with which to flay him. This appears to be the real cause of the sentiment in the trade against this drug, and remotely, for the present movement to secure a revision of the laws. It is not a question of profit—the druggists are not so insincere as the commissioner insinuates—for the margin on an expensive drug is as a rule more respectable than that of a cheaper article. And now when the representations of the druggists go to the President of the United States with a request that their grievances receive some attention, they are turned away with a smile.

THE REAL GRIEVANCE.

The druggists of the United States have a real grievance against the government, and it will be difficult to convince them that all the trouble is due to their own short-comings. Many respectable members of the trade have been haled into court and made to suffer at the hands of the foreigner, when entirely unconscious of wrong-doing. Although they have assumed certain legal responsibilities which it now seems impossible to fulfil, they feel the injustice of being called to account for errors practically beyond their control. The fact that the laws of their own land invariably seem to be against them, makes the quarrel with phenacetin the more exasperating. On the other hand the importers are entirely within their legal rights. The U. S. patent law gives them the right to demand whatever price they may be able to obtain, and there are other laws that prohibit smuggling and sale of adulterated goods. We may have our opinions about the manner in which they exact their pound of flesh, but the law of our country delivers to them their pound of flesh. It is, unfortunately, difficult to discover the exact fraction of injustice in the matter. It is the druggist who suffers the injustice, but how? The exorbitant price does not affect him; other preparations of similar character and no greater merit, sell for the same price. The patent laws are inconsistent with the principles of our Government, but not unjust if the principle of protection is tenable. Then where is the injustice which nearly every druggist feels? We are of the opinion that in the last analysis it will be found to lie in the abnormal conditions created by the patent laws which compel the druggist to undertake duties which he finds impossible to perform, namely, testing and assuming personal responsibility for the quality of all drugs dispensed.

PERJURY IN DRUG STORE LIQUOR CASES.

A decision of the Michigan supreme court holding dealers liable for perjury in making false reports of the quantity of liquor sold, even after conviction for illegal sales, is of considerable interest to the druggists of that state. In certain counties where local option is in force, druggists are required to make sworn statements weekly of all liquor sales. In a recent suit the defendant charged with illegally selling intoxicating beverages pleaded guilty and paid the fine. The prosecuting officer, not satisfied with the penalty, immediately filed information for perjury in making false reports under oath. In defense the attorney stated that the conviction for the illegal sales in question should serve as a bar to perjury proceedings covering practically the same offense. But the supreme court ruled that there were in effect two separate violations, the false statement and the sale constituting separate offenses. In cases of this kind in Michigan it will, therefore, no longer be a simple matter of pleading guilty and paying a minimum fine. Action for perjury may be brought for each separate weekly statement made incorrectly under oath. This decision need not disturb any druggist who manfully strives to live up to the spirit as well as the letter of his community's laws—which every citizen should do—but it will serve as a warning to those who do not hesitate to stretch a point occasionally in the pursuit of profits, and also to those who through neglect fall into devious ways not strictly according to the regulations.

HUMAN SUBJECTS FOR GERM EXPERIMENTS.

Enthusiastic students of medical science have frequently in the past horrified the public with proposals to employ human material for experimental purposes. There has always been strong objection to the vivisection of animals and tampering with the physiological machinery of cats and dogs while the organism is still in active operation. The antivivisectionists have always contended—and not without reason—that these experiments are of doubtful value because the organism of the lower animals differs so widely from that of the human species that reaction to manipulation must also vary. This objection is of especial weight in experiments with disease germs which have curious preferences in the matter of the animal species which they inhabit. A scientific body in Paris has recently gone to great trouble and expense to discover an organism other than man acceptable to the syphilis germ which seems to be an aristocrat in its way. Latest reports state that the germ has been successfully inoculated upon the body of an innocent chimpanzee. Now, this our nearest relative in the animal kingdom, is in great demand for experimental purposes, and although the price is high—two thousand dollars or more for a single specimen—the search for a remedy to combat this loathsome disease will be pushed with vigor. Progress in the investigation of tuberculosis has also been hampered by want of a medium in which the wicked little germ will go through the same dreadful performances as in the human body. At the meeting of the American Public Health Association, held last week in Washington, a doctor from Philadelphia brought up the old proposal to employ condemned criminals for medical

**WILBER J. TEETERS, M. S., PH. C.**

Professor Teeters has been connected with the teaching force of the University of Iowa, Iowa City, since 1895, when he became demonstrator of chemistry in the medical department of that institution. In 1900-1901 he served as instructor in the College of Pharmacy, S. C. L., and a year later was made assistant professor of pharmacy and director of the pharmaceutical laboratory. Last year he held the chair of pharmacognosy, and on September 24 of the present year became, by action of the board of regents, acting dean of the College of Pharmacy and professor of pharmacy, succeeding Professor E. L. Boerner in both of these positions. Professor Teeters is an alumnus of Mt. Union College, Ohio, and a graduate of the School of Pharmacy, University of Michigan. He is a well-known member of the A. Ph. A. and brings to his new field of labor an excellent record of work successfully accomplished.

experimentation and supported it with a rather novel argument. He considered the question from the standpoint of the person most concerned, the criminal. He thinks that almost any man would rather die from tuberculosis in the interest of science than by the usual and more abrupt methods in the interest of justice. However this may be, we fear that the popular mind would require a great deal of education before it would consent to the taking of any such liberties with the living human body.

SOCIETY OF WOMAN PHARMACISTS AND CHEMISTS.

Pennsylvania has a new ornament, a society of woman pharmacists and chemists. The association starts out bravely, and the Era wishes it every possible success. We do not understand precisely why any society of pharmacists should be composed exclusively of women, nor whether this is to be an association of women or one of pharmacists and chemists. Perhaps it does not matter; there is plenty of room for more societies. Needless to say, the aims and ideals of the new sorority are high, and we hope it will succeed in all its undertakings, and enjoy a long—no, we prefer not to say long life. Societies of woman pharmacists have usually been short-lived, and the cause of dissolution has almost always been an epidemic of marriage among the members.

SHOP TALK

ON "PRACTICE MAKES PERFECT," AN OVERPATED MAXIM

"Mr. Emanuel's six years' experience may be a bit long, but, just the same, practice makes perfect," remarked the druggist with a that-settles-it air.

"That depends," returned the C. P., who as a matter of principle, always refuses to take things for granted.

"Depends upon what?" said his friend slightly nettled.

"Upon what sort of practice you mean. There is a whole lot of difference in the kind of practice a person gets in this world, and especially in the sort of experience a boy gets in a drug store."

"Oh yes, I dare say! There are different kinds of drug stores and several varieties of druggists. But you know what I mean. The little odds and ends of information picked up by boys do not differ so much."

"You forget that there is a great difference in boys. Some catch on at once, while others are sensitive to impressions from a club only. Some heads are like a sponge, while others are more like a block of wood. I took two small boys to a circus once. On the way home I used a sort of mental pump on them to find out what impressions had resulted. One of them had seen simply everything and could describe every detail to the color of the clown's whip. The other seemed to have received only one vague impression, and that concerned the biggest thing there—an elephant. There must be some sort of relation between the practice and the person who does the practicing. A neighbor of mine has practiced upon the violin faithfully every day for years, yet he makes no improvement whatever. He doesn't know how. It is the same way in everything—unless you practice in the right way, it doesn't amount to anything."

"Oh, well, of course! But you've got to make some rule about the thing, you know."

"I fail to see any sense in a rule that doesn't mean anything," said the sage. "What is wanted is fitness, isn't it? Then why not adopt a standard of fitness and let it go at that?"

"Because there are difficulties. The board of pharmacy examination is supposed to do that; but you see, you can't find out everything in that way. Experience has shown that nothing but several years of experience gives the familiarity with drugs necessary to ensure fitness."

"Experience has shown," said the C. P. with peculiar emphasis, "that a boy who has had the advantage of a high school training and a laboratory course in some good college of pharmacy will get more real knowledge of dispensing in three days of drug store practice than a chuckle-headed youngster who leaves school because he can't learn the multiplication tables can get in three years."

"Those are extreme cases."

"Extreme cases seem to be pretty stiff arguments, just the same. It seems to me you druggists are mighty unreasonable people. You keep talking about the poor material you get for apprentices—no, it isn't apprentices that you want; you are after bottle-washers and undersized porters. You take your fellow-druggists to task for not selecting better boys. Somebody—I forget who it was—recently said that only high school graduates should be employed in the pharmacy, boys who are in a condition to profit by the experience they get and who may be expected to grow up to be ornaments to the profession."

The druggist nodded. "I agree with that. It's a good scheme."

"Do you know what that means?"

"That we can't get them, I suppose."

"A boy graduates from the high school at about

the age of eighteen. So far he has been too busy to get more than a few months drug store experience. At about that stage of his development he is ambitious and is making plans for the future. If he continues his studies at all, he will be most likely to keep on then. If stopped then he will never seriously think of a professional course in college. Still you ask him to spend the next two or four years, the most precious of his life, washing bottles and wedding a mop to get experience of drugs. If he continues his studies from the high school on in pharmacy, as he would in any other profession, he will graduate at the age of twenty. What do you propose to offer this university graduate?"

"He has no experience!"

"No, and in order to get that experience you expect him to spend from two to six years acting as all-round drudge in a drug store, at a mighty few dollars per. You will not allow him to begin his chosen work until he is twenty-two or twenty-five, and then he will be obliged to compete with eighteen year old boys who have no education to speak of because they have grown up with the drug business. A great inducement, isn't it?"

"But it doesn't work that way."

"No, it doesn't. That sort of boy does not go into the drug business, and I don't blame him. Now what sort of boy can you get with that several-years-experience fence?"

The druggist gazed out of the window.

"I will tell you. He is commonly the boy who thinks he is done with school at the age of twelve or fourteen. It may be poverty, in which case the final result is not so bad, but it often is a strong dislike of books and study that drives him to take any job he can get when he ought to be in school. In many cases he plugs along several years before he finds out that there is such a thing as the science of pharmacy. When he goes into the thing, he thinks he is going into business. When he finds out that in order to get the best salary he must be registered, he is too far along to go back to the seventh grade. He has the experience—at least so it is counted—all he lacks is his license—science be hanged—and he goes about the quickest way to get it."

"Short cramming courses?"

"That's it, and who can blame him? He scrambles past the board, and at twenty-one stands away ahead of the poor chump who has spent his time in hard study. Besides, all these years he has been earning his board. Under such conditions, what inducement has pharmacy to offer the conscientious student?"

"You are harping on extreme cases again. As a matter of fact, the boy who has grown up with the bottle-washing business is a heap more competent than a man with a university degree. I prefer him every time."

"Then why do you talk to me about poor material, high school requirements, scientific study of pharmacy and that sort of thing?"

"We want the training added to the experience."

"But you see you can't get that without immense sacrifice on the part of the boy, and he has a right to object. He can not spend the best years of his life in the back room of a drug store and in school at the same time. It is an impossibility."

"Why can't he divide his time?"

"Because you will not let him. You want a bottle washer to be around when you need him; that leaves no time for school."

"Now you are saying what you ought to know is not true. All the pharmacy schools in the large cities expect their students to spend part of their time in

the store. The courses are arranged with that in view."

"Yes, and in that way they are able to get a few hours' experience a day. That will amount to less, actually, than a year for the course. And still the tendency is to require several years' experience before graduation. How is a boy to get it if he wants to graduate at twenty and he is expected to have a high school certificate? It is a mighty swift boy that can take a stiff course in a good high school and work in a drug store at the same time."

"You must have missed something, somewhere," said the druggist. "Pharmacy needs men of education if it is to rank as a profession, and a clerk has got to have a lot of practical experience. The thing can be done, somehow, in spite of what you say."

"But don't be unreasonable and ask the impossible."

IN EVERY TOWN THERE IS ONE "BEST."

George E. Thorpe of Syracuse, has printed a little paper which he is distributing among his trade. He calls it "The Modern Pharmacist." The object of this paper is given in the following editorial:

"The main province of this little paper is to tell the truth. In every neighborhood where there are several drug stores there is generally one that is, on the whole, the best. They may all be good, but there must be a difference, and there can be only one best. We do not propose to say anything about the others, but we desire to give you some insight into our ideas—the aims, ambitions, methods which direct the conduct of our business—the truth is always good enough for us—and if you conclude—as we believe you will—that our store is worthiest of your confidence, then we shall be pleased to have you transfer your patronage from the second best, or third best, to us."

WILL PRINT LISTS SUGGESTING HOLIDAY GIFTS.

"I have ordered all of my stuff for the holiday trade," said a pharmacist in Rochester the other day. "The fellows who don't begin now to think about Christmas will be apt to get left. I have ideas all worked out even to two or three window displays during Christmas week. Christmas this year comes on Friday, so we will have an excellent week for trade. I am going hot after the trade of the children and their pennies count up fast. For the women I will have the best of perfumes and soaps—do you know that soaps as presents are highly appreciated by women? For the men there will be the best brands of cigars in boxes from ten up to 100. I will guarantee the cigars, and by doing so women will not be afraid to buy. You know how wives sav their husbands growl about the cigars presented to them by their well-meaning companions in life. Children will buy small boxes for their papas, and the fathers will have no trouble in getting for the children and wives appropriate presents. I intend to have lists printed suggesting the presents appropriate for men, women, misses, youths, youngsters and even the babies."

Quantity, a Factor in Selling.

Large quantities of goods attract attention, impress the customer, and most customers buy more freely and quickly from a large stock than they would from a small stock. I at one time lived near two grocery stores, and in watermelon season one of them would buy half a dozen melons at a time and the other would buy one or two hundred at a time. The one who bought one or two hundred would be sold out first.—The Zenith, Marshall Wells Co., Duluth, Minn.

We Bow to the Era.

We are indebted to the Pharmaceutical Era for the excellent likeness of F. W. Schumacher which appears in this issue. The Era account of the N. A. R. D. Convention is full and accurate, while its array of cuts of leading men is superb and well worth preserving.—W. P. Retail Druggist.



The Exhibit at the Berks County, Pa., Fair of Edmund J. Gable of Reading.

Mr. Gable informs the Era that the various pharmaceutical houses contributed the bulk of the free samples, although he put out 15,000 souveniers, cards, etc., of his own. "It was a grand success as an advertisement," he says, "and the results are already coming in. We were awarded first prize as the first druggist to exhibit at the fair. We have only been open three months, but are advertising heavily." Mr. Gable is successor to S. S. Stevens at 724 Penn street, Reading.

PACKAGE SLIPS.

By PEHR LIGNELL, Superior, Wis.

THE man in the drug business of to-day, who wants to stay there, must advertise. The way and the manner how lie with the man and his locality.

There are many ways to advertise. Some may use the daily paper although the majority of us can not use it to advantage, because doing mostly a neighborhood business we find it too costly. It may have a circulation of, say 10,000, and of that number of readers, we can only expect three or four thousand, at the most, to go out of their way to find our store, therefore we have paid a little more than twice what we should for the ad.

The Package Slip.

The monthly store paper, booklet or any other kind of advertising which may be used, does not interfere with the slip, nor does the slip interfere with any other kind of advertising; it supplements them.

The package slip is a very small affair, but very effective, if properly written, on the principle that the bullet makes more execution, if it hits, than a barrelful of buckshot fired at random. It is made to be enclosed in every package leaving the store. Only a small leaflet 4x5 in size is required; it soon becomes a habit to slip these little leaflets into every package, and the customer will invariably read them when he opens the package at home.

Writing the Slips.

does not require an advertising expert. If you can write a letter, you can write them yourself. The whole point is to make them short, for people will not read a long ad, unless they are looking for something they are interested in and want to be informed more particularly about.

Do not try to say everything in one single ad. You must remember that you will have to write dozens of them in the future and would soon run short of subjects if you tried to crowd several things into one. The idea is to have one subject at a time. That you want to talk about. Then when you have de-



The most conspicuous building in this picture is that of Hoynes, Mathew & Co., Cape Town, Cape Colony, South Africa. This firm does an immense wholesale and retail drug business at this and branch stores in other towns.

cided what you want to say, write it down in simple, and above all strong language. Don't try to write an ad. or a treatise in your best English. Write it exactly as you would talk. Take for instance the following package slip:

You are not in the Dark.

when you trade at "The Guarantee," you only get, "what you ask for." We don't wrap up "something just as good," because we don't believe in that kind of business, it wouldn't pay. We are building up the biggest drug business in Superior, by honest ways of doing business and low prices. If you ask our opinion about any medicine, we will tell you what we know about it, and if we have a better one, we will let you know.

Our prices are so low, because we sell for cash only, it makes no difference to us, if you are rich or poor, we give credit to none; so nobody can get offended, when they are asking for credit, if they are refused, because they know that nobody else can get credit at "The Guarantee."

We had been bothered for a long time with the usual questions from customers—if the article were pure or if it were genuine, etc., etc. So there was the question that required an answer.

Mr. Bodemann of Chicago has been quite insistent recently with his admonition to "Boil it down." That's the best advertising advice a man can have. Boil it down and when you have done that—boil it down again. Cut away everything but the essence of what you want to say. Don't go on the supposition that the public does not know anything. Say only so much and let the rest be told by inference. Let them reason the thing out themselves. It's more interesting for them and it will make a more lasting impression on their minds.

Another thing, give them reasons; don't make a big blow by using big adjectives or high flown language. Give a reason for everything you assert. Take for example the following:

"Here is a Pair

you rarely find together—absolutely pure drugs and reasonable prices. We know our drugs are pure, because we buy them direct from the manufacturers themselves, in original packages. The prices are reasonable for three reasons:

First—We buy direct (and pay cash) that gives us a discount from regular prices.

Second—We sell for cash only, and lose nothing on bad bills, nor ask you to pay us big prices (as others do, who give credit) to help us to pay them.

Third—We are satisfied with one profit, don't expect to make half a dozen at once on one sale.

You see, we might ask and get six profits once, but we could not do it again with the same customer. We would sooner ask and get one profit and have the customer become a steady customer—isn't that right?"

We say that our prices are reasonable, and then proceed to give the reasons for this reasonableness: We say that our drugs are pure, and then continue and explain why they are pure. We could elaborate it further, by explaining that they do not have to go through many hands, wholesalers, brokers, etc., but the average intelligent man can reason out for himself that we buy direct, and in original packages. Then we explain our cash way of doing business, telling about the discount we get by paying cash ourselves. That's one reason why we can sell cheaper than our competitors.

In this way, we prepare the man who has been thinking about asking us for credit; he reads the reasons we give for our ability to sell at low prices and our way of selling for cash only, and he refrains from asking credit. Another suggestion slip follows:

"Medicine Making

isn't like anything else. There's no chance to improve the job afterwards—it Must be right the First time.

Nobody knows that better than we do; and we know that because we know our business.

People like a particular druggist above everything else, that's why we are so particular—it pays.

People don't like big prices, that's why our prices are lower than everybody else's—it pays.

It's to your advantage to get the best drugs, fresh and effective.

It's your saving to buy them cheaper than you ever bought them before.

Our advantage lies in having people know that our stock of drugs are absolutely fresh and pure, and lower in price than others of same, or inferior grade."

Just think what a long argument there is here about carefulness, all in twenty-one words, followed by our usual reasons.

Printing the Slips.

They should not exceed in size four by five inches printed on good quality paper—preferably white. If you have suitable cuts, so much the better; they attract attention, and can easily be obtained from different sources. Another point to remember is not to print more than about five hundred at a time of each kind, so that the customers do not get tired of reading the same thing over and over again.

This kind of advertising can be done by everybody, and at any locality, and will not interfere with the other advertising done. The druggist has many opportunities to tell about things in the drug store that to him appear trivial, but he should remember that the drug store has always been a place of mystery to the public, and the tendency is always to be interested in anything mysterious. Then why not tell them?

I have in package slips and booklets—of which I have written about seventy five or eighty—treated a new subject every time, have told about the making of a cough cure, about the filling of a prescription, how we buy goods, how we sell goods, etc., etc. And then there are all the side lines, that we handle. How much we can tell about sponges, where or how they grow, how they are prepared for the market, etc., in advertising baby bottles, and nipples; there's so much to tell about the care of the baby, including small household receipts, etc. What mother do you think would fail to read such kind of advertising?

TO INCREASE THE PRESCRIPTION FILE.*

By MOODY R. TIDWELL, Miami, I. T.

THE first thing for a druggist to do is to gain the confidence of the physician, in his ability to properly compound the various prescriptions he might send. By talking with him about the various chemical and pharmaceutical preparations, their many modes of manufacture, their appearance, medical properties, and doses, we can convince him of our scientific knowledge of pharmacy. We can also invite him to our laboratory or prescription counter, and there show him preparations in course of manufacture and explain to him the various methods used to extract the medicinal properties of the crude vegetable drug, and impress upon him the thoroughness with which a certain constituent is absolutely exhausted by reprecipitation, explain the difference between maceration, percolation, and reprecipitation and impress upon him the care exercised in buying crude stock for use in the laboratory, so as to get nothing but absolutely reliable drugs, or those containing the correct amount of active principle.

The supply houses will tell him and also tell us that we cannot buy crude drugs on the market with any reliability, but we should buy their finished product, which is guaranteed to contain the correct amount of active ingredients wanted. Right here is where they overstep the bounds. We can buy crude drugs from a reliable drug miller, at a small advance in cash, which are guaranteed to contain a certain per cent of active principle, and their guarantee is as good as any other.

I hope all druggists manufacture all that is required for their respective localities. Should you not manufacture your pharmaceutical preparations, be sure to buy from a reliable manufacturer, then you need not be ashamed to show them to your physician.

Take a good sized sample, not less than 4 ounces, of your preparation, call on your physician, tell him all about how it was prepared, what it contains, and its superiority over other preparations of unknown value. Leave the sample with the physician, ask him to try it and note the results. Sample every physician in town and never take more than one product at a time, because one is enough to talk about at one call.

Repeat the sampling about once a month, using different preparations of your own manufacture, and you will be surprised how soon the physician will begin to specify on his prescriptions your products, or at least tell you to use them in his prescriptions.

Do not substitute but always put up exactly what the prescription calls for, unless there should be a gross mistake, in which case do not say anything, but quietly as possible communicate with the physician and he will appreciate your ability and your fitness as a prescriptionist is more firmly established in his estimation.

The physician soon finds out that you will not substitute and he likes you as a professional man, the better. If he prescribes a certain make of an elixir, be sure to give him that make or nothing. Always be ready to make any ordinary urinary analysis and help the physician in every way possible.

Keep in stock an assortment of syringes, rubber and cotton bandages, trusses, serums, antitoxins, etc.; call the physician's attention to the fact that you are so supplied, and he will soon come to regard you as headquarters for those goods. When in need of anything of that sort he will invariably instruct people to go to you, because he knows you have the goods and has confidence in your knowledge of the class of goods to furnish.

Always be a subscriber to as many leading pharmaceutical journals as you can "assimilate," not only



A corner of the interior of Heynes, Mathew & Co.'s big drug store at Cape Town, South Africa. On top of the upright case will be seen a sponge man and several other sponges, articles which bring immense prices in that country.

a subscriber, but a reader and contributor. Keep posted on all the new chemicals and pharmaceutical products which appear in the market, so that you will be able to give your physician an intelligent answer as to any new product he may ask you about. This is sure to impress him with your enterprise in keeping up-to-date.

Have on hand several works pertaining to pharmacy, and especially the U. S. Pharmacopoeia and a dispensatory of the latest edition. In your prescription department have plenty of tools to work with, keep all scrupulously clean, be accurate and quick in your compounding, and the physician will not forget it.

UTILIZING THE SHOW-CASE.

By C. G. Buchanan, Wellsburg, W. Va.

MANY druggists, in fact the majority of them, have either failed to notice or have carelessly refused to take advantage of the advertising possibilities afforded them by individual show-case displays.

In order to clearly illustrate what is meant it is only necessary to close one's eyes and picture the average drug store show-case. It usually contains a vast accumulation of articles ranging from proprietary salves to tweezers and camel-hair brushes, while its neighbor across the aisle begins its seal at chamois skins and runs through a long list to tooth-powders and toilet creams. These ill-chosen combinations might be forgiven were there some attempt to arrange them attractively and in such a manner that they would draw trade, but these possibilities are apparently not even a consideration and the only aim seems to be to find storage room for the stock.

How different to this method is that of the ever watchful, hustling, enterprising department store which expends as much thought and time upon its show case displays as upon those for the windows, and from them the department stores receive a relatively large amount of benefit.

To be sure a druggist's stock contains such a multiplicity of small articles which are being constantly called for during the regular course of business that it becomes absolutely necessary to have some convenient place easy of access in which to store them, and as no method of doing this has been proposed which so nearly fills the requirements

*Read before the Pharmaceutical Convention of Indian Territory, 1903.

as the use of a show case it is not to be presumed that the druggist who relinquish his time honored custom. But even so, he can continue this use to the cases in the rear of the store and use those which occupy a prominent position for their rightful purpose of attractively displaying goods, catching customers' attention and creating trade.

The interior of the case should be draped with cheese-cloth, crepe-paper or other suitable material and the articles tastefully arranged in its setting always remembering not to exhibit more than one general class of goods nor to put too much in the display.

An individual show-case display is not necessarily made up of one article alone, for sometimes the best results are obtained by using a combination—the use of one naturally suggesting another. For example, a display of hair brushes and combs can have as a background an assortment of tonics and shampoos used in the care and preparation of the hair, and a combination of washes and powders in combination with tooth brushes will form a more effective and a stronger display than the brushes alone.

The druggist should have no difficulty in selecting materials for these displays. His sundry stock and his own preparations gives him an abundant assortment from which to choose and even should these fields fail him, his regular drug stock presents many possibilities—for example: a display of spices at the season of canning and preserving, or a tasteful display of the products of some drug, notable cinchona will always prove interesting.

Show cards and price cards should be features of every display and the display itself should be changed at least once a week, otherwise it will lose its attraction for the regular customer.

THEORY AND PRACTICE

CURIOUS FORMS OF DRUG HABIT.

The Chemist and Druggist notes a number of odd examples of drug addiction, which according to a physician quoted is not due to the neurotic state to which modern civilization has attained. Herodotus tells of the Scythian warrior who made a practice of building a fire in his tent, throwing upon it some seeds of Indian hemp and lying down upon his couch of skins to enjoy the fascination of the subtle intoxicant. The case is cited of a lady artist, a martyr to headaches who habitually ate anti-pyrin out of the palm of her hand as she worked at her easel. Caffeine has many admirers, tabloids of this alkaloid forming in one case an invariable traveling companion. Probably the most remarkable of the cases mentioned is the case of "ginger habit." One patient consumed two and three pounds of ginger-root in twenty-four hours. Essence of ginger was a regular tippie in a number of cases, one old lady patient, a teetotaler consuming daily four to six ounces containing more alcohol than an ordinary bottle of whiskey. Another lady bought her eau de cologne by the case and drank several dozen a week, while still another ordered her compound tincture of cardamoms wholesale and drank it by the quart.

TURPENTINE: TESTS FOR PURITY.

M. Vazes (Bull. Soc. Chim.) describes a method for the examination of turpentine. Two hundred and fifty c.c. of the sample are subjected to practical distillation, a fraction of 50 c.c. each being collected and 20 c.c. being left in the flask. It is assumed that none of the adulterants have the same boiling point as the pure oil, so that only the lighter and heavier

portions are examined for added materials. The refractive indices of fractions 1, 3 and 5 are then taken and compared. Oil of turpentine may normally contain limited quantities of rosin and rosin oil. These are determined by means of the index of refraction and titration with alcoholic potash. The proportion of rosin should not exceed 2.5 per cent. The number of boules which can be used economically for the adulteration of turpentine is very small. Petroleum oil, white spirit or shale oil, light petroleum spirit, benzene and carbon disulphide all effect the index of refraction and distil over with the first fraction. The nature of the adulterant can usually be guessed by an examination of the first few drops of distillate. A sample of genuine oil should not begin to distil below the temperature of 150 degrees C.

TEST FOR BEEF EXTRACT.

A. Searl (Pharm. Jour.) has devised a method for the detection of yeast extract which, owing to its similarity in taste and appearance to extracts of beef, is now widely employed as an adulterant of the animal product. A Fehling's solution is prepared by dissolving 200 grains of copper sulphate and 250 grains of neutral sodium tartrate in 4 ounces of water; this is mixed with 250 grains of caustic soda dissolved in 4 ounces of water. Ten grains of the sample to be examined are dissolved in 1½ ounces of water and boiled for a minute or two with one-half its volume of the proposed solution. Genuine meat extract gives no precipitate, but the preparation of yeast yields a bulky curdled precipitate of a bluish-white color which is almost insoluble in water. Samples of pure yeast extract gave about 1 grain of precipitate from 10 grains of the material. Only one sample failed to respond to the test and easily reduced the copper of the solution.

A NEW GLUCOSIDE IN RHUBARB.

E. Gilson (Apot. Zeit.) has separated a new glucoside from two varieties of rhubarb. The glucoside has been named ponticin, and the plants from which it is derived are *Rheum rhaponticum* and Austrian rhubarb. The author considers both varieties as being obtained from the same plant, a hybrid of *R. rhaponticum* and *R. undulatum*, the name Austrian rhubarb being applied to the larger roots, while the smaller roots are sold as *R. rhaponticum*. Ponticin is extracted from the drug by means of acetone, and does not occur in English or in Shensi rhubarb. When pure it forms white crystals and is insoluble in all the ordinary solvents, but it dissolves readily in caustic alkalis. Boiling in dilute sulphuric acid separates the glucoside into dextrose, and a body which has been named pontigenin and which is soluble in alcohol and ether.

LACTIC ACID IN WINES.

A. Pastheil and W. Hübner (Arch. d. Pharm.) have devised a method for the determination of lactic acid a normal constituent of wine in the presence of acetic and other volatile acids. The method is based upon the fact that lactic acid is decomposed by concentrated sulphuric acid with the evolution of carbon monoxide. The mixture containing lactic acid is heated for one-half hour on the water bath with an excess of baryta water, then evaporated to a small bulk and transferred to a distilling flask. The mixture is evaporated to complete dryness under vacuum and a moderate temperature. After cooling a stoppered funnel is connected with the flask and the distillation tube connected with a gas burette containing caustic potash solution. A few C.c. of concentrated sulphuric acid are introduced by means of the funnel, and the whole heated carefully until the evolution of gas ceases. The gas is measured after washing with the caustic potash.

ACTION OF RETAINE.

Waller and Plummer (Brit. Med. Journ.) show that betaine extracted from raw beet-sugar possesses a well marked, although not very powerful, poison-

ous action upon the animal organism. Syrup made with the sugar gave a cadaveric odor suggesting the presence of choline and betaine. About 44 grams of the hydrochloride salt were extracted from 1,000 grams of the material. Tested upon animals in doses of .1 to .15 gram per kilogram of body weight and given intravenously fatal doses were found to paralyze the heart while smaller doses caused a rapid fall of blood pressure. The experiments showed the necessity of carefully purifying raw beet-sugar before use.

RAPID PREPARATION OF SOLUTIONS.

A process for the rapid preparation of dilute solutions of substances such as tar, naphthol, ichthylol, menthol, ethereal oils, etc., which dissolve in water with difficulty, has been patented in France. The substances are dissolved in a suitable solvent and some neutral salt added to increase the density of the solution. This solution is then poured into the required amount of water, in which it sinks and distributes the dissolved material by diffusion without any stirring. If the solvent used is an acid, such as acetic, some sodium carbonate is dissolved in the water, and the solution which is poured in liberates carbon dioxide, which effectually stirs the mixture.

OIL IN COLOCYNTH PULP.

E. Dowzard (Pharm. Jour.) points out an error in the British Pharmacopoeia, which to ensure the absence of seeds in colocynth pulp requires that the drug contain only a trace of fixed oil. The author states that the pulp normally contains about 3 per cent. of ether extract, consisting mainly of colocynthin the active principle. The best solvent is petroleum ether in which colocynthin is insoluble but which readily dissolves fixed oils. In seven samples of the drug the petroleum ether extract varied from .52 to 1.33 per cent. The author suggests that 2 per cent. might be the maximum quantity of oil allowed in colocynth pulp.

PURITY OF LINSEED OIL.

B. Sjollem (Zeit. f. Nahr. u. Genuss.) states that the index of refraction gives a valuable indication as to the purity of linseed oil. As determined by the Zeiss refractometer the number of pure oil varies from 87. to 91.5. Large proportion of free, fat acids lower the reading, and if the number is low the free acid must be determined. Oxidation causes a rise in the reading and mineral oils and resin oils also have a higher refraction index, but nearly all vegetable and animal oils give a lower number. The author finds that next to the index of refraction, the most reliable test for purity is the iodine number.

DETERMINATION OF FORMALDEHYDE.

C. Lemine (Chem. Zeit.) determines formaldehyde in solution by a process based upon the reaction between this compound and sodium sulphite. When formaldehyde acts upon this salt a neutral soda and the bisulphite compound of formaldehyde are formed. A measured quantity of sodium sulphite solution is neutralized with a few drops of the bisulphite of sodium, phenolphthalein being used as indicator. Five C. c. of the solution of formaldehyde are then added which produces a red coloration. The caustic soda formed is titrated with deci-normal sulphuric acid until the solution becomes colorless.

CATIVO BALSAM.

G. Weigl (Pharm. Centralh.) has determined a number of constants characteristic of cativo balsam. It contains 13 per cent. of unsaponifiable resene, 2 per cent. of essential oil and 75 to 80 per cent. of resin acids. The acid number varies from 25.27 to 28.13, and the ester number from 126.92 to 131.97. In 90 per cent. alcohol only 66 per cent is soluble, and it is entirely soluble in ether and mixtures of equal volumes of ether and acetic ether.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Soda Water Extracts.

(J. M. McC.) Formulas for soluble extract of ginger ale and extract of birch beer were published in the Era of March 10 and April 30, 1903, pages 299 and 452, respectively. The other formulas you ask for follow:

Wild Cherry Extract.

(I)

Acetic ether	5 fl. drams
Benzoic ether	5 fl. drams
Oenanthe ether	1 fl. dram
Oil of bitter almonds (deprived of HCy)	2 fl. drams
Saturated alcoholic solution of benzoic acid	1 fl. dram
Glycerin	4 fl. drams
Deodorized alcohol, enough to make	16 fl. ounces

(II)

Benzoic ether	1 fl. ounce
Oenanthe ether	2 fl. drams
Amyl acetate	2 fl. drams
O of bitter almonds (deprived of HCy)	1 fl. dram
Fluid extract of wild cherry	3 fl. ounces
Glycerin	2 fl. ounces
Deodorized alcohol, enough to make	16 fl. ounces

Soluble Root Beer Extract.

Fluid extract sarsaparilla	1 fl. ounce
Fluid extract wild cherry	1 fl. ounce
Fluid extract yellow dock	1 fl. ounce
Fluid extract wintergreen	1 fl. ounce
Oil of coriander	1/2 fl. ounce
Oil of lemon	1/4 fl. ounce
Oil of sassafras	1/4 fl. ounce
Magnesium carbonate	2 1/2 fl. ounces
Sugar coloring	1/2 fl. ounce
Deodorized alcohol	16 fl. ounces
Distilled water	16 fl. ounces

Dissolve the oils in the alcohol, rub the magnesium carbonate with the water, add the fluid extracts and caramel, then add the mixture to the solution, and, after standing a few days, with occasional agitation, filter.

Soluble Extract of Sarsaparilla.

(I)

Oil of wintergreen	5 fl. drams
Oil of sassafras	5 fl. drams
Oil of anise	5 fl. drams
Magnesium carbonate	2 1/2 fl. ounces
Alcohol	16 fl. ounces
Water, enough to make	32 fl. ounces

(II)

Oil of wintergreen	6 fl. drams
Oil of sassafras	2 fl. drams
Oil of cassia	1 1/2 fl. drams
Oil of cloves	1 1/2 fl. drams
Oil of anise	1 1/2 fl. drams
Deodorized alcohol, enough to make	16 fl. ounces

It should be noted that these formulas contain no sarsaparilla whatever, but under the above title they



A SUCCESSFUL BUSINESS WOMAN.

Of the 214 drug stores in the city of Indianapolis only one is conducted by a woman, and this store at Senate avenue and Twelfth street, is in every respect up-to-date, a model of neatness, and furnishing an example to be followed in the attractiveness with which its stock is displayed. The owner of this store who gives her every day attention to the business is a widow, Mrs. A. M. Eyster, who has carried on the trade since the death of her husband eleven years ago. She is highly educated and attractive, a good business woman and a registered druggist. Mrs. Eyster, who is yet young, taught for a year or more in the public schools of Indianapolis and had not been long married when called upon to assume charge of the business left by her husband.

are employed for producing the so-called "sarsaparilla flavor."

Chocolate Extract.

Chocolate or cocoa, powder.....	4 av. ounces
Sugar.....	20 av. ounces
Glycerin.....	1 fl. ounce
Rose water.....	½ fl. ounce
Vanilla syrup.....	q. s.

Make an intimate mixture of sugar and chocolate or cocoa, add the glycerin and rose water, and then enough vanilla syrup to make a thick paste, carefully reducing all lumps which may form.

To make chocolate syrup from this "extract" mix it with syrup in about the proportion of 4 fluid ounces of the former to 12 fluid ounces of the latter. The advantage claimed of this extract is that the syrup can be prepared just as wanted.

Tincture of Curcuma.

Moisten 2 ounces of powdered curcuma root with an ounce of alcohol, pack in a glass percolator, close the orifice at the bottom of the percolator and macerate for several hours. Then remove the cork and percolate with 2 pints of dilute alcohol.

Emery for Sharpening Tools.

(J. D. B.) The emery cakes used to dress the edges of buff and glaze wheels are formed by melting a little beeswax with emery flour and after thorough admixture, forming it into solid lumps of suitable sizes. Cooley's Cyclopaedia of Receipts states that "emery stones" are formed of emery, of the requisite coarseness, mixed with about half its weight of good Stourbridge loam, and water q. s. to make a stiff

paste, which is forced into metallic moulds by a powerful press. The pieces, when thoroughly dry are exposed in a muffle for a short time to a temperature just under a full white heat.

The so-called artificial "grindstones" may be made by melting 1 part of shellac and sifting into it 3 parts of powdered emery, the mixture being formed into the proper shape while warm. The same composition may be formed upon pieces of wood for use in sharpening knives, tools, etc. Wood may also be coated with emery by first applying a thin coating of glue with a brush. When dry a second coat of glue is applied and as quickly as possible powdered emery is sifted upon the wet surface and allowed to dry. Another coat of glue and emery is then applied in the same way. No. "O" emery is said to be the best for this purpose.

An emery paste for sharpening fine tools is made as follows: Emery in finest powder, 2 parts; jewelers' rouge, 2 parts; spermaceti ointment, 2 parts. Mix.

Cough Mixture Containing Heroine and Ammonium Chloride.

(E. W. B.) Try the following modification of the N. F. formula for compound syrup of white pine:

White pine bark.....	30 drams
Wild cherry bark.....	34 drams
Spikeard root.....	2½ drams
Balm of Gilead buds.....	2½ drams
Blood root.....	2 drams
Sassafras bark.....	105 grains
Ammonium chloride.....	128 grains
Heroine hydrochloride.....	8 grains
Chloroform.....	15 grains
Sugar.....	25 ounces
Alcohol.....	.....
Water.....	.....
Syrup (U. S. P.), of each a sufficient quantity.	.....

Reduce the vegetable drugs to a moderately coarse (No. 40) powder, moisten the powder with a menstruum composed of 1 volume of alcohol and 3 volumes of water, and macerate for 12 hours. Then percolate with the same menstruum until 16 ounces of tincture have been obtained, in which dissolve the sugar, ammonium chloride and heroine; lastly add the chloroform and sufficient syrup to make 32 ounces and strain. Each fluid dram contains ½ grain of ammonium chloride and 1.32 grain of heroine hydrochloride.

Elixir Heroine Compound.

Heroine hydrochloride.....	0.5 parts
Ammonium hypophosphite.....	20 parts
Tincture of henbane.....	50 parts
Syrup of tolu.....	200 parts
Glycerin.....	200 parts
Aromatic elixir, enough to make.....	1000 parts

(German Hospital, Philadelphia)

Practical Tests for Alcohol.

(S. J. K.) We know of no more simple or practical tests for alcohol suitable for use by the country druggists than those given in the Pharmacopoeia. It certainly is not a difficult matter to take the specific gravity of a sample of alcohol with an accurate hydrometer, the preferred instrument being that prescribed by the U. S. Government for the use of internal revenue and custom house officials. The specific gravity of alcohol should be about 0.820 at 15 degrees C (59 degrees F) or 0.812 at 25 degrees C (77 degrees F) and this is all that is required to test its strength, if at the same time, the sample be free from abnormal odor. The freedom of alcohol from aldehyde, one of the commonest impurities, methyl alcohol and oak tannin, is readily proven by the potassium hydrate test, and silver nitrate T. S. should exclude more than traces of fusel oil and other organic impurities. Of course, the spontaneous evaporation of alcohol from clean, odorless blotting paper saturated with it, a test also provided by the Pharmacopoeia, should give no odor of fusel oil, nor other foreign impurities.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

PRESIDENT PRITCHARD REPLIES TO ANTI-REVISION OPINION.

Chicago, Ill., October 30.—At a conference held in this city it was decided to secure unity of action between the Committees on National Legislation of the N. A. R. D., the A. Ph. A., the N. W. D. A. and the P. A. of A., these four organizations representing all branches of the drug trade being on record in favor of reforms in the patent laws, and when Congress convenes a strong and united front will thus be presented to the Congressional Committees whose duty it is to deal with this question.

President B. E. Pritchard, replying to Commissioner Allen's opinion respecting the advisability of revising the patent laws, published in "Notes" last week, contributes the following paper:

Opinion Too Narrow; Phenacetin A Type Only.

I have gone carefully over the report submitted by the Commissioner of Patents to the President of the United States, with reference to our association's request for a modification of the patent and trade mark laws. In my opinion the commissioner has taken too narrow a view of the subject, confining his report largely to the phenacetin patent, whereas we merely used that product as a type, because it is better known among the laity than others less prominent.

Our objection, as I understand it, is not to the mere fact that patents are granted, but to the more important and far-reaching results that follow the granting of patents upon medicinal products, viz.: the building up of numerous hurtful monopolies upon articles used solely in the healing art. Trusts in mechanical and commercial commodities have been bitterly assailed by the Roosevelt administration, as hurtful to the best interests of the country, and yet they merely affect the bank account of a limited number of citizens, whereas trusts in medicines are freely permitted, and, as in the report under consideration, encouraged and applauded, and their promoters heralded as benefactors of mankind by those whose duty it should be to protect us from their rapacity and avarice, while their dire effects are upon many millions of those least able to bear them. If our government officials would enter upon a campaign against such trusts they would undoubtedly meet with more sympathy and applause than in the work they are doing.

Adventurers take Advantage of our Laws.

We do not know that the patentee of phenacetin was the original inventor, or whether he was not merely a shrewd adventurer, who, finding that the article had not been patented in this, the only country open to such questionable procedure, "jumped the claim" and reaped the benefit; for we are told in this same paper that he assigned it immediately to a promoting company, no doubt, for a comfortable consideration. This is not an unthinkable proposition, for we are credibly informed that acetanilid was being used to some extent in the United States for several years before it was seized upon by a speculator, who succeeded in patenting it under the name, "antifebrin," and demanding 25 cents per ounce for it, while the original product had been sold for less than that figure per pound. We also now have foisted upon the country mixtures of acetanilid and ammonia; acetanilid, soda and caffeine; and various

other low-priced chemicals under patented and trade marked titles, loudly extolled in the advertising columns of the medical press and sold at exorbitant prices. Thus it will be readily seen that the claim that "the result of the system has been to aid in the development of the industrial arts," is wide of the mark, while the result of the system does tend to encourage charlatanism and cast dismay upon the true scientist.

Uncalled for Thrusts.

We are both surprised and disappointed to find in the commissioner's report upon this subject such undignified language as the following:

"It must always be remembered, in the consideration of any question of this sort, that no one is forced to use a patented invention. If the new invention is undesirable it may be let alone. If anybody wishes to thresh grain with a flail to-day, he may do so; or, if he prefers to use the sickle rather than the harvesting machine, that privilege cannot be denied to him."

Such uncalled for thrusts might be in place in the consideration of patented boot jacks, or addressed to ignorant, non-progressive people, but to apply such an argument to the educated, enterprising, progressive men of science, such as are the pharmacists and chemists of the United States, ought to be beneath the dignity of the incumbent of so high and honorable an official position as the Commissioner of Patents. The buying and dispensing of these patented synthetics is not of our own volition, we well know the nature of them and the thinly-veiled falsity of the so-called inventor's claims. The Commissioner probably is not aware of the fact that the manufacturers maintain extensive literary bureaus, manned by well-trained press agents, who are constantly engaged in pressing their exaggerated claims upon the attention of the physicians throughout the country, whilst other remedies equally potent, but non-patented, obtainable at one-tenth the price, are at hand, but with no one sufficiently financially interested to exploit them.

Not Usefulness of Invention that Makes the High Price.

For several years the writer had been selling his own headache powders, using phenacetin and salol; mentioning this fact to a physician who had been practicing for nearly forty years, he instantly demanded the reason for phenacetin. "Why not the safer and surer acetanilid?" And this, too, without any knowledge concerning the vast difference in cost of the two items. Surely this was an honest expression of opinion from one well qualified to give it. It is not, as the commissioner seems to infer, the usefulness of the alleged invention that makes it bring the price, but the insolent, purse-proud, aggressiveness of the owner.

The provision of the "Convention for the Protection of Industrial Property," in force between this and other contracting nations, is based upon reciprocity, and can be of no effect when, as plainly stated in the commissioner's report, "That while a German can obtain, as in this case, a patent for a product in this country, he can only obtain in Germany a patent for the process by which his product is made." The conclusion drawn from this is that Germany paternally and patriotically cares for its own, while the United States supinely makes of its citizens "easy marks" for every shrewd foreigner who can manipulate the law to his own advantage by hoodwinking our officials. This portion of the patent laws ought by all means to be revised.



L. H. NORWOOD, Minneapolis, Minn.
Representative for Sharp & Dohme.

No Relief with Expiration of Phenacetin Patent.

The expiration of the patent on phenacetin brings no relief. There will still remain in force hundreds of other patented synthetics, all equally harsh in their bearing upon our people, and the whole battery of the **paid crookedness will be turned** upon the physicians to exploit them, and this modern system of highway robbery and legalized looting will continue unabated until we can bring our government officials to a realizing sense of their duty and sufficient pressure upon Congress to amend the laws. Our international obligations surely do not mean that our citizens shall forever continue to be "held up" by foreigners.

As suggested by the commissioner, "The insufficient force of examiners to satisfactorily report upon applications for patents on medicines," is possibly the great difficulty, and an increase in the number of trained medical experts, giving sufficient time to fully examine into the merits claimed by would-be patentees, might possibly furnish the key that will unlock the aggravating situation.

More Donations.

Donations to the N. A. R. D. are coming along fairly well. Contributions to the fund during the past week were as follows:

Wells & Richardson Co.	\$1,000
Hartick's Food Co.	1,200
Chattanooga Medicine Co.	1,000
Centaur Co.	250
Dr. Kilmer & Co.	1,000

MERTON W. COLLINS, a Providence, R. I., drug store, died of typhoid fever at St. Joseph's Hospital, in that city. He was only thirty-two years of age.

COMMERCIAL TRAVELERS

Christian Becomes a South African Copper King.—Lang and Estelle, New York State Men, Resign.

L. H. Norwood, whose picture adorns this page, is Sharp & Dohme's representative in Minneapolis and is first vice-president of the Minnesota commercial travelers' auxiliary. He says: "We have an active and progressive lot of boys in the auxiliary in Minnesota."

J. Edward Leary for a long time with L. Richmond & Co., druggists in Brockton, Mass., has given up his position to take one as traveling salesman for U. P. Seaverns & Co., Boston, for whom he will cover the Cape Cod district. Besides selling drugs and medicines, Mr. Leary will carry lines of paints, oils, chemicals, etc.

J. B. S. McIntosh, for many years a representative of Sharp & Dohme, and who now is a retail druggist in Waynesville, N. C., under the style of McIntosh & Co., was in this city. If he is as popular with his customers as he always was with the retail drug trade his measure of success should be gratifying.

J. P. Christian, general representative for Sharp & Dohme in the Middle West, has resigned to go to South Africa, where he will promote extensive copper interests.

A. J. Lang, whose popularity in the Albany section of the State is well known, has been obliged because of ill health to resign his position as representative of Eli Lilly & Co. and go to his home at Gouverneur.

L. A. Middaugh, formerly clerk at Faxon, Buffalo, is now doing detail work for Frederick Stearns & Co., Detroit.

F. H. Estelle, popular traveler for John Wyeth & Bro. in this State, has severed his connection with that firm.

J. H. Nutt, formerly traveler for Fox, Fultz & Co., is now on Lehn & Fink's staff in New England.

J. D. Sipp, sales agent for the Duroy & Haines Co., the Sandusky, Ohio, wine people, has the postal card idea down fine. A new one shows him on one end of the card, night-shirted and candle in hand. On the other end of the card, fully clothed, a small dog is drawing him. He will arrive in the city about March 1, he says.

ABOUT PERFUME EXHIBIT AT WORLD'S FAIR.

The advisability of making a joint exhibit at the St. Louis World's Fair was considered on Thursday at the office of Henry Dalley of Lazell, Dalley & Co., by the executive committee of the Manufacturing Perfumers' Association of the United States. Action had been deferred until this time owing to a lack of knowledge as to the space allotted. Mr. Dalley is now in conference with exposition representatives, and definite action will be taken soon. The negotiations for space will be in charge of Mr. Dalley, Theodore Rieksecker and Richard A. Indant. Adolph Spiebler of Rochester was among those present at the meeting.

CHARLES H. KEMP, a native of Trappe, Md., who for many years conducted a drug store there, died suddenly at Wilmington, N. C., on October 20. He was 37 years old and engaged in the milling business at the time of his death.

NEW PURE DRUG REGULATIONS.

Several Changes in Execution of New Pure Food and Drug Law Ordered.—Immediate Possession of Sampled Goods Under Bond.—Professor Bigelow Coming to New York.

The United States treasury department is about to set entirely new regulations into effect with regard to the execution of the pure food and drug law which took effect on July 1.

An innovation, probably the principal one, is that the owner, or importer may, upon his request, receive the goods immediately upon their arrival at port, with the exception of the samples selected for appraisement, upon filing bonds with approved security in double the estimated value of the merchandise. A condition is that the owner or importer must return the goods, if the collector orders, within ten days after the samples have been appraised and found either undervalued or not up to the standards required by the pure food and drug law. This will relieve congestion at the port, and remove delay in receipt of goods by the importer, who may, if he wishes to take the chance on purity of his goods, distribute them to his customers. Should they be recalled, however, and the importer not be able to return them, he will forfeit his bond.

Another innovation provides that importers shall receive a formal notice if their goods are found to be under standard, and be given an opportunity to present evidence as to their purity and wholesomeness. Heretofore any statement by the importer had to be made when the sample was taken and before he knew the inspector's finding. Hereafter he will receive a formal notice when the sample is drawn and another after the department of agriculture has reported thereon.

Another improvement is that all goods entered for immediate transportation to an interior port will be sampled at the port of final destination, thus saving time. Facilities for the analysis of samples will soon be provided at all the leading ports.

Professor Bigelow, who has been Dr. Wiley's chief assistant, has been ordered to proceed to New York, where he will establish a laboratory at which analyses of samples of suspected drugs and foods will be made. This new arrangement, it is expected, will reduce by about six hours the average detention of goods.

AMONG THE BOWLERS.

Baltimore, November 3.—The bowlers were exceptionally active last week, and some excellent scores were made. The second game last Friday of the Baily quintet was something to talk about, the total for the team being 926, and excitement ran high. The most exciting series of the week, however, were the games between the Root and Herbs and McCormick & Co. The work of McCormick & Co. was rather uneven, good bowlers breaking, which lost them two of the three contests. The totals for the several teams, together with the high individual averages were as follows:

Root & H.	859 830 920	McC'k & Co.	890 739 804
Kabernagel	295	E. Smuck	172
Sharp & D.	793 826 858	Calvert Drug.	688 654 660
Dorsey	385	Elliott	151
J. B. & Son.	720 926 831	Stanley & B.	878 784 713
Fairley	493	Winkelmann	168

These place the several teams in the following positions:

	W. L.		W. L.
Jas. Baily & Son.	10	Root & Herbs.	5
McCormick & Co.	7	Stanley & Brown.	4
Sharp & Dolme.	7	Calvert Drug Co.	0

Detroit, November 3.—With the exception of two or three of the members, the Detroit Drug League was

not "on edge" in their games played last week, and the many big scores of the previous week are missing. Parke, Davis & Co. and F. Stearns & Co. won three games each from their opponents, and the Michigan Drug team won two out of three. G. Squires of P. D. & Co. rolled an average of 198 for the evening. The team and highest individual scores for each game were:

P. D. & Co.	781 847 739	N. B. & Co.	718 785 780
Squires	222	Hillman	188
F. S. & Co.	804 740 752	F. W. & Co.	705 704 684
S. O'Donnell.	295	Riddell	173
M. D. Co.	772 746 823	F. P. I. & Co.	726 763
Hedges	188	Smith	192

Summary of games:

	W. L.		W. L.
P. D. & Co.	6	N. B. & Co.	2
F. Stearns & Co.	3	F. E. Ingram	0
M. D. Co.	5	F. W. & Co.	0

The games of the Parke, Davis & Co. Interdepartmental League were characterized by some remarkable bowling during the week. Helm of the Mechanical team bowled over 226 pins in one of the games. The Chemical team still maintains the lead, having won 14 games and lost one. The Stock team is second with 8 won and 7 lost.

OBITUARY.

P. J. TORMEY, one of the most prominent citizens of the Pacific Coast and a leading pharmacist of California and Washington, died in Portland, Ore., on October 16, after a stroke of paralysis. Mr. Tormey was born in Plattsburg, N. Y., in 1817. In 1886 he went to California, and became one of the leading wholesale merchants in druggists' supplies and sundries in San Francisco. He was one of the proprietors of the Owl Drug Co., San Francisco and Los Angeles, and the Quaker Drug Co., Seattle, Wash. For the last twenty years he was a whist enthusiast, and there was no whist congress of the American Whist League that he did not attend since its organization. In 1901 he was elected president of the League. He leaves a widow, three daughters and a son.

DR. R. R. MACFARLANE of Seattle, Wash., died suddenly on the North Coast Limited train while traveling through Montana. He was well known throughout the West where in various cities he had been identified with the drug trade. He was at the time of his death interested in the Parlor pharmacy, Seattle. In addition he owned a drug store at Dawson City. Dr. MacFarlane was in perfect health when he left Seattle and his death came as a great shock to his family, a widow and young daughter.

HORACE J. SLOAN, a Lowell, Mass., drug clerk, died after a long illness which had its beginning in Porto Rico, during the recent Spanish-American War, where he was a member of the hospital ambulance corps. Only a day or so before Mr. Sloan's death, many of his friends gave a complimentary entertainment for his benefit. He leaves a wife.

DR. CHARLES P. TRAPP, for twelve years engaged in the retail drug business at Ann and Aliceanna streets, Baltimore, died on October 19 of a complication of diseases. He had been confined to bed for about two months. Dr. Trapp was born 48 years ago in Germany, and came to this country with his parents when quite young. He leaves a widow.

CHAMPE WALKER, well known in Washington and Alexandria, Va., died suddenly of heart disease on the night of October 21 at the Elks' Hall, Alexandria. He was at one time a member of the retail drug firm of Daniel & Walker, but afterward engaged in business as a restaurateur.

NEW YORK AND VICINITY.

RETAIL AGENTS SUED BY CHEMICAL COMPANY.

Several retail druggists of this city will be defendants, this month, in suits brought by the Dr. George Leiminger Chemical Co. of Chicago, for alleged non-payment for goods. Two similar actions against E. A. Neer and Benjamin Kent, Paterson, N. J., druggists, resulted in the defendants' favor.

Several of the defendants are represented by Charles A. Kalish, attorney for the New York Consolidated Drug Co., who said in the defendants' answer:

"We are informed that representatives of the plaintiff called upon various retail druggists, and offered for sale a preparation called solidified formaldehyde, put up by the plaintiff. The druggists, it is alleged, were shown what purported to be orders for the article from physicians, said orders to be turned over to the druggists who purchased the goods. It was also represented to the intending buyers, we are told, that the article would be extensively advertised, and that business would be worked up by means of a large corps of canvassers, who, in many cases, were said to be qualified physicians. Druggists purchasing the goods were to be given exclusive agencies for sections within a radius of fifteen blocks of their stores.

"The defendants claim, among other things, that, in many years, the physicians' orders turned over to them by the salesmen were fraudulent; that the plaintiff failed to work up business as promised, and that goods were sold to other druggists within the limits of the so-called special agencies; in short, that the goods were sold under false representations. It is claimed also that the clauses in the contracts were not specially called to the attention of the purchasers, and that, in some cases, a copy of the contract was not filed with the buyer, as provided in a printed form."

KILLS HIMSELF AFTER FAILING TO BURN STORE.

After being arrested on the charge of attempting to burn his drug store in Lestershire, near Binghamton, Truman H. Wheeler took poison in the Court House and died about an hour later in the county jail.

Benjamin T. Ash, a merchant, who owns the block in which Wheeler had his store, had a peculiar presentiment that he ought to go and see his building. When he reached the store he found it locked, but thought he could see a little smoke inside. A man was put in over the transom and opened the store. In the back-room was found a dish of sealing wax boiling over an oil stove, with excelsior, two large cans of gasoline, and a dish of high explosive, composed of glycerine and an acid, surrounding the stove. The wax was just ready to boil over, and as soon as that happened it would have ignited and communicated with the surrounding inflammable material, causing an explosion and the destruction of the building, and probably the loss of several lives in the Young Men's Christian Association rooms, directly over the store.

Wheeler had locked the store, and came to Binghamton. He was arrested at noon, and an arraignment was held for the Grand Jury on the charge of arson. Judge Parson fixed bail at \$1,500. Wheeler asked permission to go out to find a bondsman. He was permitted to go in charge of a policeman. Before going out he asked the officer to permit him to go into a closet in the basement. The two then went to a store on Chenango street, where Wheeler became ill. A physician was called and Wheeler was taken to jail, where he

died in a few minutes. A bottle was found in the Court House closet from which he had taken a dose of diluted prussic acid. He was about fifty years old and unmarried.

UNKNOWN DISTRIBUTER OF DOPE IN SYRACUSE.

Syracuse druggists have been trying to catch the unknown man who sells morphine, cocaine and similar drugs to "dope" fiends about the city. Several times it was thought that he had been discovered, but there was not enough evidence to warrant an arrest. The druggists believe that the salesman is himself an habitual user of some drug. He buys cocaine or morphine at several different stores, not buying enough at any one place to excite suspicion. In this way he secures enough to supply his customers for a day. The next day he visits other stores and so on. A drug clerk, in explaining the reason for the existence of such a peddler, said that many users of the drug will not purchase it for themselves, being unwilling to acknowledge that they were addicted to the habit. They do not fear that the man who brings the drug to them will tell because he is liable to the law.

SYMPATHY SENT BY CLERKS TO DR. ANDERSON.

A well-attended meeting was held by the Drug Clerks' Circle on last Thursday evening. Two new members were elected—D. Katz and J. Sher. Joseph Beck, of the arrangement committee for the ball, reported having received \$170 for advertisements and tickets, since the last meeting. A gavel was presented to the organization by A. Rotnow, a member, who received a vote of thanks. The news of the illness of Dr. William C. Anderson deeply affected the members and a committee consisting of Ph. Lewy, Dr. J. Kahn and Joseph R. Beck was appointed to call on the professor and extend to him the best wishes of the society.

NEW YORK NOTES.

—The Rochester Ph. A. is looking forward to the winter meetings with much interest. One or two influential druggists withhold their membership and the consequence is that the druggists sometimes become discouraged in their efforts. An attempt a short time ago to secure uniform prices on dentrifices and talcum powders fell through because one large company on Main street east refused to sign an agreement raising prices. It is asserted that all of the Rochester druggists are obliged now to sell these preparations at cost.

—Names presented for membership to the Drug Trade Club are: E. B. Bronson, 100 William street; George Lloyd, 130 Fulton street; C. A. Loring, New Dorchester, Mass.; George S. Northrop, 100 William street; Alfred A. Booth, Liverpool, Eng.; Charles F. Mueller, 100 William street; Walter S. Gibbs, 54 Cliff street; Dr. Peter M. Wise, New Rochelle, N. Y.; Valentine Pryor Powell, 88 Gold street.

—The manufacturers of carbonic acid gas held a meeting in this city and formed an association. Pur-

RUBINAT WATER

IF YOU BUT SELL 50 BOTTLES A YEAR

WRITE FOR MY QUOTATIONS

J. N. FERRER

P. O. Box 71

NEW YORK CITY

"WE ADMIRE THE HONEST MERCHANT AND LOVE THE MAN."

This sentence, printed on the menu card, admirably expressed the sentiments that ruled at a pretty little dinner on last Friday evening, given by Brent Good of the Carter Medicine Co., to Alfred B. Scott and eight of the latter's other all-time friends.

It was a meeting of kindred spirits, welded together in a friendship of years, which has endured since its units were not the prosperous men of today and will outlast, they promise, all other earthly things. It was one of those times when sentiment, reminiscence, hearty, unhidden friendship is predominant, when formality never intrudes.

The dinner was in one of the private rooms of the New York Athletic Club. Speeches, it was ordered, should be barred. But, before it was over everyone had made his speech and had made or was ready to make some more. These were the diners besides Messrs. Scott and Good: E. G. Wells of the M. J. Breitenbach Co., John M. Peters of W. J. Matthieson & Co., Ltd.; Lyman Brown, Arthur A. Stillwell, Herbert B. Harding of the Humphreys' Medicine Co., Max J. Breitenbach, Joseph Kerr, the well-known journalist, and Dr. R. H. Greene, Mr. Scott's physician.

Alfred B. Scott and Samuel W. Bowne, originally Poughkeepsie boys, organized the firm of Scott and Bowne about thirty years ago. About ten years ago the interests were divided amicably, Mr. Bowne retaining the Americas as his territory and Mr. Scott taking the rest of the world. He has his headquarters in London, but, as he says, is a firm believer in "neutralization or products," and manufactures Scott's Emulsion in Switzerland, Belgium, Germany, China, Spain, France and six other countries as well as in England. He lives in Geneva Switzerland.

Mr. Scott came here with his family a month ago, for the purpose of establishing his son in college, proving himself the same good American he was before he moved away. In the future many visits will be made here, one of which is promised for the coming holidays, as it is the family's wish to spend that season with the young collegian. They returned to London on Tuesday.

pose is to regulate prices and devise method of insuring return of cylinders. Ten days' time was taken to notify customers of the change in price schedule, the agreement becoming effective on Monday. The makers west of Chicago have a like association, which is successful.

—The Edison Polyform & Mfg. Co., New Jersey, composed of Willbur L. Beaty and George J. Meier of Chicago, and J. Tracy Horton of New Jersey, are defendants in a suit brought by Thomas A. Edison, the inventor, to restrain them from using his name on a liniment put up by them. Mr. Edison asserts that he has no connection with the firm.

—Seen down town: James F. Demoville, Nashville, Tenn., who was on his way home from farther East; Charles E. Goodwin of the Eastern Drug Co., Boston; William C. Baur, Norwalk, Conn.; Milton Tidd and Charles Stuckert, two prominent Trenton, N. J. pharmacists; G. W. Jacques, South Amboy, N. J.; H. W. Hummell, Charleston, S. C.

—"She spelled it farmercuticle," said Dr. H. M. Seem, manager of the local office of Sharp & Dohme.



ALFRED B. SCOTT.

God's Emulsion.

Take the Milk of Human Kindness;
In it pour some Faith and Hope;
Put in Cheerfulness and Courage,
Strands of Love from Friendship's Rope,
Put in Honor, Squareness, Goodness,
Common Sense and Words of Gold;
Add Rare Merit, Candor, Greatness,
Charity that ne'er grows cold;
Drop in Fairness, Fun and Fancies;
Tenderness—some Sadness, too;
Something Holy—Wee bits Wicked,
But of Sorrows very few;
Put in Debts and Loans and Favors,
Laughter, Tears, Success, Delight;
Dangers, Heartaches, Fears and Follies,
Firmness in a Fight, when right;
These ingredients all compounded
In that Chemistry of Thought
Form what Friends call God's Emulsion
And 'tis labelled—"A. B. Scott."

JOE KERR.

New York, October 27, 1903.

"She came here recommended as proficient in several languages and all the businesses and was to be my stenographer. Is 'farmercuticle' the way it is spelled in the Hoboken Journal of Orthography, I wonder?"

—The State civil service commission announces general examinations to be held on November 28, for residents of Erie county only. Positions to be filled are those of apothecary in the State hospitals and institutions and assistant chemist in the cancer laboratory of the State department of Health, Buffalo.

—Employees at the Drug Trade Club wonder how it happened that the day before the municipal election was



ANY BABIES IN YOUR NEIGHBORHOOD?

A word from you to parents and you can sell as
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

for nearly every baby. Let us send you free literature
to distribute, with your name.

WILMOT CASTLE COMPANY,
26 Elm Street, Rochester, N. Y.

chosen to hang signs and touch up the menu cards in urging the enforcement of an old rule against tipping. An employee who accepts a tip is supposed to lose his place at once.

—Justin L. Brewer, editor and publisher of the *Journal of Pharmacology* and editor of *Sputnik*, left the Prospect Park Laboratory, Brooklyn, on Monday, for a better position in the New Jersey State Laboratory of Hygiene at Trenton. Mr. Brewer is a New York C. P. boy.

—Miss Lillian Major, daughter of A. Major, the well-known manufacturer of Major's cement, and a student at Smith's College, Northampton, Mass., pleasantly surprised her parents by visiting them last week. Mr. and Mrs. Major will return the visit Thanksgiving week.

—Alzheimer's pharmacy, Coney Island, was the point fixed by the fireman beyond which they resolved that the disastrous conflagration of Sunday must not go. So Alzheimer's got more water in five minutes than it ever did before in its existence. It did not burn.

—The J. Elwood Lee Co., surgical instruments, Conshohocken, Pa., obtained a judgment for \$454 against the Memorial Hospital for Women, this city. The Dr. J. Parker Fray Co., toilet articles, this city secured a judgment for \$154 against Isaac Streop.

—575,332 pounds of boric acid were imported into this country in the first eight months of this year. Some other figures were: Bismuth, 36,101 pounds; sulphur, 1,533,218 pounds; sarsaparilla, 303,473 pounds; divi divi, 491,803 pounds.

—New York section of the American Chemical Society meets at the Chemists' Club tomorrow night. Speakers will be C. W. Volney, D. T. Evans, P. A. Levene, W. E. Chamberlain, E. H. Miller and J. P. Thompson.

—The winter meeting of the American Chemical Society will be held at St. Louis, December 28 and 29, in connection with the meeting of the American Association for the Advancement of Science.

—Drug Trade Club guests: Louis C. Ruzen, Bound Brook, N. J.; Seward Davis, Montclair, N. J.; W. Lloyd Wood, Toronto; Percy N. Furler, London; R. de la Bana, City of Mexico.

—Charles Wylie, who has a store at Fifty-third street and Sixth avenue, has bought the store of Mrs. Henry Carter, Eighty-fifth street and Broadway.

—The Paint, Oil and Varnish Club of New York, will hold its eighty-eighth dinner and meeting at the Drug Trade Club on November 12.

—Dr. E. T. Heck's drug store, Riverdale and Kingsbridge avenues, Bronx, was wiped out in last week's big conflagration on in the Bronx.

—Dr. William C. Anderson is reported as "getting along nicely," from the recent operation for appendicitis.

—S. M. Robinson, who was burned out in last December, has opened a store at 12 Brown place, Bronx.

—Michelle Lovine has a new store, just opened at 549 East One Hundred and Forty-Ninth street.

—Henry Olmstead has sold his pharmacy at 1141 Lexington avenue to Pincus Jaffe.

—Joseph Wolfson has bought out Samuel Falk at 1433 Madison avenue.

—A. E. Rattano has a new store at 98 Skillman street, Brooklyn.

—E. Regnaud has sold at 232 Eighth avenue to E. Ludemann.

—Joseph J. Huebler has opened a store at Richmond Hill, L. I.

NEW ENGLAND.

ANOTHER CRUSADE.

Massachusetts Board of Health Searching for Impure Drugs—Two Druggists Charged with Selling Adulterated Phenacetin.

Boston, November 3.—On complaint of John F. McCaffery, an inspector for the State board of health, Henry K. Mansfield and Fred M. Gardner, two Boston druggists, were charged in the Municipal Court with selling adulterated phenacetin. Their cases were continued, each being placed under bonds of \$200. This is the beginning of a crusade in this city against the sale of adulterated drugs, and phenacetin is felt by the board to be more commonly impure than many other drugs. Its chief substitute, they say, is acetanilid. A regular visit to drug stores all about Boston is a part of the plan of crusade and many retail stores have already been visited. The chairman of the board says that no one drug will be marked for inspection, but that various ones will be tested. The board finds great difficulty in getting convictions, even though adulterations of drugs is a criminal offense.

The evidence required is great and has to be obtained most carefully. Many druggists known to the board as perfectly trustworthy, are themselves imposed on, so clever are the adulterations, requiring expert analysis which few druggists can stop to make, or afford to hire made. The board has excellent reason for believing that the substitution of an inexpensive adulterant for pure phenacetin, especially, is very general on the part of those from whom druggists are induced to buy.

TRAVELING SALESMEN JOIN CLERKS.

Waterbury, Conn., November 3.—The members of the Drug Clerks' Association are feeling very much elated over their meeting on Saturday night, at which many new members were added. The clerks had been trying for some time to have the travelling salesmen affiliate as honorary members. A half dozen or more did join the association at the meeting and three new drug clerks became members. This strengthens the organization considerably and is all the more gratifying because of the war that has been declared against the organization by the central Labor Union through the Drug Clerks' Union. At the meeting George McNamar of Cone's drug store was elected financial secretary to succeed Joseph J. Kilbride, resigned. Mr. Kilbride had occupied the position since the association was started.

MR. SCHMELZER GETS THE ELLSBREE STORE.

Meriden, Conn., November 3.—The largest drug transaction in the State for several months was the purchase by Victor W. Schmelzer of East Main street, of the bankrupt business of George L. Ellsbree. Mr. Schmelzer will conduct the place besides running his other store. There was considerable competition between Theodore Grueher, the Pratt street druggist, and Mr. Schmelzer, and sealed bids were finally demanded from both men. There was only a few dollars difference in the offers. Mr. Schmelzer served his apprenticeship with Mr. Ellsbree, who purchased the business in 1874 and ran it successfully until recently. Mr. Ellsbree, who is a member of the State board of examiners, will not enter the business again. Mr. Schmelzer will have as his employees Joseph Ryan and Louis Freier, with whom Mr. Schmelzer was employed before he went into business for himself.

FEW CANDIDATES FOR REGISTRATION IN MASSACHUSETTS.

Boston, November 3.—Four examinations were held in October by the State Board of registration. The number of those examined—thirty-three—was much smaller than ordinarily in a month. Of these, thirteen were successful, as follows: Jacob Harris, Bernard H. Schutzkwer, Joseph M. Sisonsky, Boston; John E. Heffernan, Salem; Robert S. Barrett, Andover; John Shea and Arthur W. Wells, both of Lowell; William F. Stover, Winthrop; Peter J. Crane, Haverhill; Andrew H. Mareh, Shelburne Falls; John R. Moore, Westboro; James J. Nolan, New Bedford and George E. Torrey, Newburyport. The usual examinations are slated for November.

THE BAY STATE.

—John Cowan, pharmacist in the United States Navy and who has been in charge of the pharmacy at the Charlestown Mass., navy yard for many years, is retired from active service on account of physical disability. He is a sufferer from a chronic stomach trouble. As a pharmacist, Mr. Cowan saw a term of service lasting through more than thirty-five years. He has been all over the world and has been stationed in many foreign countries, going as pharmacist on many important landing expeditions. His illness had its origin in the Philippines. He requested retirement. He is a New York man.

—Through the Suffolk County Superior Court in Boston, suit was brought by A. P. Watson, a North Attleboro druggist, who is trying to recover some show cases which a sheriff seized under a writ of attachment two years ago. The trouble was the outcome of Mr. Watson's purpose to erect a building in his town, and for this he engaged a Boston firm of architects to draw up plans. A dispute regarding the amount of their bill arose, resulting in their attaching the drug store, and seizing the cases.

—At a business meeting of the Milford, Ph. A., the following officers were elected: President, L. A. Lamson of Hopdale; Vice-president, A. H. Sweet, Milford; secretary, G. Adams of West Medway; treasurer, J. A. Rice, Milford; executive committee—Messrs. Rice and Collins of Milford and Mr. Mason of Franklin. This was the adjourned annual meeting. Excellent reports were presented and prices were discussed.

—In the police court in Lowell they are trying to solve the ownership of about two hundred bottles of whiskey sent from Boston by express to the Phelan pharmacy, that city. By error, the street number was incorrectly given on the consignment, and the Phelan pharmacy refused to receive the goods, claiming they had not ordered them.

—Joseph Letonneau, drug clerk employed by P. J. E. Laeroix, Newton, in answer to charges against him of violating the liquor laws, pleaded guilty. It is claimed that he not only sold without requiring the buyer to register his name, but that the customer was intoxicated at the time. Court fined him \$75. He appealed and is under \$300 bonds.

—Miss Annie H. Gilman, daughter of Hon. and Mrs. Gorham D. Gilman of Newton, has become the bride of George Angier of that city. The wedding and reception at the home of the bride's parents was a pretty social event. The bride's father is head of the firm of Gilman Brothers, the old-time wholesale Boston drug house.

—William C. Gregory, a Marblehead druggist, participated in the recent festivities arranged in honor of the London Honourable Artillery Company, and collected many souvenirs, which have been put on exhibition in his pharmacy window.

H. E. RICE, NASHUA, N. H.

The man who passes on the bills of the New Hampshire Ph. A., is Auditor H. E. Rice, a prominent pharmacist of Nashua, whose name has been connected with many movements for the betterment of pharmacists and things pharmaceutical. It has been said that the New Hampshire association is one of the most thoroughly jolly aggregations in the collection of state organizations. Their annual meetings, always at "The Weirs," are full of snap and enjoyment.



—A notable addition to the business centre of South Deerfield is the new drug store of Dr. E. M. Roche, now nearing completion. Some hindrance to the workmen in getting lumber and supplies has delayed the opening.

—William Ritchey was held for the grand jury, on the charge of larceny of nearly \$700 from A. G. Smalley & Co., Boston, wholesale dealers in druggists' glassware and sundries. Ritchey said he needed the money.

—Kearnan's pharmacy in Milbury, recently put up at auction sale to satisfy a claim in the form of a mortgage, brought \$150. It was bought in the interest of the mortgagee, whose claims amounted to \$1,050.

—In recognition of the forty-first birthday of J. C. Emery Panneton, a Fall River druggist, a number of his friends called at his store and presented him with an expensive meerscham pipe.

—J. W. Kilgour purchased the Norris drug store in Fairmont avenue, Hysie Park, in which town he has been for many years employed at the pharmacy of A. G. Childs.

—The pharmacy of C. P. Thompson & Co., Springfield, was robbed of \$30, is believed by the same gang that has broken into several other drug stores recently.

—Arthur D. Marey, druggist at 35 Concord square, Boston, has voluntarily filed a petition in bankruptcy, having liabilities of nearly \$975, and no assets.

—Webster's drug store, Newburyport, has been sold to Edward W. Eaton, who formerly was clerk at Castlethun's pharmacy in the same city.

—Robert Hart & Bro. are the new owners of the store formerly conducted by Frederick E. Whitmore, Highland avenue, Somerville.

CONNECTICUT.

—Onesime Forest, a drug clerk in Bridgeport, married Miss Elma Dezeroy of Chicopee Falls, Mass. It was a church wedding followed by a reception at the home of the bride's parents.

—Frank M. Finch, druggist in South Norwalk, is a voluntary petitioner in bankruptcy, owing \$3,700, against which there are assets of \$3,200.

Eff. Lithia Tablets

Send for sample and special net prices on our cation package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

PENNSYLVANIA.

WOMEN PHARMACISTS.

Several of Them Form a New Association in Pennsylvania—Their Honorary President, Dr. Hayhurst, is the First Woman Pharmacist in the United States.

Philadelphia, November 3.—Many of the most prominent women pharmacists and chemists of Pennsylvania, and especially of Philadelphia, have organized the Society of Women Pharmacists and Chemists of Pennsylvania, designing ultimately to enroll in their membership every woman pharmacist in the State.

The president of the new association is Susannah G. Haydock, Philadelphia C. P., '93, who conducts a successful pharmacy at Twenty-second and Locust streets. Mabelle Haydock, P. D., B. P., Philadelphia, '01, is secretary. She has a large pathological and chemical laboratory in her own name at 2516 North Thirtieth-street employing two assistants.

Although just organized, the association has an honorary president, Susan Hayhurst, M. D., Ph. G. She was the first woman pharmacist in the United States, is a graduate of the Philadelphia C. P. and is director of the Women's Hospital pharmacy.

The vice-president is Bertha L. De Graff-Peneock, Ph. G., Philadelphia, '96, who is in business with her husband, Professor J. C. Peneock, at 2012 South Thenth street. Among the members are:

Miss Anna R. Lescore, P. D., Philadelphia, '02, director of the pharmacy at the Pennsylvania Hospital for the Insane; Bessie Pierce, Ph. C., University of Michigan, '93, post graduate work, '99, chemist and member of the firm of Takanap Soap Co., Darby, Pa.; Sarah Naly, Ph. G., Philadelphia, '95, who until lately conducted a pharmacy at Denver, Colo., and is now with Miss S. G. Haydock; Clara Sprissler, Ph. G., Philadelphia, '93, in business with her brother at Ninth and Lombard streets; Mrs. Leonard, Ph. G., Philadelphia, '92, in business at Sixteenth and Christian streets; Mrs. Francis Margolin, P. D., Philadelphia, '02, in business at Third and Lombard streets; Edythe Goodman, P. D., Philadelphia, '02, pharmacist at the Samaritan Hospital, where she was the first woman pharmacist. Ida V. De Haven, Ph. G., Philadelphia, '98, Director of Hartford Hospital pharmacy; Rose Slobodkin, P. C., Philadelphia, '99, pharmacist at Mt. Sinai Hospital; Laura M. Snuley, Ph. G., '98, pharmacist for George B. Evans; Florence Yapple, Ph. G., '93, business manager American Journal of pharmacy.

ALPHA, BETA AND ZETA PHIS ELECT.

Philadelphia, November 3.—The Philadelphia C. P. classes have now settled down to the regular routine. Laboratories are open, quizzes organized, and, as a final work, the three societies have been formed.

The first year society, the Alpha Phi, has the following staff: President, H. J. Sunday; vice-president, A. M. Shiffer; secretary, Miss Bertha Whaland, treasurer, W. D. Burgoon; reporters—A. L. Collins, E. D. Cook; executive committee—E. Irwin, J. H. Allen, E. E. Slayton, A. L. Baskin, G. B. Haley.

The second year, or Beta Phi, elected as follows: President, F. W. Cast, N. Y.; vice-president, R. D. Gilliland, secretary, F. W. MacNess, Ohio; treasurer, J. Percy Benington; reporters—G. B. Davies, W. J. Phillips; executive committee—D. B. Crawford, E. C. Hatlaway, W. D. Hyram, E. E. Woodland, J. Percy Benington.

The senior society, or Zeta Phi: President, S. M. Hay; vice-president, W. E. Dittmeyer, W. Va.; secretary, Miss Millicent Renshaw; treasurer, Y. A. Kopp; reporters—William Kennedy, C. A. Walter; executive committee—J. A. Garvey, Harry Coombs, P. E. Hastings, J. S. Chisholm, J. H. Converse.

OTHER HAPPENINGS.

—W. M. Rickert of Fifteenth and Westmoreland streets, Philadelphia, has been appointed acting receiver in charge of the store of Harvey G. Fenner at Broad street and Columbia avenue. He will run the store in the interests of the creditors. An amicable settlement is looked forward to, the plant being too valuable in both location and equipment to be disturbed.

—An echo of the winding up of the affairs of the Union Drug Co., Philadelphia, comes to light in the possession of the Twelfth street and Fairmount avenue store, one of the chain. N. D. Streeter of Tenth and Callawhill streets, has taken title thereto and will run it in conjunction with his other place.

—Jelliffe's pharmacy is the title of the new Seventeenth street and Susquehanna avenue, Philadelphia, store. Dr. H. L. Randall opens at Seventeenth and Dauphin streets.

—Leonard H. Newhold goes to Sixteenth and Pine streets, Philadelphia, from Delaware county. P. P. Masters and J. F. James have gone to Pittsburg.

—The announcement of the marriage of Burton F. Ashmead and Miss Mary E. Auld, both of Philadelphia, have been sent out.

THE SOUTH.

MARYLAND.

—Mrs. Isaac E. Emerson, wife of the widely known president of the Emerson Drug Co., and her daughter, Mrs. Horner, had an unpleasant experience in Druid Hill Park. They were going along in their automobile, when several policemen pounced on them and took all three occupants of the vehicle to the police station. There a charge was laid only against the chauffeur, of speeding the machine in excess of the prescribed six miles an hour. The ladies say they were subjected to many indignities and not a little abuse by the policemen, and they afterward brought formal charges before the board, but decided to withdraw them when they found that a formal hearing might involve further humiliation.

—A meeting of creditors of the Maryland Drug Co., Baltimore, was held on last Friday, among those in attendance being Henry Rosengarten, of Rosengarten & Sons, Philadelphia. The situation was gone over, and it is understood that an effort was made to induce some of the creditors who had sued out attachments to withdraw them. No definite conclusion was reached.

—J. F. Kaiser, organizer for the N. A. R. D., who succeeded Mr. Singer in this territory, returned last week from a tour to Williamsport, Scranton and Pottsville, Pa. He reports that he met with much success in impressing druggists in these towns with the advantages of organization. During the next two or three weeks he will work in Baltimore.

—The Pharmaceutical Journal Club, Baltimore, held its first meeting after the summer recess on last Friday. Horace Burroughs, Jr., read a paper on glycerophosphates, another paper being by Claude C. D. Hickman, on Fowler's solution. W. J. Lowry, Jr., president and E. F. Kelly was elected a member of the executive committee.

—A determined effort will be made by Maryland

pharmacists to have the poison law enacted two years ago amended so as to restrict the sale of habit-forming drugs. This matter has been extensively discussed and sentiment is being systematically aroused on the subject.

—For the second time in four months fire broke out in the establishment of C. C. Bartgis & Bros., druggists' sundries, East Lombard and Water streets, Baltimore. The damage amounted to about \$2,500, covered by insurance. The cause of the blaze is not known.

—The Wedgewood Club had its monthly dinner on last Thursday evening at the Eutaw House, the event bringing out nearly all the club members. Some twenty-five were present, and W. W. Cherry was the presiding officer. The evening was most agreeably spent.

—Among the visiting druggists last week were: William C. Spencer, Murfreesboro, N. C.; J. J. Rose, Westminster; J. A. Hooff, Charleston, W. Va.; Dr. L. H. Dielman, New Windsor; H. N. Wells, Hyattsville, and Dr. P. D. Fahrney, Frederick.

—Dr. Gurley D. Moose of North Carolina, who took first prize at the Maryland C. P. last year, has accepted a position in the laboratories of Hynson, Westcott & Co., Baltimore.

AROUND THE GREAT LAKES.

JOBBER MEET.

Will Establish a Minimum Discount Considerably Better Than the Present Eight and Two, and Prophecy Trouble for Manufacturers Who Do Not Conform.

Chicago, November 3.—Manufacturers of proprietary medicines who are not disposed to give the jobbers what the latter consider a square deal, were the subject of discussions by the members of the Mississippi Valley Drug Club and the Ohio, Kentucky and Indiana Drug Exchange, wholesale associations, which held a meeting in Chicago on last Wednesday. There were present all the Iowa people, and wholesalers from Milwaukee, Peoria, Indianapolis, Columbus, Cincinnati and other points in the territory covered by the two associations.

The reason the jobbers were called together was because they have become discontented with the treatment accorded them by some of the manufacturers. Several manufacturers of goods which are in very large demand, allow the jobber only eight per cent. discount with perhaps an extra two for cash. In one instance ten per cent. is allowed but the discount is withheld as a sort of a rebate for six months after the goods are shipped. Of course, these are comparatively isolated instances, but they and others which might be mentioned make goods which constitute quite a material portion of the proprietary business done by the jobbers. It was therefore decided to establish a minimum discount, and those manufacturers who do not agree to it, according to the sentiments expressed by many of the jobbers present at the meeting, are very likely to find that they will have to hunt for a means of distributing their goods. The consensus of opinion was that a discount of ten per cent. with an extra five off for cash, or fifteen per cent. and one off for cash would be about right.

The jobbers say that this is absolutely necessary if they are to make any money in patents. It costs them ten to twelve per cent. to do business, and the manufacturers who are now insisting on terms which the jobbers say, leaves them absolutely no profit will have to come to time, the jobbers insist, if they expect to continue business relations with them.

NEW SOUTHWEST DRUG CO., WICHITA, KAS.

Chicago, November 3.—Porter B. Fitzgerald left on Saturday to accept his new position as general manager of the Southwest Drug Co., which has just been organized at Wichita, Kas., and will be ready for business about January 1. The new company is a strong one with ample capital and good men in the directory. The officers are: G. Gehring, president; F. Henriott, vice-president; J. W. Cookson, secretary, and Willis Davis, treasurer. Mr. Fitzgerald will commence buying stock for the new wholesale concern at once, going to New York this month for that purpose, but will probably appoint a buyer later on. No one in the Chicago trade needs to be told that the Wichita house made a wise choice in securing Mr. Fitzgerald. He has been with Morrison, Plummer & Co., for about sixteen years as the head of their correspondence and country departments.

BRENDECKE ADMITS HE WAS A THIEF.

Chicago, November 3.—In a recent trial of a case against Brendecke, the druggist who attempted to retaliate upon William Bodenmann for prosecuting him for cocaine selling by charging Mr. Bodenmann with offering to "hush up his cases for a money consideration," has admitted what sort of a fellow he, Brendecke, is. In a recent trial of a case against him Brendecke admitted that his lawyer pleaded guilty for him to the charge of receiving stolen goods, and that he paid a fine of \$100. The stolen goods were cocaine and were taken from Lord, Owen & Co. Brendecke's inspiring admission was brought out by fierce cross-examination.

PERJURY CHARGES FOLLOW LIQUOR PENALTY.

Lansing, Mich., November 3.—In granting a writ of mandamus asked for by the prosecuting attorney of Van Buren county, to compel the circuit judge to set aside his order quashing an information for perjury against Charles Rogers, the supreme court has made an interesting ruling.

Mr. Rogers, a Van Buren county druggist, where local option is in effect, was first charged with the illegal sale of liquor. He pleaded guilty and paid the penalty. Putting on the screws a little tighter, Prosecutor Anderson thereupon filed information for perjury in making alleged false weekly report relative to the sale of liquor, the statute requiring such report to be made under oath. Rogers' attorneys filed a plea in bar, alleging the former conviction as a bar to the perjury proceedings. The Supreme Court holds it to be a separate offense, which Rogers will have to answer.

ILLINOIS.

—The druggists of the fifth district, Chicago, had a rousing meeting, and the outlook in the district, which is exceptionally large, was announced to be promising in spite of many serious problems. Addresses were made by President Avery of the Chicago association, and Mr. Spilver who came over from the West Side by request. Officers for the coming year were appointed as follows: President, John T. Lueders; vice-president, William Krizan; secretary, W. T. Adams; treasurer, B. S. Cooban.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

313 West Street

NEW YORK

DR. C. A. LEATHERS.

Dr. Leathers is one of those whom every other man considers himself fortunate to meet. This is because Dr. Leathers is not only a Kentuckian, but one of the best sort that that State yields. He is a young man, as may readily be seen from the picture; is a member of the Lawrenceburg Drug Co., Lawrenceburg, Ky., and is second vice-president of the Kentucky Pharmaceutical Association.

—The special C. R. D. A., committee appointed to confer with the council committee having in charge the proposed carbolic acid ordinance did not confer last Tuesday as was expected. A sub-committee has been named by the council committee, and in a few days will be prepared to meet the druggists.

—Peter Van Schaack, Chicago, wife and sister, Mrs. Hilbard, will leave shortly for a six months' tour of New Mexico, Colorado and Southern California.

—John Richmond, druggist of Kodzie avenue and Ohio street, Chicago, has sold to Mr. Grunski, formerly clerk at the Reliable pharmacy.

MICHIGAN.

—The interests of Dr. John Avery and his son Bryant in the drug firm of Passage & Avery, Greenville, have been purchased by Olin Shamma, a pharmacist employed for the last two years at Slawson's store. John H. Passage remains at the head of the firm.

—The drug store at 103 Ottawa street, Muskegon, has been purchased by Edward Marcoux, for a number of years in the employ of Fred Neumeister. The place will be remodeled and an up-to-date stock carried.

—P. B. Kirkwood has bought the interest of his partner, J. E. O'Donohue, after an association of 11 years at Negaunee. The retiring partner has purchased the drug business of Werner Nikander.

—A Saginaw druggist found a piece of bark in some sausage he had purchased and remonstrated with his butcher. "Well," said the man behind the apron, "what did you expect, the whole pup?"

—Timothy Burke is now sole owner of the Cadillac pharmacy at Cadillac, having bought W. A. Stecker's interest. Mr. Stecker has taken a position as traveling salesman for a Chicago drug house.

—Because of ill-health, George J. Noteware has disposed of his drug business at Bellaire to Hugh Vaughn. Mr. Vaughn was formerly a druggist at Pellston and Central Lake.

—Edgerton Wing, the Port Huron druggist, will remove his place of business further into the center of trade where he believes there is room for a first class establishment.

—Congratulations and cigars are passing between Von Furniss of Nashville and his many friends. He was recently married to Miss Edna Johnson of Lake Odessa.

—The Mashek Chemical & Iron Co.'s plant at Wells will be started about January 1, and, when in full operation, will turn out 500 gallons of wood alcohol daily.

—Senator Bangham of Homer, has purchased a drug store at Albion and will remove to that city. He wants to give his children the advantages of a college education.

—Clinton Joseph, whose store at Quincy was burned, will locate at Bronson, having bought the drug stock of Calkins & Morrison in that village.

—L. E. Warren, manufacturing chemist at Battle Creek, has accepted a similar position with the William S. Merrell Chemical Co. of Cincinnati.

—Charles and Frank Hull, the Vermontville druggists who were accused of violating the local option law, stood trial and were acquitted.

—J. M. Bittman has sold his drug stock and fixtures at Saginaw to John Gould of Freeland, and they will be removed to the latter town.

—A. A. Jackola will open a drug store at Calumet on November 1. He bought the stock in Chicago.

—M. Remington of Bangor, has bought the drug business of C. E. Hessey at South Haven.

—Sam Robinson has sold his stock at Charlotte to Dr. Thornton of Eaton Rapids.

—E. L. Stevenson & Co. have opened a new and attractive drug store at Stanton.

—A. W. Olds will open a nicely furnished store at Hartford, on November 7.

—S. Zeller's store at Sault Ste. Marie was burned.

INDIANA BOARD PROSECUTING SUCCESSFULLY.

Evansville, Ind., November 3.—A. G. Ruggles of Warsaw, was prosecuted by the State board of pharmacy for conducting a retail drug store without complying with the law. Two members of the board, C. B. Woodworth and H. E. Glick, secured the evidence. Indiana so far has had numerous prosecutions and has been successful in every one. The board is becoming stricter.

At the October meeting of the board in Evansville, the following passed: Registered pharmacists—A. F. Schmidt, Washington; A. M. Sum, Washington; F. L. Donnell, Greensburg; A. W. Flick, Evansville; J. Zimmerman, Lynnville; David Hecht, Evansville; C. G. Aughe, Frankfort; W. D. Minnes, Ossian; J. H. H. McDonald, New Albany; H. C. Beiling, Evansville. Registered assistants—O. A. Matthew, Mitchell; J. R. Kelley, Muncie; B. V. Winslow, New Albany; C. A. Robertson, English; C. A. Thomsan, Flora; W. W. Bock, Logansport; Geo. Pfender, Evansville; Chester Boothe, Sullivan; S. S. Harris, Rockville. The next meeting will be at Indianapolis, January 13, 14 and 15.

MICHAEL J. BUCKLEY, a Haverhill, Mass., drug clerk, is dead at the age of 27, as the result of taking a quantity of oil of mirbane by mistake instead of medicine. He realized by the peculiar taste that he had made a mistake and at once took a powerful emetic, but without avail. He had intended using the oil of mirbane to make a patent tip polish for finishing shoes, a preparation which he had discovered and made very successful commercially. He leaves a wife, two sons and a daughter.

OTTO ZWIETZSCH, president of the Otto Zwietsch Co., soda appliance manufacturers, Milwaukee, Wis., died on October 27.

PACIFIC COAST.

GOVERNMENT AWARD SCANDAL.

Charged That Some Druggists Were Favored in Awarding Government Contracts, While Others Were Not Allowed to Bid at All.

San Francisco, November 3.—A scandal has broken out in the Medical Department of the United States Army in California and an investigation is now being held. Many of the leading druggists of San Francisco are involved and have been called to give testimony. It is charged that W. H. Miller, chief clerk of the department, has shown favoritism to certain firms in the awarding of contracts. Testimony has shown that the department was in the habit of receiving requisitions from all the posts west of the Rock Mountains, and in Honolulu, and the Philippines. From these a list of supplies needed is made out and distributed among the wholesale druggists of San Francisco. These firms are allowed ten days in which to submit their bids. The bids are opened in the presence of the bidders and the contract is awarded to the one having the lowest figure. The bidders, however, are required to submit samples with their bids, and if the samples of one excels those of another the authorities reserve the right to reject the lowest bid.

It was stated by one witness that Miller had suggested that this plan be changed, that the supplies be divided into groups, and that the members of firms invited to bid be limited to three or four. Originally there were thirty or forty bidders and the competition was keen as the contract amounted to thousands of dollars and was considered the biggest plum a San Francisco drug firm could capture.

Miller, it is further charged, specifically, refused to allow the Merrill Drug Co. to bid, putting them off time and again and giving them a list finally at ten o'clock of the day the bids were due at noon. It was also asserted that the firms favored were H. S. Crocker & Co., instruments; Redington & Co., and Mack & Co. One clerk testified that Miller complained that Redington & Co. were not receiving their share of the trade. The same clerk also says that Kirk, Geary & Co. were discriminated against. The investigation is still in progress.

CALIFORNIA.

—H. R. Bristol recently of the firm of Bristol & Rowley, pharmacists at Santa Ana, has gone to San Diego, where he has set out a grove of gum trees. He will endeavor to supply his district with fuel in a few years.

—A. A. Cavagnaro, who served the city of San Francisco in the last Legislature, has returned to the C. P. to continue his studies.

—J. D. Mahoney, who owned a drug store and much other property at San Miguel, was burned out recently.

—E. Weingartner & Co. have opened a new drug store at Polo Alto.

GEORGE F. TALBOT, prominent as a manufacturing pharmacist and chemist, died at Andover, Mass., in his fifty-ninth year. He was born in Newburyport. He is survived by a widow and one son.

S. W. STOREY, a long-established druggist at Vernon, Ind., is dead. His store is now operated by his widow. It will probably be sold.

NICHOLAS J. GAUER, Sr., president of the Angostura Bitters Co., died in Chicago.

NEW HAMPSHIRE.

—When the Earl of Denbigh, commander of the London Honourable Artillery Company, and his men recently passed through Lancaster, away up in the White Mountain region, on their Canadian trip, their brief stop in Lancaster was due to the enterprise of Parker J. Noyes, the town druggist. He pulled the wires with official committees to bring about this treat to his townspeople. The school children were given a holiday on Mr. Noyes's suggestion.

—John J. Carney of Carney & Giguere, Manchester, has been making a trip through the New England States.

—A part of Foy's drug store, Pleasant street, Concord, has been converted to a saloon.

FROM MAINE.

—At the last meeting for examinations by the State board of pharmacy, in Augusta, the following were successful: William G. Trainor, Biddeford; Arthur Dussault, Rochester, N. H.; James L. Race, Green Lake; Walter L. Collins, Caribou; Ralph C. Hamilton, S. J. Foster, James T. Gallagher and Thomas Johnson, all of Portland.

—So tangled up did the evidence become in the court at Biddeford, where druggist Thomas F. Cosgrove was up on a charge of violation of the liquor law, that the judge threw the case out of court, the attorneys on both sides not having their cases sufficiently well prepared to please him.

—W. C. Hawker & Co.'s pharmacy in Augusta is now greatly improved by alterations, including the putting in of a large new soda fountain of elaborate design, and also nearly seventy-five feet of glass show cases.

—The Lafayette pharmacy in Portland rejoices in the addition of a handsome new soda fountain of a style unlike any in any other drug store in Maine, so the makers assured the owner.

—The Portland Drug Company's new store, in the new building of the Northeastern Telephone Co., Portland, is a fine example of up-to-the-minute stores, so complete are the fittings.

—Ernest E. Cross, a Portland druggist, plans to open soon a pharmacy in Bethel, where he has under preparation a fine location.

FROM JERSEY TOWNS.

—A grocer woman of Union Hill sued Eberhard Seitz of Homestead, a soda water manufacturer, for \$5,000. A bottle of fizz had exploded and knocked out her eye. She didn't get the desired satisfaction, however, as the judge ruled that the manufacturer was not liable. The latter testified that the bottles had been given a seventy-five-pound test and had been filled with only a fifty-five-pound pressure.

—Samuel B. Matthews, druggist at 557 Grove street, Jersey City, was arrested with five other men on charges preferred by four little girls. Bail was fixed at \$750 apiece, and Matthews was one of those who was sent to jail pending further disposition of the cases.

—William Rust & Sons, New Brunswick, will open a new branch store on George street, that city.



ECHOES FROM EAR PRICE LIST EDITION.

Echoes are but repetitions of things said. Many sayings will not bear repeating; not so, however, the good stories told in the advertising columns of last week's Price List edition. These will bear repeating many times, and every repetition will result to the advantage of some live druggist who knows a good thing when he sees it. Therefore, we repeat:

PISO'S CONSUMPTION CURE.—Any drug store in the country ought to be able to dispose of $\frac{1}{2}$ gross of this salable staple. The Piso Co., Warren, Pa., say they are making an especially attractive offer to purchasers of the above-named quantity. Write to them for particulars.

QUININE PILLS.—The United States Medicine Co. brand is quoted at \$2.00 per dozen in their advertisement on page 2. This firm also quote prices—in the same space—on nine other preparations which they make.

SOLULES.—A product from the laboratory of the popular pharmaceutical chemists, Hance Brothers & White, and claimed by them to be a brand of elastic filled capsules that are as perfect as cure and skill can make them. For further information on "Solules" see the advertisement of the above-named firm on page 5.

CHEESEMAN'S PILLS.—The genuine kind that many druggists are not familiar with. Made by the H. Robinson Co., 2328 Second Ave., New York City.

VAN STAN'S STRATENA.—"Ten times stronger than glue," is the claim made for this cement by the manufacturers, the Van Stan's Stratena Co. of Philadelphia, Pa.

FORMALDEHYDE.—It will soon be in greater demand. Are you ready to meet the demand? If not, the Roessler & Hasslacher Chemical Co. can assist you. They not only make Formaldehyde but also many other chemicals used in pharmacy and the arts. A letter addressed to them at 100 William St., New York City, will receive prompt attention.

PIL. ANTI-ANASARCA.—Are you familiar with them? They are made by the Reynolds Pharmaceutical Co. and their office is in the Liberty Bldg., Liberty and Greenwich Sts., New York City. This firm also make Ureine Conoids (Reynolds) and Colchicine-Lithii-Comp. (Reynolds). Note the price list of these goods on page 9.

FAILING'S PREPARATIONS.—They have all been reduced in price but not in quality. The new price list—on these goods—which went into effect Oct. 1st, 1903, appears on page 9. These goods are still made by J. P. Failing, at Albany, N. Y., which is recommendation for their quality, and a guarantee that the manufacturer has the druggist's welfare at heart.

FENNER'S 20TH CENTURY FORMULARY.—Will post you right up to date. This is the 12th edition of Fenner's Complete Formulary, so well known to the drug trade, and claimed by the publisher, B. Fenner, Westfield, N. Y., to be ten years later than any other authoritative American work on pharmacy and allied subjects. The price is \$10.00 per copy, express prepaid by the publisher, or it may be obtained from the jobber.

BRAKE'S PALMETTO WINE.—Costs \$6.00 per dozen and retails for 75c a bottle. Order of any jobber.

AMOPCA.—One of the many specialties which R. W. Robinson & Son handle at 180 Greenwich St. and at 228 Fulton St., New York City. See the complete line that this firm list on page 10.

SODA MINT GUM.—Made by the Soda Mint Gum Co. at Pitsburg, Pa., and claimed by them to aid digestion and to be beneficial in sick headache. See

the cut of the handsome display jar—on page 10—that is furnished free with an order for 100 five-cent packages.

NUTROLACTIS.—The Galnetagogue, for nursing or said to be approved by the Academy of Medicine, Paris. Made by The Nutrolactis Co., 395-398 W. 11th St., New York City.

DYER'S MITCHELLA COMPOUND.—A product of the Dr. J. H. Dye Medical Institute, Buffalo, N. Y., claimed to cure diseases of women. The price is \$8.00 per dozen. The manufacturers create the demand.

KIE ZIE TABLETS.—Said to be a brain and nerve tonic. Made by Frank K. Kitzmiller at Harrisburg, Pa., who says the Tablets have real merit and that it will pay any druggist to push them: 10c and 50c boxes. Write to him for special prices.

HARVIE'S "KILL BUG."—The manufacturers, The Harvie Drug Co., 153 Maiden Lane, New York City, say this preparation is used by the New York Fire Department and that is recommendation enough. Kills bed bugs, roaches, fleas, ants, moths, etc.; said to be non-explosive, non-poisonous and non-staining.

MANICURE SUPPLIES.—All kinds and descriptions. Note the advertisement of the Forquignon Mfg. Co. on page 203.

FLORENTINE COLOGNE.—"Sold for 28 years." Put up in all sizes from 5 cents to \$1.50 per bottle. For samples and prices write to C. H. Selick, 56 Leonard St., New York City.

GARDNER'S PHARMACEUTICAL PRODUCTS.—Always sold by the druggist with perfect confidence that the customer will be pleased. See the price list on these goods—page 14.

NEW SKIN.—A water proof liquid court plaster, made by the Douglas Mfg. Co., 96-102 Church St., New York City, who guarantee the sale. See the cuts of their new and attractive packages and counter card on page 17.

PROTOS.—Physicians say it is a highly nutritious, non-fermentable food which is particularly adapted to infants and adults who are deficient in muscular development. Made by The Protos Co., 1052 Madison St., Chicago, Ill.

"CRYSTAL" CAPSULES.—Soft, elastic gelatine capsules, made by the Crystal Capsule Co., 1000 Spring Garden St., Philadelphia, Pa., who say, "Every kind, every size, at prices that will surprise you; no order too small, none too large. Send for prices."

RECAMIER CREAM.—Well known, well advertised. Send for samples, lithographs, booklets and circulars for free distribution. Address Recamier Mfg. Co., 131 W. 31st St., New York City.

WOSTENHOLM RAZORS—FREE.—Two of them with a \$4.00 order for Bishop's Antiseptic Shaving Lotion. The 25-cent size is \$2.00 per dozen and the 50 cent size is \$4.00 per dozen. Made by the Peirce Henderson Chemical Co., 1218 Broadway, New York City.

ROBINSON'S ALFALEA NUTRIENT.—Claimed by the manufacturers to be Nature's own remedy for making rich blood, a specific for Anemia, Stomach and Kidney troubles, etc. For free samples and literature apply to the Alfafa-Nutrient Co., Masonic Temple, Chicago, Ill.

RHEUMATOLO.—An Antirheumatic and Gout Remedy manufactured by The Rheumatol Co. of New York, and the formula is given in their advertisement on page 202.

WOODWOOL PREPARATIONS, HARTMAN'S. Made by the Hygienic Wood Wool Co., 38 Pearl St., New York City. Note their prices on page 202.

Advertising Tape, a New and Effective Method of Advertising for Druggists.

The accompanying cut will give one an excellent idea of the novel and effective method of advertising recently introduced by Messrs. G. Reis & Bro., 621



Broadway, New York City. It is well known that good results cannot be secured from advertising unless the advertising is placed where the public must see and read it, or, in other words, the advertising must be placed where it will do the most good. In this advertising tape, made by the Messrs. Reis, is found a system of advertising that goes to the most prominent position possible, directly into the hands of the consumer. The tape is designed to take the place of cord, ribbon and tinsel for tying up packages, it is made in various widths and combinations of colors, and when tied on boxes as shown in the illustration, it is made to resemble ribbon. The manufacturers claim that the cost of the tape is very little more than that of ordinary cord, and much less than that of tinsel or silk ribbon. With the druggist's name, address, etc., printed upon it, it would seem that this tape should not only make an effective advertisement but that it would also lend prestige to his store by giving his packages that little tone which so impresses the general public and causes them to designate his store as being a little better than that of the other fellows. Messrs. Reis & Bro. will send samples and quote prices to any interested person.

The Holiday Number of "Our Drummer" is Out.

The Santa Claus number of Butler Bros.' catalogue, "Our Drummer," is out, and doubtless many in the trade have secured a copy ere this. In the line of holiday goods listed this catalogue is most complete, and in it Butler Bros. have shown a thorough conception of the dealer's wants for the festive midwinter season. In this Santa Claus catalogue Butler Bros. say: "We do not ask your holiday order, we simply ask that you study our line and prices as shown, and then give us your business if our better values entitle us to it." They further say, "History is made by men who dare." There is food for thought in the foregoing statements. It is the man who dares to get out of the old, time-worn business rut of leaving well enough alone and grasps opportunities when they appear, that gets the thick-velvet profit which lies on Christmas goods. It is also true that catalogues are less expensive than traveling salesmen, and common sense will tell any man that the firms who sell from catalogues have a distinct right to claim lower prices than those firms who employ traveling salesmen. Druggists who have not received a copy of "Our Drummer" should write at once to Butler Bros., New York, Chicago or St. Louis, for this free edition of their Santa Claus catalogue T-479.

A Progressive Wholesale Drug House.

The well known and progressive wholesale drug house of Morrisson, Plummer & Co., 200-206 Randolph St., Chicago, Ill., are making a bid for more trade by filling their advertising spaces with short, crisp sentences and paragraphs which tell of the superior service they can and do render to retail druggists who deal with them. Among others, they make the follow-

J. W. WEBB.

Mr. Webb is a member of the firm of Marcus D. L. Webb & Son, Stuttgart, Ark., and is second vice-president of the Arkansas Association of Pharmacists. A Missourian by birth, he is only twenty-four years of age. He hardened his muscles at farming before attending college at Stuttgart and Valparaiso, Ind. He is one of those progressive, aggressive young men whose acquisition by any association or business is a fortunate one. The store which he and his father conduct is called the "Grand Prairie."



ing statement which should have considerable weight with level-headed retailers: "We do not promise not to make mistakes. The man who does promise this either does not know this business or is too hopeful, but we do promise to make a few less than the next man. And we do promise to adjust promptly and courteously the few we do make." Morrisson, Plummer & Co. have always had the reputation of carrying a complete down-to-date stock, of employing good men and rendering prompt and efficient service. The fact that their business shows a continuous and healthy growth proves that they have lived up to the reputation established by them and that the trade in general appreciates good service. As the proof of the pudding is in the eating, so there is but one way to test the truth of Morrisson, Plummer & Co.'s statements, and that is, by sending them a sample order.

20th Century Cash Registers at Low Prices.

Elsewhere in this issue appears a cut of the Century Cash Register, which is made by the Century Cash Register Co., 656-674 Humboldt Ave., Detroit, Mich. This register undoubtedly represents the acme of perfection in cash registers, and yet it is said to sell for about one-sixth of the price of other registers. Every machine is sent on seven days trial and guaranteed for five years. A good cash register should be a fixture in every drug store for they save the proprietor many dollars in the course of the year. The Century Co. have a plan for advertising and introducing their machine to responsible merchants for a short time, and they claim that the plan will enable the druggist to obtain possession of a high grade, up-to-date, 20th Century Cash Register for very little money and on very easy terms. Druggist who are interested in a good cash register for little money should write the Century Co. at once for full particulars.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

SCARCITY OF COD LIVER OIL.

An Unprecedented Situation in the Drug Field.

It is doubtful if the condition created by the present great scarcity of cod liver oil can find a parallel in the history of medicine. That an article of such wide popularity and general use as cod liver oil should become so scarce and high in price is an incident that gives rise to serious thought. Never before, perhaps, has it been so clearly shown how great the constant demand is for this product. From all parts of the country come urgent inquiries regarding the outlook in the near future and in some sections it is almost impossible to get the pure oil at any price.

This famine in cod liver oil, if continued for any length of time, might easily result very seriously. There are thousands of people, young and old, who use this oil continually and whose health depends upon it. To deprive them of cod liver oil for even a short period would be to deprive them of a very valuable life food, and as there is nothing to take the place of cod liver oil the seriousness of a prolonged famine can be better imagined than described.

A rumor has been current that the market in cod liver oil had been cornered and that a speculator was holding the available supply at exorbitant prices. This report has no foundation whatever in fact. The scarcity of oil is due entirely to natural causes and there has never been any danger of a corner in this product.

It is a source of satisfaction to know that Scott's Emulsion will bridge the temporary scarcity of pure cod and will keep this valuable article within the reach of every one who needs it. By reason of their long experience Scott & Bowne were able to foresee the present situation in the cod liver oil market and provided for it by securing enough oil to carry them over, although at an enormous increase in the cost of the oil. Notwithstanding this, Scott's Emulsion will be sold to the retail trade at the same price as formerly.

It is not alone dangerous but unnecessary to experiment with the numerous cheap substitutes for cod liver oil. While Scott's Emulsion is known to be the standard emulsion of cod liver oil, containing only the purest and best ingredients, there can be no excuse for using the cheap, worthless substitutes. At this time, particularly, the drug trade should safeguard itself and protect its customers by handling Scott's Emulsion as against any other preparation of cod liver oil made. It is the only one that is guaranteed to be absolutely pure and staple in character. Scott & Bowne's reputation of thirty years is back of every bottle of Scott's Emulsion.

Stretched Gelatine Around the Oil.

Some time ago Messrs. H. Planten & Son, the well known Capsule Manufacturers of New York, had a call from one of their customers, who was very anxious to know how they made those little round and oval shaped capsules which contain no air, and look as if two semi-circles or ovals of gelatine had been made, filled with oil, and fastened together in some mysterious manner.

Mr. H. Roff Planten, the firm's manager, explained to this searcher after knowledge, that their new airless process by which this class of goods was made is a very simple one and only requires skill, knowledge and costly machinery. Sheets of gelatine are prepared and stretched round a certain amount of oil, to secure a proper dosage, the sheets containing the oil then brought together under immense pressure, heat is applied and presto, the capsules or pearls are the result. After this process the capsules and pearls are put through a curing and finishing process, and are then ready for the consumers. The explanation seemed very clear

to the inquirer and he departed with a happy, though rather incredulous, smile.

The firm has constant requests to enclose private formulas which require this peculiar stretching-around-the-oil process and we suggest that if you have any formulas you desire to place on the market in the best possible style, you write to them for information and prices. Messrs. H. Planten & Son have been in the Capsule business since 1836 and are in fact "The Pioneers of the Capsule Industry in the United States. Their goods are thoroughly reliable and have gained the enviable reputation of being 'The Best by Every Test.'"

Art of Show Card and Sign Writing—How to Learn It.

Where in the country can be found a druggist or a drug clerk who would not be benefited in some form if he or she was a good show card and sign writer? To be sure, there are many who are, but taken in the aggregate, it is a very small percentage of druggists and clerks who can do this class of work. Furthermore, there are very few lines of business that would pay a better profit for the time and knowledge expended at this work than the drug business. Druggists are rapidly waking up to the fact that their show windows are excellent paying advertisements, and are giving them considerable time and attention. One retail drug store in the down town district of New York City has a large show window which attracts much attention, always having from six to a dozen persons noting its contents, many of whom pass inside, the numerous clerks employed therein being always rushed during the business hours. The secret of this store's successful window displays does not—to all appearances—lie in the variety of goods displayed nor yet in the changes which are frequently made, but it is principally in the fact that a neat show card—upon which is printed a description and the price—is attached to each and every article. The time and money expended upon this window is undoubtedly a profitable investment and simply demonstrates to the progressive druggist that in order to keep up with the procession he or one of his clerks must be a good show card writer. The Miller College of Advertising Art, 482½ Columbus Ave., Boston, Mass., guarantee to make a good show card writer of any person of ordinary intelligence in from one to three months. They also claim to teach every student individually with hand painted—fresh from the brush—illustrations and original letters of instruction. An Era representative who called at the Miller College—and was shown some students' work—says, "The students' work that I saw was certainly fine, and would attract attention anywhere." The Miller College will, for a limited time only, give a discount from the regular price to all who mention this journal when writing. Interested persons should not neglect this opportunity.

SPECIAL OFFER ON CAL-CURA SOLVENT

Dr. David Kennedy's Latest Kidney and Liver Medicine.

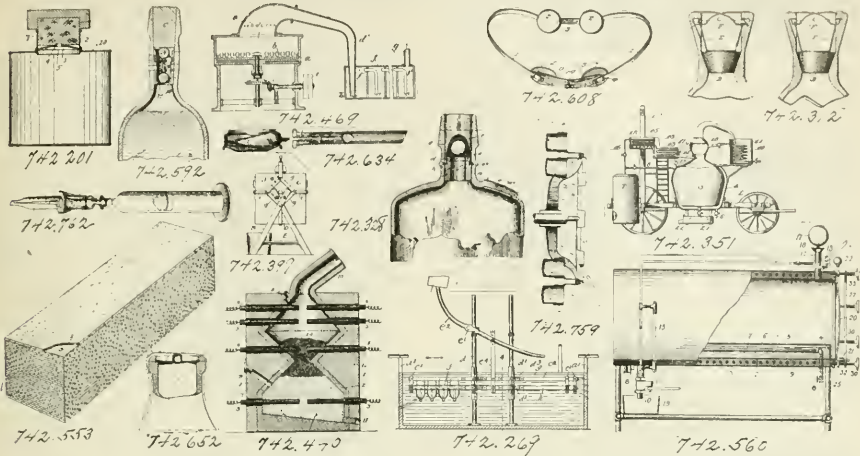
For thirty days, ending on November 7th, we will give to all retail druggists one free bottle of Cal-cura Solvent with each dozen they order of their wholesale dealer, providing each druggist, upon ordering will make a window display of the said goods and distribute from their store free samples of Cal-cura Solvent and advertising matter. On two dozen orders they will receive 5 per cent discount. Simply send us your order together with the name of your wholesale dealer through whom you would like the goods shipped. The free goods, samples and advertising matter will be sent direct from our office, all charges prepaid, even the cartage to your store. OUR ATTRACTIVE WINDOW DISPLAYS, LARGE SIZE SAMPLES AND MOST EFFECTIVE ADVERTISING ALWAYS CREATE A STRONG AND STEADY DEMAND FOR CAL-CURA SOLVENT.

Address THE CAL-CURA COMPANY,

Manufacturers of Dr. Kennedy's latest preparations)

DR. KENNEDY ROW, RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 27, 1903.

- 742,201.—Philip Lundemeyer, Baltimore, Md. Holder and dispenser of fluids.
- 742,260.—Freeman N. Young, Arlington, Mass. Bottle-rinsing machine.
- 742,312.—Willard R. Green, Denver, Col. Bottle-stopping device.
- 742,328.—Maurice C. Johnson, Chicago, Ill. Non-refillable bottle.
- 742,340.—Florentine J. Machalske, Brooklyn, N. Y. Process of producing chlorides of carbon.
- 742,351.—James I. Pittman, Longwood, Fla. Turpentine-distilling apparatus.
- 742,360.—Harry A. Door, Providence, R. I. Carboy-holder.
- 742,429.—Carl H. von Hoessle, Radebeul, near Dresden, Germany. Soluble mercurous iodide.
- 742,430.—Fritz Hofmann and Otto Bonhoeffer, Elberfeld, Germany. Process of making trichloroisopropyl alcohol.
- 742,469.—Carl H. Meyer, Zwickau, Germany. Process of making soluble starch.
- 742,532.—Hermann Veith, Ludwigshafen-on-the-Rhine, Germany. Cotarnin phthalate and method of making same.
- 742,553.—Charles D. Armstrong, Pittsburg, Pa. Cork washer or disk and method of making same.
- 742,560.—Robert P. Barnstead, Asimont, Mass. Sterilizer.
- 742,592.—Henry A. Clinton, Newark, N. J. Non-refillable bottle.
- 742,608.—Royal Doane, Elmira, N. Y. Truss.
- 742,634.—Thomas E. Hall, Chicago, Ill. Medicament-injector.
- 742,652.—James Hirst, Vineland, N. J. Jar or bottle closure.
- 742,759.—Theodore L. Yalerius, Fort Atkinson, Wis. Bottle-carrier for testers.
- 742,762.—Ralph Walsh, Washington, D. C. Hypodermic syringe.

TRADEMARKS.

Registered October 27, 1903.

- 41,355.—Insecticides, Frederic A. Carlson, Los Angeles, Cal. The phrase "Novel-Fail."
- 41,356.—Anesthetics, Eduard Ritsert, Frankfort-on-Main, Germany. The word "Subentin."
- 41,358.—Remedy for certain named diseases, Maurice Lepince, Paris, France. The word "Ithomol."
- 41,360.—Dressings, David Lynn, Woonsocket, R. I. The word "Emolash."
- 41,361.—Lamps and tubes for the treatment of certain

named diseases, Robert Schneider, Berlin, Germany. The word "Sanosin."

LABELS.

Registered October 27, 1903.

- 10,452.—Title "Ferro-china-tipo-bisleri." (For tonic, V. Blotto & Co., New York, N. Y. Filed October 5, 1903.
- 10,453.—Title: "Autoeratia, Dr. J. D. Maxson's Remedies (for medicine), May J. Knapp, Seattle, Washington and S. Estella Munger Tipton, Michigan. Filed July 17, 1903.
- 10,454.—Title: "Scalpine." (For dandruff cure), Raymond M. Ferguson and Marvin M. Atherton, Grand Rapids, Michigan. Filed September 25, 1903.

PRINTS.

Registered October 27, 1903.

- 817.—Title: "Autoeratia, Dr. J. D. Maxson's Remedies." (For medicine) May J. Knapp, Seattle, Washington, and S. Estella Munger, Tipton, Michigan. Filed July 17, 1903.

One Dozen Dr. Davis' Anti-Headache Free.

Druggists who are having calls for Dr. Davis' Anti-Headache, and those who want to stock a headache cure which is said to be worthy of the name, should cut out, fill out and send to their respective jobbers the coupon which appears in the advertisement on the inside back cover of the October 29th Price List edition of the Era and which entitles the dealer—who signs it—to one dozen of the 25c size of Dr. Davis' Anti-Headache free. Druggists who take advantage of this offer can make a net profit of \$6.75 on an investment of \$5.25. This offer should have the careful attention of the trade for it is very few headache remedies that yield such good profits.

AMERICAN STOPPER CO.
12 Verona St., BROOKLYN, N. Y.
TIN BOXES and CANS
LARGEST MAKERS OUTSIDE THE TRUST



DECLINE IN CAFFEINE AND MERCURIALS.

New York, November 2.—Business in a jobbing way has continued satisfactory to dealers and the market retains a steady undertone with fluctuations in values during the past week more or less important, notably those for mercurial preparations, caffeine, cloves and clove oil.

OPTICUM.—Market conditions are practically as noted for several weeks past and quotations for jobbing quantities remain unchanged at \$3.40@3.65 for 3 per cent. and \$3.50@3.75 for 11 per cent. Powdered is selling fairly in small lots at \$4.00@4.50 for 13 per cent. and \$4.80@5.00 for 16 per cent.

MORPHINE SULPHATE.—Business in a jobbing way continues of full average volume and the tone of the market is steady with dealers quoting \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—A moderately active and firm jobbing market is reported with quotations maintained at 25¢@25½¢ for bulk in 100-oz. tins, 25½¢@26¢ in 50-oz. tins, 26¢@26½¢ in 25-oz. tins, 27¢@27½¢ in 15 or 10-oz. tins and 27¢@28½¢ in ounce vials.

CAFFEINE.—Keen competition among manufacturers has caused a decline of 35¢ per lb. and the revised jobbing quotations are \$3.25@3.50 per lb. and 35¢@40¢ per oz. Citrated is quoted \$2.20@2.50 per lb. and 27¢@30¢ per oz.

BENZOIC ACID.—Extreme scarcity has resulted in marking up jobbing prices to 50¢@55¢.

SODIUM BENZOATE.—Under the same influence jobbers have advanced quotations to 50¢@55¢ for granular and 51¢@56¢ for powdered.

BALM OF GILEAD BUDS.—Stocks are exceedingly small and jobbing quotations show an advance to 60¢@65¢.

MERCURIAL PREPARATIONS.—Manufacturers' prices are lower on account of keen competition and the revised jobbing quotations are 93¢@98¢ for calomel, \$16¢@18¢ for corrosive sublimate crystals, and 91¢@96¢ for powdered, \$1.10@1.15 for red precipitate, \$1.20@1.25 for white and 68¢@73¢ for bisulphate.

LITHIUM PREPARATIONS.—The market is easier in tone and jobbers now quote carbonate \$2.00@2.25 per lb. and 20¢@25¢ per oz., benzoate and citrate, \$1.45@1.85 per lb. and 17¢@22¢ per oz., bromide \$2.10@2.30 per lb. and 21¢@25¢ per oz., chloride, \$2.50@2.75 per lb. and 22¢@25¢ per oz., and salicylate \$1.50@1.75 per lb. and 16¢@20¢ per oz.

TRICKLY ASH BERRIES.—Owing to scarcity jobbers have advanced their prices to 35¢@40¢.

BARKS.—Cotton root continues to harden and jobbing quotations show a further advance to 30¢@35¢ for whole and 35¢@40¢ for powdered. Tricky ash is scarce and firm at 30¢@35¢ for whole and 35¢@40¢ for powdered.

YERBA SANTA.—Primary markets are higher with stocks light and spot jobbing quotations have been advanced to 20¢@25¢.

ERGOPT.—Stronger foreign markets have caused local jobbers to mark up quotations to 60¢@65¢ for whole Spanish and 70¢@75¢ for powdered.

SAFFRON.—Spanish is higher here and abroad jobbers have advanced quotations to \$8.75@9.00 for Valencia and \$7.25@8.00 for Alicante.

SARSAPARILLA.—Mexican on account of scarcity has been advanced to 22¢@27¢ for whole, 21¢@30¢ for cut or crushed and 26¢@32¢ for powdered.

SLEEPIS.—Canary is firmer in sympathy with stronger primary markets and Sanyra is held at 43¢@45¢ by the bag and 66¢@70¢ for less. Sully is quoted 56¢@58¢ by the bag and 66¢@70¢ for less. Fenel has been advanced to 15¢@20¢ for whole and 17¢@22¢ for powdered.

CLOVES.—The market is decidedly stronger owing to short crops and jobbers have advanced prices to 22¢@25¢ for whole and 20¢@30¢ for powdered.

OIL CLOVES.—Owing to higher prices for the whole, jobbing quotations have been advanced to 81¢@85¢

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The Pharmaceutical Era.

EVERY THURSDAY.

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THE PHARMACEUTICAL ERA,

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THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country, and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

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Why does the college student read to better advantage than the newspaper habitue?

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The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



PROPRIETARY MEN ACT.

The most important event in the history of the anti-cut-rate movement since the organization of the N. A. R. D. in St. Louis, not excepting even the adoption of the contract plan by the Miles Medical Co., occurred in this city last Monday. At a special meeting of the P. A. of A., arrangements were made to give the N. A. R. D. the active support of the manufacturers in restricting prices to a fair basis. We can now look forward with confidence to an era of better prices and prosperity in the drug trade. For several years past there has been a theoretical cooperation among the three branches of the trade to prevent the sale of proprietary medicines at ruinously low prices, but in many cases it has been a cooperation in theory only. The tripartite plan lacked the solid support necessary to make it successful. The retailers have commonly been inclined to blame the jobbers for the failure of the plan, but now we have a better explanation from the proprietors themselves. They admit that the plan has been a failure, not because it was wrong in theory, but because of insufficient support of the manufacturers. After long consideration and numerous executive sessions, more recently in Boston, Buffalo and Washington, they have become convinced of the value of the plan and the necessity of doing their part in securing to the retailers a living profit on their goods. To make plans and formulate a method of cooperation with the N. A. R. D. was, in brief, the purpose of the meeting in this city during the past week. The solidarity of the proprietors, the means at their disposal and the important work already done by the N. A. R. D. should eliminate all chance of failure. It is now time for the retailer to lay aside all cynicism and doubt, throw his hat into the air, figuratively speaking, and give his lustiest cheers for the N. A. R. D. and its officers and for the proprietary firms like the Miles Medical Co., the Sterling Remedy Co., and not least for the Peruna Co., which have acted as the leaders in securing this most important action from an exceedingly conservative body of men. Victory is in sight!

THE PLAN OF OPERATION.

That the direct contract plan has been shelved for the time being should not disturb the most radical retailer. The proprietors here assembled declared that

it was absolutely impossible to employ in distributing goods in the larger cities. At the energy of preparing and putting into operation this plan has, however, not been in vain. The Miles Remedy Co. has and is making it a success, and we can scarcely overestimate the importance of the role played by this plan in securing the present favorable action of the other proprietors. It has demonstrated to the world that it pays the manufacturer to deal fairly with his distributors and to take a little trouble to gain their active support. While the contract plan could not be adopted, it is believed that the tripartite plan will now be effective because it is acceptable to practically all the retailers. In New York the proprietors wish to make arrangements with the larger retailers, like those in the Broadway section and the department stores, and to permit them to fix a minimum schedule. This will be no injustice to the smaller dealers, for the minimum agreed upon will be high enough to insure a comfortable profit to all. That this is possible has been proved in the case of Peruna which has been sold at a fair profit in this city for the past three years, thanks to the efforts of Mr. Lee M. Evans and the officers of his firm. The policing and the operation of the plan will be left to the N. A. R. D. which will have the strength which a complete cooperation of all the proprietors can give. How the tracing of goods will be effected without a system of numbering has not been explained, but this does not seem to worry anyone. Success has been promised, and by those whose promise means much.

MONUMENTS TO LIVING MEN.

So accustomed are we to associating such exercises with death and bereavement that when we first read of the meeting to be held in St. Louis this week to do honor to Prof. O. A. Wall, we experienced a momentary feeling of depression, although we knew very well that the most conspicuous figure in the celebration was at that moment alive and happy in his home. Men who by reason of endearing qualities and worthy accomplishment gain the love and esteem of a large circle of associates are commonly remembered in a substantial and articulate way only after their work is done and they no longer need encouragement. The folly and wastefulness of withholding payment of a debt which we are all anxious to pay until it can no longer be of any benefit to our creditor has often been pointed out. If we feel a debt of gratitude, let us pay it when it will do the most good. The man who works purely in his own interest has a sufficient reward in his own appreciation of the benefits gained, but there are a few of the best among men whose hardest work is done for others with no hope of adequate reward. While the world's benefactors do not ask or expect a full recompense for their labors, they still often feel the lack of the stimulus which is the result of visible accomplishment. Is the work which costs them so much effort worth while? Does it appear trivial to others and are all their efforts merely so much energy wasted? These doubts are more frequently than we are apt to think the cause of very real suffering, which could be easily removed by a few words of appreciation spoken in time. The encouragement is a debt which we owe for benefits unselfishly given. No doubt it is a fine thing to erect tab-

lets to honor Dr. Rice who is beyond the need for encouragement but it is, after all, a sad and useless performance in comparison with the testimonial to Dr. Wall who is still among his friends, able to enjoy the keen pleasure of the appreciation which is his due.

AN ANCIENT FORMULA CREATES A SENSATION.

How like a bubble is a newspaper sensation! Both are manifestations of an exceedingly attenuate film of real substance distended by a relatively immense volume of gas. Investigation invariably results in total collapse and evaporation. The New York papers have during the past week been spreading bucketfuls of ink over an innocent formula the like of which is familiar to every druggist's boy in the land. The commonplace list of materials was heralded as a great scientific discovery destined to revolutionize civilization, a great boon to suffering humanity, etc., etc. One journal facetiously suggested that this was the true cause of the fusion forces' defeat in the late election, for it threatened to put all the barbers out of business and the discovery had been made in a municipal laboratory under fusion administration. Altogether more fearful and wonderful knowledge about things not true has been scattered than the druggists can explain away in a month. And what was it all about? An ordinary depilatory mixture containing the usual sulphide of barium, etc., and printed in a formulary issued by the department of charities and the trustees of public hospitals with some hundreds of other receipts equally well-known and commonplace.

PHARMACEUTICAL TROUBLES IN GERMANY.

The government of Germany does not hesitate to regulate the most minute affairs of its children. It has long since taken the country's pharmacy under its wing, and is gradually arranging all the details of the apotheker's life, so that in course of time that strictly scientific individual will have nothing in the world to do but obey a code of rules and enjoy life. For some time the authorities have limited the number of pharmacies and have so arranged that concessions cannot be transferred. The result of this and innumerable other regulations has been an extraordinary demand for pharmacies and inordinately high prices for those which can be sold. Now, it is safe to say that the average human official who lays no claim to omnipotence would suffer no qualms of conscience because of this enhanced value; natural laws of supply and demand would be depended upon to regulate that. Not so the upper servants of His Imperial Majesty, Wilhelm II. Some enthusiastic apotheker might rashly buy one of the expensive luxuries and be unable to afford it. But how to mend matters became a serious question. To permit the building of more stores and thus reverse a former action would never do. Things were so nicely regulated already that only one course remained open, a course the nature of which no American citizen could even guess. The State cannot prevent an extravagant apotheker from purchasing a business which he cannot afford, but it is prepared to do the "next best thing." If he cannot raise the money to pay the interest on the price, the State will loan him money at a lower rate.

TOO MUCH REGULATION.

Although in Germany the authorities have done their best to straighten out every conceivable difficulty that ever troubled the pharmacist, still the people are not as contented as common gratitude seems to demand. A year or two ago a decree went forth that no physician should prescribe patented medicines for charity patients and that no pharmacist should dispense them at government expense. The doctors were ordered to prescribe instead the pharmacopoeial equivalents which could be prepared in every pharmacy. All of which should have been very acceptable to the apotheker, if the feelings expressed in some of our own society meetings are any index of the universal pharmaceutical sentiment in regard to the proprietary. But the law is no longer in force. It seems that the pharmacists themselves objected vehemently and secured the reinstatement of the patented remedies.

A REPLY THAT ANSWERS.

The N. A. R. D. has reason to feel proud of its new president. No druggist can read Mr. Pritchard's answer to the taunting communication of U. S. Patent Commissioner Allen without experiencing a very pleasant feeling of satisfaction. It is a temperate, sane and lucid presentation of precisely that side of the question which the commissioner was pleased to ignore or overlook. We have sent a copy of last week's Era containing the reply to that official in Washington, and hope it will do him good—it certainly will if he takes the trouble to read it. It is always a great deal easier to dispose of a question by simply assuming that people do not know what they are talking about than carefully to consider the other side of the case—usually the least conspicuous side—and giving a really satisfactory answer. If Commissioner Allen will read carefully Mr. Pritchard's reply, he will be convinced that the druggists of the country know what they are talking about when they complain of burdensome patent laws. That is always an important preliminary step in obtaining an impartial view. After he has relieved his mind of prejudice, he will be prepared to formulate a real opinion of the case.

THEY HAVE TAKEN LIBERTIES.

A paragraph in our news columns of last week has set in motion the wheels of a memory which is an ornament of this office, and the result of the grinding is curious. We have been "called out of our name" so often that even the P. O. officials have got used to it. When some one wrote to the "Circular Era," the other day, the man in gray brought the letter to this office without the least hesitation. Perhaps the most picturesque of our many nicknames is "The Pharmacackical Epoch," the handiwork of our ancient and oft-lamented friend, Lillard. Many seem to have labored under the impression that we bore some resemblance or relation to an agriculturist's skin, for communications addressed to "The Farmer's Cuticle Era," "The Pharmar Cuticle," and the like, have been frequent. We have a very poor opinion of the sneaking individual who addressed envelopes to "The Pharmaceutical Error" and "Druggist's Error," and have a gun loaded especially for him—exchanges please copy—but the gentleman who wrote to "The Druggist's Ear" evidently knew what he

was about. "The Pharmacalera" must have been written by a Spaniard, and is not entirely a misnomer; "calera" carries a pleasing suggestion of high temperature. There are a host of other names of which even Sherlock Holmes could give no satisfactory explanation. Thus, why should anyone write "The Pharmaceutical Erie" and "The Druggists' Erie"? "The National Era," another of our many names, is much nearer the truth.

TRADE AGREEMENTS AND LARGE CITIES.

Why is the most stubborn opposition to arrangements for the regulation of trade between jobbers, manufacturers and retailers always developed in the great centers of population? This is a question which has been answered in a number of ways varying with the point of view of the interpreter. Members of the trade in the inland districts have been inclined to account for it all by accusing the city business men of greater selfishness and perversity, while the latter have regarded the movement as mere bothersome interference by visionary enthusiasts. A prominent wholesaler recently dropped a remark which seems to fit the facts admirably, and is perhaps the best explanation thus far offered. He said: "No wonder the inland jobbers favor the rebate plan! It has been a Godsend to them; it has built up their business at the expense of ours." With the change of a few words, the same statement might serve to explain the attitude of the large aggressive retailers toward N. A. R. D. plans. All these arrangements and agreements are destructive of free competition, and it is precisely in the field of open competition that the large metropolitan dealer has the advantage. Competition is war, and in war one combatant loses as the other gains; both cannot win at the same time. The more redoubtable champions in the field do not welcome a cessation of hostilities, for it robs them of the advantage of superior equipment and prowess. The most successful warrior is always the most reluctant to beat his sword into a ploughshare, and the last to admit the advantages of peace. War seldom results in the greatest good to the many, but always in added strength to the powerful few; in this respect competition or commercial war is no exception. It remains for the N. W. D. A. and the N. A. R. D. to convince the Hector and Achilles of modern commercial warfare that it is possible to rise as high by occasionally withholding a blow as by treading upon the writhing bodies of fallen rivals.

Earnestness.

There are many human forces that make for accomplishment.

And the greatest of these is earnestness.

It is corner-stone and keystone, bed-rock foundation and towering walls—the whole masonry of success.

It sweeps before it all doubts and difficulties; prevails against brute strength; surpasses genius.

Enthusiasm is the fickle flash; earnestness, the steady glow.

It is that quality which shines through and glorifies the simplest deeds and plainest words.

Earnestness impresses where all else is powerless.

Earnestness proves itself and cannot be counterfeited.—Judicious Advertising.



LUMAN T. HOY, Woodstock, Ill.

Luman T. Hoy, secretary of the Illinois board of pharmacy, and a prominent druggist and politician, was born in Illinois in 1859. He lived on his father's farm until fifteen years old. In 1880, he entered a drug store in Woodstock, becoming one of the partners, the firm name being Murphy & Hoy. At the end of twelve years Mr. H. purchased Mr. Murphy's interest. Mr. Hoy has held various town and city offices, and, on March 22, 1894, he assumed the duties of secretary of the board of pharmacy. In 1876 he was married to Miss Anna A. Vandenberg of Palmyra, N. Y. Mr. and Mrs. Hoy have two sons, one of whom is employed in the treasury department at Washington, D. C., and is studying medicine, the other, who is a graduate of the Northwestern University Law Department, is practicing law in Chicago.



THE OTHER SIDE OF THE PATENT LAW QUESTION

New York, November 9, 1903.

To the Editor—In a reply to Commissioner Allen's adverse opinion respecting the proposed revision of the laws regulating the issue of patent for chemicals President Pritchard of the N. A. R. D. repeats the suggestion (*Pharmaceutical Era*, Nov 5th) that the U. S. laws be made to conform with those in Germany, i. e. that patents be issued only for the process of manufacturing a product, and not for the product itself. Now, without wishing to discuss the phenacetin matter (which for reasons which I will state below is entirely irrelevant to the question) permit me to point out what the effects of adopting Mr. Pritchard's plan would be. If A has a patent for process of manufacture and has reason to suspect that B who is making the same product, is violating the patent, he must—under the common law that a man is innocent until proven guilty—procure proof of such infringement. No easy matter, since B will

certainly do all in his power to frustrate getting proof. But supposing that after months and even years of espionage he should be so fortunate as to secure evidence which the court would recognize as conclusive, he would have the same Herculean task confronting him with C, D, E, F, G and other infringers who might be more numerous than the letters of the alphabet. Hence to adopt Mr. Pritchard's plan would be to practically deprive the luckless inventor of the fruits of his labors and would hence utterly discourage scientific chemical research.

If, however, the laws were to provide—as is the case in Germany—that the manufacturer of a product for which someone else holds a process patent must prove that his method is entirely different and does not infringe, the matter would stand entirely different. Then the process patent would afford powerful protection—much more protection than the product patent gives today, since the burden of proof would be shifted upon the alleged infringer, who would have to prove that he is not infringing.

What is the grievance complained of? That phenacetin, which is not patented in Germany, is patented here and is much higher in price. Why is phenacetin, not patented in Germany? Because the laws there provide that if a description of a chemical has appeared in public prints, the inventor of it can no longer obtain a patent therefor. In the U. S., however, a person furnishing proof that he is the inventor can within a certain time limit obtain a patent, even though an article thereon has appeared in some periodical. Hence the inventor of phenacetin, who was dilatory in his patent application in Germany, could not obtain a patent there, but could and did obtain one in this country. But, says Mr. Pritchard, if only a process patent existed for phenacetin, other methods of manufacture would be found and competition would lower its price. Granting that this is so with phenacetin, it is a very great question whether non-infringing methods of manufacture could be found for the vast majority of patented chemicals, for inventors are very careful indeed to cover all possible contingencies. Be that as it may, the clear intention of Mr. Pritchard is, or seems to be, to deprive inventors of the results of their long years of work, of that which in the principle and spirit of all patent laws is theirs—protection for a term of years.

To epitomize the above: first, to adopt the German patent laws without shifting the burden of proof to the alleged infringer would render all U. S. process patents for chemicals utterly valueless; second, to adopt also the plan that the defendant in an infringement suit must prove that his process of manufacture does not violate the patent of the plaintiff, would give the inventor much more powerful protection than he now enjoys and hence would not cure the supposed evil. What is the evil complained of? That an inventor has a monopoly on an invention for a term of years and charges what price he wills. If this is a real evil in the case of patented drugs, it is an equally just cause of complaint against the issue of patents for mechanical inventions, etc., and in this case the whole principle of patent law is wrong and ought to be abolished. Yours respectfully,
C. F. STEFEL.

Taking Discounts.

Loss of discount by letting the payment of a bill go till it is due is rank waste.

For example, our terms are one per cent twenty days net forty days. The man who takes forty days pays one per cent for use of the money twenty days, or at the rate of 18 per cent per year.

Most jobbers give a larger discount for cash than we do—some as much as 6 per cent sixty days. It is almost a crime to lose a luscious discount like that, yet it is often done by merchants of good standing.

Discount your bills even if you must borrow money from your bank—"Our Drummer."

SHOP TALK

ON SHAMS AND SHAM HUNTERS.

"I hate shams," remarked the druggist, swelling out the front of his waistcoat. "Ever since I was a small boy I have been peculiarly sensitive to anything in the shape of make-believes and fraud."

"Yes, we all are, you know," replied the C. P. tapping the showcase softly with the ends of his fingers. "There is my grandson—he is only seven years old, and has already turned sham-hunter. He has a little bantam hen. The other day he came in with flaming cheeks and a fine air of righteous indignation, because someone had slipped an artificial egg in Biddy's nest—said it was too mean for anything to fool the poor thing so."

The druggist smiled. "Oh, well!" said he, "that sort of thing—of course—"

The sage waited solemnly a moment for his friend to complete his sentence, and then continued:

"That boy is in the stage through which we all pass at one point or another in our lives. He has discovered that there is deceit and sham in the world and he feels the injustice of it. At the present moment he hates sham eggs, and takes great pride and satisfaction in doing so."

"You certainly are not going to defend fraud and deceit!" said the druggist aghast.

"Oh, no!" returned the sage drily. "I am something of a sham-hunter myself. But let me tell you that it is one of the most dangerous and least satisfactory sports on earth."

"Why dangerous?"

"Dangerous to one's self-esteem."

"But a person always feels sincere when he is out for the other thing, and that is a pleasant sensation," objected the druggist.

"My dear boy," said the C. P. with a sigh. "Sincerity is only a relative term. We have no right to go gunning for shams in others until we have thoroughly cleaned out our own little piece of woods. For every deceit we find in the other man's field, there is pretty sure to be one to offset it in our own."

"Do you mean to say that we are all equally full of shams? How about the reformers? Have not they been held in honor in all ages? What would the world do without its reformers?"

"Do you mean those who point out the weak spots or those who mend them?"

"They are the same to me," said the druggist. "The man who can see and dares to show up his neighbor's sins is the most admirable character in all history."

"Softly, softly!" said the sage. "Reformers have had a rather rough time of it until recently."

"Until recently?"

The C. P. nodded. "The world is getting old and wise, wiser than any one of us. It doesn't hate the long-haired and the strenuous who point out its foibles any longer. How long is it since they stopped burning people for telling a little piece of the truth? After that, for a while, talking reformers were in demand; they received salaries for telling men how wicked they were. Now-a-days when a wild-eyed creature mounts a box, and proceeds to lay bare the popular follies, sins and crimes, the world smiles, nods its head, ah much as to say, 'We know all about that,' and passes on. The reformer who expects to be stoned and martyred for telling the truth, is doomed to disappointment."

"Perhaps too many have gone into the business for profit," said the druggist. "Still when anyone really tries to do something there is as much opposition as ever."

"Ah!" said the sage. "That is another matter. Talking and doing are two widely different things.

Talking doesn't hurt, mighty few of those who do the talking are capable of doing anything at all. The world knows that, and, therefore, when someone comes along who tries to turn things topsy-turvy by saying things and making outrageous statements, nobody pays any attention unless there is something amusing about it. Dowie got his name in the papers because he was amusing."

"He was the biggest sham of them all."

"Perhaps," said the C. P., "but like most sham hunters, he didn't know it. That is one of the peculiarities. When people begin to hunt for shams in others, they are stone blind to their own. The public immediately turns the search light on the hunter which shows up all his defects and usually he presents a comical figure. He is commonly so far from perfect that the public refuses even to throw a brick at him."

"I was thinking of our friend Rubinstein when I spoke of shams," said the druggist. "Don't you think he will get hurt?"

"What is he doing?"

"Showing up what he considers shams and fakes in the drug business."

"How does he show them up?"

"By talking about them."

"Oh!" said the C. P. "No, he will not get hurt." "His attacks on patent medicines and the powers that be are pretty fierce."

"Very amusing," said the sage. "It is very easy to find flaws, but unless they are new or interesting flaws and who point them out are worthy of attention, nobody will take any serious notice. Besides, why should a druggist condemn utterly any one remedy when the efficacy of half the pharmacopoeia preparations are still in doubt?"

"Is it possible that you believe in patent medicines?"

"As long as the doctors fail to agree about the value of all but three or four drugs, I shall not presume to condemn."

"But the fake methods employed in exploiting some of them!" protested the druggist.

"Fake—fake!" said the C. P., rubbing his chin.

"That is another relative term, like sincerity. Those two qualities get pretty badly mixed up in competitive business. But before we begin to throw stones, let us put our own house in order. We will begin with that sign over there: 'Hair tonic—Cures—'"

"Stop!" said the druggist. "I don't care for any more of that."

"Business necessity," resumed the sage—but the druggist was already half way down the aisle.

"Just the same," said he, "Rubinstein will have trouble."

"Oh, I don't know," replied the sage. "Dowie didn't."

WEIGHING INCESSANTLY MAKES A MAN NARROW.

"Why is it that druggists in some towns are so much smaller than others in mental characteristics?" was asked of a prominent druggist the other day.

"I have asked myself that question many times," was the reply, "and I have thought out what I believe to be the solution. You know the tendency of the business is to make a man exact. In weighing out sixtieths of grains a man has to be careful or he will become the sixtieth part of a man. Now it is every man's duty to broaden out and to counteract this influence. In the cities where strong associations keep up prices, the druggists are enabled to get their noses from the grindstone and enter into broadening recrea-

love. They were free to meet and talk with other men. There is nothing broadening in weighing in minute and portions of powders and liquids and it is the duty of a druggist to rise or to turn his back on his business or profession as you choose to call it and to become a man among men."

DRUG STORE ODORS AND THE OLFATORY SENSE.

"Is living over drug stores injurious to health?" "I think not," said the proprietor of the "Deutscher Apotheke," who not only spoke good English but had spent twenty-five years of the best part of his life in residence quarters over his store.

"I have raised a family and, so far as I can see, the health of my wife and children is up to the average. I hope you don't take me for an invalid." He went on to explain.

"I don't think living over a drug store is any more injurious to one's health than living in rooms over stores in which any other kind of business is conducted. Of course, there are some cases where unusual chemical preparations are manufactured in the store and these might produce conditions causative of disease. But the smell or odor of the ordinary drugs and chemicals used for dispensing and retailing has never been found detrimental to the health of those who handle them, and my neighbors have never complained that this store was a 'nuisance.' The odor of a drug store may be unpleasant to some persons, but I have found that a large majority of those I have questioned like the smell of drugs."

"But did you ever stop to think that of all senses of man, smell is the one which is least intellectual and most purely emotional? You can't account for the impression which the composite odor of a drug store makes upon different individuals. Somebody has said that the olfactory sensibility of man is a mere relic which has outlived its principal uses, and I believe he was quite right. Comparatively few of my best customers up the avenue are able to distinguish perfumery odors to any great degree."

"But I have wandered away from the drug store 'smell.' It is hard to tell what is the most distinctive odor of the composite member of smells emanating from the average pharmacy. I can always distinguish the odor of valerianic acid above the 'din of hattle, smells kind o' like old cheese, you know, while my clerk says he can always detect an odor he describes as a 'mixture of chlorinated lime, tar camphor and rotten eggs.' I notice that whenever we have opened the bottle containing iodoform we have a persistent odor and one which makes some customers turn up their noses. Asafoetida is particularly disagreeable to some people. So is sumpul root. I made up some tincture in the back room a few days ago and one of my best customers who came in during the operation asked me if my store was properly ventilated. Said the 'odor was enough to make a well woman sick.' Distinctions between odors are only relative at best, for an odor agreeable to one person is disagreeable to another. Different circumstances may also cause the intensity of odors to vary, such as dampness, light, heat, etc. It's a big subject when you get into it."

"I talked with old Dr. — about this very question only the other day and he said that the sense of smell is a kind of anticipatory taste which guides us towards those objects which are useful for food, and strongly repels us from those which will prove injurious. In other words, agreeable scents are analogous to sweet tastes, and vice versa. After explaining the physiological mechanism of the nose the Doctor went on to say that smell is one of the senses which is most increased by strychnine and is decreased by cerebral depressants and those agents which produce changes in the nasal mucous membrane, as potassium iodide. He then naturally drifted off onto the subject of sternerutories like bloodroot, capsicum, euphorbium, pecan soap tree bark, and others that I can not now recall. He said that the 'stimulus produced

by these agents is transmitted by the nasal branches of the fifth nerve to the respiratory center, exciting the sulcus and forcing expiratory effort called sneezing,' and I agreed with him."

"No, the smell of a drug store is not disagreeable and no establishment has ever been condemned by anybody as a nuisance on this account. I do not approve of having my clerks sleep in the store and have never asked them to do so. With good ventilation a drug store is just as healthy a place as any other store and as for living over the store there's many a more unhealthy domicile. I expect to live to be an octogenarian and die, right here at home."

THE QUEST OF THE NON-REFILLABLE BOTTLE.

The old druggist was in a thoughtful mood. Always proud to claim kinship with men who had conferred dignity upon the calling of which he was a member he nevertheless did not hesitate to take a fall out of those individuals whom he believed to be "chasing vague chimeras." The statement that nearly 150 non-refillable bottles had been patented in Washington during the past two years brought him to his feet.

"I know it," he said, "and I have tried to reason it out. But you can't. These inventors are a lot of dreamers. In a small degree modern conditions and legislation may have emphasized the quest of the non-refillable bottle. But when you have the article what does it amount to? To hear some of these fellows talk one would think they had devised a process by which humanity would achieve its proudest progress and everlasting happiness. The recital of their accomplishments reminds me of the paths trod by the old alchemists in their search of the unchanging."

"Yes, I am aware that the authorities of the Patent office announce month by month and year by year new additions to the list which seems already numerous enough to supply all of the industries in which a non-refillable bottle could be used. There is something seductive in this quest, an undefinable, non-resisting power which beckons the would-be inventor on until he has invented a bottle, and then, what does his invention amount to when he has secured his letters patent? Answer me that?"

"I know an inventor who has talked so much about the mission of the non-refillable bottle that it has finally taken possession of him and he is really insane on the subject. As I think of him I sometimes wonder whence comes this aspiration to invent such a bottle. The good Book says 'if one hungers there is meat,' and if his 'soul hungers for righteousness, is there not righteousness?' I am sure there must be an answering fact to this desire on the part of the inventor. But what is it? Is there or will there ever be an ideal non-refillable bottle? Is not the visionary inventor, pardon the metaphor, 'like an infant crying in the night' for a bottle whose usefulness he must or should know will ever be at best restricted? Of course, the future with its unspeakable potencies is before him and none, perhaps, dare say that his dream will not be realized. So, I say, let him pursue his quest."

"I would suggest, however, that the inventors of non-refillable bottles organize a grand brotherhood to shape and give coherence to their individual efforts, and also to take steps to preserve the historic forms and primitive patterns of their earlier work before it is too late. By so doing they will confer a great favor upon humanity in general, and the inventor yet to come in particular. Pachelbal has said that half of the ills of humanity result from our inability to sit still in a room. Is the mind of the inventor non-refillable or is it diseased? He certainly has not acquired the habit of masterful inactivity."

A five-dollar-a-week clerk can wipe out with one fifty-dollar-a-week advertisement may have created.—Jed Scarborough, Printers' Ink



James Ready gathering seed in the Ginseng Garden at Onondaga Valley, New York.

GINSENG GARDENING.

THE first attempt to grow ginseng on a large scale has been made by the New York State Ginseng Company on a farm three miles south of Syracuse. Fully a quarter of an acre of ginseng has been planted this season and the company now has under cultivation a whole acre. A good share of the ginseng that is grown in the United States is produced from Onondaga County, there being small patches at Amber, Tully, Rose Hill and Onondaga Valley. The company is capitalized at \$100,000, the stockholders being prominent capitalists. The practical man is James Ready who has had long experience in growing ginseng. In stocking the farm wild roots obtained from the Onondaga Indians and plants obtained from small growers throughout the State, many of whose gardens were purchased entire, were used.

The method of ginseng culture is interesting in the extreme as may be seen from the accompanying illustration. It is grown underneath a lattice work which while admitting plenty of light and air keeps out the fierce rays of the sun which are fatal to the plant.

Of the original 13,000 plants set out about 8,000 bore berries this fall. These berries are nearly as large as a small pea, grow in clusters and are a bright red in color, and do not grow on plants less than three years old. When the berries are gathered they are placed in sand and are allowed to remain until the pulp decays, when the sand is sifted and the seeds extracted. The fresh seeds do not sprout for eight months. Some growers put the seed in the ground as soon as they are harvested; but the most approved way is to pack between layers of sand which is kept moist and stored in a cool place. In the following spring the seeds sprout, producing in the fall a small root two inches long which has a commercial value of from six to ten cents. The germinated seeds are worth twenty dollars a 1000. Wild roots and seeds which are yearly becoming more scarce do not demand quite as high a price. The yearlings sell for four to six cents while the seed retails at from ten dollars to fifteen dollars a thousand.

The high price paid for ginseng roots has stimulated the search for it to such an extent that the wild variety is becoming very scarce. The wild ginseng

is dark and dull in color while the cultivated variety is white and grows much larger and faster. On being transplanted to cultivated gardens the wild variety gradually bleaches out.

It has been shown that cultivated ginseng roots can be grown for one dollar a pound. At present prices this leaves a margin of profit of from five to eleven dollars per pound according to quality. Even at these prices it is claimed that it will be years before the demand in China can be supplied. The prices can decline to a considerable extent and still leave a good margin of profit. If the price declines the demand will increase, for the root will then be within the reach of the common people in China.

The popular impression that wood dirt is necessary for the growth of ginseng has been found erroneous. The soil which the New York State Ginseng Company uses is a sandy loam. In planting, the yearlings are set about three inches apart, the medium sized roots about six inches apart, while large varieties are set six inches apart in rows separated by a foot of space.

ERA COURSE IN PHARMACY.

GRADUATES FOR OCTOBER, 1903.

Matriculation No.	Name	Grade	Per Cent.
3636	John F. Briggs, Slickshinney, Pa.	.....	80
3621	Lester V. Ashton, Cor. Turner and Summer Sts., Auburn, Maine	.....	80
3568	Charles West, Opelousas St., Algiers, La.	.....	95
2944	Frank B. Davis, Pueblo, Colo.	.....	97
3747	Edroe Verrel Harrison, 218 W. Franklin St., Baltimore, Md.	.....	90
3681	Mahlon V. Boyatt, Brownstown, Ind.	.....	68
3677	Otto C. Moderow, 2458 Westworth Ave., Chicago, Ill.	.....	97
3367	Frederick Dahl, Jr., 202 Central Ave., Brooklyn, N. Y.	.....	68

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma printed on artificial parchment, with the graduate's name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.

A DREAM, TOO GOOD TO BE TRUE.

By JAMES SEYMOUR GLEGHORN,
Allegheny, Pa.

A GREAT evolution in pharmacy has at last taken place. Those that have been in the ranks through the past ages have been expecting it. They have felt as though a change would take place some time, but hardly looked for it so soon, and, now that the new era of things has dawned upon them, they can hardly believe their eyes. Even though this is the twentieth century, the greatest age the world has ever known and a time when we might expect almost anything, and nothing should surprise us, yet notwithstanding all this, it all seems too good to be true. Still it appears to be a fact that pharmacy has at last reached its proper sphere and now ranks, as it should, on an equal footing with other professions, as a purely scientific, technical pursuit. Commercial pharmacy at last has flown and scientific pharmacy is here alone.

"How strange," we say. But why strange? All things change. The law of readjustment is alone responsible for this. As for every positive there is a negative, so for every current a counter current. An absolute fixed state is nowhere to be found in nature. Everything from sun to atom is in a state of unrest. Even the air which we breathe undergoes a constant process of readjustment. Then why should we not expect a change to take place in pharmacy when we know that death alone makes life possible? In this case it has been our colleges of pharmacy which by their aid, constant toil, effort and perseverance, have made this evolution possible. It is the colleges to which we must give thanks for this, as it is they alone, we might say, which have brought about this high standard.

They have a right at least to behold the fruits of their labor in the Doctors of Pharmacy whom they have sent out to practice before the whole world. The art and science of pharmacy, scientific pharmacy, as it exists today, consists of compounding prescriptions, the selling of such appliances as are ordered by the physicians for use in the sick room, the performing of all kinds of analytical work, both quantitative and qualitative, bacteriological research, microscopical tests with accompanying photographs, X-ray examinations and complete and exhaustive chemical analysis of urine, as well as complete analysis of metals, etc. Naturally, it requires men of high technical skill and education to perform this work, but the colleges of pharmacy have taken time by the forelock, and have prepared their graduates for this very work. They felt and knew that a change was coming and now that it has arrived their alumni are prepared for it.

Pharmacists never think of working more than eight hours a day now, and they never work on Sundays, as they all attend church. Owing to the scarcity of clerks, salaries have gone skyward. Drug clerks now receive as much as the president of the steel trust or the president of the United States. A salary of five thousand a year for a drug clerk is considered very small, and it is next to impossible to secure them at that figure. If pharmacists of the past only had a way of knowing what enormous salaries are now being paid, they would come back to life and apply for positions. To them, such salaries would have seemed preposterous. Soda water, cigars and candy are now supplied through their proper channels, the department and cigar stores. All shelf bottles have been removed from public view to laboratories in the rear; patent medicines are no longer kept in stock, as this is an age of physical culture, the demand for patent nostrums having ceased.

The places usually occupied by these articles are taken up by display or wall cases where such goods as surgical appliances, bandages, sterilized cotton, lint, gauze, etc., are arranged on shelving, preferably glass, as are likewise hypodermic syringes, fever thermometers, instruments, etc., also thermometers

of all kinds, lactometers, hydrometers, alcoholometers and specific gravity beads, all in full view of the public.

People no longer think of going to a pharmacy for a hair, clothes or tooth brush, or the like or for perfumes or toilet articles. All these, with many other articles that had been sold for years by pharmacists have been turned over to the department stores. Can you help marveling at this wondrous change? The pharmacist is now the chemist to the medical profession as well as public analyst.

Pharmacy is now truly the handmaid of medicine. Every physician fully realizes that scientific medicine cannot exist without scientific pharmacy. Physicians also realize that they have not the time, in this hurrying age, to be their own pharmacists, nor do they care to be as they are fully aware that medicine and pharmacy are two distinct professions, and that they have neither the time nor the inclination to prepare and dispense medicines nor to make such chemical and microscopical examinations as their practice requires. The dispensing doctor is a thing of the past. Each and every pharmacy conducts what is known as a bureau for trained nurses. If a customer is in need of the services of a trained nurse, all he has to do is to call up the nearest pharmacy and one is supplied immediately. All prescriptions are called for and delivered, as are likewise all supplies wanted in the pharmaceutical line. All this involves no extra expense to the customer. It is done simply to accommodate the customer and at the same time advertise the pharmacy.

Women in pharmacy are a thing of the past. They have either married or quit the ranks. Colleges of pharmacy are now open to men only. Boards of pharmacy now require all applicants to be men of degrees, such as B. A. or B. S. and in addition to this, they must also wear the pharmaceutical degree of Doctor of Pharmacy, must have had at least five years' experience in a scientific pharmacy and have served not less than two years in the U. S. regular army. No minor requirements are now overlooked. The examinations are practical as well as theoretical, and those who are fortunate enough to pass are indeed capable pharmacists.

Prescriptions are never refilled unless so ordered by the physician. Counter prescribing is unknown. Physicians no longer prescribe proprietary preparations, they adhere strictly to the U. S. Pharmacopoeia. Pharmacists as a rule, have welcomed this change, as it gives them a much larger revenue. Heart-weakening and depressing coal tar products are no longer found in scientific pharmacies, as physicians have long since refused to prescribe them. People no longer resort to patent cure-alls for each and every ailment to which the human flesh is heir, but, instead, consult their doctor, who, as a rule is the very acme of integrity, and who conscientiously tells them whether they are really in need of medicine, or fresh air and physical culture. The advance in both medical and pharmaceutical science has been wonderful, in fact, a veritable revolution has taken place, and it is a godsend to the people to know that the day of self medication is past, and that the American people are bound to become a nation of giants.

What a grand realization all this would be, were it only a fact, instead of a pharmaceutical dream!

← THERAPEUTIC USE OF FRENCH CONVULVULI.

Dr. L'hospitaller (L'Union Pharmaceutique) has studied the pharmacology of the common species of Convolvulaceae indigenous in France and finds that their physiological action is very similar to that of exotic species, but less energetic. The therapeutic action in both cases is due to the presence of purgative resins present in the indigenous plants in smaller quantity than in the imported drug. Experiments upon animals showed that the native convolvuli also acted as a drastic, irritant purgative. Therapeutic use in doses of 50 to 1 gram gave very satisfactory results.

THEORY AND PRACTICE

QUESTION BOX

OIL OF ACACIA FLOWERS.

H. Walbaum (Jour. Prakt. Chem.) has studied the essential oils derived from the flowers of trees of the various species of acacia. The flowers of certain species yield a perfume known as "Cassie," and appearing in the market in the form of pomades prepared by macerating with fats, and also as solid extracts obtained by means of volatile solvents. Cassie Romaine is obtained from the flowers of *Acacia Cavenia*, while the true cassie is extracted from those of *Acacia Farnesiana*. The essential oil may be separated from the commercial products by distillation with steam and extracting the distillate with ether after saturating with salt. Dilute alkalis separates the crude oil into phenols, non-phenols and salicylic acid. The acid is probably produced by the saponification of methyl salicylate which is widely distributed in this class of plants.

VISCOSITY OF SOAP SOLUTION.

H. C. Sherman and H. Abraham (Jour. Am. Chem. Soc.) propose the viscosity of the respective soap solutions as a means of identifying various fats and fixed oils. They have determined the relative viscosity of solutions of a number of potassium soaps. The "viscosity figure" is higher in the better grades of olive oil than in the poorer qualities. The addition of other oils lowers the viscosity. The figures of olive oil and almond oil are characteristically high, but much of this viscosity may be lost on long exposure to the air at ordinary temperatures. The high figures shown by these oils are supposed to be due to the proportions of the fatty acids present and not to the presence of any peculiar constituent.

SOLUBILITY OF PICRIC ACID.

J. Bougault (Jour. Pharm. Chim.) states that picric acid is not more soluble in ether than in water. The solubility in water is about 1.2 per 100, while an equal volume of ether dissolves only 1.08 parts. The presence of water in the ether increases the amount of picric acid dissolved, ether of specific gravity, .725 dissolving 3.68 parts per 100 volumes and that of a specific gravity of .726 four parts. Solutions of picric acid in ether are entirely colorless, while those containing small quantities of water are distinctly yellow. Picric acid, therefore, serves as a convenient test for the presence of water in ether.

PURIFICATION OF IODINE.

A. Goss (Jour. Am. Chem. Soc.) finds that of the methods of purifying iodine that of Star gives the purest product. The process consists in dissolving the iodine in potassium iodide, precipitating with water and subliming the dried product. For determining the iodine the conversion of the element into zinc iodide and titrating with silver nitrate, potassium chromate being used as an indicator is recommended.

COLOR TEST FOR POTASSIUM.

L. A. Hill (Jour. Am. Chem. Soc.) has devised a colorimetric method for the determination of small quantities of potassium in water and soils. The potassium is precipitated from the solution in the usual way with chloroplatinic acid, and the precipitate reduced with stannous chloride in the presence of hydrochloric acid. One part of potassium oxide per million in the original solution gives a distinct color.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries to this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Solution of Cresols.

(L. U. L.) Pharmaceutical Formulas states that one of the best starting-parts for the preparation of solutions of cresols is the 'cresote' obtained from blast furnaces, which is rich in cresols and contains comparatively little phenols. The proportions used are: cresote, 30 parts; soft soap, 10 parts, and solution of soda (10 per cent.) 30 parts. For cresote, coal-tar oil boiling between 170 degrees C. and 230 degrees C. may be used. The ingredients are to be boiled together for an hour, then set aside to settle, when the dark fluid is drained from an oily portion floating upon the top. It is preferable to form the soap in the mixing thus: Boil together 1 gallon of crude carbolic acid (or "oils" if cheapness is required), 1 pound palm oil, 3 pounds soda ash, and 2 gallons of water for two hours, replacing water so as to maintain a volume of at least 2½ gallons. Set aside for several days and decant the clear brown syrupy fluid. Such solutions become milky when mixed with water, but when alcohol instead of water is used to dissolve the alkali water-soluble solutions are the result. These are only available for surgical purposes owing to their cost. Eucalyptus oil and similar essential oils may be added to these disinfectants with benefit so far as odor is concerned. Resin oil may be used instead of palm oil with advantage, as the resin soap is a much better emulsifier.

The following formulas have been suggested by Professor Wilbur F. Scoville:

Disinfectant Solution.

Cresylic acid	500 grams
Colophony	300 grams
Potassa	45 grams
Water, enough to make.....	1000 grams

Heat the cresylic acid and colophony together in a suitable dish until the resin is dissolved. Dissolve the potassa in 90 grams of water, add to the resin solutions and boil until the latter is completely saponified and the liquid becomes clear. Cool and add enough water to make 1000 grams.

Saponated Cresylic Acid.

Purified cresylic acid.....	500 grams
Linseed oil	350 grams
Potassa	80 grams
Water, enough to make.....	1000 grams

Dissolve the potassa in 50 grams of water, and add the linseed oil. Shake well together, then add the purified cresylic acid and shake or stir until the liquid becomes clear. Then add enough water to make 1000 grams, and strain if necessary. Prof. Scoville says the cresylic acid used for this preparation should be white or nearly colorless, and must be free from tarry matters. It may be easily prepared from the crude acid by distillation, using only that portion which comes over at temperatures between 188 and 198 degrees C. This comprises the greater portion of the volatile part of the crude acid. It



E. B. TALNTER, Carroll, Ia.

Third Vice-president, National Association of Retail Druggists.

is not necessary to use a thermometer in distilling, the colorless distillate being the portion desired. Three isomerides of the cresol exist (ortho-, meta-, para), and they are homologues of phenol and derivatives of toluene. The three isomerides are exceedingly difficult to separate; of these the meta-cresol is said to be the most powerful antiseptic.

Depilatory Powder.

(P. W. W. II) The main or active ingredient of nearly all of the preparations employed for removing hair from the body is usually a sulphide or sulphhydrate of one of the alkalies or alkaline earths, although the older depilatories were made with caustic alkalies. In using these depilatories they should be made into a thin paste with water, applied in a thin layer to the skin, allowed to remain a few minutes and then scraped off with a blunt instrument, when the hair will have softened sufficiently to remove without pain. A formula for a preparation used by surgeons for the removal of hair from the axilla and other parts of the body previous to operating follows:

Barium sulphide	2 parts
Zinc oxide	1 part
Starch, in powder	1 part

Mix and keep dry. When desired for use make a paste of it with a little water and apply to the part from which the hair is to be removed. Leave on for ten minutes, and then scrape off. This usually acts at once, but if necessary apply a second time. The hair will grow again but this is the case with all safe depilatories. Care should be taken to use only freshly made barium sulphide in the preparation.

Depilatory Paste.

Solution of soda (1 to 10)	10 parts
Sodium sulphide	8 parts
Tinctorie of citronella	1 part
Savon	1 part
Glycerin	4 parts
Lard	8 parts
Unguent butter	8 parts
Water	17 parts

Mix and make into a thin paste.

Unna's Depilatory Crayons.

Unna's depilatory crayons consist of rods of resin, mixed (by mixing together) with 10 per cent of yellow wax. They are said to act rapidly and almost painlessly in removing hair from limited areas, and we should think they might answer your purpose. The rod or crayon is covered with lard, and when used the exposed end is touched for a moment to the flame of a candle or lamp, and is applied gently to the spot from which it is desired to remove the hair. On its removal it brings the hair away with it. These are destroyed on bringing the stick again to the flame.

Hair Dye.

(J. P. S.) We do not know of any formula for an "absolutely stainless" hair dye. It is manifestly impossible to suggest a dye that will not stain however much any preparation may be claimed to be of this character. There are, however, some dyes which produce tints that do not develop quickly and the stains made by them when applied to skin, may be easily removed before the color "strikes in." Formulas for dyes of this character were given in the October 1, 1903, Era, page 541.

The most satisfactory black dye for the hair, according to many authorities, is made with silver nitrate, using pyrogallie acid or some sulphide as a mordant. Here is formula from Paschke's book on "Cosmetics."

Pyrogallie acid	10 grains
Distilled water	2 ounces
(II)	
Silver nitrate	1/2 dram
Distilled water	1/2 ounce
Stronger water of ammonia	q. s.

Dissolve the silver nitrate in the water and add the ammonia water until the precipitate first formed has been dissolved.

(III)	
Potassium iodide	1/2 ounce
Distilled water	1 ounce

Solution for removing stains.

To use: Cleanse the hair from all grease by washing it with warm water in which a little sodium carbonate has been dissolved, and dry with a towel. Apply solution No. 1 and follow in a short time with solution No. 2, avoiding as much as possible touching the skin. The dye is best applied at night. Remove any stains which may be made on the skin with No. 3. In order to avoid stains it is well to put a rubber or oilcloth covering about the shoulders, to wear gloves, and to oil the face with glycerin or fat.

A non-metallic black hair dye is the following from a foreign exchange:

Pyrogallie acid	35 parts
Citric acid	3 parts
Boro-glycerin	110 parts
Water	1000 parts

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

Liquor Ammonii Anisatus.

(Druggist) "Liquor ammonii anisatus," or anisated spirit of ammonia, is official in the German Pharmacopoeia and made by dissolving one part of oil of anise in twenty four parts of alcohol and then adding five parts of water of ammonia. It forms a clear and yellowish liquid and the G. P. directs that it should be preserved in well-closed vessels.

Black Ink for Brass Stamps.

Ordinary printers' ink thinned with olive oil or—	
Aniline black, B. S.	3 drams
Distilled water	10 drams
Wood alcohol	10 drams
Rectified spirit	10 drams
Glycerine	4 ounces

Mix and dissolve.

NEWS DEPARTMENT.

SPECIAL MEETING OF THE PROPRIETARY ASSOCIATION.

MAKES PLANS FOR KEEPING THE WASHINGTON PROMISE.—TRIPARTITE PLAN WILL BE ENFORCED.

Largest and Most Important Meeting the Association Ever Held.—At Hotel Manhattan, New York, on Sunday, Monday and Tuesday.—N. A. R. D. Representatives Admitted for First Time in Years.—Twelve Big Firms Join to Enforce Schedules on Their Goods.—They Contribute \$14,400 a Year to Organize.—Will be Joined by Other Firms.—Work Begins at Once.—New York Wholesale Jobbers' Presence at Joint Meeting Insisted Upon.—They Came and Each Promised Co-operation in Enforcing Tripartite Plan.—Manufacturers Notify Pacific Coast Cutters that Goods will be Withheld Until They Sign Schedule.—Retail Representatives Elated.—Dr. V. Mott Pierce Elected Chairman of "Washington Promise" Committee.

To keep the promise their representatives to the N. A. R. D. last month in Washington, the Proprietary Association of America met in special session at the Hotel Manhattan, Madison avenue and Forty-second street, this city, on Sunday, Monday and Tuesday of this week. The meeting was the largest held by the association in years. It was also the most important, according to the opinions of those in attendance, not only to the proprietary association but to the wholesale and retail trades as well.

The "promise" alluded to in the opening sentence, as revealed to the general delegation in attendance at the N. A. R. D. meeting at Washington, was to "do something," that is, to put into operation at once a plan or plans for remedying the cut-rate evil. Only a dozen or so of the retailers present at the Washington meeting know that that "something" meant the organization of the retailers, by a combination of at least five big manufacturers, on a price schedule for their own goods.

This week's meeting was full of meaning. It was freely admitted that under present demoralized price conditions all three branches of trade are losing tremendously; that the tripartite plan is a plan that must be followed; that its failure in the past was due to the proprietors themselves. The New York wholesale jobbers were called into conference and plainly told that their co-operation was expected; that if it was not given the manufacturers will act without them. The serial numbering plan was mentioned, but said to be impracticable. No representative of the Miles company was present.

Calling of Meeting By President Chamberlain.

When the Proprietary association of America adjourned its annual meeting in Boston in September it was subject to a call from the chair. Shortly before the N. A. R. D. meeting at Washington in October a committee of the P. A. of A. met in Buffalo. Dr. V. Mott Pierce, Harry L. Kramer, F. W. Schumacher of the Peruna Drug Mfg. Co., E. W. Grove of the Paris Medicine Co., George A. Newman of the California Fig Syrup Co., and Mahlon N. Kline of Smith, Kline & French Co., and Mr. Mitchell of the Chamberlain Medicine Co., attended the N. A. R. D. meeting. It was there in committee meeting, the promise was given.

The calling of this week's meeting was by President D. S. Chamberlain of the Chamberlain Medicine Co., Des Moines, Ia. It was kept as quiet as possible, the

Era being the only paper that learned of it in time to have a representative on the ground.

Manufacturers began arriving on Saturday. Sunday morning the lobby of the Hotel Manhattan was filled with knots of men from all over the United States discussing the one question the meeting was called to settle—price-cutting. In the afternoon a short, informal meeting was held in President Chamberlain's room. Mr. Schumacher had gone carriage riding and his voice was missed so greatly in the deliberations that they were early cut short.

By Monday morning at 10 o'clock so many had arrived that the attendance was said to represent more than that of any meeting in a long while. At that hour the first formal meeting was called, in executive session. Substitution divided attention with the real purpose of the meeting and it was not until afternoon that matters began to take shape.

The Poor Outsiders Down Stairs in the Lobby.

In the meantime curiosity was intense down stairs in the lobby. The proprietary men always meet in executive session, and "executive" with them means secret in every sense of the word, even when their deliberations are of the most perfunctory nature. But yesterday they were coming nearer and more earnestly to live issues than for many moons. So the air downstairs was oppressive with expectancy. For there were John C. Gallagher of Jersey City, and Charles Rehffuss of Philadelphia, both members of the N. A. R. D. executive committee; Colonel John R. Lowe, the prominent New Haven association man; F. E. Holliday, vice-chairman of the proprietary committee of the N. W. D. A.

Every man who chanced down from the sacred chamber was buttonholed. But information as to what was happening was scarce. "Substitution" talk seemed to comprise it all. It did develop, however, that the association had voted \$25 per capita for the N. A. R. D.

BEL-CAP-SIC CALENDAR

OFFER NOW READY

SEND FOR SAMPLE CALENDAR AND PARTICULARS

J. M. GROSVENOR & CO.

148 Pearl Street, - - - BOSTON, MASS.

information bureau. At half past one the meeting adjourned to meet again at two-thirty.

When the proprietary men visited the N. A. R. D. at Washington they were taken into committee meetings and given every privilege. No invitation had been extended to the N. A. R. D. to send delegates to the proprietary meeting. But Messrs. Gallagher and Kehl-fuss were present.

They came, not with any plans to offer, nor suggestions to make, as they explained. They were there, they plainly told the officers of the proprietary association, to see that the promise made at Washington was carried out.

But no suggestion was made to them that they come into the meeting. So, at noon, they made it plain that they desired admittance. "We are here, not begging admission, but expecting it," said Mr. Gallagher. Mr. Kehl-fuss told Mr. Schumacher that, in view of the facts they had treated the proprietary committee with every consideration at Washington, and that they now were officially representing the retail druggists' association, if they were not admitted to the proprietors' meeting the retail druggists of the country would demand to know why not. They were admitted, and Mr. Holliday went up with them.

This recognition of the demands made by Messrs. Gallagher and Kehl-fuss was a signal victory for the N. A. R. D. Similar requests—less emphatically put, however—had been made at several previous meetings of the P. A. of A. and had been refused.

Retailers Speak at the Afternoon Session.

When the session reconvened for the afternoon, both Mr. Gallagher and Mr. Kehl-fuss made short addresses. They announced pleasure that such a meeting as the present one had been called, expressed gratification at their invitation to attend, though, as they said, it was a somewhat tardy one, and assured the manufacturers that the N. A. R. D. was ready to heartily co-operate with them on any intelligent plan for the amelioration of the present conditions, providing the manufacturers showed themselves to be really in earnest. Mr. Gallagher emphasized the fact that they came with neither plans nor suggestions, but only as representatives of the N. A. R. D., to see that the promises made the N. A. R. D. by the proprietary committee at Washington were carried out.

Mahlon N. Kline and F. W. Schumacher responded, saying they were pleased to have the N. A. R. D. representatives present and assuring them that it was their firm purpose to do something at once, and that whatever they did it would be on a large scale. Mr. Holliday said the jobber was ready to co-operate. Shortly afterward a recess was taken and a few moments afterward, at four o'clock, the gavel rapped again for a meeting with the jobbers of this city, who were present by invitation, the N. A. R. D. representatives not going in this time.

By this time the deliberations had shaped themselves into something definite. Substitution is not the real, but a dependent issue, it was admitted, and lives, when it does live, largely upon cut-price conditions. The prices first was now the order.

The proprietary association—a fact little realized outside its own membership—can take no action that is binding upon its members, except legislative movements. The association's constitution prohibits interference with or regulations for any member's private business. So, any resolution that might be passed that had to do with regulations of prices would amount to nothing because the constitution rules it not to be binding upon the members. The co-operation of the proprietors must be as individuals, not as an association. This condition is made by the Trust laws, also. But the feeling that something must be done had become so general with

the members, that it was eminently proper to use all of the machinery of the association in calling them together, though any action they might take after coming must be as individuals or combinations of individuals furnishing their own funds and not accountable to nor dependent upon the association in any way. This condition contributed somewhat to the chaotic work of the early session. Individuals gradually came together and plans grew into more intelligible and intelligent form.

Nine Firms Planning to Begin Organizing.

For some weeks nine large firms, constituting a committee, the Pyruna company at their head, had been tentatively planning to organize a price schedule. It was this committee that had met in Buffalo and had gone to Washington to the N. A. R. D. meeting, and it was on this committee's deliberations and final plans for a price schedule campaign, to be waged by the companies as individuals, each in its own way—though each was to pledge a certain amount, probably \$100, monthly, to the work—that this week's meeting rested. The only thing definite that the plan reached on Monday was that the campaign would be on each of the contributing firms responsibility as individuals, but they were to co-operate, employing representatives in different sections, to allow the big retailers to fix the minimum, and to swing into line by the force of the tripartite plan any retailer who hung out. Further perfecting of the plans in fact, their adoption or rejection, was left to the Tuesday morning session.

A plan which was suggested on Monday by one of the committee was for each of the nine manufacturers to contribute \$100 monthly, for hiring representatives to organize sections. When any aggressive enterer was found who was not to be brought into line he was, if he chanced to be a department store man, to be given the representative's salary as an inducement, and, if he was a retail druggist, the tripartite screws were to be at once applied. Mr. Kline feared that the wholesalers would oppose such a plan as discriminating against the retailer and hurting the jobbers' sundry sales. The plan was not seriously entertained, however, though the \$100 contribution idea was held in the platform of the plan carried over to Tuesday.

Enter the New York Wholesale Jobbers.

It was somewhat after four o'clock when the jobbers began to appear. Alfred H. Kennedy of C. N. Crittenton & Co., had been present all day as a member of the proprietary association. Mr. Littel of R. W. Robinson & Son, was followed in by W. S. Mersereau of Schieffelin & Co., A. Bakst of Bakst Bros., Mr. Snower of Eimer & Amend, a representative of Britt, Loeffler & Co., Mr. James of Towns & James, and William P. Kitchey of Bruen, Kitchey & Co. Many of the proprietors deserted the crowded convention room then, practically the only ones remaining with the wholesalers being the officers and those not officers who were on the committee.

Several addresses were made by the proprietors. Dr. Pierce assured the wholesalers of the proprietors' love and of their pleasure at seeing them, a pleasure that was often felt, he said at seeing their checks. Mr. Schumacher gave one of his characteristic, forceful addresses, in which he minced no words. He said the retailers were now demanding that something be done, it was due them that something decisive be done at once, but not only was action due the retailers but the manufacturer was in sore need. His own firm could figure that they had lost \$175,000 in one year through price-cutting. He brought fist into palm as he asserted that if the jobber didn't co-operate they would find a way to do without his help. Mr. Kramer emphasized the need of speedy action in his pleasant, always interesting manner.

President Chamberlain, William H. Gove, E. W. Grove, Mahlon N. Kline and one or two others also spoke along lines similar to those taken by Messrs. Schumacher and Kramer.

For the wholesalers Messrs. Kennedy and Mersereau said that they were pleased at any time to co-operate in any way for the benefit of the retailer, whom they considered as their best friend, and this co-operation would be given though it should mean a loss to their firms. William P. Ritchey endorsed these views, the others not speaking.

The meeting with the wholesalers was not entirely satisfactory because of the latter's small attendance, though every firm had been invited. Some of the proprietors had urged in their addresses that a wholesale drug club be formed, and when the wholesalers present assured them that there already was such a club they asked who the president was, "Albert Plaut of Lehn & Pink," was the reply. Mr. Plaut was not present. "Who is your secretary?" was then asked. "H. D. Robbins of McKesson & Robbins." "Where is he?" The wholesalers were obliged to admit that he also was absent, and the proprietors held up their hands in mock despair. The meeting was adjourned to meet at 10 o'clock on Tuesday morning, when, it was announced, wholesalers absent at the first meeting were expected to attend, and the new plan of campaign would be taken up again. The plan was not outlined to the wholesalers at the Monday night meeting.

Addresses, Favorable to Retailers.

These addresses, highly favorable and friendly to the retailers, may be looked upon by him with intense satisfaction because they were made in secret session from which it was not expected that anything would creep into the hands of the press.

A suggestion that the local wholesalers might make this meeting the occasion for endorsing the recent action of the jobbers of the Middle States, who demanded discounts of 10 and 5 instead of the present one of eight was replied to as extremely unlikely. "This meeting is to consider price cutting," it was urged, "not discounts." Another denial of such a possibility was by Mr. Holliday who said that "the jobbers of New York don't want what they are getting now, but are giving it away."

The "Washington Promise" Becomes a Reality.

When the Tuesday morning session closed the association had accomplished work that, members enthusiastically said, was more important than any it had ever done before since its organization. The now famous "Washington Promise" was kept, and twelve big firms went into a business meeting to perfect plans for organization.

The morning meeting was called to order about ten o'clock. Messrs. Gallagher and Rehffuss of the N. A. R. D., were present. Discussions were frank and open. A suggestion that the N. A. R. D. carry out the proposed organization work themselves with the moral and financial support of the proprietors, was quickly vetoed by Mr. Gallagher, who wished it understood that it was up to the manufacturers and the N. A. R. D. expected them to "make good." He assured them that their work would be heartily supported by the retailers, however. The manufacturers' lukewarmness had defeated the tripartite plan before and had seriously hampered the heroic efforts made by the N. A. R. D. Now the latter body had trusted to the promise given at Washington that something would be done and were waiting to see the work begin.

Mr. Schumacher made a speech chock full of vigor. "We have got to keep our promise," he said. "We promised to go back to the N. A. R. D. next Summer with something done. We must go back with

something done. We are going to. Nine of us will keep our promise."

Pacific Coast Cutters Must Reform or Get No Goods.

One of the most significant events in connection with the meeting was the sending on Tuesday morning by George A. Newman, of the California Fig Syrup Co., of a telegram to his partner in San Francisco, R. E. Queen, who is general manager of the company, advising him to tell the price demoralizers on the coast that the manufacturers had decided to sell them no more goods until they signed the schedule.

President Chamberlain, when asked for a statement or expression of his ideas as to the results accomplished during the meeting, said that, as he had sedulously refrained all along from giving out anything, and had advised the same course in others, it was only proper that he should maintain that attitude. He did say, however, that there never was a time when the feeling between the manufacturers and retailers was so friendly as now and that this meeting, the most important ever held by the association, emphasized that fact.

The advantage and the sentiment were plainly with the retailer. Both Mr. Gallagher and Mr. Rehffuss are elated at the result of the meeting. So were, indeed the great majority of the wholesalers themselves. The N. A. R. D. has assurance through its representatives that the manufacturers are their friends. And this assurance has now been practically and definitely demonstrated to be true, and will be reported to the retail druggists of the United States as true.

Immediately following the adjournment of the early morning session, shortly after twelve, the "Washington Promise" committee, now increased from nine to twelve, went into session. It is believed that the number of participants in the "Washington Promise" plan will reach twenty, possibly more, in a short time. Work will be begun at once. Mr. Schumacher said that he is going away for a European trip next May, but that he is going to return in time for the next N. A. R. D. convention, which he is going to attend and where he will have results to present.

The "Trust" Bugaboo is Avoided.

The one retarding factor in the beginning by the manufacturers of the campaign now mapped out, a campaign which has been under consideration by them for months, is the "trust," or combination-in-restraint-of-trade" bugaboo. Their attorney—some of the proprietors are lawyers also—has urged them to go slow. The plan now formulated, is, therefore, one that has been born in deep thought and with every consideration to avoid possible legal embarrassment. As it stands, it apparently cannot be thus endangered.

Every move will be as individuals. There will be no written agreements. Each firm will contribute a certain amount each month toward carrying on its own work, which will be along lines to be determined by the firm itself. In cutting centers organization will be by personal representatives. In remoter sections it will be by mail, or otherwise, as may be later decided as most expedient.

Larger Retailers will Fix the Minimum Schedules.

The larger retailers will be asked to fix the minimum prices for their respective sections. This is believed to be only just, as the large retailers handle the bulk of trade. It is also a question of expediency, as the manufacturers say that the big men are the ones who realize a good business proposition such as this one is, and they can be better depended upon to keep promises. Moreover, they are harder to force into line, something that is feared would have to be done if the mistake was made as the N. A. R. D. made it when they attempted to organize New York

City three years ago, and approached the small retailers first, the big ones later. The big ones refused to join the movement, it will be remembered. But General Organizer Noel of the N. A. R. D. did not make that mistake when he came here last Spring to organize. He went first to the larger retailers, who, since the failure of three years ago, had organized the Drug Merchants' Association and were placidly keeping, without exception, a 74-cent minimum price on Peruna, and they immediately went into the plan, with their own minimum.

Dr. Noel's Schedule will be Used in this City.

The Peruna schedule was gotten up by Lee M. Evans, the local Peruna representative, who personally supervised its working. No department store eccentricity was able to disturb it but, significantly, a small retailer recently did smash it. Had the Peruna company then had the cooperation of the other manufacturers and the force of the tripartite behind it, the retailer alluded to would never have dared cut prices, the manufacturers affirm.

The schedule that was made up when Dr. Noel was here is the one that will be used in the work in New York under the "Washington Promise" plan. Peruna is there listed at 74 cents, Pinkham's at 77 cents. The range is between 73 and 77 cents on dollar articles, and from 40 cents up on 50-cent articles. Any retailer is free, in fact, is encouraged, to sell above these prices. In some sections of this city it is being done now.

"Washington Promise" Committee Left In Possession.

It was about two o'clock when the Washington Promise committee adjourned, after electing Dr. V. Mott Pierce to succeed Mr. Schumacher as chairman. Mr. Schumacher, who refused to listen to the pleading of his conferees that he accept the place again, in congratulating Dr. Pierce, told that gentleman that he would not be in his position for ——— thousand dollars a year, naming a figure that, for want of space we shall not print.

In the meantime the lobby lost, one by one, its substitution and other lobby devotees, until "the \$150,000,000 worth of medicine representation," as one member called it, had diminished toward respective homes. Messrs. Gallagher and Relfuss had gone earlier, and only a small part of the original crowd was left, including the promise committee, who were scheduled for a four o'clock meeting with the jobbers.

No Absentees Among the Jobbers This Time.

For the wholesalers' conference with the manufacturers Albert Plant of Lehn & Pink, was the first to arrive. He was soon joined by Stanley Judwin of Orlando H. Judwin, Mr. Benkenmeyer of Henry Klein & Co., E. A. Snowber of Eimer & Amend, George C. McKesson of McKesson & Robbins, W. S. Mersereau of Schiefel-foin & Co., A. H. Kennedy of C. N. Crittenton & Co., and one or two others.

Mr. Schumacher, outlined the committee's purpose to the wholesale men. Mr. Newman and most of the others also spoke. For the jobbing delegation, after some questions as to the details of the plan from Mr. Plant, every wholesaler present promised cooperation with the manufacturers in enforcing the tripartite agreement and carrying out the plan as outlined. Mr. Holliday, vice-chairman of the proprietary committee of the N. W. D. A., told some plain truths about the conditions at present existing and told the New York wholesalers that, with the manufacturers and retailers working in harmony it was for their best interests to get in line. The meeting did not close until nearly seven o'clock, and with it closed a remarkable convention. The manufacturers were so much in earnest that meals were forgotten. The session, always protracted until

away past regular meal time, did not end with adjournment, but were carried into corridors and lobbies, where, in subdued tones, the members stood in groups, punctuating their earnest conversations with excited gestures. No amusement were indulged in. Even the ordinary amenities were largely dispensed with, and it was a remarkable sight to see some who had been involved deepest in the discussions, asking, after the strain had relaxed, about the identity of other men with whom they had been in touch for three days.

Benefits Manufacturers, Wholesalers, Retailers, Public.

"The result is a benefit to all three classes of trade," said a manufacturer. "The manufacturers and jobbers will have larger sales and the retailers larger profits on each sale, while the public will be benefited by lessened substitution.

"That we can carry out the work is beyond doubt. We now have \$1,200 a month subscribed, or \$14,400 a year, and that will be increased as new manufacturers join us. If necessary we will increase the amount subscribed by each participant in the plan."

Mr. Holliday also takes this rosy view of the situation. He is highly pleased that the load he has been struggling under will no longer rest on him alone.

The firms, with two exceptions, which the Era has not learned, who form the Washington Promise committee are the Peruna, Horlick's Malted Milk, Chamberlain Medicine, Piso, California Fig Syrup, J. C. Ayer, Paris Medicine, Dr. Shoop and Alcock companies, and the World's Dispensary Medical Association.

Some Who were "Among Those Present."

Among the representatives of the various companies present were J. G. Patton, Anheuser-Busch Brewing Association, St. Louis; Charles H. Stowell, J. C. Ayer & Co., Lowell; George A. Newman, California Fig Syrup Co., San Francisco; D. S. Chamberlain, Chamberlain Medicine Co., Des Moines; J. A. Patton, Chattanooga Medicine Co., Chattanooga; Alfred H. Kennedy, Charles N. Crittenton Co., New York; Elden C. De Witt, E. C. DeWitt & Co., Chicago; William S. Douglas, Douglas Mfg. Co., New York; O. E. Fester, Foster-Milburn Co., Buffalo; J. A. Hamlin, Hamlin's Wizard Oil Co., Chicago; Mr. Horlick, Horlick's Food Co., Racine, Wis.; Herbert B. Harding, Humphreys Medicine Co., New York; Horace M. Sharp, Dr. D. Jayne & Son, Philadelphia; Clarence G. Stone, Lambert Pharmaceutical Co., New York; Joseph Leeming, Thomas Leeming & Co., and Henri Nestle, New York; W. A. Talbott, Mienjah & Co., and the P'so Co., both of Warren, Pa.; James M. Munyon and Dr. Bower, Munyon's Homeopathic Home Remedy Co., Philadelphia; E. W. Grove, Paris Medicine Co., St. Louis; F. W. Schumacher and Lee M. Evans, Peruna Drug Mfg. Co.; William H. Gove, Lydia E. Pinkham Medicine Co., Lynn, Mass.; William S. Mersereau, Schiefelfoin & Co., New York; Mr. Griffith, Scott & Bowne, New York; Henry C. Lovis, Seabury & Johnson, New York; M. N. Kline, Smith, Kline & French Co., Philadelphia; Harry L. Kramer, Stealing Remedy Co., Kramer, Ind.; Dr. V. Mott Pierce and E. C. Poass, World's Dispensary Medical Association, Buffalo. There were several others present, including representatives of the Dr. Shoop Family Medicine Co., Racine, Wis.; and the Alcock Manufacturing Co., New York.

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IF YOU BUT SELL 50 BOTTLES A YEAR

WRITE FOR MY QUOTATIONS

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NEW YORK CITY

NEW YORK AND VICINITY.

MR. KAMINSKY AGAIN.

The Shrewd Saul H., Vice-President and Salesman for the Dr. George Leininger Co., was a Member of Dr. A. P. Sawyer & Co., which His Peculiar Methods Nearly Put Out of Business.

Last Spring many druggists here and elsewhere were induced to give nice large orders for "solidified formaldehyde" to the Dr. George Leininger Chemical Co. of Chicago. In 1897 just as many, under somewhat similar circumstances, took nice, large orders from the Dr. A. P. Sawyer Co. of Chicago. They doubtless will be surprised when we inform them that Saul H. Kaminsky, the slick salesman and vice-president of the Leininger company, who they claim victimized them last spring, was a member of the Sawyer company, which he nearly ruined before he was ousted.

This information has been imparted by the Era to Charles A. Kalish, the attorney for the New York Consolidated Drug Co., the retail buying club of this city, who is also attorney for several of the formaldehyde victims, and will prove useful in defeating the suits the company has brought against the druggists for payment. First, we will relate the incidents of the later, or Leininger cases to date:

Many tales of broken promises are told by the score or so of New York druggists who were induced to buy. As told in the Era last week, several are defendants in suits brought to recover the price of the goods. Several others have already settled under threats of prosecution.

That this condition of affairs is not confined to New York is evidenced by the fact that the Adams Express Co. writes from its Chicago office that they have more than a hundred packages which were refused by druggists all over the country.

In the evidence brought out in the company's unsuccessful suits against Benjamin Kent and E. A. Neer, the Paterson druggists, it was shown that the contracts contained none of the agent's promises, and the retailer never thought of having them written in. On the bottom of each contract was a notice, in small type, that the company was not responsible for representations made by its agents, unless they were written on the original, duplicate and triplicate contract in ink and signed in ink. This notice was in no instance called to the retailers' attention by the agent.

At the trial of the Kent and Neer cases, the defendants amazed the physicians whose cards the agents presented, who disclaimed any knowledge of the affair. The judge held that the proviso absolving the company from liability for agents' promises unless they were written into the contract and signed, did not absolve the company, and that the transactions smacked so much of fraud that the whole contract was vitiated. That the company does not intend to carry the suits higher is shown in a letter from their attorneys to Mr. Neer, asking him to set the formaldehyde in his possession aside so they might check it off and "close the incident."

H. O. Ryerson of Newton, N. J., is also scheduled for a suit. The New York druggists were put in touch with Paterson affairs by a letter to Oscar G. Kalish, druggist at Twenty-third street and Fourth avenue, and brother of the attorney, from Mr. Kent. This best describes the methods of the agents: "Several druggists here have been victimized," he wrote, "by agents of

the Leininger Chemical Co. The agent called on druggists and presented various physicians' cards and said they would use the article; also that they had a score of canvassers nearby, skilled physicians, who called on doctors at regular short intervals. We now find this card scheme was a take. We do not see one of the canvassers who were to follow one another like beads on a necklace, and no mailing matter has reached the doctors. We are now threatened with a suit for our bills and we propose to show the company up."

Mr. Kalish had felt very badly at being taken in, as he prides himself on being too astute for that sort of thing. This letter from Mr. Kent, however, and the revelation by J. Jungman that he, also, was a victim, made Mr. Kalish feel better. Just as soon as it became known by others "in hiding" that they were not alone in their shame, sad heads began to pop out. The Bolton Drug Co. of Brooklyn, William B. Riker & Sons Co., F. K. James, Fred Trau & Co., George Gregorius, C. E. Vetter, Mrs. Josephine Dorn, the Sultan pharmacy, William Wilson and Klein & Feldman are a few who appeared. The "flyers" in formaldehyde amounted to sums ranging from \$100 to \$1,000. H. M. O'Neil is also said to have taken an agency.

Mr. Bolton, under threat of suit, settled his bill of about \$1,000 for about \$300. Mr. Jungman said: "The scheme is one like we are approached with every week and is fair enough when the representations made are carried out. But in this case the whole affair was very evidently a swindle. They unloaded their goods as rapidly as possible, making no attempt to keep promises. I have engaged a lawyer, and, though it would be cheaper to pay the \$200 and settle, I will fight."

In Mr. Jungman's case, as in several others, the plausible salesman, who in most cases was Saul H. Kaminsky, vice-president of the company, turned in several orders from physicians as an extra inducement in selling the territory that he tried right afterward to re-prepare to every one of Mr. Jungman's competitors. The physicians refused to pay for the "orders."

Mr. James, after repeated calls for that "score of canvassers," got one, and, in this manner managed to dispose of about a third of his load. Mr. Wilson settled, it is reported. Mrs. Dorn paid full value, \$100, and is now going to bring suit to recover her money. The others who have not already paid, will not, unless the suits go against them. But several of the druggists have been approached by the company, who, it is said, are now ready to take back all goods. Just how many undertakers were induced to take orders is not known, though in Mr. James' "territory," a couple were sold direct.

Dr. George Leininger is president and treasurer of the company, which is headquartered at 707 North Wood street, Chicago. Besides Vice-President Kaminsky, the other officers are P. J. Ellert, secretary, and Louis Kaminsky, general manager.

New, something about the Dr. A. P. Sawyer Medicine Co. When Mr. Kalish, the druggist, was told on

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Where there is a baby, there should be an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

You can sell many of them if you let us supply you with free literature with your name. Address,
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Saturday by an Era representative of Kaminsky's having been connected with the Sawyer company, he was astonished. "Why I've got a lot of their stuff on my shelves now," he said. "Never could get rid of it. They were to send through the jobbers, but the jobbers refused to handle it, and I got it direct. This certainly means the defeat of the present Leininger suits. Its another score for the Era."

The attention of the Era was called to Kaminsky's methods and the Sawyer company in November, 1897, by the following letter:

As you take great interest in exposing frauds I think I can put you on to a good one. I enclose an advertisement of Dr. Sawyer. Their full name and address is as follows: The Dr. A. P. Sawyer Medicine Co., 121 South Clinton street, Chicago, Ill. They sent a man around to sell goods, offering great inducements and many promises, and the affidavits which they presented I find are bogus. McKesson & Robbins have had dealings with them, and I think you could get a good many points from them. They stuck me for \$126 worth of goods, which I have had for the last 60 days without selling a dollar's worth, simply because they did not carry out their agreement. I have written to them and they seem to pay no attention to the fact that I have not sold any of their goods and threaten to sue for the amount. I am at a loss to know what to do. Could you advise me? Trusting I may hear from you at an early date, I remain, Very respectfully,

W. S. ROCKEY.

Mr. Rockey was only one of many. Victims now who were victims then are William Wilson and Mrs. Dorn. Then, as now, they approached the largest retailers, promised gilt-edged advertising, reserved for him a "territory," and insisted on large orders only. The contract then as now was in triplicate, with this note at the bottom:

There is no agreement aside from this order. All special promises are specified either on the face or back of this order. I have a correct copy of this order, and all special promises or agreements are made upon the face or back of this order written in ink by your salesman. Sign here:.....

The Leininger company's contract clause is different only in form. In design, evidently, it is identical with that of the Sawyer company.

The Era's expose of Kaminsky's methods brought the Sawyer company disaster. He enjoyed and threatened this journal, but unavailingly. Later, in 1899, Kaminsky asked that a receiver be appointed, stating that he was a stockholder, owning 520 shares. He alleged numerous irregularities in the conduct of the business. He sued for \$1,000 for wages due. A receiver was appointed, but Kaminsky was outdone and fled out.

The retail druggist should keep a file of the Era as a directory of these doubtful little affairs.

MANY QUAFF DEEP SALAMANDERS.

Lifelong regret is the portion of those who did not attend the "Kommerz" of the German Apothecaries' Society on last Thursday night, unanimously pronounced the most successful of many good ones. Salamander followed salamander, along with the Wurzburger flowed speech and song, a fine collation was mixed in and Friday had been long born before the assemblage broke up.

There were eighty five at Allaire's, in the lodge hall. Drs. Kudlich, Julius Hoffman, Brunner and von Ramdohr, guests of honor were welcomed heartily by President Henry Imhof, Salamander. Very successful, "Sol Wiedler Gut," sung by Emil Roller, melody of Schunkel Waltz, sung by assemblage. Applause. Mr. Imhof dwells on connection between druggists, doctors and patients. Salamander, patients feeling better. Mr. Imhof's baritone solo, an air from "The Magic Flute" was followed, after encore by the "Rahne Song" Med-

icine, music and pharmacy were toasted together after Oscar Krause's explanations why they should be considered as arts. Salamander. This time by Dr. Hoffmann, to be drunk by the doctors to the society. "The Seat of Intelligence" was scientifically located by August Sippel of Newark. Mr. Lyons gave a humorous recitation. Michelli, a Signor favorite with pharmacists sang twice. "Tears be With You," was a humorous English recitation by Paul Arndt. Collation and salamander to landlord Allaire. To the tune of "Coppersmith," Mr. Imhof's song, "Shadow Pictures of Pharmacy," was sung. Then Mr. Imhof was forced to confess himself the author, and was cheered. "In a Deep Cellar" was sung by Helm. "Orpheus," a recitation by Arthur Schulz, was followed by Oscar Krause's speech in praise of women. Salamander. Three "hoops" for women. Paul Arndt played the Bandolonia while all voices sang "Moritath." Then came Mr. Arndt's encore, "The Last Rose of Summer." Michelli sang alone and with Sullivan. Every sang. Salamander. This time to Otto Alexander, now in Champlain, this State. Dr. von Ramdohr sang "The Three Little Pies" and Charles Klauen gave a humorous recitation in the Tyrolean dialect. Emil Roller presented an enlarged photograph, framed, of the society. At no Kommerz had there ever been such entertainment, such feasting and such fun. To S. V. B. Swann, who now plans the Society's good times, many words of praise were given for his first "Kommerz."

At the business meeting earlier in the evening Felix Hirsman called attention to the importance of the recent Roth vs. Amernum and Behrens decision, which was given in the Era on October 29. Messrs. Krause and Sidney Fauser said that neither pharmacist nor physician can be compelled to act in accident cases. Mr. Hirsman reported as delegate to the N. A. B. D. Mr. Swann turned over the surplus left from the outing to the treasurer with all formality. It amounted to seven-cent pennies. Emil Roller said that a general conference of committees from the local societies would take place this week, at which the proposed new druggists' co-operative fire insurance company will be discussed. Alexander Tsheppe, J. A. Roeder and A. J. Lehmann, the latter as associate, were elected new members. William J. Koch and H. H. Blohmeier were proposed.

NEW YORK COLLEGE AT WORLD'S FAIR.

The New York College of Pharmacy will probably have an exhibit at the St. Louis World's Fair next summer. The invitation by the fair authorities is looked upon favorably by the faculty, and, it is believed, by most of the trustees, who decide the question at their regular meeting this week. Probably four departments will send work, the various displays being fashioned by the students along toward the end of the winter term. The college has never before made such an exhibit. Members of the faculty believe the effect upon the public will be valuable, at least in bringing it to realize that there does exist such a thing as colleges of pharmacy and depicting to it some of the alchemic mysteries in which they delve.

SYRACUSE DRUGGISTS DRAFT COCAINE BILL.

The Syracuse D. A. on Friday night endorsed a newly-drafted bill, prohibiting the sale of cocaine or any of the many other remedies which contain that drug except upon the prescription of the physician. This action is radical and the outcome will be noted with great interest. The bill will be sent to the State association for endorsement. It was drafted by a committee appointed a month ago by the S. D. A., consisting of

W. B. Bissell, E. S. Dawson, Jr., and William Muench. Sunday closing of drug stores was discussed but no action was taken. Arrangements were made for a banquet and reception at the Empire to-day.

MADE MISTAKE IN CHARGING EXTORTION.

A curious series of surprises were exchanged recently by James Sullivan, a young lawyer, and H. Greenbaum, Jr., son of L. Greenbaum, druggist at 2227 Third avenue. Mr. Sullivan, who is connected with Steiner & Peterson, counsel for the eastern branch of the board of pharmacy, was sent to serve summons on the elder Greenbaum of civil action for two violations of the pharmacy law.

"I represent my father," said young Mr. Greenbaum, who was alone, "Can't I fix it?" "Certainly," said Mr. Sullivan, who upon Mr. Greenbaum's request, also accepted \$50, the amount of the actions. Then he was told to wait for a moment. Mr. Greenbaum went to the back room and called a policeman. When the latter arrived Mr. Greenbaum insisted upon Mr. Sullivan's arrest, charging extortion. As this was a felony Mr. Sullivan was arrested.

"Are you not a lawyer?" asked Magistrate Crane?

"Yes sir, and I demand to know what I am here for."

Mr. Greenbaum made his charge of extortion in writing, whereupon the Magistrate discharged the lawyer, saying his arrest was an outrage. Mr. Sullivan, very angry, is now going after Mr. Greenbaum for false arrest.

In civil actions, the person serving the summons may legally collect the penalty, giving a receipt for it.

TWENTY-SEVEN PASS IN NEW JERSEY.

At the October examination by the New Jersey board of pharmacy these were successful: Registered pharmacists—Samuel D. Bickel, Atlantic City; John Joseph Buckley, Perth Amboy; Joseph R. Brown, Gloucester; Samuel Burstein, Newark; Parker George Clark, Atlantic City; John Dilks, Pitman; David Dunlop, Newark; Jacob Hagin, Elizabeth; William Hornblower, Jersey City; William Kimpel, Jersey City; Charles Dawson Kerr, Newark; William Joseph Lee, Jersey City; Edward Lockman, Jersey City; William O. Luttmann, New York; Paul N. Litchfield, Camden; James Campbell Mackey, Paterson; Henry Francis Nielsen, New York; Edgar H. Patterson, Madison; Phillip Pearlstein, Hoboken; James Franklin Paisley, Hoboken; John C. Prosch, Newark; William E. B. Watson, Trenton. Registered assistants—Charles R. Garrabrant, Paterson; Samuel Jacobs, Paterson; Jacob Lesser, Newark; Ernest E. Onsted, Newton; Margaret Marie Quinn, Newark.

NEW YORK NOTES.

—John P. Evers, druggist at One Hundred and Twenty-fourth street and Lexington avenue, was defendant jointly with the U. S. Guaranty Co. in an excise suit brought by State Excise Commissioner Cullinan. The ruling of Justice Greenbaum was the same as that made by him in the case of E. D. Paxson & Co., as given in the Era recently, that is that the bond of \$500 was forfeited. The charge was selling brandy without a physician's prescription. There are many similar cases to come up, not only in Greater New York but throughout the State.

—There is a strong sentiment in the Manhattan Ph. A. toward changing headquarters from the college of pharmacy to Allaire's, Third avenue below Eighteenth street, where the German Apothecaries' Society meets. If so, the meetings will likely take on a more Bohemian



ISAAC C. CHAPMAN, Newburgh, N. Y.

Recently Mr. Chapman received the congratulations of his many friends upon the fact that he had reached the age of three score and ten. But he does not "look the part." For fifty-five years out of the seventy Mr. Chapman has dealt in drugs. His is a wholesale jobbing business. A noteworthy incident in connection with Mr. Chapman's lifelong residence in Newburgh is this: The Rev. Dr. F. B. Savage was pastor of Union Church for twenty-five years, and Mr. Chapman never missed hearing one of Dr. Savage's sermons. Of course Mr. Chapman has begun with the same steadiness and regularity to listen to the discourses of Dr. Savage's successor.

less routine look, and likelihood is that attendance will pick up. Allaire's is famous as a gathering place for good-fellowship organizations, and rent is free.

—In giving his verdict the judge in a recent board of pharmacy prosecution case began by elaborating on the fact that he was a regular customer of the druggist defendant, in whose honesty and capability he had the utmost confidence. The plaintiff and attorney reconciled themselves to defeat when they were thunderstruck by hearing a fine of \$25 and costs imposed.

—Dr. Hans Goldschmidt of Essen, Germany, will lecture tomorrow evening in Havemeyer Hall, Columbia University, under the auspices of the Columbia University chemical society. His lecture will be illustrated with experiments upon aluminum-thermics, or the production of high temperatures by burning aluminum, of which method he is the inventor.

—Eastern branch board of pharmacy reconsidered appointment of Dr. E. G. Rave as inspector at Hicksville. Action prompted largely by feeling that, as unpaid representative, Dr. Rave would not be properly amenable to authority and that they could not with propriety direct his work as in the case of an employee.

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO. - - Boston

—Dr. George Ferguson, chemist Eastern branch, board of pharmacy has begun examination of about 300 samples recently gathered. So far fifty per cent. of the lot have been found below standard and about twenty prescriptions have turned up.

—F. M. Smith, president of the Pacific Coast Borax Co., has entered his steam yacht *Hauoli* in the contest for the Lystrastra Cup. Mr. Smith is a member of the New York Yacht Club.

—Hefley Drug Co., successors S. I. Vanderbeek at Islip, L. I., and Mr. Vanderbeek, it is reported, has purchased one of Benjamin Kent's lag drug stores at Patterson, N. J.

—Aubrey H. Weightman, of the laboratory staff of Powers & Weightman, Philadelphia, and Miss Fanny Cummins Cox, were married recently in Plainfield, N. J.

—Max Goldbaum has sold to Alfred Timon at 59 East Third Street and will open a store at One Hundred and Twelfth street and Lexington avenue.

—Edgar J. Lauer, brother of the late Monroe W. Lauer, has assumed the duties of secretary and treasurer of Magnus & Lauer, Inc.

—A. Katzman, who recently failed in Second avenue is now practicing medicine at 237 East Eleventh street.

—Louis Manulkin will open a new store at 165 McKibben street, Brooklyn.

—Herman Olney has bought out F. W. Hesse of Freeport, L. I.

'ROUND ABOUT BUFFALO.

—E. A. Kingston, a prominent Cold Springs druggist, is about to change his location to larger quarters. About December 10 Mr. Kingston will move into the splendid new building just across the street from his present location. The new store is 75 feet deep and 32 feet wide. It has a handsome steel ceiling and solid mahogany fixtures, with gold plated trimmings, and French and German plate glass mirrors. The interior is to be illuminated by 50 incandescent lamps and 6 arc lights.

—At the annual meeting of the senior class of pharmacy at the U. of B. the following officers were elected for the ensuing year: President, C. E. Freeman; vice-president, F. M. MacMurray; secretary, Miss M. Kelly; treasurer, Otto McKee; poet, J. L. Sherlock; prophet, G. J. Coston; marshal, W. R. Horton; Iris representatives, R. B. Jones and G. D. Hull; historian, C. E. Turner.

—George A. Lawrence, who for the last 13 years has conducted a pharmacy at 1657 Main street, has sold to Herbert M. Anthony. M. Anthony is a nephew of the late A. C. Anthony, the Seneca street druggist. Mr. Lawrence was compelled to leave the retail business owing to failing health. He will be seen hereafter as a knight of the grip.

—Charles Stoddart of Stoddart Bros., is suffering from an affection of the throat and has gone to the mountains of North Carolina to effect a cure and to rest from arduous work.

MAY 1st, 1902, ERA WANTED.

We will pay fifteen cents for a copy of the May 1st, 1902, *Pharmaceutical Era* delivered at this office. The *Pharmaceutical Era*, No. 8 Spruce St., New York.

NEW ENGLAND.

ARRESTED FOR PRESCRIBING.

Drug Clerk Higgins's Attorney Claims He Cannot be Pronounced Guilty, Even After He has Confessed, Unless Man Prescribed for is Produced.

New Haven, Conn., November 10.—There is great excitement among the druggists here over the arrest of Eugene J. Higgins, a prominent drug clerk, on the charge of violation of the medical laws.

The arrest was caused several days ago by the death of William Winnell, who, it is alleged, was doctored by Higgins. Higgins was a boarder with Mr. and Mrs. Winnell. Recently Winnell and his wife separated and Winnell went to live in another part of the city. Higgins still continued to board with Mrs. Winnell.

On the night that Winnell was first taken ill, according to the charges, he called in Higgins. According to the testimony in the police court, Higgins gave him a dose of medicine prepared by himself in a local drug store. He also watched with the man that night and the next morning advised the calling of a physician. The next evening a doctor was called in who ordered the man sent to the hospital, but he died before reaching there. The body was embalmed. The medical examiner gave the cause of death as pneumonia.

In court the State introduced in evidence several prescriptions from the Union pharmacy alleged to have been made out by Higgins. One man, a brakeman, whom it was said Higgins prescribed for, left the State when the clerk was arrested. Evidence was introduced to show that Higgins has confessed to writing prescriptions.

Attorney Goodhart claimed that the confessions Higgins is said to have made and the prescriptions themselves prove nothing if the man prescribed for can not be produced. The judge reserved his decision.

ALL'S WELL THAT ENDS WELL.

Boston, November 10.—William H. Gove, president of the Lydia Pinkham Company in Lynn, just elected a representative to the General Court of Massachusetts, representing Essex County, ran up against one unlooked for obstacle in his campaign. It appears that the Times, Los Angeles, Cal., is on the "unfair" list of the Typographical Union. As the Lydia Pinkham Company was running an advertisement in that paper, the Los Angeles Union communicated with the unions in Lynn and Salem and warned the men not to vote for Mr. Gove. He received several letters rather threatening in character, although he paid little attention to them. It was shown, however, that all Pinkham advertising is placed through a regular advertising company whose contract with the Los Angeles Times long ago expired, though the paper seems to have carried along the advertisement on its own responsibility. This pleased Mr. Gove in a better light, from the union's view point, and the "embargo" against him as a candidate was removed. He received a very flattering vote.

THE BAY STATE.

Green's Worcester drug store received good advertising through the police. In one of the windows there was arranged an exhibition by the Son Sen company. A pretty young woman dressed in Japanese style, resembling the Son Sen trademark pictures, was the chief part of the exhibition. Only the upper part of the young woman's body was to be seen, and this apparently

rested on a stand the supports of which were plainly visible, making her look like a half woman. The display attracted immense crowds and the police ordered the exhibit stopped and the curtains drawn. Naturally, the druggist was loth to do this, but the police claimed the right to enforce the city ordinance against obstruction of the sidewalk.

—A former Eastern drug clerk, Ralph S. Shumway, who was employed in various stores in Webster, Worcester and Providence, R. I., followed Horace Greeley's advice to young men. Recent letters show that he has prospered. He first lived in Los Angeles, where he was married. He next was given the position of manager of a big drug business in Nogales, Ariz., and there he received the appointment as army surgeon for that State, a position which he still holds in connection with his drug duties. He and two or three friends invested some money in a property near Nogales and experts have recently discovered that it contains gold.

—Trouble appears to have broken out again in Lawrence, regarding the way the municipal pharmacy is conducted. The experiment has been watched carefully, ever since the city established its own place taking the business from the drug stores. It is said that the pharmacy costs \$4,000, whereas for four years previous to that, the cost where regular drug stores filled the prescriptions was about \$3,000 a year.

—Seth C. Clark, dealer in patent medicines in Melrose, has filed in Boston a voluntary petition in bankruptcy. He has debts amounting to \$14,285 and no assets. Most of the claim against him are unsecured. The largest individual ones are those of the H. B. Humphrey Company, the advertising agents, Boston, \$6,106, and Lewis N. Cushman, Boston, printers and publishers, \$3,400.

—Henry Adams, a Springfield druggist, is just back from a three weeks camping and hunting trip in the woods of Maine. His son accompanied Mr. Adams. They covered the country in and around Moosehead and Caribou lakes. They paddled in canoes considerably more than a hundred miles, besides tramping many miles.

—Charles F. Stahl, the Boston Egyptian gum drops manufacturer, has had his business incorporated as a stock company, the C. F. Stahl Confectionery Co., with its capital stock of \$50,000. Mr. Stahl is president and his cousin, Ernest A. Geisser, is manager and treasurer.

—The Lenox pharmacy, Springfield, has gone into the hands of a keeper, placed there pending a settlement of its affairs, the condition of which appears to be somewhat uncertain. Two young druggists from Holyoke recently have been conducting the store.

—Among Boston's representatives to the General Court, elected last week, were Frank E. Gaylord, Republican, apothecary at 1521 Washington street, and Arthur L. Gavin, whose drug store is in East Cottage street. Both received flattering votes.

—A. J. Brunell, a Fall River druggist, is the owner of a trotting horse which is winning fame at the Riverside Trotting Park races. He owns two fast horses, in fact, which are expected to make notable records for themselves.

—E. S. Anthony Company, the wholesale drug-house in Fall River, has become incorporated with M. M. Hathaway as president and L. R. Darling as treasurer, manager and clerk. The capital stock, \$30,000, as all been paid in.

—Daniel M. O'Brien, druggist in Rockland, charged with violating the liquor laws, at first pleaded not guilty, and afterward retracted and pleaded guilty, paying a fine of \$65.

—Liquor inspectors raided the Centre street drug store in Brockton. Charles H. Iris, in charge, received a summons to appear in court to respond to a charge of selling liquor.

—Clarence Hatlaway of Smith & Hathaway, Middleboro, is just able to be out and about again and to attend to business, after a very severe attack of appendicitis.

—Gorham N. Winlow, druggist of Hollbrook, has voluntarily filed a petition in bankruptcy. He has liabilities of almost \$2,500 and no visible assets.

—A new store is being made in the block of Caskin & O'Connell, Danvers, to accommodate George B. Moulton's drug store.

—At Fall River, Arthur Talbot, clerk at Normand's drug store was fined \$50 for illegal liquor selling. Talbot appealed.

RHODE ISLAND.

—There is a time and a place for everything. A former speaker of the Rhode Island house of representatives sought to impress this truth on a Providence druggist by slapping the latter's face at East Greenwich on election day. The druggist, W. R. Greene, is said to have approached the lawyer, who was a candidate for election to the General Assembly, at the polling place at East Greenwich for the purpose of collecting a bill. The lawyer slapped the druggist's face and is said to have told him that election day, a legal holiday in Rhode Island, was no day on which to collect bills. A lawsuit is said to be coming.

—The controversy between the Handy Drug Co. and another department store in Providence has been adjusted. The octopus wins, of course, in so far as it is to secure peaceable possession of the premises occupied by the smaller concern. Report has it, however, that the drug company got its price and, although relinquishing the field, is practically the victor.

—One of the big department stores in Providence which has an extensive drug department is making the regular dealers hustle because of its price-cutting on certain lines. The retailers are up in arms but seem to be helpless.

—Gilbert R. Parker, President of the R. I. Ph A. was elected a member of the Providence board of aldermen at the city election last week.

DON'T USE DUMMY DISPLAY CIGAR BOXES.

The internal revenue department advises that dummy cigar boxes, intended for display use are, while not prohibited by law, very "objectionable because they are made in the similitude of the genuine boxes" and internal-revenue officers in order to satisfy themselves that the law prohibiting packing of cigars in boxes without proper labeling and stamping is not being violated, "will be justified in opening and examining every such box whenever found. This will cause the dealers great annoyance in having their displays disturbed and the boxes opened, and for this reason their use should be discouraged."

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

313 West Street

NEW YORK



G. T. MANKIN, Falls Church, Va.
President Virginia Ph. A.

THE SOUTH.

GOOD TRIPARTITE POLICING.

Baltimore Association Hired Detectives to Watch Suspects, Thus Getting Desired Evidence—
Trading Stamps.

Baltimore, November 10.—The Baltimore R. D. A., closely affiliated with the N. A. R. D., exhibits energy, in having during the last few months proceeded against several of the local houses for violations of the tripartite agreement and compelled them to make terms; it is after other game. It was recently brought to the attention of the association that several cutters were getting goods. Detectives were employed to make an investigation. Steamboat piers and railroad stations were closely watched, with the result that evidence of a positive kind has been secured against three concerns, while several others are under surveillance. The manufacturers are apparently innocent of all duplicity. They had shipped the goods to dealers on the fair list, by whom they were sent to places in this city, usually by boat. The packages were timed to arrive on the wharf just before the vessel left, and were at once taken away on the steamer's arrival here. The detectives, however, were on hand bright and early.

In one instance a detective was stationed in front of a suspect's place of business. During the three weeks the vigil lasted not half a dozen parcels left the store, showing clearly that the owner knew he was being watched. All sorts of obstacles were put in the detective's way. The policeman on the boat was induced to try intimidation, but John G. Beck, on behalf of the association, soon stopped this by bringing charges of dereliction of duty against the officer.

One other matter the association has taken hold of is trading stamps. A Lexington street druggist still gives stamps, and others have declared that if he is per-

mitted to do so, they will follow suit. The matter will come up for consideration at a meeting of the executive committee next Tuesday.

AROUND THE GREAT LAKES.

AT N. A. R. D. HEADQUARTERS.

Chicago, November 10.—A "Collection Department" is a new addition to the forces at N. A. R. D. headquarters announced this week in the "Notes." The departments' duty will be to supervise through the active aid of officers of local association the collection of the 1883 dues which still remain unpaid and to promptly begin the collection of the 1894 dues as soon as they mature. The first general instruction to local officers are as follows: "Hereafter the names of all druggists who pay their dues should accompany your remittance to National Headquarters."

Additional donations to the N. A. R. D. funds since the Washington convention and not previously mentioned in the Era are: The Vapo-Cresolene Co., \$250; The Chamberlain Medicine Co., \$500; Allcock Mfg. Co., \$1,000; Phenyo-Caffein Co., \$50; Freeman Perfume Co., \$25.00; St. Joseph County (Ind.) R. D. A., \$10.00; Holden Drug Co., Stockton Drug Co., J. E. Oliver, H. McComas, J. B. Freitas, J. A. Patterson, all of Stockton, Cal., each \$5.00; Central Drug Co., Lion Drug Co., J. D. Gray, also of Stockton, Cal., each \$2.50; making \$37.00 from the San Joaquin County Association. Before the convention N. B. Eccleston, Oxford, N. Y., contributed \$5.00. In the cash donations previously reported "Henry Robb, address unknown," was credited with \$5.00. This donation has been identified as from Henry Ranch, Minneapolis, Minn., a delegate from the Minnesota Ph. A.

In the resolution adopted by the Washington Convention thanking the proprietors present for their attendance and the spirit of co-operation and good-will manifested by them in the cause of better trade conditions, the name of George A. Newman, representing the California Fire Syrup Co., was omitted. This was a clerical error, as Mr. Newman was present and joined heartily in the splendid assurances of loyalty and support that were given by the proprietary men to plans which have for their aim the advancement of the mutual interests.

CHICAGO RETAILERS WIN EXPRESS ARGUMENT.

Chicago, November 10.—Some time ago the express companies refused longer to pay their agents fifteen per cent. commission on orders taken for moving baggage, reducing the commission to six cents an order. The C. R. D. A. decided that they would not stand this, and appointed a committee consisting of Secretary Kellett, and Messrs. Light and Quailes to take the matter up. So successful were they that the old rate of fifteen per cent. has been reinstated and the companies also agree to pay ten per cent. commission on any business. Not only this, but the express companies have been induced to dispense with all other agents such as cigar stands, barber shops, etc.

INDIANS THOUGHT DRUGGIST FORDHAM "THE DEVIL."

Grand Rapids, Mich., November 10.—W. W. Fordham, a druggist of Elmira, and well known in northern Michigan, has just completed a journey of 2,400 miles from this State to Spokane, Wash., in an 8-horse-power automobile. He used 287 gallons of gasoline, at an expense of \$70.81, the first supply being purchased at

14 cents a gallon, and later in Montana he paid 50 cents.

Mr. Fordham had an interesting time. He crossed the Powder river on a railroad bridge and went jolting over the ties just in time to miss being scooped by a fast train. In crossing the Crow and Flathead reservations the beaded and painted redskins thought him the devil himself returned to make it hot for them for some of their depredations against the whites. At sight of him, gliding along in the benzine buggy, the "Injuns" took to the tall timber.

ILLINOIS.

—The post office officials are anxious to ascertain the whereabouts of Gus Oncay, a pharmacist formerly employed by T. F. Cannon, 190 North Clark street, Chicago. Oncay, it is said, worked at the drug store only a few days, but long enough to become acquainted with the method of issuing money orders. It is claimed that he filled out blank money orders in amounts ranging from \$50 to \$150 and cashed in the aggregate nearly \$500 from friends and acquaintances about town. All efforts to locate him by the government detectives have failed. He is known to have a wife and two children in the city.

—The twelfth district druggists met at Shoenhofen's hall on Milwaukee and Ashland avenues, Chicago, on November 3. Regular monthly meetings will be held in the future. A committee of six was appointed to look after the druggists in the district who have ratcheting proclivities. The following officers were elected: President, B. A. C. Hoelzer; first vice-president, Ernest J. Heis; second vice-president, Frank E. Falkenburg; secretary W. L. Haussman; treasurer, Thorvald Mygdal.

—On Monday of last week Judge Kohlsaat confirmed the 40 per cent. composition offer of Lord, Owen & Co., 20 per cent. of which had already been paid. At that time objections to the compositions had been filed by certain creditors but were not brought to the notice of the court, and on Wednesday Judge Kohlsaat revoked the confirmation and referred the matter to Referee Eastman.

—Officers of the C. R. D. A. think the prospects good for the adoption of a flat schedule on proprietaries the city over in the not distant future. They say that all but one of the big State street stores maintain a Barkis-like attitude regarding the matter, and all that is needed to make the movement a success is the conversion of the single exception.

—That nickel-in-the-slot, music-producing, full-value-for-the-money giving machine, which caused George H. Mayr so much trouble at the hands of the police, turned out to be all right. It was "pulled," but the court decided that the thing was innocuous, and the minions of the law had to cart it back and set it up in good order again.

—Continued fine weather for this season of the year makes the local trade very quiet. Collections are fair except from the manufacturing trades using chemicals. This is attributed in many instances to losses sustained through strikes.

—Allen G. Griggs has sold his interest in the Griggs Drug Company at Ottawa, to his father, E. Y. Griggs, who celebrated his eighty-fifth birthday by resuming the management of the business.

—V. L. Blahnik has opened a new drug store at Forty-seventh and Paulina streets, Chicago. He has put in handsome oak fixtures and a large fountain.

—C. T. Boswell, druggist, of Rockford, has bought the building in which he has conducted his business for many years.

—Isaac Robbins sold his pharmacy at 543 South Jefferson street, Chicago, to Joseph Reissman.

—R. G. Hebeda & Son succeeded J. H. Steathman in the drug business at Metamora.

—C. M. Griswold has opened a new drug store at Winnetka.

WEST OF THE MISSISSIPPI. DRUGGISTS BLACKLISTED.

In Iowa Beware of "Horse-Necks" or Mrs. Wise of the W. C. T. U. Will Get After You—No Joke for Druggists on List, However.

Des Moines, Ia., November 10.—Mrs. Ida B. Wise, an Iowa woman, residing at Missouri Valley, has declared war on druggists in general and soda fountains in particular. She is secretary of the Iowa branch of the Woman's Christian Temperance Union and says that in Iowa soda fountains and druggists are largely responsible for the habit of drinking among women.

Mrs. Wise is not content with making speeches and writing essays. She has had published what is called a "soda fountain blacklist," enumerating all of the druggists in her district who are known to deal spirituous liquors over what Mrs. Wise pleases to call the "soda fountain bar."

"The soda fountain habit is making drunkards of women and boys," says Mrs. Wise in her circular. "Why, I stopped in at a fountain and a young woman came in and asked for a 'horse-neck.' They tell me that a horse-neck is nothing but a straight whiskey. Now I wouldn't know whiskey if it were given me. I never tasted or smelled the vile stuff."

There are thirty unions in the forty-four towns of the sixth district. The secretary of each union has a list of the druggists who are said to sell liquor at their soda fountains. In a few cases these lists have been distributed to every house in town. In other instances the plan of campaign is to pass the list about to the officers of the various women's societies and secure resolutions at each society meeting against black-listed druggists.

Mrs. Wise proposes to extend this system to all parts of Iowa. Druggists say that great injustice is done by the blacklist and that druggists, than whom there are no more honorable or lawful in Iowa are found on the list.

So far does Mrs. Wise permit her prejudices to influence her that she imagines any dark colored drink is whiskey. A traveling man at Sioux City during the last W. C. T. U. convention, was accosted by Mrs. Wise while drinking coca-cola. "You old whiskey sot," said the woman, "why don't you go to a saloon?"

No effort was made to explain the temperate character of the drink and Mrs. Wise, the druggists say, doubtless has placed the store where the incident occurred on the "black-list."

IOWA TRYING TO STIFFEN REQUIREMENTS.

Des Moines, Ia., November 10.—Bills will be introduced in the Iowa legislature this winter asking for changes in the pharmacy laws as follows:

1. An amendment providing that request blanks for the sale of intoxicating liquors be issued by the county auditor numbered consecutively and returned intact.



2. An amendment providing that applications for sale of liquor on the part of druggists be accompanied by affidavits that neither the applicant nor any of his assistants have been refused a permit in two years.

3. An amendment providing that when a druggist quits business his permit shall be void.

4. An amendment providing that all pharmacists before receiving certificates be required to pass the State examination or give satisfactory evidence to the board of having passed an equally rigid examination before some other State board.

The purpose of the last amendment is to raise the standard of pharmacists. It is persistently claimed that young men desiring to enter the drug business will go outside of the State, secure a license at less cost and efforts than if they attended recognized Iowa schools, and return to Iowa not fully prepared to perform the duties of their profession, yet qualified under the law to do so.

TESTIMONIALS AND BANQUET TO DR. WALL.

St. Louis, November 10.—The Professor O. A. Wall testimonial exercises will be held at the St. Louis C. P. at 7:30 p. m., on November 11. Two life-sized bronze medallions have been prepared, one for the college and the other for Professor Wall's family. The program has not been fully arranged at this time but will consist of introductory remarks by Dr. H. M. Whelpley, presentation of the medallion to the college by Charles Gietner, response by President Theodore F. Hagenow, remarks by Dr. O. A. Wall, Sr., followed by Dr. Enno Sander, who was Professor Wall's preceptor; presentation of the second medallion to the Wall family by Professor Francis Henn, response by Dr. O. A. Wall, Jr., remarks by four or five graduates representing the classes graduated during the thirty years of Dr. Wall's services as professor of materia medica and botany. Among these speakers will be: William C. Bolm, '75; Dr. O. A. Claus, '82; Dr. Joseph L. Boehm, '98, and E. P. Cuckorel, '91.

The exercises will be public. The medallion will be placed in the college hall. It is also the intention to have prepared a copper tablet bearing the names of the graduates contributing to the fund. The Alumni association will then take charge of Professor Wall and tender him a banquet at Priestler's, 302 Washington avenue, which is being arranged for by E. H. Voepel, president of the Alumni, and W. H. Lamont, chairman of the entertainment committee.

THOMAS W. WALLWORK, employed for some time at Grover's drug store, Winchester, Mass., died at North Andover, Mass., of diabetes. Mr. Wallwork, who leaves a wife and child, was thirty-one years old.

CHARLES WHITE, for some time employed as clerk in the pharmacy of Charles A. Curtis, South Boston, Mass., died in Sharon, Mass., at the age of twenty-eight, from pulmonary trouble.

Easy Money for the Druggist in Perfume Essences.

The advantage to be derived from manufacturing one's own perfumes, especially the bulk goods, is apparent. Lohm & Fink of New York City make a specialty of perfume essences from which they say can be produced all the "swell" odors of triple and quadruple extracts by simple dilution with cologne spirit. Messrs. Lohm & Fink claim that their Absolute Essences represent highly concentrated combinations of perfume bases and that each odor is complete in itself. Price lists and descriptive literature pertaining to these goods may be obtained by addressing the above-named firm at 120 William St., New York.

PACIFIC COAST.

DRUGGISTS STOP OBNOXIOUS ORDINANCE.

San Francisco, November 10.—A delegation of local druggists headed by S. A. McDonnell and W. A. Searby waited on Mayor Schmitz this week and strongly protested against the ordinance passed by the board of supervisors, which requires the placing of labels on packages containing substances intended for human consumption. The ordinance is designed to aid in the enforcement of the provisions of the new sanitary code, recently adopted by the board of health, and is now in the hands of the Mayor.

The druggists are up in arms against the enacting clause of the ordinance which makes it a misdemeanor "for any person, firm or corporation to sell or offer for sale or give away any package, box or bottle containing any drug or substance or fluid intended for human consumption, unless such package, box or bottle have thereon a label showing in plain Roman letters the name and true quality and ingredients of the contents thereof."

The penalty provided for each violation of the ordinance is a fine of \$500 or imprisonment in the county jail for six months, or by both such fine and imprisonment.

Impressed with the arguments, the Mayor promised to give the matter earnest consideration.

The committee also waited on Dr. A. A. D. Ancona, chairman of the health and hospital committee of the board of supervisors. Later the doctor sent a communication to Mayor Schmitz, requesting him to withhold his signature from the ordinance. He said that a mistake had been made and the plea of the druggists should be complied with. The ordinance will be redrafted, and its provisions will not apply to medicines.

CALIFORNIA.

—The will of the late Peter J. Torney of the Owl Drug Co., who died at Portland, Ore., on October 9, was filed for probate last week. He leaves his entire estate, which consists of stock in the Owl Drug Co. of San Francisco and the Quaker Drug Co. of Seattle, to his widow and four children. Each of his children is to receive five shares of stock in the local company and fifty shares in the Seattle company. The residue goes to the widow. Rev. S. Casey and J. D. Johnson are named as executors.

—Daring thieves effected an entrance to the home of Frank H. Gay, the well-known San Francisco pharmacist, on the night of November 1. They ransacked the sleeping apartments. Just how they succeeded in prosecuting their pilage without disturbing his slumber is the problem that perplexes Gay. Between \$60 and \$75 in coin, a gold watch, a diamond scarf pin, sundry articles of jewelry, and a varied assortment of wearing apparel constituted the principal items of loot.

—Dr. Charles M. Troppmann, owner of the Fifth and Bryant street pharmacy, San Francisco, was remembered last week by A. W. Harvey, an elderly man, just before the latter took his own life. Harvey was a friend of Troppmann and the doctor had been treating him for cancer. Harvey grew despondent and shot himself in the Park. On his person was a letter to the doctor in which he enclosed the sum of \$75 due for medical attendance.

—The Drug Clerks' Union held a very successful smoker a week ago last Friday night in hand of organizer Joseph Hufschbeck, who is at present in California in the interests of the Union. An organization of clerks has been formed at San Jose, Cal., and one will be formed next week at Stockton.



AN ESKAY'S FOOD WINDOW.

First Prize in Contest for Best Display Awarded by Judges to Stoddart Bros., Buffalo.

The decorative art as applied to legitimate advertising is worthy of much study and descriptions of successful window displays are always interesting to Era readers. We therefore take pleasure in printing herewith an illustration of the display recently made by Stoddart Bros., of Buffalo, N. Y. The display was arranged to represent the Brooklyn Bridge, the material used for its erection being Eskay's Food, manufactured by Smith, Kline & French Co. of Philadelphia, and by them awarded first prize in a contest which began early in June.

At that time Smith, Kline & French Co. offered twelve prizes for the best display of Eskay's Food, the competition to be open during the months of June, July, August and September, the winners to receive as prizes: first \$25; second \$15; the next five \$10 and the next five \$5 each. Great interest was shown in the offer and a number of druggists competed.

The contestants submitted photographs of their displays which were then simply numbered and sent to a committee of judges consisting of William A. Dawson, Hempstead, N. Y., H. F. Ruhl, Manheim, Pa., and Ulysses G. Manning, South Bend, Ind. By this arrangement the judges in considering the photographs could not know whose exhibits they were passing upon. The result of their decision follows:

First prize: Stoddart Bros., 84 Seneca street, Buffalo, N. Y.

Second prize: John P. Powers, Somerset and Craig place, Plainfield, N. J.

Third prize: W. L. Bucher, Sixth and Locust streets, Columbia, Pa.

Fourth prize: Kulick's Pharmacy, Mattison avenue, Asbury Park, N. J.

Fifth prize: Ferris & Ferris Co., Frankville, N. Y.

Sixth prize: Davison Pharmacy, 570 Cookman avenue, Asbury Park, N. J.

Seventh prize: C. L. Sherwood, 1206 Main street, Sabetha, Kansas.

Eighth prize: Dr. D. C. Mebane, City Pharmacy, Wilkes Barre, Pa.

Ninth prize: C. C. Strong, 338 Broad street, Waverly, N. Y.

Tenth prize: Rowe & Martin, 321 Washington street, Portland, Oregon.

Eleventh prize: W. Rockey, Eighth avenue cor. 34th street, N. Y.

Twelfth prize: J. G. Block, 142 Monticello avenue, Jersey City, N. J.

Smith, Kline & French Co. desire to thank the druggists who took part in this competition for their interest and the excellent taste shown by them in arranging

the material sent to them for the displays. The attractive bonus and window display offer made by the manufacturers of Eskay's Food should enlist the interest of every druggist who should write to them for full particulars of their special offer under which they send the window display referred to in this competition.

OBITUARY.

WILLIAM NEIDLINGER, the head of the firm of Neidlinger Brothers, druggists' glassware and sundries, New York, died at his residence, Brooklyn, as the result of a trolley accident. Several weeks ago he was thrown or pushed from a car in a Brooklyn bridge crush and struck his head. He was for nearly fifty years in the glassware and sundries business, beginning as a boy. He was sixty-four years old. He was a member of the Hansom Place Baptist Church of Brooklyn, being president of the board of trustees at the time of his death. He was a director of the Baptist Home, a director of the City Mission Society, and an active worker in the Baptist Church Extension Society. Mr. Neidlinger leaves a widow and three children—W. H. Neidlinger, the composer, of New York City; George H. Neidlinger, who was associated with his father in business, and Mrs. H. B. Noyes, Jr., of Mystic, Conn.

DAVID S. DEVOR one of the best known druggists in Northeastern Indiana, a member of the State Ph. A., committed suicide at his store in Ridgeville on November 2. He had prepared a solution of cyanide of potassium in a small graduated glass, and stepping to the front door of his store he hailed a friend who was passing by with "Well, here goes, George," and swallowed the solution.

SAMUEL TRUITT, one of the Purdue University team of football players killed in the terrible railroad wreck on October 31, was a son of A. S. Truitt, druggist at Nobleville, Ind. Young Truitt clerked in his father's store during vacations and was a young man of high promise.

GEORGE HUNN, for many years president of the German American bank of Minneapolis, Minn., and who before entering the banking business was a successful druggist in that city, died last week. He was born at Oggersheim, Germany, in 1835 and was once a member of the Minnesota legislature.

GEORGE O. JONES, a Chelsea, Mass., druggist died of pneumonia at the home of his brother in Somerville. His age was thirty years and he was ill only a short time.

HARRY STREITHORST, a retail druggist of Cincinnati, where he was well and popularly known, died at his home in that city on November 3.

MRS. HARRY BURKE, wife of Michael J. Burke, druggist at Lawrence, Mass., died after a brief illness.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDENBERG, 87 Lake St., Chicago.

TAKING A MAN'S MEASURE.

What do your customers think of you? Do you ever ask yourself this question? The American people are prone to lend a hand to the skies and then turn and condemn him in proportion as they have praised him. It is, therefore, an excellent policy to keep yourself in a position that cannot be condemned. Druggists, to do this, are required to be strictly up-to-date, or to be called back numbers by the public. The advertising columns in last week's Era contained some new things that you perhaps may have overlooked; we therefore again note them here for your consideration.

GRAPES JUICE.—The product of the Welch Grape Juice Co., Westfield, N. Y., is one which gives satisfaction to both retailer and customer, sells all the year around, and affords a handsome profit.

PISO'S CONSUMPTION CURE.—Address the Pisco Co., Warren, Pa., for particulars regarding their specially attractive offer on this staple article for the season 1903-4.

LIQUID GLUE.—The Army and Navy Brand, claimed by the manufacturers, the Waechter Mfg. Co., Baltimore, Md., to be the best and strongest glue that money, experience or brains has produced. Write them for quotations.

HANFORD'S BALM OF MYRRH.—Do you know where to obtain it? If not, note the list of leading wholesale druggists on page 2 who handle this popular remedy.

DRUG STORE ADVERTISING.—One month's service free can be obtained by cutting out the coupon on page 2 and sending to the M. P. Gould Co. Drug Store and Medical Advertisers, Bennett Bldg., New York City.

CASH REGISTERS.—The kind that are guaranteed for five years and sent on seven days' trial. Made by the Century Cash Register Co., 456-474 Humboldt Ave., Detroit, Mich. This firm have a plan for advertising and introducing their machine to new trade which they are extending to responsible merchants for a short time. They will be glad to furnish full particulars to all interested persons.

STORE FIXTURES.—Made of metal, and are handsome, cleanly and durable. Manufactured by the Yesbora Mfg. Co., Toledo, O. If you are in need of anything in the line of metal combination tables, display stands, or automatic store stools, write to Dept. C, and obtain one of this firm's new catalogues.

PROTOS.—Said to be a highly nutritious, non-fermentable food; can be made into soup and added to broth, and is very palatable. Note the Protos Co.'s advertisement on page 5.

THIOCOL ROCHE.—Used in tuberculosis, pneumonia, chronic bronchitis, etc.; put up in four forms, powder, tablets, and two kinds of syrup. Note the adv. "You can do what he did," on page 6.

SHOW CARD WRITING.—Taught by mail from hand painted, fresh from the brush illustrations, and with original letters of instruction. Special discount from regular prices for a limited time if this paper is mentioned when writing. Address the Miller College of Advertising Art, 482½ Columbus avenue, Boston, Mass.

BIOLOGIC PRODUCTS.—From the biological laboratories of Fred'k Stearns & Co., Detroit, Mich. This firm have a reputation for marketing only products whose quality will carry them rapidly to the front. Special inducements are offered to all who can handle quantity lots of their biologic products.

RIBINAT WATER.—J. N. Ferrer, P. O. Box 71,

New York City, who furnish quotations upon large or small quantities of this mineral water.

PHENALGIN.—The product of the Rima Chemical Co., 315 West street, New York City, who want all druggists to send them a list of physicians who purchase their stores. Note their advertisement on page 487.

TIN BOXES AND CANS.—Made by the American Soap Co., 12 Verona street, Brooklyn, N. Y., who say they are the largest makers outside of the trust, and will be pleased to fill orders for large or small quantities.

THE "DORAN" LIGHT.—Claimed by the manufacturers, the Acorn Brass Mfg. Co., Chicago, Ill., to be better and cheaper and to cost less than any other kind of light. To prove their claim, they will send their outfit free on thirty days' trial. Write to them for catalogue and prices.

DOG REMEDIES.—The Sergeant line, guaranteed in every respect by the Polk Miller Drug Co., Richmond, Va. Note the fact that this firm are offering exclusive agencies and are beginning an extensive campaign of newspaper and magazine advertising. Further information in their advertisement on page 19.

SAULTRIM.—The pocket manicure that is handy, and retails for 25 cents, which is half the price it was made to retail for. It is made of German silver, has a removable knife and three files instead of one, put up on handsome celluloid display stands for \$2.00 per dozen. See the cut in the Rochester Metal Mfg. Co.'s advertisement on the inside back cover.

Solules, They are Factors in Elegant Pharmacy.

It isn't so long ago that no inconsiderable part of the affliction of illness consisted in the vileness of taste or smell or both of the medicines one had to take in order to get well. "Elegant Pharmacy" has happily changed all that to a very comforting extent and in no way more pleasantly than by means of Soluble Elastic Capsules.

We can now take our Castor Oil or whatever other oily, bitter, nauseating, or otherwise "horrid" dose the doctor decrees, so artistically wrapped in gelatine that we can't tell whether it has taste or smell.

Druggists who sell Soluble Elastic Capsules and what druggist nowadays doesn't sell at least some, should be sure to see samples of the Capsules made by Hance Bros. & White of Philadelphia.

"Solules" is H. B. & W.'s expressive trade name for their line of these goods, which is a large one.

The goods are very fine in every way having the qualities both physical and therapeutical that make them good goods to keep in stock. H. B. & W. have a special catalogue of Solules which they send to anybody who asks for it.

Dr. David Kennedy's NEW MEDICINES

	Per Dose.
CALCURA SOLVENT	\$8.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPDERMI SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Herculine)....	8.00
COUOHLINE SYRUP	4.00
REDECURA OIL	4.00
OCUOLINE BALM	2.00

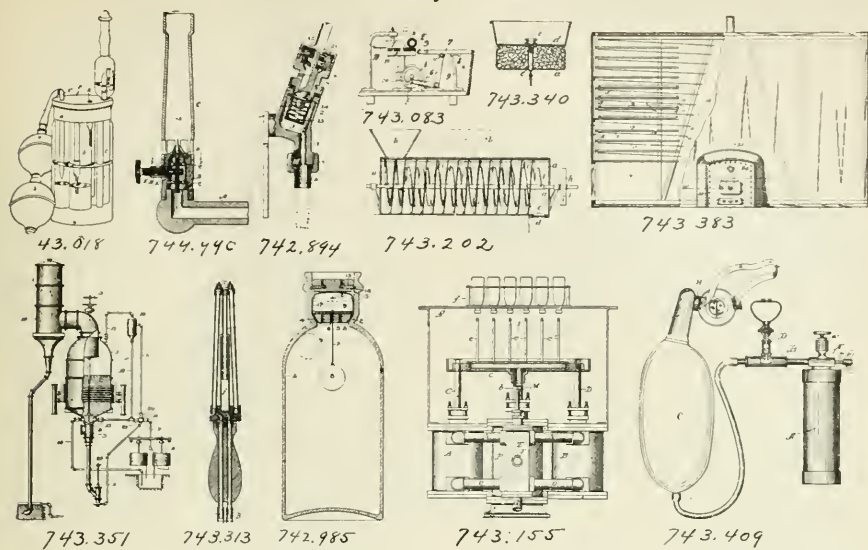
Samples, counter advertising and window displays provided. Address the manufacturer.

THE CALCURA CO.

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 3, 1903.

- 742,845.—Oscar Dressel, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. 1-Acetyl-anilido-2-4 Diamidobenzene.
- 742,894.—William H. McKenna, Pittsburg, Pa., assignor to McKenna Brothers Brass Company, Limited, Pittsburg, Pa., a partnership. Siphon-filler.
- 742,910.—Robert E. Schmidt, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Process of making Anthraquinone Alpha Disulfonic Acids.
- 742,985.—Robert Hearn, St. Paul, Minn. Non-refillable bottle.
- 742,990.—Alfred H. Humphrey, Kalamazoo, Mich. Bunsen burner.
- 743,018.—John N. McKim, Montreal, Canada. Inhaler.
- 743,083.—Ferdinand E. Jagenberg, Dusseldorf, Germany. Machine for labeling round paste-board or paper boxes or casings.
- 743,155.—Otto Eick, Baltimore, Md. Bottle-washing apparatus.
- 743,202.—Charles W. Speirs, London, England, assignor to the Morgan Crucible Company, Limited, London, England. Apparatus for mixing mineral or other dry substances.
- 743,200.—Herbert H. Wing, New Brighton, N. Y. Process of obtaining sodium sulfite.
- 743,204.—Vernon Knowles, Reading, England. Anesthetic apparatus.
- 743,205.—George Merling, Frankfurt-on-the-Main, and Robert Welde, Hocht-on-the-Main, Germany, assignors to Farbwerke, vorm. Meister, Lucius & Bruning, Hocht-on-the-Main, Germany, a corporation of Germany. Trimethyl-cyclohexenocarboxylic-Acid Ester and process of making same.
- 743,206.—George M. D. Merwin, St. Louis, Mo. Therapeutic appliance.
- 743,310.—Stillman A. Moulton, Campbell, Cal. Neck and chest protector.
- 743,312.—William H. Murphy, Rochester, N. Y. Oxyhydrogen blowpipe.
- 743,340.—Percy Simundt, Charlottenburg, near Berlin, Germany. Disinfecting apparatus.
- 743,351.—Edward N. Trump, Syracuse, N. Y. Vacuum-pa.

- 743,352.—Edward N. Trump, Syracuse, N. Y. Process of evaporating liquor.
- 743,383.—Gordon D. Harris, New York, N. Y., assignor to J. H. Pennington, New York, N. Y. Evaporating apparatus.
- 743,409.—George H. Hurd, Cleveland, O., assignor to Frank M. Richardson and John F. Field, Chicago, Ill. Apparatus for administering anesthetics.

TRADEMARKS.

Registered November 3, 1903.

- 41,408.—Breath-perfuming candles. Lawrence Hesselbroth, Chicago, Ill. The word "Ozonets."
- 41,409.—Surgical dressings. William S. Douglas, New York, N. Y. The word "Cuticlose."
- 41,410.—Pomades. Frank Toscano, New York, N. Y. The word "Cangrina."
- 41,411.—Hair tonic or renewer. Fountain of Youth Company, Trenton, N. J. The picture or representation of the head of the biblical character Ruth with flowing hair.
- 41,412.—Cream preparation for the skin. Brown & Allen, Atlanta, Ga. The word "Frostine," appearing in plain, clear and distinct type.
- 41,413.—Liquid chemical or medical preparation for certain named purposes. Lambert Pharmacal Co., St. Louis, Mo. The word "Listerine."
- 41,414.—Remedy for coughs, colds, and bronchial troubles. George W. Burch, Quincy, Ill. A photograph of the registrant.
- 41,415.—Whooping-cough medicine. Julius Kalish, New York, N. Y. The word "Tussiform."
- 41,416.—Proprietary medicine for certain named diseases. Frank Hohart, Topeka, Kans. The hyphenated word "Vin-Sung."

AMERICAN STOPPER CO.
 12 Verona St., BROOKLYN, N. Y.
TIN BOXES and CANS
 LARGEST MAKERS OUTSIDE THE TRUST



MARKED DECLINE IN OIL OF PEPPERMINT.

New York, November 10. Dealers report a continued satisfactory routine movement into the various consuming channels and the tone of the general market is steady, although in one or two instances important declines in quotations have been recorded, notably in peppermint and Union salad oils.

OPUM.—Lack of important demand and easier markets abroad have had a depressing influence on the local situation but jobbing prices remain nominally unchanged at \$3.10@3.45 for 9 per cent. and \$3.50@3.75 for 11 per cent. Powdered continues to sell fairly in small lots at \$1.40@1.50 for 13 per cent. and \$1.80@1.90 for 16 per cent.

MORPHINE SULPHATE.—Jobbers continue to report an average movement on consuming orders with quotations maintained at \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.70@2.40 in 3-oz. cans.

QUININE SULPHATE.—Business in a jobbing way continues of a satisfactory character and quotations are firm with an upward tendency but limited quantities are yet obtainable at the old range of 25¢@25½¢ for bulk in 100-oz. tins, 25½¢@26¢ in 50-oz. tins, 26¢@26½¢ in 25-oz. tins, 27¢@27½¢ in 15 or 10-oz. tins, and 32¢@32½¢ in ounce vials.

MENTHOL.—Trading is light, and with the market better supplied the tone of the market is easier with jobbing parcels obtainable at \$7.25@7.75 per lb. and 60¢@65¢ per oz.

UNION SALAD OIL.—Manufacturers have reduced their prices 5¢ per gallon and the revised jobbing quotations are 50¢@51¢ by the barrel and 60¢@70¢ in smaller quantities.

MANORAKE ROOT.—Owing to extreme scarcity the market is decidedly stronger and jobbers have advanced quotations to 19¢@23¢ for whole and 21¢@25¢ for powdered.

BALSAM PERU.—A firmer feeling is manifested on the part of holders and jobbing quotations have been marked up to \$1.45@1.65.

CAMPBELL MONSIEUR.—Manufacturers' prices are 10¢ per lb. higher and jobbers have advanced their quotations to \$1.25@1.35 per lb. and 12¢@15¢ per oz.

VANILLIN.—Values are higher in sympathy with the increased cost of raw material and jobbers now quote 55¢@81.00.

ESSENTIAL OILS.—Peppermint is easier both here and in producing markets and spot jobbing quotations have been reduced to \$3.20@3.45 for Western, \$3.25@3.60 for Wayne County and \$3.60@3.85 for re-distilled. In some quarters the weakness is attributed to manipulation. Spearmint and tansy are both firmer under tight available supplies and jobbers quote \$5.00@5.25 for the former and \$1.25@1.50 for the latter. Fennel Watergreen also is firmer and jobbing quotations show an advance to \$2.25@2.50.

POLIOHYLLIN.—The market is stronger under the influence of higher cost of crude material and prices of jobbing quantities have been marked up to \$3.50@4.00 per lb. and 35¢@40¢ per oz. according to size of order.

GUM GAMBIDGE.—Supplies are more abundant and the market is easier with jobbing quotations reduced to \$1.00@1.10 for colony and \$1.10@1.20 for select pipe. The latter range is also quoted for powdered.

COCHINEAL.—Honduras is very scarce and jobbers have advanced quotations to 50¢@55¢ for whole and 55¢@60¢ for powdered.

CARMINE.—Under the above influence quotations for No. 10 have been advanced to \$3.75@4.00 per lb. and 25¢@40¢ per oz.

BAYBERRY WAX.—Values are slightly easier under increased supplies and jobbers have reduced quotations to 25¢@26¢.

LINSEED OIL.—Jobbing quotations have declined to 28¢@30¢ for raw in bbls and 15¢@16¢ for less. Boiled is quoted 30¢@40¢ in bbls and 40¢@50¢ for less.

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A Barn Paint That is Guaranteed for Five Years.

There are many makes of barn paint upon the market, but Pitkin's Red Oxide Barn Paint is the only one that we know of that is guaranteed for five years. This paint has been a leader for thirty years, and the manufacturers, the George W. Pitkin Co. of Chicago, Ill., have seen many competitors appear and disappear during those years, but no one of them appears to have been able to compete with the old reliable Pitkin Barn Paint. The makers say that this paint has a rich red color, that it penetrates the wood and stays, that it has easy working qualities, and that the druggist can make more profit from handling it than can be made from any other barn paint. Druggists who are looking for a barn paint that will net 100 per cent. profit and please the consumer, should write to the George W. Pitkin Co. for their special price proposition.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

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No. 21

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ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.) We supply a substantial Binder at 75 cents each, post-paid.

Address THE PHARMACEUTICAL ERA, New York.

T. L. No. 3572 John. Cable Address "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitué?

Because his reading is selected and systematized. System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to The Pharmaceutical Era, 8 Spruce Street, New York City.



HAVE THEY SOLD THEIR BIRTHRIGHT!

A journal devoted to scientific pharmacy prints conspicuously upon its first editorial page the following startling statement: "In order to make a penny, honest though it be, the retail druggists of this country, as represented in the N. A. R. D., have been willing to sell their birthright." The writer of course refers to the agreement with proprietary manufacturers by means of which prices are to be protected. Our esteemed contemporary seems to think that the pharmacists should co-operate in manufacturing all necessary remedies and throw the secret remedies overboard completely. This has always been the attitude of the scientific pharmacist toward the proprietary preparation. He urges his fellows to leave it alone and to make their own preparations, the time-honored occupation of the trained pharmacist. The secret remedy is regarded as an interloper, a substitute for the medicines developed and perfected by pharmaceutical and medical science. We have no desire to defend the secret remedy nor the retail pharmacist who has permitted it to usurp his place. Perhaps no defense is necessary; the condition, however deplorable it may be from a professional standpoint, is the natural result of natural causes. But that the N. A. R. D. has sold the druggists' birthright, we cannot admit. It is not a theory that confronts the druggist of today; he has no choice between pure professionalism and the business of retailing another's goods. He must adapt himself to actual conditions or starve. The retail drug business is already overcrowded, and estimates show that from fifty to sixty per cent. of the business done in drug stores consists in the sale of proprietary remedies. Does our friend expect the druggist to throw away one-half of his business? That is what it would mean to abandon all efforts to secure some profit on these goods. At the present time the average druggist cannot exist without the proprietary medicine trade. Our professional friend says cheerfully, "reduce the number of stores," but how? We cannot sit down placidly in our studies and construct a new profession of pharmacy. Things are in a very bad way as everyone will admit, but we are compelled to do the best we can.

DROWN HALF OF THEM.

The same journal of pharmaceutical science takes some of us to task for defending the druggist found

guity of selling adulterated goods. We do not know precisely which of us is the culprit, for we do not remember ever having seen a defense of the adulterator, the most cowardly and contemptible of public enemies. There have been a number of attempts to remove a portion of the odium attached to the innocent sale of articles adulterated by others. This offense is one which, although committed without the least intention to defraud, admits of no defense, for the druggist practically gives his word of honor that he will supply only standard drugs when he accepts his license from the State. He is legally responsible for all materials dispensed over his counter whether he knows what they contain or not. Just here is the undoing of so many druggists, and this is what we and others have tried to explain, not excuse or defend. The pharmacist is supposed to test all materials, but everyone admits that this is a practical impossibility. That is the explanation of a number of cases in which druggists, honored and respected in their communities, have been fined for selling a few cents' worth of goods containing a small fraction of impurity. It is not a defense nor an excuse, merely an explanation. Does anyone believe that eighty per cent of the druggists in this city would add less than five per cent of acetanilid to the phenacetine dispensed in dribblets over their counters? Prof. Rusby in a letter to the Druggists' Circular states the case very tersely as follows: "The cause of the recent phenacetine trouble is the responsibility borne by the pharmacist for the quality of the goods sold by him, in the absence of any accompanying provision by which he can ascertain their quality when he purchases them." In the absence of the bureau proposed by Dr. Rusby, what are we to do? Our scientific friend suggests that, "Nothing more beneficial could happen to American pharmacy, to say nothing of the public, than the elimination of about one-half of the drug stores now in existence." Which is very probably true, but here again we are confronted with a practical question. Which half of the 40,000 druggists in the United States shall we drown? The phenacetine test condemns more than half, and we prefer to consider that test of honesty inaccurate. Down with the adulterator, so say we all! But it is well to proceed with due caution. Too much haste might lead us to drown the wrong man. We should also greatly enjoy tracing the current of present events in a pharmaceutical review of the future.

THE OILY-TONGUED SALESMAN HAS HIS INNINGS.

Mr. Schumacher declared the other day that the Peruna Co. had lost during the past year \$175,000 through substitution. The speaker did not, of course, refer to the sort of substitution which it was formerly the custom to denounce roundly at pharmaceutical gatherings, but the practice which some of our scientific friends consider legitimate and even praiseworthy, the sale of the druggist's own preparation instead of the secret remedy called for with the consent of the purchaser. We do not know the basis for Mr. Schumacher's estimate, but no doubt he knows whereof he speaks. The other day a little lithographed folder lying upon the pavement attracted our attention. It bore a huge question mark and upon the first page the words "I didn't want something just as good." It set forth the merits of a certain

"genuine" make of suspenders. There was nothing remarkable about the little slip of paper except this disagreeable and familiar phrase; it was merely another reminder that the hateful subject has wandered far from the drug trade. Cautions to prospective customers to beware of the wily salesman who uses every trick of persuasion to beguile the purchaser into changing his mind, stare at us from every fence, hoarding and advertising page. Everyone seems to have caught the spirit. The housewife must insist and insist upon receiving the exact brand of coffee ordered or make the best of the grocer's own selection. When we go into a shop to buy a pair of shoes, we are invariably shown several kinds which we have distinctly said we do not want and which we have never thought of buying. The same condition confronts us at every turn. "Just as good" seems to be the foundation of a modern business. The effort is no longer to place upon the market something new (or better or less expensive, but to replace something already in demand by a product of our own, and for this purpose every artifice known to the advertiser and expert salesman is brought into action. The trained craftsman who employs his skill to produce inexpensive comforts or necessities for the many no longer occupies the centre of the industrial stage; the place of honor and greatest reward is reserved for the indispensable "hustler who can sell the goods." Students of economics tell us that all this is merely a passing phase of commercial evolution which we will outgrow in time. However that may be, it is well to recognize this condition for in it may be found the seeds of most of the present evils in the drug trade.

THE RETAILER NOT THE ONLY FACTOR.

The manufacturers of proprietary remedies seem to have experienced a considerable loss of profit during the past two or three years, and the search for a cause and remedy is only natural. The expense of advertising necessary to sell the goods seems to have risen so as to threaten the relatively narrow margin of profit. There is a feeling that the advertising hitherto always effective no longer has the drawing power that it should have, and for this condition the retail druggist is generally supposed to be responsible. No doubt there is a great deal of drug store substitution—we might as well get used to eliminating the idea of deception and fraud formerly associated with this term—but we are inclined to think that the manufacturers have attached too much importance to this one cause. The remedies now in vogue are only substitutes for older ones, and there are always a host of new arrivals crowding with the energy of desperation to replace them. No popular remedy has ever endured through many generations, and the present favorites must expect to be supplanted sooner or later by others better suited to the tastes and beliefs of the hour. There are also other reasons which may help to account for the changed relations between advertising expenses and sales. The attitude of people toward medicine-taking is changing. Even physicians prescribe less drugs and more of fresh air, and hygiene than formerly. The numerous publications devoting space to the "science of health" are very commonly discouraging the use of medicines and especially the widely advertised secret mixtures. A few of the stronger publications even re-

fuse all advertisements of medicines and editorially advise the people to get along with less draught-drinking. All of these causes must offset the sales of proprietary preparations and for them the retail druggist is in no way to blame; in fact he is a fellow-sufferer from the same causes. It is, however, an excellent stroke of business for the proprietary men to cultivate the friendship of their retail distributors in aiding them to secure living profits. A quid pro quo in the form of reduced drug store substitution in return for protected prices should be very well worth while. In how far all these plans will succeed and have the desired effect remains to be seen.

MR. BODEMANN THINKS DIFFERENTLY.

In a letter which we print upon another page our friend Mr. Bodemann takes us to task for uttering certain rather radical opinions about the agitation for patent law revision. He very charitably excuses what he considers a serious mental aberration on our part by ascribing it all to a disordered liver, and prescribes sundry remedies not found in the pharmacopoeia. We thank the gentleman for his kind intentions, but fear that the treatment suggested would not be advisable in our case. If our remarks have created the impression that we discover any "redeeming features" in Commissioner Allen's report, we have failed utterly in our purpose. We tried to show that that official had viewed the matter from a false view point, but our partisanship did not hide from us the fact that the druggists had themselves obscured the point really at issue. The plea for "suffering humanity's sake" was unfortunate, and it accounts in a measure for Mr. Allen's opinion such as it is, or was—we hope to hear further from that gentleman. We found no redeeming features in his defense of the present patent laws, but did the best we could to point out that they are foolish and antiquated and that they violate every precept of common sense. The Era will continue to examine both sides of every question even at the risk of a reputation for crankiness and hepatic torpidity. As for the C. P., we shall let him fight his own battles. He thrives upon differences of opinion, and is much the better off for an occasional drubbing. We respectfully invite others to "pound him" whenever they feel so inclined.

A REMEDY WHICH ADMITS OF NO TWO OPINIONS.

It has long been a reproach of medicine that the efficacy of the various remedies has too frequently been a matter of opinion. The element of faith in the treatment of disease has prevented the art of therapeutics from taking a place among the exact sciences. Tests upon the living human body are very difficult of control and the results are correspondingly doubtful. It is seldom that a test can be made upon a large scale and carried out to an unqualified conclusion. The medical profession is, therefore, not a little interested in a test of antitoxin under peculiarly favorable circumstances, made last week at the Elmira reformatory in this State. An epidemic of diphtheria broke out in the institution, and in a very short time fifty cases developed resulting in three deaths. A supply of antitoxin was received from the State Laboratory and every inmate of the reformatory inoculated. The effect was instantaneous; the severe epidemic was completely and suddenly checked. Within twenty-four hours after receiving the remedy only two new cases developed, and there have been no more deaths. Here is one remedy about which there seems to be not the shadow of a doubt.



WILLIAM M. WARREN.

"Work, continuous, hard and rapid!" said a former business associate when asked to name the principal factor in William M. Warren's signal success. He possessed in a remarkable degree the other personal qualities which distinguish the successful man of business, judgment, broad view, grasp of detail and diplomacy, but in his case the most conspicuous quality was an extraordinary capacity for work.

Like most men who achieve remarkable success, Mr. Warren began at the bottom of the ladder and forced his way to the top. His rise from the position of office boy in the branch office of Parke, Davis & Co. in this city to that of general manager of the vast business which he occupied at the time of his death, before the age of thirty-nine, is one of those stories which stimulate American boys to industry and enterprise. The beginning of his career in the New York office, his advancement to the position of purchasing agent, the transfer to an important position in the great laboratory in Detroit, his rise step by step as vacancies occurred to the highest position, and his work in developing the business to its present mammoth proportions are recorded in the news columns of the present issue.

It is needless to state that Mr. Warren was a man of great versatility and large grasp. The business which he conducted touches nearly all branches of human endeavor, commerce in all its intricate details, scientific research, progress in professional knowledge and thought, and the important enterprise of making known to the world the discoveries and products of the laboratory. He not only earned the commanding position which he held, but he rose to fill all its innumerable requirements without the loss of any of the sympathetic qualities which rendered him an agreeable companion and endeared him to his employes as well as his employers.

With all of his energy and capacity for hard work, Mr. Warren was a born diplomat. He made use of the ambition existing in the different departments of the great manufacturing plant, and it was when inter-departmental rivalry became too keen that he was at his best. "He had a way of allaying the little frictions," said one of his associates, "and of keeping the whole institution going at the maximum efficiency and with the maximum satisfaction to all concerned, employes and employers, that stamped him a genius."



MR. BODEMANN DISAPPROVES.

Chicago, Nov. 14, 1903.

To the Editor—Your C. P. man and your editorial man seem to have a bilious spell. Let me suggest phosphate of sodium. Or, perhaps, the both of them have gone on a foot, or, if the two are identical—then the one must have gone on a big bendler. Something seems to be "loose"! I take it that you don't care if I am frank; if you do I can't help it, I am that way, anyway.

You seem to kick against the experience clause of most pharmacy laws, because everybody or almost everybody in the trade seems to be in favor of it. What would you put in place of it? Under best circumstances and conditions, nobody should be allowed to act as R. P. until he has had four years' experience. Of course, a high school graduate does pick up more in one year than a soda jerker in five years; a smart boy more in a day than a boy who knows just barely enough to peddle peanuts or wrap up herrings, in a month. That goes without saying! But, even a good high school graduate should have at least four years practical experience. Why not kick at the five years required before immigrants can be naturalized? I claim that I was a better American citizen after I had lived here one year than Herr Most or some other anarchist will be after he has been here twenty years, in or out of the pen.

Don't you know that even all high school graduates are not alike? We in Illinois threw the high school diploma overboard as worthless, because we had some such graduates come before us who could not divide $\frac{1}{4}$ of a grain by 30. So I claim the line must be drawn somewhere. Take a little phosphate, or quit drinking, or go on a tear—do something to stir up the liver.

Now about the patent law. You seem to discover some redeeming features in Mr. Allen's report because nobody else does. Can't you swing yourself up to the height of lofty, sublime ideas of progress and encouragement of research work? Under our monstrous law research is forbidden—under a ban.

Talk about protection! Where does the science of chemistry flourish? Here or in Germany? Germany does not allow patents on articles used for food or medicine—except on processes—and yet all the so-called coal tar preparations are made there—not here! Facts talk! Figures don't lie, but figures do; and that's what I say about the fellows that holley about the so-called protective part of our patent law.

See how it works in Germany without this monstrous protection. All that the coal tar used to be good for was to run it into the gutter. Now, under the patent laws, so widely different from ours, Germany exported in one year \$7,500,000 worth of aniline color to Japan alone, all made out of coal tar. If we really meant what Mr. Allen asserts, encouragement of science, our laws would say, "Go ahead boys, find new methods to make these valuable remedies. We will protect you in each new process, but—we can not allow you an ironclad monopoly over the product itself. We must stimulate research work, and not retard it."

But what does Mr. Allen say: "If you don't feel like paying the price, leave the stuff alone." That sounds so ungentlemanly, so undignified that I will not believe that Mr. Allen himself ever wrote it. His reputation as a broad gauge man makes that unlikely. He must have lent that to some petrified bureaucratic fossil and by mistake signed it in the

rush, just as perfunctory as most men sign petitions or political calls.

You seem to hold that now after Mr. Allen has spoken the jig is up. Why this thushness? Congress can change our monstrous laws, even if this change should not meet with Mr. Allen's approval. Wait till the N. A. R. D. committee calls the committees from the Proprietors, Wholesalers and American Associations together and asks some wideawake congressman to take up the amendment of the law, and see how every last congressman in these United States will be petitioned by his pharmaceutical constituents! Wait till I, your humble servant, appear before that congressional committee and pound sense into their heads, and see if that will not have some effect on Mister Commissioner Allen. Even if he did write that report, as I do not believe, he is not it, the whole thing. There are others.

We can say to Brother Allen, "If you don't like it, you need not, we do it anyway and we are the people who make laws and you execute them."

Yours, W. BODEMANN.

EMPTY CIGAR BOXES—STAMPS MUST BE DESTROYED.

Humboldt, Kansas, November 9, 1903.

To the Editor:—We noticed in the Era of October 1, page 352, an article on a new Federal law to go into effect November 1. We wrote to the Commissioner of Internal Revenue to send us the law and also quoted your article word for word and got a reply showing that you have misconstrued the law in its meaning. The letter from him is as follows:

Your letter of the 23d inst. has been received in which you quote from the Pharmaceutical Era an article to the effect that "Under the Federal law which goes into effect November 1, 1903, cigars must be sold from original boxes which must be destroyed as soon as emptied, and cannot be given away, sold or used for any purpose. The purchaser may now insist upon the dealer handing out the entire box of cigars instead of taking out a handful and putting them on the showcase for the consumer to choose from. The purpose of the law is to prevent substitution, and is intended solely for the protection of the purchaser. No display of cigars, cigarettes or tobacco may be made unless in the original packages."

In reply you are informed that the above quoted article does not correctly represent the views of this office in some particulars. The law does not require that cigar boxes, when emptied, shall be destroyed and not used for any purpose. It only requires that the internal revenue stamp thereon shall be utterly destroyed and that the boxes shall not again be used for repacking cigars. The statement that the "purpose of the law is to prevent substitution" is correct, but that it is intended solely "for the protection of the consumer or purchaser" is misleading. The object of the law is to protect the revenue of the government and prevent the illegal sale of cigars and tobacco separated from the original stamped packages, and upon which no internal revenue tax has been paid.

This office would not regard it as a violation of the law and the regulation if a dealer handed out from an original stamped package a few cigars for a customer to select from provided he returned the cigars not purchased immediately to the same original stamped box from which they were withdrawn.

Respectfully,

J. C. WHEELER,

Deputy Commissioner.

We think it would be well to correct the Era's statement of October 1.

Yours,

HESS DRUG CO.

SHOP TALK

CHOLLY WAS LONG ON CASH, SHORT ON PATIENCE.

Cholly did not have to work in a drug store. His father was the richest man in town. But the boy had got tired of school, and fancied that he wanted to go into business. He hated his father's bank, but thought it would be lots of fun to be a druggist.

Hence Cholly's appearance in our midst. His clothes were much too fine, and he had no definite job. He was merely to "help around," which was also the important position of Jimmy who was small for his age, and wore no clothes worth mentioning.

Jimmy hated Cholly at sight, which was not unnatural, and made several unsuccessful attempts to spit on the newcomer's beautifully blacked shoes during the first five minutes of their business association. But Cholly was a royal good fellow and game, as events proved, and soon won the "kid's" respect.

When the boss arrived at the store, there was a search for work that Cholly might begin on. Jimmy had already washed all the bottles and graduates, but the head clerk, who was a particular friend of Jimmy's, suggested the show-bottles.

Now, perhaps none of you remember those old-fashioned show-bottles, with several cells one above the other. We used to fill them with some organic coloring substance, that deposited a sticky, gummy resinous layer upon the interior of the glass—the very mischief to clean.

Jimmy had dodged that job for weeks. He knew what it meant. Therefore, when he saw Cholly remove his coat and cuffs and carry those same bottles to the sink, his freckled face took on a broad unholy grin.

About the middle of the forenoon Jimmy tip-toed to the back room and inspected the field of operation. The bottles still had the best of it. They still wore a dirty grayish film and Cholly was woefully dishevelled, and from time to time relieving his feelings by swearing softly to himself. But he was game; he was not by any means conquered.

Jimmy's savage little heart softened. He briefly explained the use of shot in scouring the insides of bottles. But Cholly was not expert, and the bottles were heavy.

An unusually violent shake sent one of the globes to the floor. It did not break and Cholly's face bore a strange look of disappointment. He looked hard at his enemy innocently lying on the floor and scratched his head. Suddenly a thought struck him. Jimmy's interest increased.

Cholly pulled down his shirt-sleeves, brushed the hair out of his eyes and marched up to the desk of the boss. Jimmy was near the bursting point with curiosity.

"Mr. B——, how much are those bottles worth?" "Which bottles? Those old show-bottles? Oh, I should say about five dollars. Why?"

In reply Cholly calmly spread out a five dollar bill, and marched less calmly back to his bottles. Then he carefully closed the door and admonished the startled Jimmy to "stand from under."

Then arose an awful din in that back room. Crashes and thumps and shouts of glee seemed to burst from every crack and key-hole. Presently Jimmy's face appeared at the door, with eyes like saucers and hand beckoning, beseeching us to hasten.

There was Cholly, a perfect personification of fury wearing out his beautiful shoes on those detested show-bottles. From one side of the room to the other, under the sink, against the stove and all other hard objects the battle raged, the whole punctuated with yells and grunts of satisfaction. Jimmy was too much dazed to enjoy the sight as he should have done

under normal circumstances. Not until the wreck was fairly complete, did he regain sufficient composure to help trample a few of the larger pieces of glass into bits. After the debris had been cleared away he regained his usual business sense.

"Say!" said he to Cholly. "I would 'a'cleaned 'em for you for a quarter."

The banker's son did not tarry long in the drug business. He is now a banker himself, and a member of the legislature.

HE DOES NOT READ THE ERA.

There were not many drug stores in the town, which explains a lot of things. Our competitors deserve more credit for what we are than we are usually willing to admit.

A man carrying a whip and the atmosphere of horses opened the dingy door of the dingier store.

"Hello, Bill!" said he, "how's biz?"

"Dinged slow!" replied the only occupant of the place, seated upon a rickety chair behind the rusty stove and smoking an ancient cob pipe.

"What'll you have, Jake!" inquired this shirt-sleeved individual, evidently the druggist himself, without removing his feet from the stove.

"Got any of that there Bunkum's Boots Buster?" inquired the customer.

The enterprising druggist unlimbered a long left arm and pointed with the stem of his pipe to one of the upper back shelves.

"Second shelf from the top—about two feet from that partition," said he. "See that can there? Look back of that!"

Bill followed directions and presently walked up to the stove with a faded yellow package covered with dust.

"How much?"

"Four bits," sucking anxiously at the pipe which had come perilously near going out during this absorbing business transaction.

Accepting the bill presented, the druggist straightened out his right leg so as to admit a hand into a trousers pocket, and abstracted the necessary change. No bother there with cash register or books!

"So long, Bill!"

"So long! Say, what's your hurry?" and Druggist Bill had made a sale.

Bill does not read the Era. Why should he?

IF YOU DON'T LIKE IT, GO SOMEWHERE ELSE.

"What is the price of this?" inquired the customer. "One dollar," replied the druggist with an air of conscious rectitude.

"A dollar! Whew!" mildly protested the purchaser turning the package over and over in his hand. "Aren't you just-a-a-little high?"

"No, sir!" replied the druggist, his chin rising.

"But—but, I can get it at Brown's in the city for eighty-five cents."

"You can, eh?" snarled the drug man. "Then let me tell you, that's the place to get it."

The customer hesitated a moment, placed the package on the counter and walked out.

"That's where you lost an opportunity," said I.

"Why?" retorted the druggist disgustedly tearing the paper from the package preparatory to replacing it on the shelf. "D—n 'em! If they think I'm going to hang around here waiting on people for nothing, they're mistaken. This is not the city."

"Very well!" said I. "Still I think you might have saved that customer."

"How? How would you go about it?"



EMIL WALTER.

Emil Walter, now senior non-commissioned officer in charge of the First Reserve Hospital, Manila, P. I., received his appointment December 21, 1893, and ranks No. 52 in seniority on the list of sergeants first class, Hospital Corps, U. S. A. He is a graduate in medicine and pharmacy, is 38 years of age and his army record embraces important service in various Indian campaigns and the Philippines. He has also served at Fort Riley, Kansas and Fort Meyer, Va.

"I would have stated the case to him, simply, clearly, courteously. I would have said something like this, 'I beg your pardon, but you see, this is not the city. In order to be able to keep this place, which must often be a great convenience to you, we are obliged to charge a little more than city druggists. Is it not worth just a little to you that you can get what you want right here at your door, without going to the bother of a trip to the city? Time, convenience, and transportation are worth something, are they not?'"

"I see myself getting down on my knees to anybody," snarled the disappointed salesman. "I'm not here for my health, and if they don't like my prices, they can go hang."

POOR DR. FRY AND HIS "FARMACIA ITALIANA."

Send your sympathy, fellow druggists, to Dr. Walter W. Fry, the Philadelphia druggist, who is thinking of removing the inscription, "Farmacia Italiana," from the Eighth and Catharine street store.

Three months ago gallant Mark Goldberg cooled his ardent passion in Fry's with lemon soda. In his pocket was a thirty-two-calibre pistol. His manner was agitated. Presently Fannie Cohen sauntered along with a reticule on her arm. Mark rushed to the door and beckoned frantically. She entered and ordered a chocolate. Between sips he breathed his love. The girl laughed at his suit, busy with her refreshments. He shot her in the back. This fracas was followed by so many other troubles for the druggist that he was thinking for a time of keeping his heavy iron shutters continually up in protection of windows and bottles. Italians made his corner a rendezvous, stabbed one another and took refuge in the "Farmacia Italiana" with bloody wounds. Dr. Fry has known times when he and his clerks had to huddle behind the counter to escape the hail of missiles directed at some criminal inside. The crowd tried to mob Goldberg, for example, and the young man was dragged from the clutches of vengeful men trying to lynch him in the middle of the store.

Last week it happened again. The doctor was

treating an old woman for rheumatism and nine or ten customers waiting. Bang! came the familiar sound of a revolver, and one of the bulk windows crashed inward on the floor. The old woman felt the breath of the lead on her cheek and the bullet flattened itself on the soda fountain. The old woman was so scared that she jumped from her chair and ran across the store and almost leaped over the counter. Witnesses say she was as lively as a school girl, like a two-year-old goaded by a gally, while she could hardly limp into the place five minutes before.

And the long-suffering doctor cursed his "Farmacia Italiana."

KEEP DOWN FOOLISH PRIDE OR GET A FALL.

"I see your soda water fountain is closed for the season," remarked the Era man to a clerk in a medium-sized drug store.

"Yes, and I'm mighty glad of it," was the reply.

"Glad? Why, didn't it pay?"

"O yes, but don't you see, the boss don't keep any clerk especially for the fountain, and I don't like to be dishing out that stuff just like a four or five-dollar-a-week kid! It isn't very dignified."

The young man's boss heard part of what had been said, and, when the clerk had stepped to the back of the store, he freed his mind to the Era man.

"You see, that young fellow is a graduate of a pharmacy college, and he was insulted when I told him he would have to attend the fountain part of the time. He thought he was hired to put up prescriptions, and feared the result if some of his numerous young lady friends should see him drawing soda. He is a good boy, but his pride will keep him down unless he can get over it. If you are in business for looks you'd better get out before you fall out or get kicked out. The soda department is an important part of the trade and when you can't afford a man for that alone every body has got to turn in and help."

"INSECK POWDER" IS NEGRO'S NAME FOR COCAINE.

A long-legged, hungry-looking negro with sunken eyes and stooped shoulders, among other unmistakable marks of the drug victim, walked into a New Orleans drug store. Without speaking, he looked from show case to show case, and then to the bottles on the shelves.

The druggist watched him for a few moments trying to decide whether he was crazy. Finally he walked up to the negro and said:

"Will you tell me what you want?"

The negro "sized up" the druggist, then said:

"Is you got any insecck powder?"

"What kind? Fleas, chinchies or roaches?"

"Dat aint de kinds I wants. Don't yer know what I means w'en I says insecck powder?"

"I have powders to kill every thing—roaches, fleas, rats, chickens, horses or men. If they won't do, you had better get a gun."

"Boss, yer don't seem ter onderstan' me. What I wants is cocaine. I don't wantter kill no inseccks. What I wants is coke. Gimme two-bits wuth uv it, kase insecck powder ain't gwinter to do me no good."

SENTIMENTS OF HIM WHO DOES IT ALL.

"Is your association to have a clam-bake this fall?" was asked of the president of one of the drug associations up the State.

"No I guess not. No one has started the ball moving and I am tired of getting up everything and doing all the work. I want some one else to do something in association work. I am between the devil and the deep sea. If I am too active, people accuse me of wanting to be "It" all the time. If I do not take the initiative then I get kicked for not doing more. No, if we have a clam-bake some one else will have to get it up. I believe thoroughly in these social recreations, as they teach druggists that others engaged in the same business are not all rascals, as we used to think. If everything is left to the president of the association, there is apt to be a falling off in interest."

FAR AWAY NEW ZEALAND.

A Possible Vague Idea of Primeval Forests and Primate Existence Set Right in a Description of the High Position Pharmacy Occupies There.

To the casual thinker a reference to New Zealand is likely to conjure up vague visions of horrible reptiles, mastodons and aboriginal human beings skulking about through primeval jungles, avoiding and hunting one another. And then the mind will dismiss this picture of paint and feathers and probably never hear nor think of New Zealand again for years and years. Indeed, it is this remoteness from our affairs and through no fault of its progressive self that this combination of these islands of Australasia has become identified in the average mind with cannibalism and Feejee and hippopotami. And pharmacy in New Zealand? Well, there is something to tell about it. Its very advanced condition and the enviable position it holds among the professions should be an index to the general progressiveness of the country—though there is one very big country not far from here where pharmacy cannot be said to be rated as very high professionally.

But before the writer gets too deep in pharmacy he wishes to assure the reader that there are no big reptiles in New Zealand. No snakes, nor toads at all, only a few frogs. This fact is vouched for by Mr. Charles Ratjen, who until he sold his pharmacy a few weeks ago, was the leading chemist of Auckland, N. Z., and who is now in this country on a combined business and pleasure trip.

Mr. Ratjen is at the Broadway Central Hotel. He is a tall, blonde, young Englishman, though a native New Zealander, energetic, prosperous and in speech in no way belaying his nationality. As the Era has lately been talking to its readers of South Africa and India and has several more countries written up ready for their education, its representative asked Mr. Ratjen to help us out with New Zealand, and he consented.

Druggists—"chemists" they are called—are much more prosperous than here. What their education is may be best told in reciting the requirements for registration: A four-years' apprenticeship is required during or before which the prospective pharmacist must pass a heavy preliminary examination in Latin, mathematics, botany and chemistry before he is entitled to appear before the pharmacy board. The pharmacy examination is also severe, comprising chemistry, botany with use of microscope, pharmacognosy, materia medica, etc. The theoretical knowledge is obtained under the auspices of the New Zealand Ph. Soc. in courses at the different universities. A university diploma is not necessary, however, if the candidate can pass the board without it.

New Zealand is naturally divided into three islands—North island or New Ulster, South island or New Munster and Stewart island or New Leinster, and politically it is divided into eight provinces, Auckland, Taranaki, Wellington and Hawke Bay on North island; Nelson, Marlborough, Canterbury, Otago and Westland on South island, and Stewart island is comprised in the provinces of Otago. The board of pharmacy is comprised of members elected every three years from the different provinces, by the pharmacists. New Zealand and New York stand nearly together in this last respect.

It is directly of Auckland, the chief city, that Ratjen talked, though conditions there are pretty much the same as all over the islands.

"Auckland," Mr. Ratjen said, "has a population of about 70,000. Nearly all the business is done on one street, Queen street, which runs through the center of the city. Of the forty druggists of Auckland nearly all are on Queen street. There are no German, French or American chemists among them, but they are nearly all English, with an occasional Scotchman or Irishman. The native Maori population, though

in some cases very rich, have furnished no pharmacists. In Auckland as in America the 'Bobbies' are Irish."

Price cutting is prevalent with patents. For instance Ayer's Sarsaparilla, one of the few American proprietary medicines sold there, costs the chemist about 75 cents and sells for about 80. But the price-cutting is mainly due there, as here, to dry goods and other outside stores, who are allowed to handle patents. In prescription work there is no cutting. The usual prescription is an 8-ounce mixture, with a tablespoonful to a dose or a 6-ounce mixture with a dessertspoonful dose. The price is generally uniformly between 50 and 60 cents, though, of course, if costly ingredients are prescribed the charge to the customer is higher, probably enough to make a profit of 50 per cent., though the chemist dislikes to make his charge more than sixty cents. "But, the physicians write very easy prescriptions," Mr. Ratjen said.

Relations between physicians and chemists are most cordial. The physicians come into Queen street every day and, instead of having their own city offices, meet together in "consultation rooms," in the rear of the pharmacies, and which are provided free by the chemists. Of course, their prescriptions go to the chemist whose consultation room they frequent. Consequently, as Mr. Ratjen puts it: "The one who has the most doctors is the man."

Association work is advanced in most of the provinces, though in Auckland a chronic but undefinable indisposition to get together between the "old fellows" and the "boys," whose views do not jibe on all commercial questions, has just about put the Auckland association at a standstill. Mr. Ratjen looks for a resumption of peace, however.

The usual drug sundries are to be found in the New Zealand pharmacy, but no cigars or soda water. In fact, there is only one fountain in Auckland. For that one its importer paid \$400, but after a few months sold it for \$150 and was "glad to get rid of it." It is now being run by a fruiterer, with small results. The people know nothing about soda water, and, as it is dispensed there by people who know nothing of the art, probably do not care to learn. Mr. Ratjen believes a fountain run as it is here and by an American dispenser would be a success.

That historical gentleman who is chronicled as being a seeker after "one honest man," should have tried New Zealand. Mr. Ratjen very much astonished the Era man by asserting that he never heard of substitution there. The Era man got back at him with a series of surprised shocks when he told him something about board of pharmacy investigations here. It was incredible to him. But the fact that their cutting on patents still leaves a profit and that their prescription work pays handsomely all militate heavily against dishonesty.

There is a sort of supervision exercised over pharmacists by the police department, but official visits of inspection are a rarity. Mr. Ratjen never heard of any law against substitution, he said. Poison laws are strict. Opium sales to the Chinese are absolutely prohibited. Chemists are not allowed to import more than four ounces at a time and have to keep an open register of all opium and morphine sales. Arsenic and strychnine sales have to be reported to the police. Here is where the druggists did catch the law. "The law had been in effect only about a year," said Mr. Ratjen, "and had not been enforced at all. Then one day the bobbies raided the whole blooming city." It cost them about \$2.50 apiece and no further lesson is needed.

Because of an exorbitant import duty of \$6 a gallon on alcohol and a government ban against manufacturing it within the country, pharmacists are unable to make their own tinctures. So they either buy them from England or from manufacturers who manufacture them under bond, and whose rebate makes his tax of one shilling a pound.

Good drug clerks are scarce. A registered man gets from \$12 to \$20 a week and an unregistered clerk from \$8 to \$10. The hours are peculiar. For the

registered man they are from 8.30 in the morning to 9 in the evening, though many nights he is permitted to leave at 6. He has a ternate Sundays off. His Sundays for work are easy, however, as the hours are only in the evening from 6 to 9, except in a few stores which open from 11 to 12, midday, also. These hours would be eminently satisfactory to an American clerk, but there is another advantage—the weekly half-holiday. This is ordered by law. Every dealer is required to close on either Wednesday or Saturday afternoon at one o'clock. The dealer is allowed to choose at the beginning of the year which day he shall observe as half-holiday. If he chooses Wednesday he may change to Saturday. But if he chooses Saturday, Saturday it must remain until the year is up. This is to give as nearly a half-holiday as possible.

On this half-holiday the drug stores may remain open for selling medicines only from one to seven and open all around from seven to nine. During the time between one o'clock and seven the owner is allowed to have only one assistant in the store with him.

According to the registrar's census taken on the night of March 31, 1901, there were 811 chemists and druggists and assistants in New Zealand, against 656 at the previous census in 1896; of this number 56 were females. Among the above figures are included 393 male chemists and druggists, and 11 female; 218 male assistants, and 24 female; 10 male clerks and one female; 14 male messengers, 1 salesman, and 11 saleswomen. Persons holding diplomas from colleges of pharmacy or registration papers from boards of pharmacy of other countries must pass the New Zealand pharmacy examination before they are allowed to practice.

In 1902, the value of imports in pounds sterling of New Zealand was as follows: Drugs, medicines, chemicals and druggists' ware, 370,922; opium, 98; castor oil, 17,628; photographic goods, 29,135.

Mr. Katjen, in the brief space of seven years since he established his pharmacy, raised his business until it was the largest in the pharmacy line in Auckland. His selling was largely prompted by a desire for shorter hours, though a purpose to go into a big industrial venture with a few of his friends had something to do with his decision. His trip here is largely for the purpose of obtaining machinery for the proposed industry.

Use Good Paper.

If a merchant fully realizes how frequently his business standing is judged by appearances he will never make the mistake of sending out poor printed matter. Bad printing and poor paper may completely destroy the good effect that a well-written circular or booklet would otherwise have. This is not surprising, for the person who receives printed matter from a stranger is sure to have his opinion of it influenced by its appearance. He may be unconscious of this influence, but he will be affected by it all the same. The same principle holds good with regard to business stationery. A tastefully well-printed letterhead on good paper is in itself a letter of introduction, and one that conveys a good impression.—The Retailer and Advertiser.

Every merchant should realize that his advertisement is practically an invitation to the public to visit his store. Some advertisements are even more than that, for they not only invite the public to come, but they promise them a specific reward for coming. The trouble with some merchants is that they forget that the people who come in response to their invitations are the guests of the store while in it, and should be treated accordingly. It is true that they may be influenced, in part or entirely, by motives of personal interest, but they are none the less guests of the store and have every right to expect courteous treatment. And it is also true that if they fail to receive the courtesy and attention to which they are justly entitled their first visit may also be their last.—The Retailer and Advertiser.

THEORY AND PRACTICE

RAPID TEST FOR CURCUMA IN POWDERED RHUBARB.

Giachino Triggs (Boll Chim Farm) recommends a new method for the detection of curcuma in powdered rhubarb. He states that it is much more simple, certain and satisfactory than that given in the Swiss pharmacopoeia which is the only test of this kind official in any country. One gram of the powder is rubbed in a mortar with 1 gram powdered boric acid. The mixture is placed in a porcelain evaporating dish, moistened with 0.6 gram dilute sulphuric acid, and carefully heated with constant stirring of the semi-liquid mass. Under this treatment, pure rhubarb acquires a light brown color which gradually becomes more pronounced and finally, upon long continued heating, passing into gray. When curcuma is present, the mass assumes a dark purple red color probably due to the conversion of curcumin into rosocyanin. The addition of a little ammonia to the cooled mixture yields, in the case of pure rhubarb, the color usually produced when this drug is treated with alkalis, while in curcuma mixtures the color formed is a blue gradually changing into a dirty gray.

A COD LIVER OIL STORY.

A correspondent sends to the Chemist and Druggist an account of a cod liver oil transaction which he obtained first hand from one of the interested parties, the truth of which he guarantees. It appears that one of the largest refiners in Norway consigned a number of barrels of cod liver oil to a large wholesale house in London. A rival firm in the same town, knowing of the transaction, and being short of oil to fill certain contracts, sent a representative to Hull, who traveled in the same steamer as the oil. This representative saw the casks loaded for London, after which he took an early train, and saw them loaded into the railway van in London. He then followed them to their destination, bought them from the purchaser at a large profit to the seller, and consigned them back to Hull, afterwards taking train himself and traveling in the same steamer back to Norway, of course delivering the oil to his own firm. This incident shows the extreme nature of the Norwegian cod liver oil famine, and the desperate measures adopted by some of the refiners to fulfil contracts.

ACTION OF IODINE AND IODOFORM UPON ALBUMEN.

C. H. L. Schmidt (Dtsch. med. Wchschr.) states that, contrary to the findings of Kobert and Altenburg, albumen solution possesses the power of decomposing iodoform although it is difficult to detect free iodine in such mixtures by means of starch. To determine the separated iodine it is necessary to employ means for breaking up the combinations with albumen. The decomposition of iodoform is probably caused by the basicity of the albumen. When albumen or its more closely related decomposition products are treated with an excess of iodine a reaction for one of the iodine acids may always be obtained. Iodine in the nascent state abstracts hydrogen from albumen, hydriodic acid being formed and the albumen hydrolyzed at the expense of the water present. Blood, pus, hydrocele fluids, and albuminous and normal urine, all separate iodine from iodoform at blood heat. This process is assisted in the blood by biologic influences.

INFLUENCE OF LIGHT UPON CHEMICAL CHANGES.

Cannecian and Silber (Berichte) report the results of a study of the effect of light upon chemical changes in a number of chemical compounds. The light was permitted to act upon the substance during

an entire Summer. Benzaldehyd was mostly converted into a resinous polymer, a little benzoic acid also being formed. Benzaldehyde and benzyl alcohol formed, besides some resin, hydrobenzoin and isobenzoin of melting point 121 degrees. Benzophenon and benzyl alcohol yielded benzopinakone of melting point 186 degrees, hydrobenzoin, isohydrobenzoin and resin. Benzophenone and formic acid remained unchanged with the exception of a small portion converted into resin. In mixtures of opianic acid and ethyl alcohol the light favored esterification, and the pseudoester of opianic acid of melting point 92 degrees being formed. Acetone in imperfectly closed flasks was oxidized to formic and acetic acids. In bulbs closed by fusion water under the influence of light separates the ketone into acetic acid and methane.

CONSTITUENTS OF IPEACAC.

Carl Lovin (La Presse Med.) has studied the action of the two alkaloids of ipeacac upon the blood, the heart and other organs of the body. He concludes that emetine and cephaeline are poisons having a paralyzing action on the heart. Emetine has the more marked action upon the heart while cephaeline has the stronger poisonous effect upon the kidneys. Upon the lungs emetine seems to have no undesirable effect while cephaeline in some cases produces some irritation. The emetic action of ipeacac is due to these two alkaloids, cephaeline being the most active although emetine has usurped the name. The different varieties of the drug vary greatly in emetic power. Rio ipeacac contains .45 per cent. emetine and .52 per cent cephaeline, while the variety known as Carthagea contains .89 per cent. and 1.25 per cent. of these alkaloids respectively. The latter is as an expectorant about twice as active as Rio ipeacac.

INDIAN HEMP PREPARATIONS.

L. W. Famulener and A. B. Lyons (Proc. A. Ph. A.) find that the only reliable preparations of cannabis-indica are the extract and fluid extract. These preparations were both found to be stable and could be depended upon if made from fresh Indian hemp of good quality. The tincture also appeared to be stable, but it seemed to contain a needless amount of alcohol and to possess no advantage not offered by the fluid extract. Most of the preparations claimed to contain the active principles of cannabis-indica in a concentrated form were practically inert, and not one of these products could be recommended. A few possess a fair amount of activity, but these are relatively far more costly than the official preparations. Most of the powdered preparations of the drug were also found to be inert, the material in this condition being too easily oxidised to be of value. The physiological method of assay was found to be the only practical one, but it yielded results sufficiently exact for all practical purposes.

TESTS FOR NITRIC ACID.

W. Wobbe (Apot. Zeit.) gives several reasons why the ferrous sulphate test for nitric acid in sulphuric acid should not be replaced by the diphenylamin test. While the latter test is admitted to be far more satisfactory than the former in many respects, the author declares that the reaction can not be accepted as absolute proof that nitric acid is present. Diphenylamin gives a similar reaction with a number of bodies which readily yield oxygen, a fact which does not seem to be generally known. Thus a sharp color reaction is obtained with nitrous acid and chloric, iodic, bromic and selenic acids as well as with nitric acid. Ferric salts also give the reaction with this reagent and it is for these reasons that the ferrous sulphate reaction has been retained in the German pharmacopoeia.

DISODIUM PHOSPHATE TO DISTINGUISH ALKALOIDS OF CINCHONA.

J. Messner (Pharm. Zeit.) employs a solution of disodium phosphate to distinguish between the four

principal alkaloids of cinchona. He finds that the neutral chlorides and sulphates of the alkaloids differ distinctly in their behavior toward a 5 per cent. solution of the salt. Ten Cc. of one per cent. solution of the alkaloidal salt are treated with three or four drops of the reagent. An immediate and permanent precipitate is given by cinchonine; no change is shown by cinchonidine; and a temporary turbidity indicates quinine or quinidine. If the last two alkaloids are present, another 10 Cc. of the solution are treated with a few drops of 25 per cent. hydrochloric acid. This acid mixture gives with an equal volume of the reagent a crystalline precipitate in the presence of quinine, but remains clear with quinidine.

TO AVOID THE EMETIC EFFECT OF IPEACAC.

Dr. W. Roberts (La Sem. Med.) overcomes the emetic effect of ipeacac, a serious objection to the use of this drug in large doses in dysentery, by administering in the form of pills coated with salol. The author employs pills containing 5 gram of ipeacac, and which after thorough drying are given a coating of salol, by plunging for a few seconds into a bath of this body rendered liquid by means of heat or dissolved in ether. Pills treated in this way pass through the stomach unaffected by the gastric juice, but dissolve readily in the fluids of the intestinal canal where the ipeacac is in position to exert its anti-dysenteric power without producing emesis.

A STABLE COCAINE SOLUTION FOR LOCAL ANESTHESIA.

A. P. Krymow (Vratch) prepares a cocaine solution for use as a local anaesthetic by pasteurizing for three hours at 60 degrees. The cocaine is best dissolved in sterilized water and the solution then placed in flasks and sterilized. The growth of fungi and bacteria in the solution may also be prevented by boiling but this treatment impairs the activity of the alkaloid. Boiled cocaine solutions lose strength in time, their anaesthetic power being less than that of pasteurized solutions and the effects being of shorter duration.

PHOSPHORATED OIL.

Kremel (Zeit. d. A. O. A. Ver.) states that for retarding the oxidation of phosphorus in phosphorated oil the addition of absolute alcohol is most effective. He also prefers olive to almond oil as a solvent. The phosphorus is dissolved by agitating in the warm oil and 5 per cent. of absolute alcohol is then added to the cooled solution.

SURINAM COPAIBA.

For two years past there has been imported into Holland in small quantities from Paramaribo, a copaiba which is as fluid as that of the Para balsam, although on filtration it becomes a little thicker. It is now expected that it will soon be placed on the European markets in considerable quantity, forest concessions having been granted in Surinam for its exploitation.—Ind. Mercur, Pharm. Journ.

FOMITIN.

Rosenbaum (Der. prakt. Arzt.) describes a preparation known as fomitin, said to be a fluid extract of the fungi Fomes cinnamomeus and Fomes ignarius which occur on species of Prunus. The extract is said to be entirely without general effect, its action being limited strictly to the spherules of Beck, yet its influence upon the gastric processes is marked.

ISAROL.

A product derived from ichthyol and known as isarol (Bull. des Sci. pharm.) is a red brown liquid containing from 8.5 to 9.5 per cent. of sulphur and 43.7 per cent. of matter soluble in benzine. It has the same medicinal properties as ichthyol and is slightly lower in price. It is soluble in water and partially soluble in alcohol.



HOWARD ANTHONY PEARCE, Providence, R. I.
Secretary Rhode Island Board of Pharmacy.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulae and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Saturated Solutions.

(S. B.) A solution is said to be saturated when it has dissolved all of the substance that it is capable of taking up at a given temperature. Of course, the amount of moisture in a salt varies somewhat and the resulting solution may not always be quite the same, but for ordinary work in dispensing the variation may be overlooked. A saturated solution of potassium iodide is made by dissolving the salt in water until that point is reached when the water will dissolve no more. The ratio of this solubility is stated by the Pharmacopœia to be 1:0.75, that is, 1 part of potassium iodide will dissolve in 0.75 part of water. The respective quantities of salt and water necessary to produce a saturated solution measuring exactly 1 fluid ounce can be arrived at only approximately. The correct method is to take proportional quantities of the salt and water and make a solution which will produce a volume a little greater than that you really need. Then measure out one fluid ounce. From actual experiment Caspari has determined that a saturated solution prepared at a temperature of 15 degree C. by dissolving 46 grams of potassium iodide in 100 Cc. of water, measured at 12 C.

these data and the explanations given in any text book on pharmacy you should have no trouble in preparing any saturated solution.

Calcium Biphosphate.

(D. R.) Under this title acid phosphate of calcium is official in the French Codex. The formula follows:

Calcined bone	500 grams
Sulphuric acid (Codex).....	500 grams
Distilled water	q. s.

Reduce the bone to a fine powder; mix the powder with twice its weight of water so as to form a homogeneous mass, pour upon this mixture little by little the sulphuric acid, stirring constantly with a wooden spatula. Heat the mass until much carbon dioxide has been evolved and it becomes nearly solid. Reduce the mixture to the consistency of a liquid paste by adding fresh portions of water, and set aside for 24 hours. At the end of this time mix carefully with boiling water and place the whole upon a cloth; wash the residue until the liquid which passes through is no longer sensibly acid. Evaporate the clear liquid to the consistency of a rather thin syrup; allow to cool completely, separate by decantation the liquid from the sulphate of lime and wash the residue with a little cold water, which add to the decanted liquid. Evaporate to a syrupy consistency; the acid phosphate of lime will crystallize upon cooling in pearly plates.

This salt is very deliquescent; it yields a yellow precipitate with nitrate of silver.

Excise Requirements for Druggists in New York.

(Pharmacist) We think the following explanation of the excise requirements sent out some time ago by the Kings County Pharmaceutical Society to its members answers your inquiry: "United States internal revenue tax, \$25; State excise, \$7.50, bond, about \$5; book containing 100 stamps, \$10. Compliance with all of these provisions will enable the pharmacist to sell liquors, in quantities not exceeding one pint, not to be drunk on the premises, only one sale to each person during 24 hours. Each sale to be registered on stub in the stamp book which must be kept open for inspection by any State or peace officer. The sale of any fractional part of a pint requires the same stamp and same registration, as above indicated. Stamp must be affixed over the cork and neck of the bottle, so that removal of the cork destroys the stamp." See also this journal for April 23, of the present year, page 430.

Chocolate-Coating Tablets.

(Subscriber) "Please state in your next issue a practical method by which tablets of tablet triturates may be chocolate coated on a small scale."

Tablets may be coated by rolling them in finely grated chocolate and applying a little heat. The process is not entirely satisfactory, however. A better method, it is said, is to moisten the tablets with a little mulling of cacao and roll them in powdered cacao until evenly coated. When dry, the tablets are to be rotated in a paste-board box with a little grated cacao butter, while slightly heated by the whole over a small flame. The tablets thus acquire a polish.

Unguentum Aegyptiacum.

(F. F. M.) This ointment was official in the London Pharmacopœia of 1721, and has subsequently received the following synonyms: Mel Aegyptiacum, Lond. 1746; Osmel Verucinis Lond. 1788; Dub. 1807; Osmel Cupri Acetatis, Dub. 1826; Limentum Verucinis, Lond. 1836; after which time it was dropped. The last formula was: Veridrigs, powdered, 1 ounce; vinegar, 7 1/2 ounces; honey (despumated), 14 ounces, dissolve the verdigris in the vinegar, and strain through a linen cloth; afterward the honey being poured in, boil down to a proper consistence.

NEWS DEPARTMENT.

NO DELAY IN ORGANIZING.

Washington Promise Committee is at Work.—Organization Will Be by Sections of the United States, with a Vice Chairman in Charge of Each Section.—Work in This City.

Without a day's delay the carrying out of the program for fulfilling their promise made at Washington to the N. A. R. D. has been entered upon by the twelve big proprietary firms. Organizers are already in the field.

The story of the special three day's meeting in this city last week of the Proprietary Association of America, was printed exclusively in this paper, and created great interest among the trade, the retail branch, of which while awaiting results, are highly gratified over the stand taken at the meeting by Messrs. John C. Gallagher and Charles Rehffuss of the N. A. R. D. executive committee, and their straightforward insistence that the proprietors carry out their promise without in any way involving the N. A. R. D. in responsibility for its success or failure.

Last Week's Era fully described this meeting, the largest ever held by the proprietors, which the New York jobbers were called in and promised co-operation along the lines of the plans of the twelve manufacturers and the tripartite plan.

At the second meeting with the manufacturers last week, the New York wholesalers, two of whom had been unavoidably absent from the meeting of the day previous, were unanimous in expressing hearty co-operation with the plans of the proprietors. They offered many suggestions of value in promoting the work of organizing, and Albert Plaut of Lehn & Fink, pointed out to the manufacturers the adverse conditions with which New York jobbers had to contend, conditions of which the manufacturers had previously known nothing. The meeting closed with a cordial feeling between the jobbers and manufacturers that is highly favorable to the plan.

Dr. Pierce Describes the Information Bureau.

Many of the proprietors stayed in the city after the close of the meeting. F. W. Schumacher of the Peruna Drug Mfg. Co. ex-chairman of the Washington Promise committee, and Dr. V. Mott Pierce, chairman; Harry L. Kramer and President D. S. Chamberlain, were to be found at the Waldorf nearly all of the week. Said Dr. Pierce to an Era representative:

"The first result of the meeting was the disposition, which seemed unanimous, to have a central information bureau, for giving out news of conditions of trade in various cities, like Bradstreet or Dun, with more particulars concerning demeriters of trade and substitution. This will make information more thorough in detail, and benefit not only the manufacturer but the jobber. It is hoped that the jobber will join the manufacturer in subscribing to the information bureau."

For this bureau, the manufacturer, at the special meeting, voted \$25 a member. Mr. Wooten will have charge of the bureau, giving the information obtained through the old channels.

"Next in importance, I think," continued Dr. Pierce, "was the enthusiastic disposition in respect to co-operation and friendly intercourse. The fact is that the membership was weighed down by indifference as to co-operation, and jealousies. But now it looks as if a

change had taken place. The members have grown out of this feeling of apathy. This is due to the more progressive spirit of modern business and thought.

Success Depends Upon the Retailer.

"Now, as to the Washington Promise Plan—I think that is a pretty good name for it, don't you?" (The Era named the plan). "We will succeed just so much as we have the co-operation of the retailer. He is the important factor in our plan."

Dr. Pierce then explained the general program for organization. The United States will be divided up into several large divisions. A prominent proprietor or proprietors, in each division will send out his own men to investigate the conditions in the various cities in his section, and, as vice-chairman of the Washington Promise committee, will endeavor to improve these conditions by price organizing. Of course with the tripartite behind him. As explained last week, the larger retailers will be asked to fix the minimum schedule, which will include the goods manufactured by the twelve proprietors now pushing the plan, and by such other proprietors as may join this original dozen. Geographical situation will largely decide the apportionment of the districts to the vice-chairmen. For instance, Dr. Charles H. Stowell of Ayer's, might see to New England with Mr. Gove of Pinkham's. George A. Newman of the California Fig Syrup Co., might have Kentucky, and R. E. Queen, general manager of the company might have California, his headquarters being in San Francisco, while Mr. Newman's are in Louisville. Dr. V. Mott Pierce of the World's Dispensary Medical Association, may look after New York State and Pennsylvania. Horlick's Food Co. to look out for Wisconsin, Mr. Schumacher of Peruna, for Ohio, etc.

The manufacturers now belonging to the Washington Promise committee are the Peruna Drug Manufacturing, Horlick's Food, Chamberlain Medicine, Piso, California Fig Syrup, J. C. Ayer, Paris Medicine, Dr. Shoop Family Medicine, Alcock Manufacturing, Lydia E. Pinkham Medicine and Himrod Manufacturing companies, the World's Dispensary Medical Association and the Chattanooga Med. Co. of Chattanooga, Tenn. Dr. D. Jayne & Son are already in conditionally, virtually increasing the membership to fourteen, and Mahlen N. Kline of the Smith, Kline & French Co., Philadelphia, telegraphed his firm's intention to give \$25 a month toward organization.

Mr. Schumacher and Mr. Kramer Talk.

Mr. Schumacher told the Era representative that he could not take the chairmanship again because he is going abroad in May to see his aged invalid mother, who has his promise that he will visit her, a promise that he feels he must keep at all events. But, he says, he will be back to the N. A. R. D. meeting next year, and will then show results of ten month's work.

Colonel Harry L. Kramer said:

"The retail druggist is the distributor of the manu-

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facturer's goods. Therefore, as matters of both business policy and principle, the only square thing for the manufacturers to do is to protect the retailer's interests. How this is best done is a great question. Certainly no great result can be accomplished involving the interests of 10,000 retail druggists, 500 jobbers and 300 manufacturers, whose business alone amounts to \$150,000,000 a year, without organization. The net result of the meeting at Washington is great, but it is not the result of the meeting, but of the education and growth and development of organization of the last five years.

"The proprietors who are undertaking to improve conditions are enthusiastic and honest. That's a long step in the right direction. And they're up against a hard proposition. But they have started work, putting their money and brains into it, which means a great deal with anything like fair co-operation on the part of the retailer. Results will be slow. Demoralization has got under a great headway and must be stopped before there is an upward movement. Every retail druggist should come right up to the full meaning of his own duty by going over every article in his stock, marking up prices when they have been cut to the fullest possible limit.

"People Don't Take Medicine Because It's Cheap."

"Cut prices do not create legitimate demand. People don't take medicine because it is cheap. What is the use, after the business is created and the money to pay a fair and legitimate profit is in the hands of the customer, of throwing that profit away? Competition among retail druggists should never be in quantity. Every time a druggist sells in quantity he is destroying his own business. Cut out quantity. It is not the basis of competition. People don't demand it. Give them just as little as you can for as big a price as you can get, and make up the difference in a nice, clean, prosperous-looking store, a good smile and excellent quality of drugs. Cut down the quantity one-half and you largely increase business and profit.

"I hope that every retailer will co-operate with the proprietors who are interested in this work by advancing the prices and handing out the medicine of a proprietor who is trying to help him when it is asked for. The wholesalers are with the movement. They originated the tripartite plan which it is now aimed to strengthen."

Mr. Gallagher of the N. A. R. D., said this was the first proprietary meeting at which he had seen any real work accomplished. He asks the retailers' co-operation and says he believes if this plan fails the proprietors will never bother with another.

GATHERING CORRESPONDENCE OF EMINENT PHARMACISTS.

The Historical Committee of the A. Ph. A. has undertaken the collection of the correspondence of such men as Procter, Squibb, Maiesch, Rice, and others. Persons who are in possession of letters from these men or of other representative men of American pharmacy and who are willing to have them deposited in the archives of the A. Ph. A., are requested to send them to the committee in order that they may be properly mounted, classified, and bound.

The committee has secured paper and covers of standard size, so that the volumes of correspondence when completed will constitute a uniform library. Persons who are willing to aid in this work by collecting the correspondence of any one man, who has rendered conspicuous service to American pharmacy in his day, should apply to the chairman for standard paper and covers. The committee hopes to make a creditable showing at the Kansas City meeting next summer.

Letters may be sent to one of the following persons,

or to the chairman, at Madison, Wis.: Procter letters to A. E. Elbert, Chicago; Maiesch letters to M. I. Wilbert, Philadelphia; Rice letters to Miss Adelaide Rudolph, Case Library, Cuyton Building, Cleveland, O.

NEW PURE FOOD LAW.

Senator McCumber Hopes to Have It in Force by January 1.—Dr. Wiley Endorses It—What It Provides.

A new pure food and drugs bill has been introduced in the Senate by Senator McCumber and was formally referred back to his committee, the Senate committee on manufactures. It is a wide departure from and much less cumbersome than the Hepburn-McCumber bill of the last Congress, which was killed by a substitute bill, which in turn died on the Senate calendar.

In the new bill, Senator McCumber has heeded the suggestions of several prominent drug houses, in changing the old definition of adulteration, in which all drugs differing from the standard laid down in the Pharmacopoeia came under the penalty, a definition that was faulty because it discredited concentrated products above the standard in strength, and articles specifically labelled as one-half strength.

Senator McCumber intends reporting the bill out of committee as soon as possible, desiring it to become effective on January 1, which, he believes, will give those concerned ample time to prepare for it. Dr. Wiley will use his influence with Representative Hepburn to induce him to adopt the text of the McCumber bill for introduction into the house, so that the measure may be advanced simultaneously, and its ultimate passage thus expedited.

Offenses of Which the Law Shall Take Cognizance.

The introduction into any State or Territory or the District of Columbia from any other State or Territory or the District of Columbia, or from any foreign country, or shipment to any foreign country of any article of food or drugs which is adulterated or misbranded within the meaning of this act is hereby prohibited, and any person who shall ship or deliver for shipment from any State or Territory or the District of Columbia, to any other State or Territory or the District of Columbia, or to a foreign country, or who shall receive in any State or Territory or the District of Columbia from any other State or Territory or the District of Columbia or foreign country, or who, having received, shall deliver in original unbroken packages for pay or otherwise, or offer to deliver to any other person any such article so adulterated or misbranded within the meaning of this act, or any person who shall sell or offer for sale in the District of Columbia or the Territories of the United States such adulterated or misbranded foods or drugs, or who shall export or offer to export the same to any foreign country, shall be guilty of a misdemeanor, and for such offense be fined not exceeding two hundred dollars for the first offense, and for each subsequent offense not exceeding three hundred dollars, or be imprisoned not exceeding one year, or both.

This is the Method of Conducting Examinations:

The chief of the bureau of chemistry in the department of agriculture, shall make or cause to be made examinations of specimens of foods and drugs offered for sale in original packages in the District of Columbia, in any Territory, or in any State other than that in which they shall have been respectively manufactured or produced, or from any foreign country, or intended for shipment to any foreign country, which may be collected from time to time in various parts of the country.

It shall be the duty of every district attorney to whom the secretary of agriculture shall report any violation to cause proceedings to be prosecuted without delay.

What the Term "Drug" Includes.

The term "drug" shall include all medicines and preparations recognized in the U. S. Pharmacopoeia for internal and external use; also any substance intended to be used for the cure, mitigation or prevention of disease.

What the Term "Adulteration" Means.

First:—When a drug sold under or by a name recognized in the U. S. Pharmacopoeia, differs from the standard laid down in the Pharmacopoeia; Provided, no drug shall be deemed to be adulterated under this provision if the standard of strength, quality or purity shall be plainly stated upon the bottle, box or other container thereof, although such standard may differ from that determined by the test laid down in the Pharmacopoeia.

Second:—If its strength or purity fall below the professed standard under which it is sold.

What is Meant by Misbranding.

First:—If it be an imitation of or offered for sale under the name of another article.

Second:—If the package containing it or its label shall bear any statement regarding the ingredients or the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the State or Territory in which it is manufactured or produced.

The Administrative Sections of the Bill.

Section 6 provides that persons who manufacture or offer for sale drugs designed to be transported from one State to another shall be required to furnish samples upon demand. Section 7 makes a refusal to do so a misdemeanor punishable by fine not exceeding \$100, or imprisonment not exceeding 100 days, or both. Section 8 gives the U. S. District Courts jurisdiction over such offenses and provides that adulterated or misbranded goods may be seized and confiscated; but "This act shall not be construed to interfere with commerce wholly internal in any State nor with the exercise of their police powers by the several States."

AMONG THE BOWLERS.

New York Bowling in Fair Shape.—Philadelphia Just Starting Out.—Warm Work in Detroit.—Baltimore Contest Very Uneven.

For want of space last week bowling news was crowded out. So there is a double allowance this week. New York's tournament is nicely on and Philadelphia begins on Tuesday of this week. In New York it seems to be a case of one, two, three in nearly all the series. This is New York's record for their first night of the season, giving team and highest individual scores:

Bruen, R. & Co.	794 791 759	Lauman & K.	680 767 632
Norris	177	Thomas	200
Sharp & D.	801 761 739	Natl' Lead.	715 731 794
Doerr	183	Keuble	203

Last Saturday's games turned out:

Seabury & J.	850 854 871	Roessler & H.	836 816 727
Lov's	194	Walsh	186
P. D. & Co.	805 797 838	Dodge & O.	716 776 709
Brunn	193	Robertson	188

Standings:	W. L.	W. L.	
Bruen, R. & Co.	3 0	National Lead.	1 2
Seabury & J.	3 0	Lauman & K.	0 3
Parke, D. & Co.	3 0	Roessler & H.	0 3
Sharp & D.	2 1	Dodge & O.	0 3

Philadelphia, November 17.—Officers of the Philadelphia W. D. T. B. L. are: President, J. Elwood Lee; vice-president, E. S. Thorpe; secretary, C. S. Welles; treasurer, C. P. Donnell. The teams comprising the league are J. Elwood Lee Co., Conshohocken; Johnson & Johnson, New Brunswick, N. J., and the following Philadelphia teams: Smith, Kline & French Co., Wanderers; Philadelphia College of Pharmacy, Philadelphia Retail Drug Athletic A. "Blue" team and "Red" team; Hance Bros. & White.

The games are scheduled to be played on Tuesday evenings except the special schedule arranged for the Johnson & Johnson, New Brunswick, team, which will have to be played on Saturday afternoons. The schedule concludes on May 10.

Baltimore, November 9.—Baltimore's teams, except the Calvert Drug Co., moved closer together. The Stanley & Brown Drug Co. five, which needed a few games, fell afoul of the Calvert Drug Co.'s quintet, and, like other teams, succeeded in fattening its percentage by taking all three games. The Root & Herbs, who have taken on a great spurt, rolled up 915 in one contest. The scores made last week and the highest individual averages are as follows:

McC. & Co.	826 806 812	Sharp & D.	700 700 782
W. Smuck	178	Dickson	162
Stanley & B.	753 755 757	Calvert Drug.	648 638 700
Verdenberge	172	Elliott	155
Root & H.	875 773 915	J. B. & Son.	791 838 845
Kabernagle	189	Byers	177

Baltimore, November 17.—Perhaps the most notable feature of the contest last week was the victory of the Stanley & Brown team over that of the Calvert Drug Co., although the former had only four members on hand to do battle. One of the most effective members of S. & B., Mr. Lockwood, who had dropped out last season, is again in the ranks and must be regarded as a tower of strength. The team scores, highest individual average and standing of the teams are as follows:

McC. & Co.	852 762 830	Sharp & D.	794 784 819
W. Smuck	177	Dohme	179
Stanley & B.	643 620 581	Calvert Co.	631 592 598
Lockwood	172	Miller	137
Jas. B. & Son.	751 906 862	Root & H.	811 768 843
Fairley	195	Cann	168
	W. L.		W. L.
James B. & Son.	13 5	Root & Herbs.	8 10
McCormick & Co.	12 6	Sharp & Dohme.	8 10
Stanley & Brown.	9 9	Calvert Drug Co.	17 1

Detroit, November 10.—The Parke, Davis & Co. team, by remarkable bowling, have won all their games so far scheduled this season. The team and highest individual scores for each game were:

P., D. & Co.	759 808 848	Stearns	672 683 744
Smith	209	O'Donnell	169
F., W. & Co.	682 684 678	Ingram Co.	675 752 768
Moffatt	171	Mannance	187
M. D. Co.	793 821 893	N. B. & Co.	882 782 740
Hedges	221	Hillman	211

Unusual interest was shown in the games of the Parke, Davis & Co. Interdepartmental League last week, owing to the fact that the first series is about played, and as all expect a marked change in the standing of the teams. Birnbaum of the General Business team, led with the high score of 255. The standing of the teams is:

Chemical	16 2	General Business	8 10
Pharmaceutical	10 8	Publication	8 10
Stock	10 8	Mechanical	6 12
Scientific	9 9	Canadian Laboratory	5 13

Detroit, November 17.—Seasonal playing last week! Parke, Davis & Co.'s unbroken record was scattered by the Michigan Drug team, who took one game from them. The scores by games and the highest score in each series were:

Parke, D. Co.	813 886 877	Mich. D. Co.	826 790 750
Lawrence	210	Pulver	189
Squires	210		
F., W. & Co.	668 643 636	N. B. & Co.	727 844 731
Gendallitis	152	Walsh	210
F., F. Ingram.	823 747 778	F. Stearns.	785 750 853
Smith	200	Reinhold	203

The standing of the clubs:	W. L.	W. L.	
Parke, Davis & Co.	11 1	F. F. Ingram & Co.	5 7
Mich. Drug Co.	8 4	F. Stearns & Co.	5 7
Nelson, Baker & Co.	6 6	Par., Wms. & Clark.	1 11

WILLIAM M. WARREN DEAD.

He was General Manager of Parke, Davis & Co., a Position which He Reached, Step by Step, from the Humble One of Office Boy.

William M. Warren, general manager for Parke, Davis & Co., died on Wednesday of last week at his home, 151 Lafayette avenue, Detroit, as the result of spinal trouble, complicated with an affection of the stomach.

Three months ago, in August, Mr. Warren developed symptoms of ptomaine poisoning, contracting a persistent, low fever. To regain his strength he went to Hot Springs, Va., from which place he was called back to Detroit to the funeral of his father, afterward going to Atlantic City. Two weeks ago he returned to Detroit, but on his way, at Utica, this State, he had an attack of acute indigestion, falling to the floor. This fall aggravated an old spinal trouble, the outgrowth of breaking a muscle in the back five years ago. Spinal meningitis ensued and his death came after great suffering.

William M. Warren's personality and life both commanded respect, admiration and affection. The story of his career is inspiring. He was born in 1861, at Smith Station, Ma. Later his parents moved to Elizabeth, N. J., and, at the age of 16, the young man left his school books for the employ of Parke, Davis & Co., at their New York office.

He stayed with the firm and grew into it. He wore overalls and swept out the office. But he did that humble work so well that men above him believed it to the firm's advantage to increase his responsibilities. In six years he was general purchasing agent for the New York branch. His abilities made him desirable in the main office. There he worked in the laboratories and on the road. In 1888 he was made manager of the traveling service. In four years more he was, in addition, manager of the general business department, with the title of assistant manager. In 1897 the directors completed the work of the man who had taken the broom out of the hands of the office boy. Mr. Warren became general manager of the entire immense business.

His training was as thorough as his rise was rapid. Neither pharmacist nor chemist himself, he hired scientists and kept in touch with their work. He was also a diplomat. When rivalry between departments—each ambitious to make the greatest showing—occurred, Mr. Warren knew how to allay the little frictions and keep the whole institution going at the maximum point of efficiency.

Mr. Warren married Miss Mary C. Buhl, daughter of Theodore H. Buhl, president of the company, who recently died. Mrs. Warren died three years ago.

Mr. Warren was a member of several prominent clubs. He was an enthusiastic yachtsman and won many trophies. But social duties never interfered with those of business, and he was always punctual at his office.

The funeral services were on Friday afternoon at the home, and were very simple, under the conductorship of the Rev. E. H. Pomeroy, of the Fort Street Presbyterian Church, of which Mr. Warren was a deacon. Floral tributes filled the parlor. The active pallbearers, all personal friends of the deceased, were: David C. Warren, Thomas H. Newberry, Charles C. Pethold, Andrew H. Green, W. C. Kaufmann, W. Howe Muir, Dr. W. E. Rice and Dr. Ben. F. Prosser. The honorary pallbearers were heads of departments, as follows: Colonel E. W. Litch, John H. Smolser, P. E. Hall, James Wilson, O. W. Smith, James E. Bartlett, J. T. Barwood, Dr. Charles Stewart, W. H. Holden, L. C. Cook, P. G. Reed, S. H. Carrigan, J. C. Spratt,

Henry A. Wetzel, Fred M. Odema, Joseph Helfman, C. W. Woodruff, Harry Skillman, Henry Barden, W. H. Kern, E. G. Swift and Herbert Turrell.

Mr. Warren leaves a nine-year-old daughter, Elizabeth Buhl Warren. His mother and a sister also are living.

OBITUARY.

BYRON F. McINTYRE died at the home of his son-in-law, Dr. R. S. Gage, East Orange, N. J., on November 7, aged 57 years, of heart disease. Mr. McIntyre, during the last year had spent most of his time in experimenting with milk food products and the establishing the Cold Process Co., this city, of which he was director and chief chemist. His first drug experience was with the old firm of Lazell, Marsh & Gardner. Then he entered the firm of McIntyre & Embrose, chemical and pharmaceutical manufacturers. Not succeeding financially, he entered the employ of Reed & Carnrick, later leaving them to become head of McKesson & Robbins' laboratories.

LEVI CARTER, president of the Carter White Lead Co., died at his home in Omaha on November 7, of pneumonia. He was about 70 years of age, and leaves a widow. He was born at New Hampton, N. J. With General Isane Coe he did a heavy freighting business across the plains from Omaha before the Union Pacific was built. In 1875 he began the manufacture of white lead in Omaha, and, in 1886, the Carter company was incorporated. He was held in high esteem.

JOHN C. PARKER, employed by J. Boyle & Sons as advertising man, while temporarily insane took his own life at his home in East Boston, Mass., by inhaling gas. He formerly lived for some years in Lowell, Mass., and was there connected with advertising work to promote patent medicines. He leaves a wife. Mr. Parker was about fifty years of age.

A. PARRAN BETTS, who was in charge of Dr. Kirk's drug store at Rising Sun, Cecil county, Md., and who was well known in Baltimore, died suddenly on November 12 of acute uremia. He was in his forty-sixth year and leaves a family. For some years he conducted a pharmacy at Preston and Casor streets, Baltimore.

FRANKLIN S. STEPHENS died at his home in Rochester, N. Y., last Friday, aged 71 years. He for many years was engaged in the drug business in New York. For the last few years he had lived in Rochester, the home of his childhood. His funeral was held under the auspices of the Masons.

RICHARD H. HALSTEAD, druggist and banker of Concord, Mich., died of apoplexy. He was 65 years of age and prominent in G. A. R. circles. Mr. Halstead had been in business at Concord since 1871.

GEORGE S. NORTON, a drug clerk at William R. Webster's, Worcester, Mass., died of consumption, aged thirty-two. His death was hastened by an unsuccessful surgical operation which he underwent in September.

RUBINAT WATER

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NEW YORK AND VICINITY.

KAMINSKY TALKS OF FORMALDEHYDE CASES.

Despite statements by the express companies that their Chicago offices hold hundreds of solidified formaldehyde packages returned by druggists in all parts of the country, Saul H. Kaminsky, vice-president of the Dr. George Leininger Chemical Co., Chicago, which is claimed to have victimized many druggists, and who also was a former undesirable member of the Dr. A. P. Sawyer Co. of Chicago, says that his firm never had any trouble outside of New York and New Jersey.

Mr. Kaminsky says he knows what was done in this city (New York druggists who are involved in suits with the company will be glad to hear of this admission) as he "inaugurated the work" in New York himself. He says the defendants' statements are peculiar, and that he made no agreements with anyone to give them exclusive territory. He says he has an agreement, signed by the retailers, in which they promise not to cut prices. Riker's and Kalish's signatures, as well as Vedder's and Trau's are on the agreement, he says, and as the firms in each couple are only a couple of blocks apart, they must know their talk about 15-block territories was hush, he insists. He also says that he will use these agreements in combatting "territory claims." He further says:

"Kalish and Jungmann claim that fraudulent orders were turned over to them by our salesman. Now, the first orders given them by us from physicians and others and those on the strength of which the arrangement with the druggists for the sale of our goods was made, were bona fide. But afterward one of our men went wrong and did forge a couple or so orders from physicians. We are after that gentleman right now. We turned plenty of good orders over to these same druggists afterward, which they filled, and I certainly do not see what kick they have coming. As to the New Jersey cases, which were decided in favor of the defendants, I do not think that fact in itself will count for much against us in the minds of those who are acquainted with the intricacies of New Jersey justice. The defendants claimed that the letters shown them by our agents were not genuine. These letters were from local physicians, and stated that they expected to prescribe our generators in their practice. A large number of physicians had furnished us with these letters, but we were not expecting any such thing as this and had not preserved them. You may be sure that this house is not attempting to do business other than on legitimate business lines."

Kaminsky also says the druggists of Chicago find no fault with his company.

Still, George Gregorius, Mrs. Josephine Dorn, E. A. Neer, Benjamin Kent, Frederick Trau & Co., Oscar G. Kalish, J. Jungmann, E. Vedder & Co., F. K. James, and several others in this region say, emphatically, that the whole transaction with them was an outrageous swindle and that Mr. Kaminsky worked it. They do not say that the company itself is not all right, but they are satisfied that the part they have met is not. Charles A. Kalish, attorney for the druggists, says that Kaminsky has no such agreement as he claims he possesses.

HANDSOME TRIBUTE TO DR. TUTHILL.

A handsome, appropriately engraved gold watch and fob were presented to former Secretary Frederic C. Tuthill at the last meeting of the Kings Co. Ph. Soc. Adrian Paradis made a graceful presentation speech, and Mr. Tuthill, somewhat uncertain in vocalization from a big lump in his throat, said a few words in

acceptance. It was a handsome tribute to one whose work has contributed more than that of any other man to the growth of the society. He resigned the secretaryship a few months ago to accept a chair in the Brooklyn C. P. faculty. The charm was Masonic on one side and bore the Royal Arcanum emblem on the reverse.

DRUGGISTS HEAR NEW PLAN OF INSURING.

Representatives from New York City pharmaceutical associations met in Assemblyman Joseph Green's law office on Friday afternoon, last week, to consider plans for the formation of the proposed new druggists' co-operative fire insurance company. Among those present were Emil Koller, chairman of the German Apothecaries' committee that has the plan in charge, and his conferees on the committee, George Gregorius and George Kleinau; William C. Alpers, Oscar Goldman and Walter E. Faber of the Manhattan Ph. A.; Otto Edler, Bushwick Ph. A., and Adrian Paradis, Kings County Ph. Soc.


There was some difficulty in purchasing the Lloyd's English charter, under which the druggists proposed to organize, because of the inability of the lawyer of the society owning the charter to gain the signature of one of the underwriters, all the rest having signed their willingness to sell. This one member is traveling. Though the Lloyd's charter, after the missing member shows up, may be obtained, during the period of waiting Assemblyman Green, who is an expert on matters of insurance law and legislation, informed Mr. Koller that he could place them in shape to write policies for not more than half of the \$7,000 asked for the Lloyd's charter.

Under our peculiar State laws, no body of men may unite to form an insurance company unless they deposit \$200,000 in premiums with the State insurance commissioner. At least that is the usual interpretation of the State insurance laws. But Assemblyman Green says that men may organize themselves for protection against fire loss, mutually insuring themselves, providing the organization is made only for protection and not for gain, without paying of interest or dividends. A disadvantage of this scheme would be the losing of the fire insurance patrol service, which it is said, however, would be a loss in name only, as the patrol would be obliged to go to any fire, leaving the owners' status with the insurance companies until later.


It was to hear the mutual protection plan, as outlined, that the committees met. Another meeting will be held soon, when it may be definitely decided what course to take in organizing.

CHARGES AGAINST DRUGGISTS FIZZLE OUT.

For two dollars' worth of mistakes Dr. Ferdinand N. Sauer of the Jersey City health department, and physician in charge of the free dispensary system, and Manager John Dolan of the Cadmus drug store, Newark avenue and Coles street, Jersey City, were indicted by the Grand Jury on the charge of fraud connected



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"Forgotten but not dead," is the legend suggested for this illustration by the genial John Pfeiffer of Hoboken, N. J., who appears in the right of the picture, his classmate G. G. Geiger, of West Orange, N. J., being shown at the left. Both are of the class of '81, N. Y. C. P., and Mr. P. asks the "boys": "Do you see any chemical changes since we graduated?"

with the city free dispensary system, a branch of which was situated at the Cadmus store.

Thus fizzled out the wholesale charges of dishonesty made by Dr. McGill against the five free dispensing druggists and the physicians connected with them, charges made during a political campaign to discredit the regime under which the dispensaries were established. It was in line with the whole outrageous proceeding that the "indictment" was returned on the day before election. When it reaches judicial hands it will be disposed of as quickly as its flimsy excuse calls for.

The dispensary charges were a boomerang. Druggists, whether Republican or Democratic, condemned the charges and their promulgator. John C. Gallagher, the prominent N. A. R. D. man, who conducts a free dispensary, defied McGill to prove his charges and, with his large political influence, worked against the mayoralty nominee of his own party and for the administration which was successful at the polls. The mistakes on which the indictments are based, came through not recording prescriptions as received, but waiting until the end of each day. In this way a few that had been paid for got into the city books.

SYRACUSE DRUGGISTS ENTERTAIN AT BANQUET

The Syracuse D. A. held a banquet and reception at the Empire on last Thursday night. The event was attended by 125 people. One of the most enjoyable features was the reception from eight to nine o'clock in which the druggists and their wives mingled and became better acquainted. The reception committee consisted of Mrs. Marjette Harmon, Mrs. Charles Hubbard, Mrs. G. E. Thorpe and Mrs. William Menech. The social side cannot be too strongly dwelt upon, and it is owing to such affairs as this that the good business feeling prevailing among Syracuse druggists is so pronounced.

A pleasant incident was the introduction of A. H. Boardman of Eckhart, Ind., by Vice-president W. H. Blundell. It was done by means of rhyme in which the names of many well-known patent medicines were introduced. Mr. Boardman, who is general manager of the Mass. Mutual Co., and that his business had never recovered as it in fact has since the adoption of the serial numbering plan. Other speakers were A. J. Horrick, of Rome, Wis., J. D. Eyrigh of Syracuse and Rex Frank Hamilton of Syracuse. The latter is a "reformed" druggist, having once been a mem-

ber of the drug firm of Fitch & Hamilton. He is now a prominent Methodist minister.

WANT CIGAR STORE SLOT MACHINES REMOVED.

As soon as Mayor-elect Alan C. Folos reaches the executive chair he will be appealed to by representatives of the Syracuse D. A., who will ask him to remove all the slot machines from the cigar stores. The druggists claim that the cigar dealers are unfair in their competition with them by the use of card and other machines which place the business on a gambling basis. All of the druggists keep cigars, but they claim that they cannot put in card machines without lowering the dignity of their stores. They ask that the cigar dealers be put on the same basis with them, especially as all gambling machines of this kind are strictly illegal. The druggists appealed to the present mayor upon one occasion to take out the slot machines, and while he gave them considerable encouragement the down-town druggists exerted a powerful influence upon the executive and the machines remained in.

COCAINE BILL DRAFTED AT SYRACUSE.

At its last regular meeting the Syracuse D. A. adopted the following resolutions regarding the sale of cocaine:

Whereas, The use of cocaine and its salts and preparations containing same has become so general that it has resolved itself into an abuse of a valuable drug, and, the number of habitual users of this drug has increased to an alarming extent, and it having come to the notice of the Syracuse D. A. that some retail druggists throughout the State of New York are in the habit of making the sales of cocaine and admixtures thereof in small quantities to habitual users of the drug, a feature of their business, and, as this custom is making many new victims of the pernicious cocaine habit, and as lowering the tone of the profession of pharmacy, be it

Resolved, That the Syracuse D. A. declares itself in favor of the passage of some legislative measure, at the next session of the Legislature, that will restrict the sale and dispensing of cocaine and its salts, or of admixtures thereof, and hereby urges the New York Ph. A. and the State board of pharmacy to devote their energies to that end, and be it further Resolved, that the secretary of this association communicate with the chairman of the legislative committee of the State Ph. A. and the secretary of the State board of pharmacy, advising each of the action taken by the Syracuse D. A.

The following bill has been framed for introduction into the State Legislature and will be submitted to the other pharmaceutical associations with a view to joint action.

Section 1. Section 198 of Chapter 667, of the laws of 1900, is hereby amended so as to read as follows:

Section 198. Poisons—retailing of.—It shall be unlawful for any person to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed to the bottle, box, vessel or package, a label containing the name of the article and the word "poison" distinctly shown, with the name and place of business of the seller, all printed in red ink, together with the name of such poisons printed or written thereupon in plain legible characters, which schedules are as follows, to wit:

Schedule A.

The alkaloid cocaine, or any of its salts, or any admixture thereof, or any proprietary preparation or article containing the same, to be sold or to be furnished only upon the prescription of a duly registered practicing physician or dentist, which prescription shall be retained by the seller and shall be filled but once, and no copy of which shall be given to the purchaser.

Schedule A of the present law is made Schedule B, and the word "cocaine" is stricken out. Schedule B is made Schedule C.

MAY 1st, 1902, ERA WANTED.

We will pay fifteen cents for a copy of the May 1st, 1902, Pharmaceutical Era delivered at this office. The Pharmaceutical Era, No. 8 Spruce St., New York.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Attendance at the Manhattan Ph. A. meeting on Monday night looked up considerably. The reading of an interesting paper on "Modern Therapeutics," the result of several years' labor on the part of Doctor Alfred A. Herzfeld, and several other well-known chemists and pharmacists, was read by Dr. Herzfeld and created great interest. This paper will be printed in full next week. Dr. Herzfeld, now a practitioner, was a New York C. P. gold medal man in 1887.

The proposed new amendments to the constitution, drafted to bring that document into accordance with the charter were tentatively proposed by Arthur C. Searles and will be acted upon at the next meeting.

A most complete report was read by William C. Alpers, chairman of the grievance committee, which had been appointed to study the fire insurance plans being considered by the committee of the German Apothecaries' Society.

The committee, Mr. Alpers said, were thoroughly impressed with the enthusiasm and earnestness with which Chairman Roller and his associates are working. He told about the meeting with Assemblyman Green. Of the mutual protective plan, without capital, Mr. Alpers said that such an association could not be incorporated, nor could members who refuse to pay their pro rata share, in case of a fire, be compelled to do so.

"As to the organization of a co-operative society without incorporation," said Mr. Alpers, "a number of questions were put to Mr. Green, all of which he willingly answered. They all tended more or less to bring out the fact that such an organization, if it should try to do business without regard to existing State laws, would probably be involved in a series of law suits, as the existing fire insurance companies would probably not allow the organization to do business, for the reason that other tradesmen might organize similar companies, and the whole insurance business thereby undergo a radical revolution. Mr. Green thought that probably the best way to settle the question would be to commence a so-called friendly suit, one member refusing to pay, and thereby test the legality of the organization."

A very eatable—and drinkable—collation followed the business meeting.

NEW YORK NOTES.

—F. M. Grieshelmer and William Murchison, who composed the Pharmaceutical Drug Co., Buffalo, have agreed to separate and have divided the stock between them. Mr. Grieshelmer, who is related by marriage to Mr. Brickner of the Blaw & Brickner Drug Co. of Rochester, becomes vice-president of that company and takes the patent medicine and sundries to Rochester with him. Mr. Murchison will continue the manufacturing business in Buffalo, and retain the old name, doing a small jobbing business in essential oils, chemicals and pharmaceuticals. He has already located at 348 Washington street, across the street from his old quarters, which are offered for rent.

—Among some visitors from out of town: W. H. Jones of P. R. Jones' Sons, Danville, Va., who had his bride with him and stayed at the Holland House during this part of his wedding trip; W. A. Hubbard, Newton, Mass.; C. H. Case, Jefferson, O.; W. B. Van Vleet, Johnstown, N. Y.; B. B. Graham, Omaha; W. J. Henderson, Burlington, Vt.; D. T. Taylor of D. T. Taylor & Co., Washington, N. C., who was accompanied by his wife and her woman friend; F. A. Morse West Rutland, Vt.; C. C. Wells, Saratoga, N. Y.; J. H. Des Marceis, Bristol, Conn.; F. C. Bark, Flemington, N. J.

—That Health Commissioner Lederle is a physician is perhaps a natural inference of the persons who hear him addressed as "Doctor." It leads, however, to

amusing mistakes. A veterinary surgeon, unexpectedly roped in to shoot a lame horse, and writing to the commissioner about the disposal of the carcass, signed himself "Yours fraternally." The "vet" would doubtless have felt he had been unduly condescending," commented the doctor, "had he discovered later that I was only an humble Ph. D."

—His acquaintances are having fun about Herman Lipstein, who a few years ago thought it too cold in this city and sold and went to Central America. Then he got too warm, and, this summer sold and came back, taking out a license for a new store in Second avenue. A week later he changed his mind and bought a store uptown in Second avenue. Then he decided it was too cold, and, forfeiting his payment, has gone to California.

—Towns that went "dry" shall not become "wet." rules Excise Commissioner Cullinan, who refuses to sell pharmacists' liquor stamps for use in any town of the State in which hotel or saloon or storekeepers' traffic cannot lawfully be carried on. This knocks in the head the pet delusion of some who love the cup that inebriates, who chance to live in towns that recently voted no license.

—President Philip Lewy presided over the enthusiastic meeting of the Drug Clerks' Circle last week. B. Colle reported that a program was arranged for the next open meeting. His recommendation that it be held before the ball on Christmas eve, was voted down. The committee appointed to call on Dr. William C. Anderson with sympathy in his illness found him improving.

—The next meeting of the New York section of the Society of Chemical Industry will be held at the Chemists' Club tomorrow evening. The following papers will be read: The chairman, "The More Recent Medicinal Synthetics (with Exhibits)," C. Baskerville and T. B. Foust, "Rare Earth Mordants," Oskar Nagel, "On Vegetable Protein."

—J. H. Relfuss the popular Brooklyn druggist, and third vice-president of the Kings county Ph. Soc., left on Tuesday of last week for Stockton, Cal., where he is to be married. Miss Siever is the young woman's name and Cupid's opportunity came when she was visiting Brooklyn friends not long ago. Congratulations to "Jack" Relfuss.

—F. W. Schumacher, the Peruna man, said last week that his firm is beginning to exploit its goods in Australia and South America, and that they have recently opened branches in Canada and Mexico. Brazil, Argentine and Chili, of the South American countries, and Cuba, together with several European countries are to be invaded at once.

—F. K. James, the Eighth avenue druggist, and M. P. Gould, the drug store advertising man, have returned from a three-weeks hunting trip in the game warden laden woods of Maine.

—The S. Marulescu Drug Co. of 285 Delancy street, has leased a store at Broome and Eldridge streets, a site which half of the druggists on the East Side had been after.

—Samuel Lifshutz has a new drug store at Attorney and Division streets, Jacob Massel, who recently sold at 215 Mource street, is clerking for Mr. Lifshutz.

Eff. Lithia Tablets

Sold for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

—These were the successful applicants at the last examination by the Eastern branch: Henry Jansen, Otto J. Koch, Charles Langer, Isaac Slonimsky.

—Bauer & Black secured a judgment against Frank J. Tynan, druggist at 508 Court street, Brooklyn, for \$81.

—Schieffelin & Co. secured a judgement for \$81 against the Dr. Gray Wonder Workers Co.

—S. Harkway is opening a new store at Rutgers and Cherry streets.

FROM ROCHESTER.

—At the monthly meeting of the Rochester Ph. A. H. B. Guilford, delegate to the national convention, made his report. The committee on prices, of which Elmer E. Carlson is chairman, reported that an agreement had been reached between the pharmacists on prices on toilet articles, dentifrices, talcum powders, etc. One large dealer had heretofore held out against an advance of prices but he had been won over, and the rate war now is apparently at an end. It was reported that one of the local druggists was giving away trading stamps and the secretary was instructed to notify the offender that unless he stopped the use of the same he would be suspended by the N. A. R. D. The bowling team reported that it was in fine form and ready to meet all comers. The team will join with the other members of the Rochester Ph. A. in a banquet and smoker to be held at the alleys next Thursday after noon.

NEW ENGLAND.

LOWELL'S AWFUL THIRST.

Five Gallons of Liquor in Six Months for Each Inhabitant, Babies Included—Only Druggists Allowed to Sell.

Boston, November 17.—A somewhat singular condition of affairs prevails in Lowell, according to the police records. It appears that since six months ago when Lowell became a no-license city, there have been forwarded to Lowell 574,000 gallons of liquors, both spiritous and malt. Lowell has about 100,000 population, so the average six months' allotment of liquors is considerably more than five gallons for each person, infants included. And druggists are the only ones licensed to sell.

Lowell has about seventy-five drug stores. Years ago when the board of pharmacy was first given jurisdiction over drug store liquor licenses, a crusade was made against many of the so-called "drug stores" of Lowell. In not so very long a time the board closed up about thirty fake drug stores. It is said by those experienced in such matters that wherever there is a large French population, as in Lowell, one will find a city of great general thirst.

WATERBURY BOYS HAVE PLEASANT ANNIVERSARY.

Waterbury, Conn., November 17.—The Waterbury Drug Clerks' association celebrated recently the first anniversary of its organization by giving a most elaborate banquet. Among the guests were: Arthur L. Dickinson, former president of the Connecticut Ph. A.; John B. Ebbes, treasurer of the Connecticut Ph. A.; Herbert W. Lake, president of the Waterbury Ph. A.; Thomas T. Casey, secretary of the Waterbury Ph. A.; Thomas L. Axtelle, M. D.; John M. Boudier, M. D.; W. R. Swann, representing Schieffelin & Co. of New York; E. N. Richardson, representing Sharp & Dolme of

Baltimore; J. H. Donley, representing the Merrell Chemical Co. of Cincinnati; W. H. Wheeler and George L. Moses, representing the Apothecaries' Hall Co. of this city.

After those present had done full justice to the delicious entable and drinkables, the speech-making began. President Carpenter made an able toastmaster. The following responded to toasts: Arthur L. Dickinson, John B. Ebbes, J. H. Donley, Thomas Casey and Dr. Axtelle. It was an early hour when the festivities ended. The committee which arranged for the banquet was: Joseph L. Killbridge, George A. McNamar, Edward J. Dwyer, James N. Banziger, Ralph H. Foster and Edward J. Duran.

FINED FOR SELLING IMPURE PHENACTINE.

Boston, November 17.—E. M. Gardner and Henry K. Mansfield, the two druggists charged with selling adulterated phenactine, retracted their first plea of not guilty, and asked that the charges be considered as constituting one case, as they were in partnership. They entered a plea of *nolo contendere* and the court imposed a single fine of \$100, on Gardner, which was paid, while Mansfield's case was placed on file. The defendants stated that they purchased the phenactine in good faith. The defendants gave their joint address as Canal street, but have since announced that they are to go out of business there, where they conducted a wholesale trade. Comparatively few in the drug trade even knew that they were established for business in Canal street. Mr. Gardner's name appears in the Boston directory as the owner of three retail drug stores, but Mr. Mansfield's name is not in the directory. He is known as having had several pharmacies in Salem.

MERCHANT STEALS HIS NEIGHBOR'S DRUGS.

Boston, November 17.—Arrest of one of a prominent dry good merchants of Cambridge shows a peculiar case of double life. Early in the morning the police captured James S. Reardon in Bird's drug store in Massachusetts avenue, which adjoins his, Reardon's, own dry goods store. Reardon had in his possession nearly six hundred cigars, three bottles of brandy, several boxes of candy and five or six dollars in change which had been stolen from the drug store. When arraigned he pleaded guilty. Reardon was prosperous in his own business. This drug store had been robbed three times within the last few months and the police are inclined to connect Reardon with all of the cases.

THE BAY STATE.

—E. F. Leonard & Co., Springfield druggists, recently won a verdict for \$91 damages. The firm, made up of Edward E. Leonard and Homer F. Dickinson, sued for \$175. The defendant was a Boston contractor who agreed to furnish the drug firm with new counters. The old counters were sold for delivery at the same time the new ones were due to arrive. A delay of two weeks beyond the contract time in the delivery of the new counters caused the buyer of the old ones to change his mind. E. F. Leonard & Co. had to sell some one else at a much lower price and therefore sued for the difference.

—As the outcome of the charge brought in the court in Newton against Joseph A. Letourneau, a drug clerk in the employ of P. J. E. Lavroux, and his conviction of illegal liquor selling, an investigation by the board of adherents has been requested. It is said that Letourneau himself was not guilty of law breaking and that, in fact, his license permitted sales to be made by himself or clerks.

—John T. Loftus, proprietor of the Summer street

pharmacy, Worcester, has sailed from Boston on a Cunard Line steamer for a trip of several months in Europe. Dr. Loftus intends to spend most of his time in England and Germany, where in the leading hospitals he will study diseases affecting the nose, ears and throat. He was accompanied by his sister, Miss Maria Loftus.

—The drug store of Theodore St. Onge, Millbury, has been sold to Timothy J. Cotter. Four years ago the new owner quit the drug business to become manager of the Tourtellotte House. Mr. St. Onge has been a druggist in many large towns and cities in Massachusetts and has found Millbury the best-paying place of all. His selling was due to a most tempting offer.

—Dr. John Homer, a prominent Newburyport druggist, was defendant in a case in which he was charged with selling tincture of iodine not up to standard. Fine of \$100, from which Dr. Homer appealed. Dr. Homer has been in the drug business nearly forty years, fully twenty of that time as a pharmacist in Newburyport. The plaintiff was the State board of health.

—The Whithall Tatam Company announce the removal of their Boston office and salesroom to their new location at 91 Washington street, north, where increased facilities enable them to exhibit the complete lines of samples to better advantage and permit of prompt attention to orders.

—Dennis F. Donovan, a druggist at Lawrence, is a voluntary petitioner in bankruptcy. He owes a little more than \$2,300 and has no assets. George H. Barnard of Fall River, who conducts a drug store in Central Falls is also a voluntary petitioner in the same court.

—Peter Crane, although in the drug business for many years, has only recently taken the examinations before the board of registration in pharmacy. He received a percentage far ahead of the ordinary. He is employed as clerk at M. F. Flynn's, Haverhill.

—At Barker's, Gloucester, there has been an exhibition of prescriptions filled since Mr. Barker opened up business eighteen years ago. There are 179,000 of these prescriptions, not including the refills. Mr. Barker is more than proud of this high record.

—A young Roxbury druggist, James H. Dorsey, has recently been on a hunting trip through the woods of Maine where he had a fine time, greatly benefitted his health and had more or less success shooting.

—Fred Guertin, who for several years has conducted a drug store in Mechanicville, has given up his home there and removed to New Bedford. His brother, Charles Guertin, has taken the pharmacy.

—M. Duquette, druggist at Indian Orchard, where he has much of the patronage of the French residents, lately has been on a business trip through Northern New York and Canada.

—Frank Lavoie is the new owner of the Kearnan drug store in Millbury and begins business with practically as much that is new as if the store were entirely so.

—Jesse Clark, a Fall River druggist, recently entertained the members of the Providence Basket Ball Team. Mr. Clark is much interested in basket ball.

—Fred Whitmore, who recently sold his drug store in Somerville, has gone to his old home in Bath, Me., where he is visiting friends.

—Fall River has a new pharmacy at 1512 Main street, opened by William J. Briggs and Harrison Brightman.

—A. H. Standish, long a druggist in High street, Taunton, has removed to a better location in Old Colony avenue.



DR. SUSAN HAYHURST, Philadelphia, Pa.,
Honorary President Society of Women Pharmacists and
Chemists of Pennsylvania.

PENNSYLVANIA.

USUAL GOOD SENSE.

P. A. R. D. Cheers N. A. R. D. Report, Will Investigate
House that Sells Cutters, Denounces Trading
Stamps and Does Several Other
Wise Things.

Philadelphia, November 17.—The regular meeting of the P. A. R. D. with President Ledson in the chair, was held at the College. Delegation Chairman Charles Refuss had prepared a most interesting resume of the work done by the Philadelphia "hustlers" at the N. A. R. D., and a round of spontaneous applause greeted its reading. A rising vote of thanks was tendered the delegates and the entire report ordered spread on the minutes and published in the next copy of the P. A. R. D. Bulletin.

Among letters was the correspondence between Chairman Eppstein of the executive committee and a manufacturing pharmaceutical house of Philadelphia. A physician, who is also a druggist, had opened a store in the northern part of the city. He was listed by the N. A. R. D. as an aggressive cutter, and this house had been selling him. The manufacturers replied that they had instructed their salesmen not to "solicit" any orders from cutters. A later note followed the first, in which they asked if they stopped selling the person in question, what would the P. A. R. D. do for them? The matter was referred to the executive committee, the temper of the members being aroused by the pe-

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

313 West Street

NEW YORK

It will occupy all of the four floors and will have greatly improved facilities for doing business. The building is as well adapted to the wants of the company as if it had been built for the purpose, and will afford ample room. It contains 12,000 feet of floor space and additional storage room can be secured if needed. The floors are high and both front and back are easy of access.

WILL STOP CUTTERS' PHARMACEUTICALS SUPPLY.

Baltimore, November 17.—The cutter and the trading stamp occupied the attention of the executive board of the Baltimore R. D. A. at their meeting last Tuesday. It was the sense of those present not only to prevent the cutter from getting a supply of proprietaries and goods included in the tripartite plan, but to shut off his means of getting pharmaceuticals. It is thought that every house will fall in line if proper representations are made. As long as the cutter can get pharmaceuticals it is difficult to control the trade. David R. Millard was appointed chairman of a committee to get data on the Pittsburg method of procedure, with John B. Thomas as the other member. With regard to the trading stamp, the executive board was of the opinion that it would be best to co-operate with the Merchants and Manufacturers' Association, which has taken up the matter and is expected to petition the legislature for the enactment of suitable legislation.

MARYLAND.

—Dr. John F. Hancock, one of the oldest pharmacists in Baltimore, connected with all the druggists' organizations there and a manufacturer of medicated lozenges and other articles, is engaged in writing a history of the past fifty years in pharmacy in the Monumental City. The volume will be issued shortly after the first of the year. At the same time Dr. Hancock will celebrate his golden jubilee as a druggist. The event will probably be recognized in some suitable way by his colleagues, among whom he is held in high esteem.

—The mystery of the three fires in the establishment of C. C. Bartgis & Bros., dealers in druggists' supplies and lithographers, Baltimore, has been explained. Mark Zeller, 16 years old and employed there for about two years, confessed to the police yesterday that he set the place on fire each time in order to cover up thefts, and that he wanted the place to burn down so the old funnels would be consumed and he would no longer be required to clean them. The losses were about \$25,000.

—Milton Fox, son of druggist Fox, Baltimore, and employed as clerk in his father's store, has gone on a pleasure trip to Jamaica.

—Mrs. Lillie Sullivan, Baltimore, died as the result of drinking Jamaica ginger prepared with wood alcohol.

LOCKED UP AS INSANE, NOW SUES FOR \$50,000.

New Orleans, November 17.—Thomas J. Logan, a druggist well known in New Orleans, yesterday filed suit for \$50,000 damages in the Civil District Court against Dr. M. V. Richards, the coroner. The suit grows out of the arrest and incarceration of Logan on an affidavit charging him with insanity. He remained in jail, as the petition alleges, from October 17 to October 21, besides having been arrested in New Iberia and being caused other annoyance in New Orleans by being guarded. The petitioner charges that his arrest and incarceration were high-handed, unjustifiable, illegal and wanton acts, and were oppression and malfeasance, in gross violation of his personal rights.



EUGENE J. BASS, Portsmouth, Va.,
Second Vice-President, Virginia Association of Colored Pharmacists.

AROUND THE GREAT LAKES.

SAGE ARRESTED.

Agent of Illinois Board of Pharmacy Charged by Cocaine Sellers with Selling Chichester's Pills.—Other Druggists Regard Sales as Legitimate.

Chicago, November 17.—Druggist Brendecke and his cocaine-selling confreres now are trying another mode of attack on the board of pharmacy, since their appeal to the Governor was so neatly turned down. They caused William H. Sage, agent for the board, to be held to the Criminal court.

D. H. Brillow, attorney for Brendecke, declares he has evidence to make something of a case against Wilhelm Bodenmann, president of the State board. He appeared in Justice Martin's court in the afternoon and alleged that certain druggists, acting as their own detectives, had bought cocaine and other barred drugs in Mr. Sage's store.

The attorney said the men had combined to secure the conviction of the members of the State board, and were watching all the members or agents of that board who are in business in Chicago. He declares the case of Mr. Bodenmann will be brought into court next week.

Mr. Bodenmann says Brillow has fabricated his charges out of whole cloth, and that his case will be taken before the Bar Association. As for the status of Brendecke, the curious need only be reminded that he recently admitted in court that he had received goods

Always insist upon having

ABBOTT'S THE ORIGINAL
Angostura Bitters.

C. W. ABBOTT & CO.,
Baltimore, Md.

stolen from Lord, Owen & Co. These goods comprised 30 ounces of cocaine and 120 packages of Birney's Catarrh Snuff.

The remedy which it is alleged Mr. Sage sold is Clchester's Pills. When the case came up before Justice Johnson last week, a number of druggists testified in behalf of the defendant, stating that they had been selling the remedy for years and regarded its sale as legitimate and proper. The justice reserved his verdict but later in the week bound Mr. Sage over to the grand jury. The outcome will be watched with interest by the trade as they are, of course, vitally interested in knowing whether the sale of this remedy is against the law.

SURPRISE FOR VETERAN DRUGGISTS TOMORROW.

Chicago, November 17.—The Chicago Veteran Druggists' Association will be "surprised" tomorrow when they gather for their quarterly meeting by being taken on a tour of inspection of the tunnel system of the Illinois Telephone Co., at the invitation of the company given through F. Blocki, commissioner of public works and son of John Blocki, the veteran's corresponding secretary.

This is an invitation to the members and is self-explanatory:

Dear Fellow Veterans:

I defy anybody to write his history after his death any better than before. Therefore do it today, or as soon as you possibly can.

What I would earnestly ask you to do, is to write your reminiscences of your apprentice and clerk days, your start in business, whom you knew and met among druggists, and then send it to me.

Our historian has your statistics; what I am after is a pen picture of your earlier days. Every last man should send this history in at once, not as we proposed, three for each meeting. We want the whole lunch right now and then draw lots at each reunion whose and how many records we shall read.

Get yourself together and do this now for your beloved association. I have never touched you before but I make this touching appeal now and by responding to it promptly you will gladden the heart of your recording secretary.

W. BODEMANN.

DRUG STORE LIQUOR WITNESSES BOYCOTT TOWN.

Grand Rapids, Mich., November 17.—Citizens of South Haven, who have been summoned to appear before the grand jury at Paw Paw, called to investigate alleged violation of the local option law by drug stores, have made arrangements to boycott Paw Paw while in that city. They have raised \$350 to charter a special train, including a Pullman and buffet cars, and meals will be served on the train. Even a barber, a boot-black, a minister and a four-piece orchestra will be provided. Any member of the party found to spend a dollar in the county seat will be fined \$10. It is expected that the jury will be in session eight or ten weeks and the special train will be run daily between the two towns.

TOBACCONIST THREATENS "HEART CUTTING."

Grand Rapids, Mich., November 17.—Cut rates on cigars have been the rule in this city for many moons and the situation, instead of clearing up, seems to grow more strained. This week the druggists are selling five-cent cigars at the rate of 15 for 25 cents, and all goods, whether made by a trust or union or not, are being slaughtered. The E. J. Reynolds Co. is operating six cigar stores on prominent corners in the downtown district and the druggists have been "going" this concern one better ever since Reynolds started the merry jig. Mr. Reynolds is quoted as saying, "If necessary we will rent a store and open a pharmacy, and then show the druggists what we can do in cutting the heart out

of the drug business." The druggists are standing pat, and are waiting to see the new pharmacy.

CHICAGO ORGANIZER CUSACK RESIGNS.

Chicago, November 17.—The monthly meeting of the executive board of the Chicago R. D. A. was held on November 10 with President Avery in the chair. The board accepted the resignation of Organizer E. J. Cusack, who retires to go into other business. His work has been eminently satisfactory. The appointment of his successor was left to Dr. Noel, the general organizer. The committee having in charge the carbolic acid ordinance reported that the council committee had appointed a sub-committee to meet the association's representatives, but nothing has been heard from them. The matter is probably dead.

ILLINOIS.

—The news of the death of Wm. M. Warren, general manager of Parke, Davis & Co., was received with the deepest regret in the trade here, where his remarkable ability and genial personality were most highly appreciated. J. E. Bartlett and F. P. O'Brien of the Chicago office attended the funeral. The latter was Mr. Warren's private stenographer for years. Among the many floral pieces was a magnificent pillow of English violets from the employes of the Chicago branch.

—Dr. Edward Kremers of the pharmacy school of the University of Wisconsin put in a busy day in Chicago yesterday. In the afternoon he delivered a lecture before the students and alumni of the Northwestern C. P. on "Plant Perfumes," while in the evening the members of the Chicago section of the American Chemical Society listened to an address on the chemistry of volatile oils.

—The Chicago Drug Trade Club has made several important changes in its constitution and by-laws. A new membership class known as "Class C" has been created to be composed of out of town firms connected with the wholesale drug trade. All other classes are composed of individuals. Retiring directors will hereafter be ineligible for reelection.

—Louis F. Stuebe, a prominent retail druggist of Danville, and who represents the Danville district in the N. A. R. D., was a Chicago visitor last week.

—Jesse I. Cozine has bought the store of Shepard & Andrews at Thirty-third and State streets.

—At Watseka, W. H. Ausin has been succeeded by E. J. Austin.

MICHIGAN.

—Sidney Erwin of Battle Creek is the new member of the Michigan board of pharmacy, succeeding W. P. Doty, of Detroit, at the beginning of the year. It is the aim of the board to induct the practical element into the examinations as much as possible in the future, and, to this end, President Henry Heim of Saginaw will visit the States of Illinois and Wisconsin, to get a clear idea of the advanced method of those boards of pharmacy. The adoption of this plan will lengthen out the examinations to three days. The new board will be composed of Henry Heim, Saginaw; John D. Muir, Grand Rapids; Arthur H. Webber, Cadillac; C. B. Stoddard, Monroe, and Sidney Erwin, Battle Creek.

—Fred J. Arner, at one time pharmacist with Harwood & Kephart of Potosky, writes Mr. Harwood from Buenos Ayres that he has been made general manager of Dr. Williams' Medicine Co. in South America, and will shortly remove his headquarters to Rio de Janeiro, with large salary and increased responsibilities. Fred carries both burdens with oldtime cheerfulness.

—The Lawrence Drug Co.'s store at Lawrence has been bought by O. D. Allen and one of the exchanges

in that local option county "hopes it will not be necessary for him to take a rest at the expense of the county, as some former druggists of Lawrence have been compelled to do." This looks to a man up a tree like a premature and uncalled for job.

—A stock company with \$50,000 capital, is being formed at Cheboygan for the purpose of converting a big heap of sawdust left by the mills in that town, and known as "sawdust mountain," into ethyl and wood alcohol and charcoal. Ethyl alcohol will be made by the Classed process.

—The American Drug Co. has put up a new electric sign, "Drugs", over its store at Traverse City and a total of 110 incandescent bulbs make the short word blaze forth like a noonday sun. Sixty lights have also been placed in the show window, making it one of the handsomest in town.

—The Central drug store at Algonac has changed hands, the new proprietor being Joseph Taggart, formerly at Marlette. The former proprietor, C. Hibberd, has decided to go into another line of business and will move back to Detroit.

—West's drug store, Grand Rapids, enlarged, remodeled and beautiful, was opened to the public on November 7. An orchestra furnished music and 1,500 bottles of perfume were given away to lady visitors.

—C. A. Fisher, the former proprietor of the North side drug store at Albion, will remain in the city, having been employed by Dr. A. D. Bangham.

—Conway & Hall of Sault Ste Marie, are expanding. They will open an uptown drug store, putting in a fresh stock and the latest fixtures.

—H. J. Wilson, for the last year with George Fairman of P'g Rapids, has bought the F. D. Salsburg stock at Edmore.

—Charles Dell, formerly with C. W. Vining at Lakeview, is now with W. W. Slawson at Greenville.

—George W. Priest will replace his burned store at Pellston with a two story cement block.

—H. G. Watz of Court street, Saginaw, has sold his drug stock and the store is closed.

—E. L. Sargent of Boyne Falls, has bought the M. M. Palmer store at Levering.

—P. T. Stocking has removed his drug business from Harvard to Grattan Center.

—E. L. Sargent has resigned his position as manager of Moon's, Boyne Falls.

WISCONSIN.

—J. W. S. Tomkiewicz, a very well-known Polish pharmacist of 452 Mitchell street, Milwaukee, was found guilty of having employed Joseph Kusawa, an unregistered pharmacist, and fined \$50 and costs. His attorney took an appeal. Tomkiewicz claimed that during his absence from the city last summer he had left the store in charge of his brother, Anton Tomkiewicz. Kusawa is said to have filled some of the prescriptions, however. The prosecution was brought by the State board of pharmacy.

—The Wisconsin Pharmaceutical Co. will hold its annual meeting this month and some three hundred druggists of the State who own stock will receive dividends. It is said that the old officers will be re-elected and that Edward Rauber will remain in charge as manager.

—Ernest Kaiser, manager of the South branch of the Kradwell-Thiesen Drug Co., at Racine, was united in marriage to Maude Schmerler of that city.

—F. E. Stemple, the Johnsons Creek druggist, who was badly injured in a railroad wreck, is recovering rapidly.

—Dr. S. E. Campbell, a Milwaukee druggist, has succeeded W. B. Minthorn at Hancock, Mich.

—H. G. Lemppke of Marinette, has bought the Eagle pharmacy at Merrill.

PACIFIC COAST.

CALIFORNIA.

Denver Druggist in California to Fight for Big Legacy—

Board of Pharmacy Meet—Marine Pharmacist Elkus Suspended.

—George E. Saner, a well-known druggist of Denver, is in San Francisco to institute suit to recover real estate in that city valued at nearly \$500,000, and which has been in the name of the late Dr. L. C. Lane and comprises part of the large estate left by that well-known physician and pharmacist. Saner claims that he and four other heirs of the late Dr. E. S. Cooper of Galesburg, Ill., are entitled to this property under the will of the late Dr. Elias Cooper, San Francisco, founder of the Cooper Medical College. According to Saner Dr. Elias Cooper left to his brother, Dr. E. S. Cooper of Galesburg, certain parcels of land in San Francisco, which the latter never conveyed to any one. Saner is a grandson of the eastern Dr. Cooper, and s one of five heirs. After Dr. Elias Cooper's death, says Saner, Dr. Lane bought out the interests of all the other heirs except that of his grandfather. If Saner wins his case he will be one of the wealthiest druggists in the West.

—The State board of pharmacy has just passed the following as licentiates at Los Angeles: Charles Fredericks, Jr., Earl W. Salsburg, John M. Becker, William Raymond Johnston, W. S. McKay, A. W. Stevenson, H. W. Hardy, G. E. Porter, F. B. Braddock, F. G. Keyes, R. D. Owen, and John F. Howard. Assistants: C. A. Bacon, A. W. Drew, Peter Lowson, Charles Scavazzo, W. F. Davidson, J. P. Ladd, Jr., R. C. Silvernail, and G. W. Curtiss. At San Francisco—George S. Hollister, Thomas H. O'Connor, David C. Moore, B. R. Niellois, G. W. Peterson, A. Neve, Jr., Joseph R. Lewis, E. G. Shier, J. E. Robertson, P. E. Squire, E. L. Scott, E. R. McDonald, John Van der Luster. Assistants—D. J. Smith, Frank Glando, R. A. Slinamon, W. E. Simpson, Charles O. Dee, Hans A. Mager, G. M. Edington, A. B. Brogden.

—C. W. Elkus, pharmacist at the United States Marine Hospital of San Francisco, has been suspended from duty by Dr. Stimson, the commanding officer at the hospital, after an official investigation of charges brought against him by his superiors touching upon the character of his service. The position is a very important one. It is under civil service, and therefore it is not within the jurisdiction of the commanding officer to discharge the incumbent.

—Chief Clerk W. H. Miller of the United States Army medical supply depot who was accused of favoring large drug firms in San Francisco in purchasing goods for the Government has been suspended pending final action on the charges. The depot purchases thousands of dollars' worth of supplies annually for the army in the Philippines, Hawaii, the Pacific Coast States, Alaska and the country as far east as Denver, Texas and Montana.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

—The American Lithin & Chemical Co. of New York is having trouble in California. It seems that a Mrs. R. O. Butterfield and others own some rich lepidolite and amlygonite mines at Palo. An agreement is alleged to have been made with the New York concern for the development of the property, but Mrs. Butterfield asserts the Lithin company has violated its contract, and therefore sue has brought suit.

—At the moment that it is being urged throughout the State that fornice culture be attempted in California reports come from Cayeno, a sea coast town, that experiments are being conducted with very fair success. As the imports of this country exceed a million dollars annually, druggists see great opportunities for this State if fornice can be successfully grown.

—F. E. Baskette has purchased the business of the Colpe Drug Co. at San Mateo, which will in the future be conducted as the "Baskette Drug Co. Mr. Baskette has long been the San Mateo manager for the Colpe company and under his direction the business has assumed great proportions for a town the size of San Mateo.

—By mutual agreement the drug firm of Poggi & Thatcher at Onand, will be dissolved on December 1. Mr. Thatcher will remain where he is and Mr. Poggi will open an establishment near by. The two men part the best of friends.

BUSINESS SUCCESS SPROUTS FROM THE SEED OF GOOD ADVERTISING.

Druggists should commence at once to sow the seeds of a successful holiday business. Don't neglect the regular stock, brush it up, re-arrange it, make it look like new, and advertise it. Push all lines. Don't forget that you have a future business to take care of, and take time to read this column each week. You will find many things here that will interest you. The following appear in the November 12 issue:

GRAPE JUICE.—The Gold Medal Brand, made by the Chattanooga Fruit Co., at Ripley, N. Y., who furnish free samples to all dealers who desire them.

BIOPLASM.—A product of the Bioplasm Co., 100 William St., New York, now being extensively advertised to the medical profession. You will have calls. Any jobber can supply it.

VERNAL PALMETTONA.—This product, formerly known as Vernal Saw Palmetto Wine, is made by the Vernal Remedy Co., 101-107 Seneca St., Buffalo, N. Y. The change in name was made simply because the new name is more easily remembered than the old one. The Vernal Co. have reduced the price of all their \$1.00 preparations from \$8.50 to \$8.00 per dozen. Note their advertisement on inside of front cover.

WINE OF CARDUI.—Made by the Chattanooga Medicine Co., Chattanooga, Tenn., and claimed by them to be a product which no druggist can afford to be without; extensively advertised throughout the country, and daily growing in popularity.

CREO-TERPIN COMPOUND.—Sold to relieve cough and pain and remove the cause without disturbing digestion. Prepared by Henry K. Wampole & Co., Philadelphia.

COLORIED SPECTACLES.—Smoke, blue and green, in light, medium and dark shades, in nickel-plated frames. Made by T. A. Willson & Co., manufacturing opticians, Reading, Pa., who claim their low-priced steel spectacles lead the world. Druggists will undoubtedly find them a profitable side line.

SODA FOUNTAINS.—Made by the Puffer Mfg. Co., 1148 Portland St., Boston, Mass., who have been independent manufacturers for SIXTY years. Send for their catalogue of new goods and their price list of second-hand goods.

ARTIFICIAL FLOWERS.—They make a store doubly attractive. Now is the time to have a few yards of holly vines and a few dozen holly sprays for interior decoration. They may be secured from Frank Netschert, 31 Barclay St., New York City, who makes all varieties of artificial plants, flowers, etc., and who will send a 68-page illustrated catalogue on request.

SHOW CASES.—If they are neat and up-to-date they improve the appearance of the store more than any other article of furniture. Hugh Lyons & Co., Lansing, Mich., make a complete line of up-to-date show cases. Note the cut of their latest cigar case on page 3, and then send for one of their catalogues.

STOCK LICORICE.—The old reliable Young & Snylth's brand, made by the National Licorice Co., 106 John St., Brooklyn, N. Y.

ANUSOL SUPPOSITORIES.—A profit bringing remedy made by Schering & Glatz, 58 Maiden Lane, New York, and claimed by them to cure hemorrhoids and to relieve constipation. All wholesalers carry them in stock.

HUMPHREY'S SPECIFICS.—Made by the Humphreys' Medicine Co., 111 William St., New York City, who create the demand by advertising them to the consumer. This firm also furnish a lot of good advertising with each of their cabinets. Don't let your competitor get all the benefits to be derived from this excellent line of goods, but write at once to the above named firm for particulars regarding their cabinet offer.

HOOD'S CALENDARS.—Next month the C. I. Hood Co., Lowell, Mass., will begin to supply the retail trade with these popular calendars. If you haven't ordered your supply, better do so at once.

ABBOTT'S SALINE LAXATIVE.—Thousands of druggists are said to be handling it at a big profit. Are you one of them? Made by the Abbott Alkaloidal Co., Ravenswood Station, Chicago, Ill. Note the net prices of this product on page 5.

PROTOS.—Made by the Protos Co., 1052 Madison St., Chicago, Ill., and claimed by them to be the best food known on the market today for all stomach troubles.

NON-COLLAPSIBLE NIPPLES.—The Miller Rubber Mfg. Co., Akron, O., make them, and they also make a special offer of three dozen of these nipples, one dozen tissue finger cots rolled, and a supply of new and catchy advertising novelties, all for \$1.00.

"M. C. W." Sugar of Milk.

Druggists' and physicians' attention is directed to the new package of Sugar of Milk marketed by the Mallinckrodt Chemical Works. It is put up in handsome square packages, which are tightly sealed to prevent the article from becoming contaminated. The reputation of the Mallinckrodt Chemical Works is sufficient guarantee for the purity and reliability of their sugar of milk, and the "M. C. W." brand is bound to increase in popularity.

Dr. David Kennedy's NEW MEDICINES

	Per Dozen.
CALCURA SOLVENT	\$5.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPDERMI SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Herectine)	5.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
OCULINE BALM	3.00

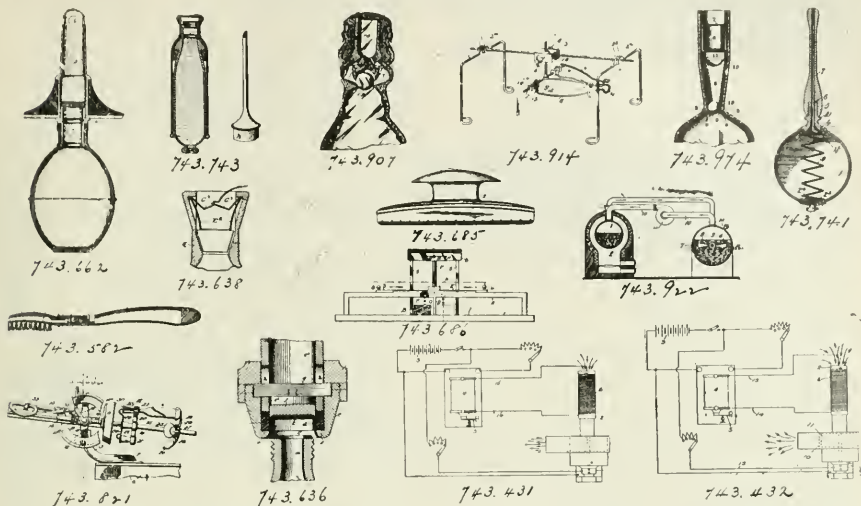
Samples, counter, advertising and window displays provided. Address the manufacturers.

THE CAL-CURA CO.

Dr. Kennedy Row.

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 10, 1903.

- 743,431.—Frederick S. Blackmarr and Joseph L. Willford, Minneapolis, Minn. Method of converting oxygen into ozone.
- 743,432.—Frederick S. Blackmarr and Joseph L. Willford, Minneapolis, Minn. Apparatus for converting oxygen into ozone.
- 743,433.—Frederick S. Blackmarr and Joseph L. Willford, Minneapolis, Minn. Apparatus for converting oxygen into ozone.
- 743,582.—William S. Stein, Lincoln, Nebr. Tooth-brush.
- 743,636.—Ewald Goltstein, Cologne, Germany. Means for sealing bottles.
- 743,638.—Willard R. Green, Denver, Colo. Bottle-stopping device.
- 743,662.—Charles S. Ruckstuhl, St. Louis, Mo. Syringe.
- 743,664.—Robert E. Schmidt, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Anthraquinone-alpha-sulfonic acid.
- 743,685.—Ernest E. Broadhurst, Brooklyn, N. Y. Polishing implement.
- 743,686.—William G. Eneche, St. Louis, Mo. Tablet-dispensing machine.
- 743,741.—Anna Mueller, Knoxville, Ia. Insufflator.
- 743,743.—John H. Mculloch, Newville, Pa. Hypodermic Syringe.
- 743,821.—William E. Brown, Los Angeles, Cal., assignor to Brown-Win Stanley Mfg. Co., Los Angeles, Cal. a corporation of California. Bottle-washing machine.
- 743,922.—Francis I. Du Pont, Wilmington, Del. Apparatus for making mixtures of nitric and sulphuric acids.
- 743,974.—Wyvle B. Corkrell, Columbus, O., assignor of one-half to Dwight Harrison, Columbus, O. Non-refillable bottle.

- 41,440.—Medicinal preparations for certain named diseases. J. D. Riedel, Berlin, Germany. The word "tonosan."
- 41,441.—Remedy against gall-stone. Hugo Rosenberg, Berlin, Germany. The word "Chologen."
- 41,442.—Remedy for rheumatism and diseases of the blood. The "G. R. C." Co., Tifton, Ga. The representation of a portico on which appear the letters "G. R. C.", the whole being surrounded by three concentric circles.

LABELS.

Registered November 10, 1903.

- 10,498.—Title: "Hoxie." (For toilet cream.) Hoxie Chemical Co., Frankfort, Ky. Filed October 2, 1903.
- 10,499.—Title: "Preservola." (For hair-tonic.) Paul J. P. Schumacher, New York, N. Y. Filed October 8, 1903.
- 10,500.—Title: "Herbas." (For medicine.) Christian H. Julius, Chicago, Ill. Filed October 15, 1903.
- 10,501.—Title: "Olijvne." (For medicine.) Coxon and Roberts, Utica, N. Y. Filed October 14, 1903.
- 10,502.—Title: "Aqua Oculi." (For medicine.) Joseph J. Westerkamp, Cincinnati, Ohio. Filed September 5, 1903.
- 10,503.—Title: "Cura De Un Minuto." (For medicine.) Jerry J. Warren, Keywest, Fla. Filed August 29, 1903.

HARRY S. BRODIE, travelling salesman for the H. K. Mulford Company, is dead. He visited druggists and physicians in all parts of the New England States.

TRADEMARKS.

Registered November 10, 1903.

- 41,437.—Dentifrice. John Milton Rosenthal, Fort Wayne, Ind. The words "Kali Klor."
- 41,438.—Insecticide. Leo Dreyfus, New York, N. Y. The representation of a dead bug and an inclined bottle, associated with the word "Deadline."
- 41,439.—Tonic Medicine in tablet form. Walter S.

AMERICAN STOPPER CO.
 12 Verona St., BROOKLYN, N. Y.
TIN BOXES and CANS
 LARGEST MAKERS OUTSIDE THE TRUST



DECLINE IN QUOTATIONS FOR OPIUM.

New York, November 17.—Routine trading continues of a satisfactory character with the tone of the general market steady, but continued weakness in oil peppermint and a decline in quotations for opium are conspicuous features.

OPIUM.—Under the influences noted last week quotations for jobbing quantities have been reduced to \$3.25@3.50 for 9 per cent, and \$3.35@3.60 for 11 per cent. Powdered is correspondingly lower and the revised quotations are \$4.25@4.50 for 13 per cent, and \$4.75@5.00 for 16 per cent.

MORPHINE SULPHATE.—A moderately active jobbing movement is in progress and values remain unchanged at \$2.60@2.70 for eighths in ounce boxes, \$2.55 @2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials, and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—Manufacturers' prices have not yet been changed but the tone of the market continues firm and outside holders are not anxious to sell at current values, jobbers are filling orders at the old range of 25@25½¢ for bulk in 10-oz. tins, 25½¢@26 in 5-oz. tins, 26@26½¢ in 2½-oz. tins, 27@27½¢ in 15 or 10-oz. tins and 32@32½¢ in ounce vials.

MENTHOL.—Trading continues light and unimportant and the easier feeling noted last week has resulted in a further decline in jobbing quotations to \$7.00@7.50 per lb. Onnces are unchanged at 60@65¢.

VALERIAN ROOT.—Spot stocks are becoming depleted and the market is firmer in tone, but jobbers are yet willing to sell to a limited extent at 25@30¢ for whole and 30@35¢ for powdered.

PEPSWAX.—Primary markets are firmer and spot quotations for jobbing quantities have been advanced to 35@40¢ for country and 44@46¢ for city.

SAFFRAN.—Valencia is decidedly stronger owing to unfavorable crop reports from producing districts in Spain and local jobbers have advanced quotations to \$9.25@9.50, according to size of order.

ESSENTIAL OILS.—Continued weakness is a conspicuous feature of the peppermint situation and jobbing quotations show a further decline to \$2.80@3.15 for Western and \$3.00@3.25 for Wayne County. Spearmint has reacted from the firmer position noted last week and there are no sellers at \$1.75@1.90. Fenny continues firm with quotations further advanced to \$5.00 @5.25. Clove is held with decided firmness and jobbers have marked up quotations to \$1.30@1.35. Among the Messina essences, bergamot and lemon are easier owing to cables from Sicily reporting favorable crop conditions. Bergamot is obtainable at \$2.25@2.30 and lemon \$0.60@.81½, according to quality and quantity.

COBALTINER SEED.—Owing to light available stocks both here and at primary sources of supply the local market is stronger and spot jobbing quotations have been advanced to \$6½¢ for whole 1½@13¢ for ground and 15@16¢ for powdered.

DANDELION ROOT.—Supplies are light and the market is firmer with jobbing quotations advanced to 18@23¢ for whole, 20@25¢ for crushed or cut and 24@25¢ for powdered.

CAMPBOR MONOBROM.—Jobbers have further advanced their prices to \$1.00@1.50 per lb. and 15@20¢ per oz.

CACAO BUTTER.—Manufacturers quotations for cakes are higher and jobbers now quote 38@38½¢ for the box, and 12@15¢ for smaller quantities.

TAMARINDS.—Supplies are more abundant and jobbers have reduced quotations to \$2.50@2.60 per keg, and 10@12¢ per lb. for less than a keg.

SHELLAC.—Continued strong markets are noted at all distributing points and spot jobbing quotations have been further advanced to 75@80¢ for D C 70@75¢ for Orange and 60@65¢ for N. Yve. Bleached and powdered are both held at 45@70¢.

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Doctors Visit Apollinaris Spring.

About two hundred physicians recently made a visit to the Apollinaris Spring at Neuenahr, Rhinisch Prussia, where the famous table water of that name is bottled. An interesting account of the visit appeared in the Cologne "Volkzeitung" of Sept. 17th.

Apollinaris is bottled only at the spring and only with its own natural gas, and the physicians were thus enabled to witness personally the interesting processes involved in the cleaning, filling and dispatching of the millions upon millions of bottles in the course of the year. With the greatest readiness the directors of the spring furnished information concerning the various features, and the unanimous opinion of the visiting physicians was that the Apollinaris Spring is an establishment of the first rank in magnitude and administration.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitué?

Because his reading is selected and systematized.

System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



THE DAY OF TURKEY AND THANKFULNESS.

To-day we expect to remain peacefully upon the various drug store counters which we visit each week, for we do not expect any one to bother about drug journals on Thanksgiving day. That day is given up to more material if not more practical things. There was a time when people spent the day in counting up the profits or blessings of the year, and endeavoring to feel properly thankful for the result, but we fancy that few of our readers will examine either their financial or spiritual ledgers this year, for time has changed many things. Every one who is in a condition to enjoy the substantial blessings provided by nature in her summer's laboratory, will do so to the best of his ability, and thus give thanks physically, which is perhaps as satisfactory to all concerned as any other way. Appreciation is, after all, the source and substance of all thanksgiving. We hope every one of our friends will forget for this one day about the condition of the ledger, bills due and low prices, and eat the very best dinner of the year without fear of hurry calls and disturbance. After the turkey, cranberries and pies have been stowed away, we hope every druggist will sally forth with two or more boys and girls—we are profoundly sorry for the unfortunates who have none of their own and are unable to borrow one or two—and take a brisk walk in the antitoxic November air. The individual who can not taste of life's wine and feel that it is good to be above the brown earth under these circumstances we shall leave to take his own pills on the morrow. We refuse to enumerate the reasons why every one pharmaceutical should feel thankful to-day. We have been doing that very thing during all these past twelve months.

THE SPREAD OF N. A. R. D. INFLUENCE.

The conquest of the drug trade of this country by the N. A. R. D. is now almost complete. We may in a very short time expect to see every point of any importance occupied by the national forces. For several years there has been an influence working in opposition to the organization in the East, and radiating in all directions from New York as a focus this force has done much to keep alive cynical distrust, the chief cause of the inertia that has sapped the association's resources. The national body has, however, been moving slowly but surely toward the

center of resistance and we are at present witnessing what seems to be the last struggle of dying opposition. The effect of the attitude exhibited by the Washington Promise Committee of proprietors has been remarkable. Cynicism has almost disappeared and sneers have been replaced by expressions of confidence or willingness to await developments in neutrality. Members of the trade who have resented and resisted the intrusion of the N. A. R. D. into business affairs in the East, have either been converted or have changed their attitude from motives of self-interest, which in reality amounts to the same thing. The tripartite plan will now have a trial such as it never had before. If it accomplished very respectable results when practically its only support was derived from the retail branch of the trade, what may it not accomplish now when the other two branches thoroughly organized are determined to make it effective? We are assured on all sides that the contract plan does very well for one or two proprietary firms, but that its general adoption is absolutely impossible. However this may be, the Miles firm, the first to venture a trial, have found it remarkably profitable. Advice from sources entirely independent of either retailer or manufacturer states this week that the sales of this firm's goods have actually doubled, which indicates a considerable increase since the Washington meeting. It is, of course, possible that the Miles firm, being the pioneers, have obtained the cream of the benefits and that a second trial would prove less advantageous; still, the difficulties would also be less, and we find it strange that no other manufacturer has hastened to place himself upon the same basis, which should be the more desirable because it is limited.

THE CONTRACT PLAN IN CANADA.

The delegates at the N. A. R. D. meeting in Washington were considerably startled by an announcement by Dr. V. Mott Pierce that the contract plan had failed in Canada and resulted in a reduction of fifty per cent in the sales of the goods to which it had been applied. The Canadian Pharmaceutical Journal questions the accuracy of this statement, and says that whatever may have been its success in other respects, it certainly did maintain prices. Accepting the statement about the loss of trade as correct, our contemporary asks why there should be such a noticeable falling off. "It," it says, "is due to the adoption of the contract plan, then our previous contention, 'that the good will of the retail distributor is a valuable asset for any manufacturer to possess,' is erroneous, the basic principle of price protection is unsound and the principle should be abandoned by proprietors without delay." The journal quoted is unwilling to accept the assumption that the adoption of the contract plan was even a minor factor in producing the unsatisfactory result, and points out a number of causes to which the shrinkage of sales might be due. One of the causes was an increase in price shortly before the plan was adopted; another was a premature announcement of the company's intention which gave the cutters a chance to "stock up"; two other contributing causes were the lack of anything like a vigorous advertising campaign and the advent of the "dull season in patents" before the

plan was fairly under way. The quoted remark seems to us especially pertinent. If the friendship of the retail druggist is so utterly valueless, why the present plan and campaign?

REMEMBER MR. GALLAGHER.

In the stirring events of the last few weeks and the rejoicing about the unprecedented action of the proprietary manufacturers in undertaking to make the tripartite plan effective, a task which the retailers had well nigh abandoned, the valuable services of the N. A. R. D. representatives at the meeting in Hotel Manhattan have been in danger of being overlooked. The general plan of action had been pretty thoroughly worked out beforehand, but some of the details still remained to be filled in. As our readers will remember, the proprietors suggested that certain parts of the work could be done by the N. A. R. D., a proposal which seemed innocent enough at first sight. But Mr. Gallagher of Jersey City, one of the representatives at the national association present, realized the gravity of the consequences connected with an assumption of this kind at once. Before the words had fairly filtered into the minds of the hearers, he was upon his feet, and in forceful, unmistakable terms he notified the proprietors that the undertaking was of their own choosing and devising, and that the N. A. R. D., which had not sought such action and had merely suspended judgment until the plan had proved its success or failure, could accept no part of the responsibility for results. We do not believe that the proprietary gentlemen wished to shirk any of the obligations assumed at Washington, but it is so easy and natural to leave some of the worry and work to others that if Mr. Gallagher and Mr. Rehiuss had been merely acquiescent, it is quite possible that the unability for promised results might have been divided, with grave danger to the N. A. R. D. The retail association has already stretched a point in accepting the fortified tripartite scheme instead of the contract plan demanded, and it was well to remind the proprietors that the trade now looks to them to do things and not to the N. A. R. D. We should not forget that the remarkable results accomplished by the national association during the past year have been won by individual men and not by a unanimous support of the rank and file. The greater honor to the willing and able few!

SOUTH HAVENITES AND PAW PAWERS.

Paw Paw is the pleasing name of a Michigan town, the seat of government of a county which is at present the scene of a curious comic opera situation. South Haven, another town in the same county and, it seems, a peculiarly enterprising rival, has been frequently mentioned in our news columns as a storm center disturbed by numerous difficulties between druggists and the county authorities about the sale of alcoholic beverages. Only a few weeks ago a druggist was incarcerated for violating a local option law, and last week we announced a wholesale summoning of South Haven citizens to appear in Paw Paw to answer troublesome questions about the doings of their town. At first sight the righteousness all seems to be on the side of Paw Paw, which appears to be striving nobly to reform a wicked and

perverse South Haven, but there is an other side to the dispute, as there always is to every question. It seems that there has been a rivalry which almost amounts to a feud between the two towns for years, and that South Haven is not nearly as black as she has been painted by the Paw Paw papers. That there are drug stores in abundance in the suspected town and that some of them occasionally furnish drinks without the formality of a preliminary wink, is perhaps true, but the citizens stoutly disapprove of the liquor trade, and the ministers hold up the place as an example for the edification of shameless communities where saloons are permitted to flourish openly. The South Havenites resent the action of the Paw Pawers, and claim that the county seat, which is far less prosperous, is merely trying to bring disgrace upon its more fortunate rival. They are determined that the shame of their own town shall not add to the prosperity of its persecutor. The number of witnesses called is very large, the hearings will be long, and the supply of sustenance to the enforced visitors would therefore be very profitable to the hotels and boarding house keepers of Paw Paw, a village of less than three thousand souls. To avoid giving comfort to the enemy, the South Havenites will take their hotel with them in the form of a special train supplied with all the necessaries, not to say luxuries of life, and they propose to run this train daily between the place of judgment and the place judged. Let us hope that these two towns that are doing so much to keep the rest of the country amused and interested will both come out of the present fracas with flying colors.

MORE DRUG STORE LIQUOR TROUBLES.

Our Boston correspondent this week reports another collection of suits against Massachusetts druggists who are entangled in the liquor laws. These reports come in with monotonous regularity and we can not help wondering why a state which has an international reputation for strenuous intellectuality does not devise regulations that can be depended upon to enforce the public will with less friction. The present liquor laws of the State are complicated enough in all conscience, to take account of every condition that might arise, and there seems to be no lack of determination to enforce them; yet abuses and scandals are so common that one wearies of reading about them. The multitude of suits against druggists must eventually affect the standing of the calling in the community. We do not believe that the average pharmacist of Massachusetts is a whit more fond of the liquor trade than his brother in other States, New York for example; yet his reputation as a law-abiding citizen is constantly in question. The difference is not one of personnel, but is merely the result of circumstances for which the laws are responsible. Laws that encourage or induce the degradation of the drug store or the opening of rum-selling "joints" under the guise of pharmacy are vicious, and every friend of the calling should insist upon their early reform or repeal. New York has a law which many have considered unduly lax, and yet the results have been eminently satisfactory. Statistics which are easily collected under the new arrangements, show that there has been no desire to take advantage



C. I. SHOOP, M. D., Racine, Wis.
President and Treasurer, Dr. Shoop Family Med. Co.

of the liberty granted. Under a fair law, the druggist does not seek the saloon trade; he avoids it whenever possible.

WANTED, STUMP PULLERS.

Concerning the collection of N. A. R. D. dues, a local secretary writing to the "Notes" suggests that the officers of local branches should not be held accountable for all the trouble. He states that there has been no price-cutting in his community and his associates are slow to recognize their indebtedness to the national body in a substantial manner. He reports that the process of separating the dues from those who owe them is "like pulling stumps." Perhaps that explains another item in the same number of the N. A. R. D. publication, a call for men of large stature to travel as representatives of the national retail organization. Possibly "pulling stumps" is the duty which these imposing representatives are expected to perform. Muscular persuasion is not generally considered very good form in modern civilized communities, but there are time and places when it seems almost justified. For months "headquarters" aided and abetted by every drug journal in the country, have pleaded, argued, cajoled and wheedled in a vain endeavor to bring the retail druggist of the country to a realizing sense of his duty to his association and his representatives. And all this effort seems to have done not a particle of good. Those who "paid up" would in all probability have done so without urging. What have the others done about it? Registered a vigorous protest and given some manly reason for their neglect of duty? Not at all. They have merely "hung on," growled a little, accepted the benefits, and acquiesced in everything but their own obligations in the matter. There are some animals and men with whom argument in words is a sinful waste of breath; these require muscular persuasion. We hope the stump pullers will be more effective than the beautifully worded and pathetic pleas which have been scattered throughout the country.

Our Letter BOX



A FEW PERTINENT THOUGHTS FROM PRESIDENT PRITCHARD.

We have recently been favored with a brace of letters from President Pritchard which are of so much general interest that we venture to print the portions not purely personal. We hope the gentleman most concerned will have no objections; but if he should feel that we have taken undue liberties, let him please remember that if people will persist in writing interesting letters to editors they must expect to see them in print.

ON COMMITTEE APPOINTMENTS.

In reply to our inquiries concerning N. A. R. D. committees, the president of that organization says they are still in process of formation, and adds the following observations which are both good sense and excellent politics:

The writer became president of this highly commendable association without premeditation—was entirely "non particeps criminis," if that is good Latin which you may doubt—therefore, there was no previous thought given to the personnel of committees. Such then, being the situation, it naturally takes time to sit out and make proper inquiry concerning their make-up. Personally I am not in favor of recognizing men purely on account of geographical considerations. Neither am I favorable to appointments for any purely political purposes, yet I at the same time realize the vast importance of representation from as many states as possible, but I want the men selected to be, as nearly as I can ascertain, working members. Honor where honor is due! With all these considerations in mind, it follows that time will be required to formulate the various working contingents.

I have completed the lists, but before publishing the names and assignments, I have submitted them to the members of the Executive Committee for approval. During my term of office I want unanimity and avoidance of any possible cause for friction, and to be assured of that very desirable condition, I purpose to lay all important matters before my cabinet before finality of action. The make-up of the committees will be made public in a very few days.

Thanking the Pharmaceutical Era for its able championship of our cause and its many evidences of kindly sympathy, I remain sincerely yours,

B. E. PRITCHARD.

HOW THE FAMOUS REPLY TO COMMISSIONER ALLEN CAME TO BE WRITTEN.

In another letter Mr Pritchard gives an insight into the interesting mental processes which resulted in the incisive reply to the Commissioner of Patent's report. He writes:

I thank you for your complimentary allusion to my reply to the patent commissioner's report. I will tell you in this connection, the secret of getting up such a paper, and this is it: I was writing from the heart, and was so filled with indignation at the supercilious manner in which the Commissioner handled what I considered a sacred matter, and was so overcome with ire that he should feel called upon to make such disdainful reference to the members of our craft and endeavor to call in question the sincerity of our motives, that the words flowed from my pen of their own volition, and I could not even trust myself to

look the paper over in revision, but dispatched it immediately just as originally written. Possibly a more studied effort would have fallen wide of the mark, and been a dismal labored failure.

I hold in my hand a letter from Commissioner Allen in which he states that my "argument" will be given due consideration."

MR. BODEMANN HAS HIS OPINION OF CERTAIN JOURNALISTS.

Chicago, November 20, 1903.

To the Editor:—The latest is a sensational article in to-day's Record Herald pointing out Secretary Hoy as a grafter; the nut of the charge is that he charged the State, or rather the Board, twenty-five cents for laundry. This the Herald picked out of the printed report which the editor called for. I wrote him that if he wanted any additional information, I would gladly furnish it.

This item of twenty-five cents was duly audited and, in as much as we don't want to draw a voucher, warrant and check for each box of matches, or for washing our towels. Hoy had these trifles on his bill as legitimately as his salary bill; and if the editor had wanted to know the truth he could have easily found it out.

But the Herald is against the present Governor, and ready to believe and publish and invent any lie against any of the present administration's boards.

Is that true journalism? Not by a d— sight. The result is that the efficiency of public boards is belittled by such atrocious harangues.

In this particular I am glad to go on record as stating that there is no squarer man in a public place than L. T. Hoy.

W. BODEMANN.

PHARMACISTS OF THE U. S. NAVY.

Atlanta, Ga., November 4, 1903.

To the Editor:—I take pleasure in calling your attention to the recent report of the Surgeon-General of the U. S. Navy, Dr. P. M. Rixey, in which he asks for an increase of twenty-five pharmacists in the U. S. Navy and the application to that grade of all laws enacted for the benefit of other warrant grades. If this recommendation of the Surgeon-General becomes a law, it will give commissions to pharmacists in the U. S. Navy. These recommendations of the Surgeon-General are the same that were asked for at the last meeting of the American Pharmaceutical Association by an unanimous vote, the request being transmitted to Dr. Rixey.

Very respectfully,

GEORGE F. PAYNE.

Chairman, Committee A. Ph. A., on the Status of Pharmacists in the Service of the U. S. Government.

DEPENDS UPON THE ERA FOR NEWS.

Brooklyn, November 16, 1903.

To the Editor:—Please send us another copy of The Pharmaceutical Era. We wish to use it for a special purpose and can say that we depend upon the Era for all special news in the trade and we do not have to wait from two weeks to a month for it either, therefore, we like your publication.

CHAS. A. JOHANNOT.

Pres. Morgan Drug Co.

DOLL VOTING CONTEST TO DRAW HOLIDAY TRADE!

A contest opened on the 1st of November at the drug store of Harry J. Ramsey, East Pepperell, Mass., to last until Christmas eve, which already has given considerable impetus to trade. Mr Ramsey secured a fine French doll, nearly three feet tall and with jointed body, natural hair and movable eyes. "Her ladyship" is charmingly dressed in French fashion. With each ten cent purchase there goes a privilege to vote for any favorite little girl. The one receiving the most votes will receive the doll on Christmas. A similar doll contest recently given in Maine resulted in greatly increased business for the druggist.

SHOP TALK

TOMMY ENTERS THE DRUG BUSINESS.

When the junior clerk came down to open the door he found Tommy waiting on the threshold.

"Hello, Bub!" said he. "What do you want so early in the day? Don't want some shaving soap do you?"

Tommy realized that here was an enemy that must be reckoned with, in the many years of usefulness which he hoped to spend in the drug store. For a boy of fourteen can not be called "Bub" without serious consequences, and the allusion to his pair of unusually cherubic cheeks was distinctly unfriendly.

"I am going to work here," said the boy.

"Oh!" said Frank, for that was the junior clerk's name. "You are the new kid, are you? All right! Get to work!"

"What is there to do?"

"What is there to do! Listen to that! What isn't there to do?"

Tommy thought best to ask no more questions for the present. He had hoped that Mr. Brown would be there to show him how to begin, or, at least, Mr. Thompson, the head clerk, whom he knew slightly and for whom he had tremendous respect.

"Come on!" said his enemy from the interior of the store. "Get your coat off! Hold on a minute! What's your name?"

"Thomas Dunn," replied the new boy meekly.

"Dunn—Dunn! Is Mrs. Dunn, who lives in that little house back of the school your mother?"

Tommy nodded.

"Father dead, eh!" continued the clerk brutally.

"What are you coming here to work for? Why don't you go to school?"

"Cause I want to take care of my mother," replied the new recruit standing up very straight.

"Well, you aren't very big, but you look strong. That's a good thing. Can you lift a cake of ice? You can do that for me. But you are making an awful mistake in going into the drug business." The clerk wagged his head with remarkable gravity considering his eighteen short years. "I know—I know," he added, shaking a finger at Tommy.

"Don't you believe a word he says," said a friendly voice. The boy looked around and recognized his friend, Mr. Thompson. "Listen to me!" continued the head clerk. "The drug business is all right. You are going to like it, and you are going to make a tip-top druggist. I can see that now."

Tommy's spirits revived. "What shall I begin on, Mr. Thompson?"

"You'll find a broom behind the door in the back room. Take the old one—the best one. Let's see if you can sweep the walk."

The broom was old, but Tommy was new, and the walk was well swept that morning. The new addition to the personnel of the establishment felt the great importance of his position. Was not Brown's the finest store in town, and had not Mr. Brown himself been mayor and was he not known to everyone as an authority on all subjects and as the most influential member of the school board? No soldier on guard before his general's tent ever felt more keenly the dignity of his duty, than did Mr. Brown's new boy on that first morning.

Presently the proprietor himself came along and approved of the manner of sweeping; Tommy felt certain that he had found his life-work. He would be diligent and learn to know almost as much as Mr. Thompson; but at that moment his ideal was Mr. Brown, the good and kind and prosperous.

There was work enough; Tommy found that out before the morning had grown very old. There was the store to be swept and dusted. The dusting was

an operation requiring considerable delicacy of touch, and the boy realized as never before the wisdom of his mother's constant admonitions to "mind and not knock over things" in moving about the house. During the dusting he had an opportunity to observe closely the great variety of wonderful things in the show-cases. Of some of these he already knew the use—there were flat bottles with funny little hose attachments; these he knew, for he had seen the hose in operation. There were also beautiful perfume bottles which he knew to be mainly ornamental, and he mentally resolved to buy the finest of the lot with his own earnings for his mother's next Christmas present.

Tommy's share of the dusting was nearly completed when an incident occurred that made his heart stop beating for a moment. Perhaps it was a little too much haste, or it may have been that there were more objects about than he could bear in mind at the same time; at any rate a picture of a beautiful lady which stood on a little easel on the counter capsized and was stepped upon by a hurrying customer before it could be rescued.

"Oh!" said Tommy drawing a hard breath.

"There you go!" taunted the junior clerk from the other side of the store.

Happily Mr. Thompson was near, and his smile restored things to a normal basis at once.

"Not so very bad!" said he, and walking to the other end of the counter he drew out the exact duplicate of the soiled lady, and the injury was completely healed.

"When you break or upset anything," said the head clerk to the grateful boy, "always tell me about it at once. Don't try to hide it! If you are as careful as you can and will tell me about all your mistakes, we shall get along beautifully."

After the bases of the counters had been washed with sponge and water, there was a great accumulation of graduates and mortars waiting to be cleaned. Tommy was awkward, at first, and slow, partly due no doubt to his impulse to apply his nose or tongue to all things. He was soon cured of this propensity. A graduate contained a few drops of what looked temptingly like molasses and Tommy tried it and nearly dropped the graduate into the sink-full of glass-ware. But Mr. Thompson assured him that he would not die, that time, and incidentally showed him the danger of tasting things. Thereafter the boy was careful not to touch even with his finger, any syrup however seductive it might look.

After dinner, Tommy was initiated into the mysteries of the cellar, where there was a marvellous collection of barrels, boxes and huge bottles. Here the boy found much use for his sturdy young muscles, but he was not afraid of work, and when, at about six, Mr. Brown came down to inspect the result, the place was, as he said, "in shipshape."

In the evening, Tommy with clothes carefully brushed, watched the absorbing operation of waiting on customers. It was all new and strange; things look so different from behind the counter than from the point of view of a customer. Mr. Thompson seemed to know everybody and everything, and the boy wondered if he would ever reach such wonderful proficiency. But there were compensations even in the present. When one of Tommy's friends, known on the street as "Swipesey," came in to get some fly paper, what an immense satisfaction it was to stand calmly behind the counter, like an old tried hand, and pretend not to notice his admiring glances.

At eight o'clock our new recruit went home, and related all his experiences to his proud mother; and the magnificence of the store, Mr. Brown's supernatural

grasp of affairs, the kindness of Mr. Thompson, all required a great deal of discussion, but the junior clerk scarcely received a word of mention.

Instead of the ordinary studies which had been planned for the short evenings, Tommy proposed that he devote all his time to arithmetic and denominate numbers.

"A druggist has got to know an awful lot," said he with a sigh. "Mr. Thompson says to begin with, I must know all about fractions and apothecaries' weights, and he says he will let me take some of his books as fast as I need them."

When the boy had gone to bed, tired but full of courage and hope for the future, the mother sat for some minutes looking into the fire. Then she drew her lamp nearer her work and resumed her sewing. The first few stitches were dimmed by moist eyelashes.

"People are so good to us," she said.

THE CRIMINAL WHO WILL NOT SELL "JUST WHAT IS ASKED FOR."

The customer was long, lank and loose-jointed, and wore boots with trousers comfortably tucked in the tops.

"Say, Mister! Got any strick-strychnine? I want about an ounce, if it don't cost too tarnation much."

"An ounce!" said the druggist. "Great Scott! What are you going to do?"

"Hey? I want it to feed to Tildy. She's been slow and lazy like fur quite a spell—ain't got enough spirit to cook her own 'aters skassly. Lem Baker—you know Lem—he's ben down to them there bottons, and he says as how when they gits that way down there, they eats strychnine. He says fur me to git an ounce of the stuff and give Tildy as much as'll lay on a ten-cent piece twice a day. Melbe an ounce is too much. You'll know how many times she'll have to take it."

"Not very often!" said the druggist with a peculiar smile. "Are you sure your friend said 'strychnine'? Wasn't it quinine?"

"Any difference? Lem says it's a whitey sort of stuff. Melbe it was tother name—I dunno!"

The druggist explained to the young farmer that the proposed treatment would be extremely bad for the beloved Mathilda's health, and that an ounce of strychnine was capable of killing an army, to say nothing of a rather slight overworked woman. Lem Baker's confiding friend was easily persuaded to take quinine is capsules instead.

"Gosh!" said he, carefully stowing away the precious parcel in the bottom of a cavernous pocket under a red bandanna handkerchief and a pair of huge woolen mittens. "I come dang near killin' Tildy, didn't I? Ef you hadn't a ben here—if it had a ben that young feller—"

"Your all right in this store," said the druggist hastily.

So "Tildy" still feeds the calves and pigs. That druggist is so incredibly lost to all sense of shame, that he actually takes pride in his share in the little transaction. As everyone who reads the papers must know, he really committed the most heinous crime known to advertisers, persuaded a customer to take something "just as good." Will druggists never learn to hand out "just what is asked for?"

SOMETHING EXTRA IN STINGINESS.

"Talk about closeness and calculating stinginess," said a Broadway drug clerk, "I used to know a downtown druggist who was just about as 'near' a person, as the Yankees say, as I ever met. I give you my word that this old codger, used to go into a free saloon where an elaborate free lunch was set out every day at just noon. He would walk up to the bar, buy a five-cent cigar, which he invariably put carefully away in his pocket, then he would tackle the lunch. And my! how he would make the soup, the cold meat the salad, the cheese and the pickles disappear. For

fully fifteen minutes he would minister to the needs of the inner man, then would wash his hands and return to the shop as well satisfied as most men would feel after a dinner at Delmonico's. But what do you think he used to do with that five-cent cigar, for he never smoked? Sold it to the first customer who came in for ten cents."

NO SUCH MAN AS "MOL" IN THE TRADE.

"When a druggist friend of mine recently called my attention to a prescription he had received that day," said a New York physician, who formerly was a pharmacist, "calling for collargol, he asked me if I didn't think the doctor who wrote it was a lunatic.

"I don't see anything in that prescription to show that he is," I replied. At that the druggist began to look as if he doubted whether he had found such a funny thing after all. "How did you fill it?" I asked.

"Why, I made a two-ounce solution of nitrate of silver," he replied.

"Then I told him what I thought of his pretensions to be a high-class chemist and up-to-date man, a reputation he had gained and is making a great deal of money on. I told him that collargol had been on the market for four years, as he might have known had he ever looked at a drug journal.

"But he was not as bad as another druggist, also generally given credit for being an exceptionally clever man in his calling. In this case I wrote a prescription for a consumptive client, calling for several capsules of creosote. These capsules I desired to be very soft so I wrote: 'Three grain creosote, mol. capsules, —'s or some other.' 'Mol. is the abbreviation for Latin molis, meaning soft. And I wrote it and specified —'s, so as to be sure and get an extra soft capsule.

"Well, that druggist told my client he would have to wait 24 hours. At the end of that time the druggist said he couldn't fill the prescription. So I told the patient to have it filled at —'s, which he did.

"A few days later I got a letter from the druggist. He took me to task severely. 'You sent that creosote prescription to —'s,' he said, 'though you know their reputation for substituting. Now I have certain proof that they substituted, for I looked everywhere in the trade for Mol's capsules and no one by the name of Mol is to be found in the trade.'

"Perhaps I didn't reply to that letter!

"There is too much of a tendency with some druggists after they come out of school to sit down and sit still. Figuratively speaking, identifying themselves as of the same order as the butcher, the grocer and other mere tradesmen."

SHOES AND GOLOSSES AS PHARMACISTS' SIDE LINES.

"I want to get a pair of shoes," said a woman the other day to a Syracuse drug clerk. "Shoes? We don't keep shoes here, this is a drug store," replied the clerk with a smile.

"Wasn't it here that I bought a pair of shoes about six months ago? I am sure it was in some drug store. They fitted me and I want to get another pair. I must have got into the wrong store."

The clerk had a good laugh after she went out. A companion behind the counter took him up.

"What'll you bet there isn't a Syracuse druggist who sells shoes?" he asked.

"I guess I will go you a small box of cigars."

"All right. You call up Alvin W. Beach's drug store in East Washington street and see if they don't keep shoes there."

The pharmacy mentioned was called up on the 'phone and the clerk was informed that Mr. Beach had dealt in ladies' shoes for a long time. A discussion of side lines immediately took place among several who happened in the store and the information was elicited that Henry L. Passage sells rubbers, F. C. Joslyn & Co. umbrellas, and Edwin I. Van Buskirk manufactures ice cream upon an extensive scale.

IN LITTLE CURACAO.

This Little Island Has Five Enterprising Druggists.—
Of One Firm, Messrs. Senior & Co., and of
General Conditions Mr. Y. Reynardus
Writes to The Era.

To Mr. Y. Reynardus, a good friend of the Era, we are indebted for a very well-written and interesting description of pharmacy on the little island of Curacao, one of the Dutch West Indies. Curacao is only 46 miles north of the coast of Venezuela, in the Caribbean Sea. Mr. Reynardus writes:

As I very often see illustrations of American drug stores, in your paper, I take the liberty to send you a photograph of the pharmacy where I am employed.

The island of Curacao has belonged to Holland since the year 1815. The population is 30,000, more or less; about 4,000 are whites, the rest negroes and mixed. The natives speak a kind of patois, composed principally of Portuguese and Dutch words and dialects. The island has a beautiful harbor and is a very healthful place. There are five drug stores established here, besides one belonging to the Military Hospital. Allow me now to say something about the Botica "Excelsior"—Botica means pharmacy or drug store—belonging to Messrs. Senior & Co., the photo of which I enclose.

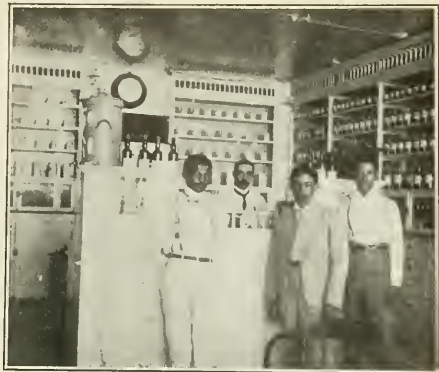
This drug store is established since 1896 and its representation is increasing daily. The owners are Edgar Senior and H. M. Chumaceiro, both Curacao graduates and very competent in their branch, and well educated. Their business is on a large scale and they are well known in Europe and the United States, as "A one." In the photo Mr. Senior does not figure, as he was absent on a pleasure trip to Europe. The man with black mustache, standing toward the rear of the dispensing department is Mr. Chumaceiro. The three standing outside are clerks of the Botica "Excelsior." The one in the middle, with coat on, is myself, chief assistant, and subscriber to "The Pharmaceutical Era."

The number of prescriptions filled daily in this store, amounts to about forty, exclusive of refills, which sometimes number as many as sixty. At present we are in charge of the prescriptions for the poor of the eastern side of the island, which are paid for by the Government, according to a new contract. The other drug stores here belong also to respectable firms.

About ten doctors are practicing in this island, only one of whom is an American graduate—Thomas Gaerste. The others are Dutch and German graduates.

According to law, drug stores should be open from 6 o'clock in the morning until 9 o'clock p. m., but, as a rule, there is night service.

Our people are highly satisfied with our services and very very seldom is a mistake reported. The drugs are mostly ordered from Germany and only patent medicines are imported from their respective sources. But lately we have begun to observe that pharmaceuticals and chemicals from American factories do fill our requirements very satisfactorily, and in some ways much better than the German ones. All the members of the aromatic group or series, prepared in the States, are so good that they keep their white color for a long time; they do not turn red so soon as the German stuffs. The herbs we prefer to get from your country. Among the factories known in this place, Parke, Davis & Co.'s laboratories and McKesson & Robbins and Lanman & Kemp's are all considered to be very good. Upjohn's pills are also imported here and enjoy a splendid reputation. Scott & Bowne's cod liver oil emulsion is also an article of ready sale. All fluid extracts we prefer to receive from the States, as they keep for a long time and completely answer their therapeutic purposes.



Corner in the "Botica Excelsior," Messrs. Senior & Co., proprietors, Curacao, West Indies.

Soda water is also a branch of business for the drug stores. Cold refreshments are served at any time. With but one exception, all the apparatus brought to Curacao are Matthews', and the juices are also obtained from that firm.

Besides our drug store business we manufacture on a large scale, "Curacao liqueur"—already well known. This liqueur is prepared from selected fresh orange peels from our own groves. J. B. Martin, 1136 Broadway, N. Y., is the sole agent for the States.

Mr. Chumaceiro of our firm was in New York last April, and visited the New York College of Pharmacy, of which he carried away with him a very good impression as well as of the kind reception by the professors.

Among the different American consulting books, we keep are the American Dispensatory, Colblentz on Pharmacy, Heebner's Treatise on Pharmacy, Potter's Books, Practical Examination of Urine, by Tyson, etc.

CITRIN.

Kudolf Berendes (Ber. d. d. Pharm. Ges.) describes a process for the preparation of citarin. The product of the action of chloromethyl alcohol upon citric acid is the dibasic anhydromethylene citric acid. This acid forms white odorless crystals having a slightly acid taste, and dissolving easily in about 20 parts of cold water, still more easily in hot water, with difficulty in alcohol and slightly in ether. Citarin is the disodic salt of this acid and dissolves readily in water to form a neutral solution having very little taste. Upon the application of heat the salt carbonizes with the evolution of a formaldehydic odor without fusion. Solutions when heated yield formaldehyde, the salt must, therefore, be dissolved in the cold. Mineral acids separate from concentrated solution free methylene citric acid. Alkalis with heat separate formaldehyde which is easily detected by the odor and chemical tests. A ten C. c. solution containing .1 gram citarin to which a few drops of sodium carbonate has been added treated with dilute silver nitrate and heated gently yields a white precipitate changing to black metallic silver. Citarin absorbs moisture from the air and cakes into masses, unless protected in well-stoppered bottles.

PYOLUENE.

Pyoluene is an antiseptic said to rival mercuric chloride in bacteriocidal power. It is described as oxymethylallylsulphocarimide, and is claimed to be neither caustic nor acid nor toxic. Its taste is agreeable and it is soluble in all proportions in water, the alcohols, the ethers and glycerine.



IRA B. CLARK, Nashville, Tenn.
First Vice-president Tennessee State D. A.

METHOD FOR ASSAY OF ALKALOIDAL DRUGS*

By A. B. LYONS, Detroit.

KELLER'S general assay method has been widely accepted as the most practical yet proposed. A convenient quantity of the drug, in fine powder, is introduced into a flask with ten times its weight of an appropriate ethereal solvent, in most cases a mixture of one part of chloroform with about eight of ether. The solvent is given time (ten minutes) to penetrate thoroughly the cellular structure of the drug. Solution of ammonia is then added and the flask is frequently shaken during a specified time, generally four hours. Water is then added just sufficient in quantity to cause the drug to cake together, leaving the ethereal fluid quite clear, and of this there is then decanted a certain aliquot portion from which the alkaloid is extracted by shaking out with dilute acid.

Experience has shown that, in most cases the alkaloids are almost wholly dissolved out of the drug by this procedure even when the drug is in a powder no finer than No. 30. Duplicate assays generally agree well, and the yield of alkaloid is in most cases quite as large as in assays by other methods.

There are, however, some theoretical objections to the method. The most serious of these depends upon the solubility of ether in water and conversely that of water in ether. We all know that when a given volume of ether is shaken with a given volume of water, each fluid dissolves a portion of the other so that the volume of the ethereal stratum is changed. Since commercial ether contains a variable quantity of alcohol the change in volume will not be always the same.

Another source of error in the aliquot part is found in the volatile nature of the solvents used. In warm water it is impossible to avoid some loss by evaporation, so that the aliquot part taken is too large.

In this country the Keller method is generally modified by substituting parts of volume (of fluids) for parts by weight. The exactness of the aliquot part is still further compromised by this practice.

W. A. Puckner has described a modification of the Keller method which avoids the use of the aliquot part. He uses only one half of the ethereal solvent for the maceration and after the usual maceration transfers the drug to a small percolator in which after the ethereal solution has been well drained off, the marc is percolated with the same menstruum to complete extraction. The quantity of ethereal solvent reported is

*From the *Pharmaceutical Review*.

not materially greater than in the Keller method, while the quantity of alkaloid obtained for weighing or titrating is larger because it represents the whole of the sample taken for the assay. In the case of drugs containing a very small proportion of alkaloid this is an important advantage.

The objection I find to this plan is that the transfer of the mass from the flask in which the maceration has been conducted to a suitable percolator, which should not be more than 3 cm. in diameter, requires very dextrous manipulation, or it will be attended with loss of alkaloid.

I have been practicing with a good deal of satisfaction a different modification of the Keller method, which seems to me less open to objection than any heretofore proposed. The plan is the very obvious one of packing the drug in the percolator, having previously moistened it with an appropriate menstruum of which an alkali forms a part. In some cases it may be best to moisten the powdered drug first with an aqueous solution of potassium bicarbonate, dry at a gentle heat or by spontaneous evaporation, introduce into the percolator with or without moistening according to circumstances and percolate slowly with the appropriate ethereal menstruum.

The method, however, which seems to be the most generally useful, is as follows: Provide a cylindrical percolator about 20 cm. in length and 2 to 2.5 cm. in internal diameter, ending in a tube 5 cm. long and about 3 mm. in internal diameter. A glass stop-cock in the tube would be a very desirable improvement. In absence of this, the rate of flow of the percolate must be controlled by packing the tube more or less firmly with absorbent cotton. Since the solvent is to be a very mobile fluid, the packing should generally be quite firm.

Having prepared the percolator, moisten the drug (5, 10, 15, 20 grams, or more, according to richness in alkaloid—the finer the powder the better) with the mixture of ammonia, alcohol and ether-chloroform, the proportions of which will be somewhat varied to suit different drugs. If 10 grams of such a drug as belladonna leaf are to be used for the assay, the mixture may consist of: Stronger water of ammonia, 1 c. c.; alcohol, 4 c. c.; ether-chloroform (6:1 vol.), 5 c. c. Moisten in a small evaporating dish, transfer quickly to the percolator, pressing the powder down firmly with a glass rod. The small amount of powder that remains adhering to the dish, spatula and glass rod can be easily transferred to the percolator by aid of a little absorbent cotton, which is finally pressed down upon the powder. The percolator is then to be covered and allowed to stand 5 to 10 minutes so that the ammonia may thoroughly permeate the drug. A mixture of ether and chloroform, or whatever solvent is best suited to the extraction of the alkaloid present, is next added and the powder percolated with it to exhaustion. It is easy generally to secure a rate of flow of one drop per second, which will ensure thorough exhaustion by the time that 50 to 75 c. c. of percolate has passed. When it is believed that the exhaustion is complete, test this by collecting 15 or 20 drops, stirring this with a drop of normal sulphuric acid, evaporating off the ethereal solvent and testing the acid solution with Meyer's or Wagner's reagent.

From this point the assay is to be carried on in the usual manner.

The method may be modified in some cases by placing the powder in the percolator dry, introducing over it a little absorbent cotton moistened with water of ammonia, closing the percolator for 10 to 30 minutes and then proceeding to percolate with ether-chloroform. Other modifications will suggest themselves as worthy of trial in case difficulty is experienced in following the routine described. It might be advantageous in some cases to moisten the drug at first with a solution of lead subacetate, dry it and then treat as above. Possibly a dilute solution of ferric chloride might be preferable sometimes to the lead solution. But, as a rule, the method as described is quite satisfactory, exhausting the drug very completely and requiring very little time to carry through.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the ERA. Copies of these may be obtained at two cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Salvage of Proprietary Abortifacients.

(Chicago) We have repeatedly stated in these columns that we believe a druggist has no moral right to furnish any preparation of an abortifacient character, proprietary or otherwise, other than upon the written order of a physician. Many of the preparations advertised as abortifacients are at best of no value, and were they valuable for the purposes claimed their use would be dangerous to human life. No honorable-minded druggist cares to assume responsibility for this kind of traffic. Attempts have been made by the United States postal authorities to interdict the transmission of these remedies through the mails, but it has always been difficult to prove legal fraud, proprietors "proving" that their goods were sold only for the purposes advertised, and their products were not intended for producing abortion.

In discussing this subject from a legal standpoint Fall ("Law of the Apothecary") says there is no uniformity in the language of the statutes of the various States describing the various acts which constitute the offense. In some cases, the particular articles which are prohibited to be used are limited in words to "any medicine or drugs." In other instances it includes "any substance or thing whatever." In some statutes the words "or other noxious thing" are used. * * * * It is, under most of the statutes which have been here examined, an offense of some kind to merely sell or give away the drug, and in some instances even where no intent to procure the criminal result exists, but where the drug is of a kind which causes the result, and it makes no difference whether or not the drug was employed in procuring abortion. The law is directed against supplying a substance with the intention that it shall be employed to produce the result; and if the seller did supply it, intending it to be used for the unlawful purpose, though it is not so taken or used, the offense is complete. The consent of the woman who desires the noxious drug is not material, and neither the existence nor absence of it makes any difference in the commission of the offense.

Another distinction made by the several statutes is that some of them require the drug to be administered to a "pregnant woman," others to "any woman," and still a third class add the words "or supposed by the person to be pregnant." In the first class of cases, actual pregnancy must exist. In the second class of cases it is quite sufficient to constitute the offense that the drug was administered with the intent to procure the result, though the woman was really not pregnant. In the third class the intent must be coupled with the fact that the woman was supposed to be pregnant, though whether she was or not is immaterial.

Salary and Choice of a Location.

(W. B. A.) "I want you to tell me to the best of your ability and without any partiality whatever, in what part of the United States I can get the best

salary and eventually start in business. I have had over five years' experience in the drug business, am twenty-three years of age and a graduate of the Philadelphia College of Pharmacy."

No direct answer can be given to your question for there are too many conditions involved. We can tell you that there is a demand for experienced drug clerks right here in New York City at fairly good salaries as clerks salaries go, and one has but to read the news columns of the Era from week to week to learn that there is also a general scarcity of capable licensed clerks in many parts of the country. Only recently we have had letters stating that good men were wanted both in Pittsburg and Chicago. With this apparent dearth of qualified men the average man of your training, experience and age should have no difficulty in securing a remunerative position. Our insight into the future, however, is not keen enough to discern with any degree of certainty where you can most profitably locate to eventually go into business. We know too little of your individuality and capability, and less of the future needs of a particular locality for a drug store. We believe that if you are of the wide-awake, hustling type, you can go into any of the cities named, secure at once a remunerative position and a few years later, if you have the capital, become the proprietor of a paying business. It is always best as a rule for one to follow his old business while prospecting for the new. The matter of change should be a subject of thoughtful consideration. In other words, do not act until you are "sure you are right, then go ahead," for it is you who must make the decision and abide by the consequences. The attainment of success in any calling and in any location is invariably secured by individual effort and opportunity. And as a general proposition, there is no achievement disproportionate to the effort spent upon it.

Glove Cleaning Paste.

(O. D. Co.)

	(1)	
Ord soap	1	ounce
Water	4	ounces
Oil of lemon	1/2	drum
French chalk	q. s.	

Shred the soap and dissolve in the water by heat, add the oil of lemon, and make into a stiff paste with French chalk. The lemon and chalk may be omitted, and replaced with powdered orris.

(2)

White soap	25	ounces
Warm water	15	ounces
Labarraque's solution	10	ounces
Water of ammonia	1	ounce

Shred the soap and melt it in the water by heat, stirring well all the time. When luke warm add the other liquids and mix thoroughly.

To use either of the above: Put the glove upon the hand and apply the paste with a piece of flannel, rubbing the kid from wrist to tip of finger.

Probably as satisfactory a method of cleaning gloves as any is to wash them with deodorized benzine, but care must be taken to avoid the neighborhood of a fire during the washing process. A formula for a liquid "cleaner" recommended by the British and Colonial Druggist some years ago follows:

Methylated ether	100	grams
Benzol	200	grams

Put the gloves on the hands and rub thoroughly with a clean piece of flannel wetted with the solution. Let the greater part of the fluid evaporate before taking the gloves off; then hang them up in a current of dry air until the smell of the fluid has evaporated. Do not put the gloves near a naked flame while moist with the liquid.

Registered Nurses in New York.

(L. G. T.) The attorney-general of the state of New York has just recently interpreted the so-called "registered nurses' law," passed by the last Legislature. He holds that the act in question does not limit the right to practice nursing to registered nurses only. In his opinion the act does not require a re-



J. R. WEBB, DeWitt, Ia.
Treasurer Iowa Pharmaceutical Association.

gent's certificate or even a course of study in a training school for nurses as a condition precedent to the right to practice nursing. It prescribes the conditions upon which one may obtain the right to the title of "registered nurse," but does not require unregistered nurses to discontinue their occupation. The act prohibits persons who are not registered nurses from assuming the title or using any abbreviation, word, letter or figure to indicate that they are so registered.

Show Globe Colors for Winter.

(J. L.) All colors have a tendency to fade in strong sunlight and so far as we know, there is no show globe solution that will stand protracted exposure without losing some of its brightness. Various substances are added to lower the congealing point of show globe solutions, but the addition of about 20 per cent. of alcohol is probably the most serviceable. Transparent colors should be chosen and the globes should be clean outside and in. Do not use deep colors for large globes, or very pale liquids for small containers, as they do not show to advantage. The following formulas have been recommended for winter use.

Wine Color.

Alcohol	1 part
Water	7 parts
Caramel	4 s.

Dissolve the caramel in the water and add the alcohol. The shade of color can be regulated by the amount of color used.

Crimson.

Oil of turpentine	32 fl. ounces
Powdered alkane	3 troy ounces

Extract the color by percolation or maceration.

Yellow.

Color commercial alcohol with tincture of curcuma to the desired shade.

Red.

Dissolve carmine in water of ammonia, and reduce to the desired shade with a mixture of water 4 parts and glycerin, 1 part.

Green.

Copper acetate	40 grains
Acetic acid	260 minims
Water	15 fl. ounces
Alcohol	5 fl. ounces

Dissolve the copper acetate in the water by the aid of the acid and then add the alcohol.

Blue.

Copper sulphate	2 tr. ounces
Water	12 fl. ounces
Glycerin	4 fl. ounces

Dissolve the salt in the water and then add the glycerin.

In all cases it is desirable to allow the solution to stand over one or two nights at near the freezing temperature, and then filter while cold. Many other formulas can be devised, if desired, by employing coloring substances soluble in alcoholic or glycerin solutions.

Bronzing Hot Water Radiators.

(Radiator) Bronzing hot water radiators is a little out of our line but a practical machinist and steampipe fitter supplies this information, which he says is all right: First clean the work from oil, dirt, etc., with benzine or turpentine. If with the former highly combustible substance, see that the room in which the work is done has ample ventilation, and that there is no fire near. With these precautions proceed to clean the work thoroughly. Then apply a coat of dead flat color of a yellow, or yellow-ochre shade. When dry, if sufficiently heavy to have afforded a good ground, put on a coating of good oil size. While the size is still "tacky," or not quite dry, apply dry bronze powder with a wad of cotton. This is the usual and quickest method. A coat of elastic oil varnish will keep the bronze from turning dark longer than it would otherwise, though it is not sure to keep from cracking. Of course much will depend upon the quality of the varnish used. Some varnishes will not crack under such conditions. Again the better grades of bronze will retain their color longer than the cheaper.

Who Makes these Motors?

(J. L.) "Where can I procure a small model engine, vertical or horizontal, with sufficient power to work a very light piece of toy mechanism? The engine must be driven by a spring motor or clock-work, not by electricity or steam. The engine is for the purpose of window display. If such an engine is not in the market, then where can I procure a spring motor with pulley attachment that would answer the purpose of driving the toy mechanism?"

Possibly some one of our readers can supply the desired information.

Cement for Mother of Pearl.

Isinglass in thin sheets	1 dram
Mastic	2 drams
Ammonium chloride, powdered	1 dram
Alcohol	3½ ounces
Water	4 ounces

Steep the isinglass in the water for one day, and then dissolve by aid to a gentle heat, add 16 drams of alcohol, pass through a cloth strainer, and to the hot solution add, with constant stirring the mastic, previously dissolved in 12 drams of alcohol.

Paste for Cleaning Show Windows.

A German technical paper gives the following formula for a paste for cleaning show windows:

Castile soap	2 parts
Water	3 parts
Dissolve the soap in the water and add:	
Prepared chalk	4 parts
Vienna chalk	3 parts
Tripoli, fine	2 parts

Stir into a homogeneous mass and pour into moulds to set.

Show-Card Ink.

Pure asphaltum	2 ounces
Venice turpentine	1 ounce
Lampblack	½ ounce
Spirits of turpentine	½ pint

NEWS DEPARTMENT.

AMONG THE BOWLERS.

Some Reversals in New York Standings—Rochester Bowlers' Banquet—Detroit's Bowling Much Better Than Last Year—Calvert Drug Got Its Back Up.

The National Lead Co. and Lanman & Kemp rather surprised the men who dope things out, for both teams won their three straight, though the team scores were worthy of the veriest novices, not one of the six rising to 775. Those are team and highest individual scores: Lanman & K. 750 771 753 Sharp & D. 721 762 720 Thomas 197 Solon 175 McGillen 197 Nat'l Lead 764 759 741 B. R. & Co. 750 693 738 Agneau 194 170 Norris 211

Standings:		W. L.	W. L.
Seabury & J.	3	0	Lanman & Kemp... 3 3
Parke, Davis & Co.	3	0	Sharp & Dolme... 2 4
National Lead...	4	2	Ruessler & H... 0 3
Bruen, R. & Co.	3	3	Dodge & Olcott... 0 3

Twenty-four of the leading druggists of Rochester attended the bowling match and banquet on last Thursday afternoon. President Frederick W. Pickett of the Rochester Ph. A., presided. Addresses were made by Messrs. McBay, Chilson, Guilford and Moore. Mr. McBay spoke especially of the good that has resulted from the organization. Mr. Chilson gave his associates some inside facts as to the difficulties that have been met by the committee on prices and rates, of which he is chairman. The committee has the deep sympathy of the other members. Two games were played. D. H. Moore's team won from that of Mr. Gram, and Mr. Guilford's from that of Mr. Lutt.

Detroit, November 24.—The games of last week marked the completion of the first quarter of the schedule of the league, and the records so far show an increase of 20 per cent over last year. Last year Nelson, Baker & Co. led the first quarter by a narrow margin, while Parke, Davis & Co. this year head the league by a large lead, having lost only one game out of the 15 played. The highest team score of the season is 966, made last week. Last year the same team held the highest team record, 904, and they beat it in the first game played this year with 911. The team and highest individual scores:

P. D. & Co.	812	966	819	F. I. & Co.	713	738	714
Olsey	232	232	232	A. Smith	200	200	200
N. B. & Co.	747	811	848	F. S. & Co.	780	743	762
Ludwig	178	178	178	Haggerty	201	201	201
P. W. & Co.	820	719	682	M. D. Co.	742	674	789
Koppersmith	187	187	187	Carlisle	208	208	208

The following shows the quarter's averages:

	Pins.	Ave.	Pins.	Ave.	
Parke, Davis	12,546	836	F. Stearns	11,190	746
Hich. Drug.	11,726	781	P. F. Ingram	11,176	745
Nelson, Baker	11,582	762	Farrand	10,201	680

The standings:		W. L.	W. L.		
Parke, Davis & Co.	13	1	F. Stearns & Co.	6	9
Hichigan Drug	9	6	P. F. Ingram & Co.	5	10
Nelson, Baker	8	7	Farrand, W. & C.	3	12

One week's play in the Parke, Davis & Co. inter-departmental league was lost owing to the death of manager Warren. Play was resumed last Saturday night on the second quarter, and the feature of the evening was the bowling of the stock team, which made a total of 899 pins, this being the high team score

for the season. Those who bowled over 200 were Farwell 224, Lawrence 207, J. Smith 202. The standing of the clubs:

Chemical	18	3	Scientific	10	11
Stock	13	8	General Business	9	12
Pharmaceutical	12	9	Canad. Laboratory	6	15
Publication	10	11	Mechanical	6	15

Milwaukee, November 24.—Employees of the several wholesale drug firms of the city have organized their bowling teams for the winter season. In the games played thus far the Jerman, Pflueger & Kuehnstedt five have won three straight games from the Drake Bros. company, while the Yahr & Lange Co. team has defeated the J. P. & K. team two out of three games.

Baltimore, November 24.—The bowlers were treated to a surprise last week, when the Calvert Drug Co. quintet developed a streak that put the crack team of James Baily & Son on its mettle and came near resulting in a clean sweep. The Baily contingent took two of the three games, but by very small margins, neither contest being decided until the last frame had been rolled. Last week's results and high individual averages:

J. B. & Sons	845	805	793	Calvert Drug	843	799	809
Fairley	184	184	184	Ellicott	180	180	180
McCk & Co.	732	864	826	Stanley & B.	775	712	695
Armour	171	171	171	Lockwood	180	180	180

Standings:		W. L.	W. L.
James B. & Co.	15	6	Sharp & Dolme... 8 10
McCormick & Co.	14	7	Root & Herbs... 8 10
Stanley & Brown	10	11	Calvert Drug... 2 19

NO EXCLUSIVE RIGHT TO COMMON WORDS.

The right of all persons to the use of ordinary words as trademarks was emphasized recently by the decision of the Court of Appeals in the case of the Barrett Chemical Co. vs. Stern. The plaintiffs use the word "Roachsalt" for their preparation and the defendant uses the words "Roach Salt" for a preparation for the same purpose. The decision reads:

"The sole question is whether the plaintiff has a technical trade mark that has been invaded by the act of the defendant. Both parties are engaged in the same business, and both have made use of a common word to describe the character, quality, and use of an article for destroying insect life. The fact that the plaintiff made use of the word before the defendant did not give him the exclusive right to it, since it was merely descriptive of the article. There is no allegation or finding that any fraud was intended or committed, or that the defendant, by the use of the word, palmed off his goods to the public as the goods of the plaintiff. The case, in its legal aspect, is practically the same as if each party had labeled his goods 'Roach Poison' instead of 'Roach Salt.' They are all common descriptive words, indicating to the purchaser of the article that it was a powder or preparation for destroying roaches or other insects; and when the two labels are compared with respect to size, color, character, and advertising caption, descriptive of the thing to which it is attached,

BELL-CAP-SIC CALENDAR

OFFER NOW READY

SEND FOR SAMPLE CALENDAR AND PARTICULARS

J. M. GROSVENOR & CO.

148 Pearl Street, - - - BOSTON, MASS.



J. H. WILSON, Martin, Tenn.
President Tennessee State D. A.

they are so dissimilar that it is scarcely possible that any observer possessing reasonable intelligence who wanted to procure the plaintiff's goods would be likely to be deceived, or mistake the defendant's article for that of the plaintiff."

THEY HONOR WARREN'S NAME.

Directors, Executives and Employes of Parke, Davis & Co., Hold Meeting and Adopt Memorial Tribute to Their Late General Manager.

In loving memory of a beautiful and beneficent life, we the assembled directors, executives and employes of Parke, Davis & Company, would fain express the sorrow and heartache caused by the untimely death of our General Manager, William M. Warren. For the relief of our own grief, as a just tribute to a life rich in effective performance, and in deference to the sentiments of a wide circle of surviving friends, we record this testimony to the able character, the massive and solid testimony to the large, warm generous heart, the brilliant integrity, the large, warm generous heart, the brilliant and gifted mind, the abounding energy of our beloved friend. As long as life and memory may linger in our mortal frames, we shall cherish the recollection of his noble spirit and his winning manners simple, sweet, and lofty spirit and his winning manners simple, sweet, and lofty spirit. The benevolence of his heart shone out in the engaging smile, in the keen and penetrating yet kindly eye, which gained for him a friend in every acquaintance. No man ever lived whose granite-like proclivity inspired quicker or more lasting trust. To know William M. Warren was to like him; to know him well was to love him and trust him to the gates of death. And what living creature ever trusted him in vain? His simple word was a tower of strength. When did he ever fail in the whole span of his short but shining life to fulfill his pledged faith with a chastity of honor that knew no stain—may whom did he fail to beggar his promise by the measure of his performance? Gifted he was, but his equanimity of his mind in moral weight as in mental strength, by his remarkable success was only the demonstration of his remarkable character.

Mr. Warren won many of the great prizes of life—high position, wealth, influence, popularity, business suc-

cess, but he never paid any of their tragic penalties. His temper remained sweet, his faith in men unimpaired. His honor remained his love of mankind unclouded.

It would hardly be fitting at this time to give more than a passing glance at Mr. Warren's beautiful death and to his wife and orphaned child, to parents and to the full height of all domestic duties, to him, indeed, they were not duties but joys, for he cherished tenderly every family tie and he could not draw a cheerful breath until these dearest to him shared in the rich happiness of his young and radiant life.

Mr. Warren had barely crossed the threshold of his fortieth year. Entering the service of Parke, Davis & Company when a lad of seventeen, he rose steadily through its various grades until at forty-two he filled the highest place in the gift of the house, that of General Manager. At its death its administrative success seven years of almost to a day. Its wonderful increase has been manifested in a rapid and unceasing increase of the business, in the multiplication of new buildings and branch houses, in the successful extension of foreign trade and acre after acre; in the successful enterprise; in heightened prestige, in the formation of a remarkable corps of veteran executives animated by the principles of their leader and trained to perpetuate his policies. No ambitious merchant could wish a sadder monument than the contributions made by William M. Warren to the tower and growth of the great enterprise in his lungs! The secret of his brilliant career was threefold. He knew law, and loved, to discover and put the key of dozens of obscure and untried men into the hands of opportunity. Wholly free from national antipathy, prejudice or social narrowness, he measured his talents by the single standard of ability to produce results. As an organizer, as a coordinator and manager of men, his rare gifts would have brought him fame in public life. He had an eagle's eye for opportunity and a keen unperceived by the dull vision of the mediocre. In the arts of mercantile construction he was a gifted architect, and to build, to build was the darling occupation of his mind and aspired to the welfare of this House day condition that could effect the study, but his also was the object of his assiduous study, but his also was the rarer power to connect the present with the distant future by new lines of policy. He had the statemans instinct for tendencies as well as realities; and when the tendency of to-day became the fact of to-morrow, he found himself prepared. With the magnanimity of a lion armed and prepared. With the magnanimity of a true leader, he feared no rivals; he feared not to survive his own successors that his lifework might survive its author, and the House to which his labor was dedicated might thrive and prosper during its supreme, its heroic term. Fidelity to a trust strives to make himself dis-

expression when the trustee strives to make himself dispensable.

Oh, beloved friend of happy days, partner of our triumphs, architect of our success, may thy serene spirit remain an invisible presence in our lives and comfort our aching hearts. May the sweetness, the strength, the wisdom, the genial cheer of the young life be distilled upon our souls and sustain us in the task which thou hast forever resigned. May thy great, large-minded thoughts be breathed into our to-day a salubrum work which touches lives and our labors and human suffering. In our the very nerve of pain and human suffering. In our feebleness we could not abridge this gift, to preserve long thy days; may it be given us to cherish, to preserve and to augment the handwork!

THINKS UNION HURTS DRUG CLERKS.

Enterprising labor men have been trying to induce Syracuse drug clerks of the city to join the retail clerks union, and it has claimed that a large number of clerks had decided to join. Inquiries, however, revealed that the licensed clerks are against the union and will have nothing to do with it. Junior clerks look more favorably upon the proposition, but will probably stay out.

George E. Thorpe, president of the S. D. A., said: "The druggists have taken no action in the matter as yet. I can not see that it would be detrimental to the clerks them, but I think it would be detrimental to the clerks themselves. A registered pharmacist has to take an course of from three to six years and it costs him anywhere from \$500 to \$1,500. He should not be classed with the clerks in other kinds of stores."

NEW YORK AND VICINITY.

HARVEST TIME AGAIN.

**Already Analyzing the Latest Crop of Drug Samples—
About 50 Per Cent. Sophisticated—Department
Stores Present Better Results Than the
Smaller Ones.**

There were 492 samples in the last batch gathered by the inspector of the Eastern branch of the board of pharmacy. The drugs investigated chiefly comprised iodine, camphorated oil, spirit of camphor, laudanum, seidlitz powders, soap liniment, cream of tartar, tincture of arnica, etc.

The most interesting development of the analysis of 120 of these samples—the rest are being analyzed—was that only two adulterations were found in a great number taken from four of the leading department stores of this city. These two samples were spirit of camphor and one was below half strength, and all the other lines were found to be splendidly up to standard, in some cases even a trifle high.

The department stores were visited by the inspectors after the recent terrific slaughter in drug prices by one of them had prompted nearly fifty retail druggists to write to Secretary Charles S. Erb, enclosing the cutters' advertisement, and calling upon Mr. Erb to "get after these fellows and let the poor druggists alone." The letter writers did not believe that any firm would advertise four ounces of camphorated oil in bottles for 11 cents and sell the straight article. But twelve samples were collected from the store in question and all were found to be good.

But the result is not everywhere so pleasant, for, after subtracting the samples taken from the department stores from the 120 analyzed of the rest, taken from retail drug stores, 48 or more than 50 per cent. were adulterated or weak. Nearly every one of the total of 50 violators have already been settled for at \$25 cash, the offenders paying promptly upon notification. None of the defendants will allow his case to go to court.

The present investigation shows that wood alcohol is not being used as much as formerly. In two spirit of camphor samples, Dr. George A. Ferguson, the chemist, was unable to find any camphor at all, and the same thing happened with two camphorated oil samples. In one or two cases the inspectors' coming was known soon enough to permit the druggist to add more iodine to his tincture. One man was unfortunate in that he forgot, while dumping in mere crystals, to remove the wood alcohol. These samples, crystals still undissolved, are away above strength, for which the penalty is just as great.

One druggist visited the board's attorneys, and told them that the inspector had asked him for "commercial" creosote and had received it. He believed he had a right to sell "commercial" creosote as such. As the sample was straight carbolic acid, the board members now wonder whether "commercial" creosote should contain creosote. Seidlitz powder and cream of tartar samples were found to be pretty straight.

One druggist told the inspector, when he took a sample that he need not bother the chemist to have it analyzed, as it was adulterated, all right.

Another druggist is storing up trouble for Secretary Erb. He is boasting that if Mr. Erb even seeks to penalize him that he'll catch it, as he has one of Mr. Erb's poison labels which he will produce in court to show "that even the secretary sells poisons." Probably he will then learn for the first time that Mr. Erb, or any other druggist, has a right to sell poisons if he registers

them. It seems almost inconceivable that there should be a druggist who does not know he has a legal right to sell poisons. But he exists, and he has a brother in the man on the East side who did not know until an Era man told him that he could sell poisons without a prescription, and another brother on Columbus avenue who told the Era man on last Saturday night that "it is against the law to sell laudanum without a prescription," when the Era man sought to buy a dime's worth.

NEW YORK COLLEGE'S PLANS FOR BIG FAIR.

It was decided by the trustees of the New York College of Pharmacy to give the faculty a free rein in preparing an exhibit for the World's Fair at St. Louis next summer.

The college will occupy all the space they may be allotted. Transportation and like expenses will be borne by the State, as the exhibition will be a part of that of the University of the State of New York, the only cost to the college being for the material used, unless it is decided to send some one with the exhibit. It is probable that an attractive circular, one that will be preserved by the visitors, will be gotten up. After the fair is over the exhibit will be preserved for similar occasions in the future. The specimens will be of pharmaceutical preparations, chemistry, botany, histology and pharmacognosy.

QUIGLEY SHOULD NAME HIS DOG TRILBY.

Thomas F. Quigley, the well-known Syracuse druggist, is wondering whether spirits had anything to do with the return of his fox hound after an absence of one year and six months. Prof. Silas Chesebrough, a local spiritualist and soothsayer, has presented him with a bill for \$25 for influencing the "diakkas" to allow the dog to return. Mr. Quigley was disturbed in his slumbers early one morning last week by a deep-throated howl. It was 3.30 a. m. and Mr. Quigley was not inclined to pay any attention. But the dog let out a few more yelps, whereupon Mr. Quigley recognized his voice. In rushed Dan. The animal is a valuable one and it had been Mr. Quigley's companion on many a hunting trip. Prof. Chesebrough threatens to send or take away the dog again if his bill is not settled.

NEW YORK ALUMNI WILL HAVE GOOD TIME.

There'll be fun in the N. Y. C. P. library on Wednesday night, December 9, for that is the date of the annual banquet of the Alumni. "Sumptuous," they say the menu will be, "lavish," the entertainment. President Charles S. Erb will be the toastmaster. This will be the first time the dinner is held in the college. Noted speakers will be present. Philip Fitz is chairman of the arrangements committee and is assisted by Fred Borggreve, E. P. Wondler, J. P. Binder, Jr., and F. X. Lynch.

NEW YORK NOTES.

—Sharp & Dohme have recently arranged to be represented in Great Britain by the old, conservative house of Thomas Christy & Co., 4-10-12 Old Swan Lane, Upper Thames street, London, E. C. Messrs. Christy & Co. will not at first attempt to introduce Sharp & Dohme's full line, but will centralize efforts upon the introduction of their Lithiated Serrum Comp., Mel-Maroba, Erezole and Lapacetic pills, and are assisted by Sharp & Dohme in the issuance of a very artistic little piece of literature, prepared to be sent to English physicians.



RANDALL, MATHEWSON, Middletown, Conn.,
Secretary Middletown D. A.

—Seen down town: Charles R. Paul of A. D. Paul & Co., Cannadagna, N. Y., and Mrs. Paul; Mr. Sullard, junior member of A. E. Sullard & Son, Franklin, N. Y.; Mr. Sullivan, manager for Dr. George F. Lewis, Collinsville, Conn.; W. G. Albertson, Amityville, L. I.; Trygve Jewell, proprietor and manager of the cod liver oil firm of Otto S. Jewell, Aalesund, Norway; H. C. Sanderson, Scranton, Pa., who was on his way South for his health, and the manager of his pharmacy, Joseph Baumeister.

—The Era's recent report of a rumor that Benjamin Kent, the big Paterson, N. J., druggist, had sold one of his stores, is confirmed. S. I. Vanderbeck, Jr., former proprietor of the Islip pharmacy, Islip, L. I., which he recently sold is managing the Kent pharmacy, which was purchased by the Vanderbeck Drug Co. The store is now being rebuilt by Mr. Kent after the Paterson fire of two years ago, and is one of the biggest in the State. Something over \$200,000 is said to have been paid for it.

—Walter J. Garvor of this city, who managed the Cobman House pharmacy at Ashbury Park last summer, is enthusiastic over a recent hunting trip in the Adirondacks, during which he shot his first buck—and one to spare. This was Mr. Garvor's first hunt of any kind despite the fact that he is the champion pistol shot of the world. "As a tonic the excitement of hunting deer is simply beyond description," Mr. Garvor writes in a letter to the Era.

—S. & N. Stella's store at 730 Broome street was completely burned out last week. Their store occupied part of the ground floor of a tenement which, it is believed, was burned by an incendiary. Several mysterious fires had occurred in the building before, and because of them the druggists had been unable to get insurance on their stock; their loss, about \$5,000, being complete.

—Watson Reed Kirkland married Miss Edith Fairchild, manager of Samuel W. Fairchild of Fairchild Bros. & Foster Brooklyn, last week. Mr. Kirkland is a partner of John McKesson of McKesson & Robb, this city, of which firm he was formerly an employee. He is now lawyer for Fairchild Bros. & Foster.

—Fire in chemical works of Dr. Parkes's Sons & Co., Pittsburg, Pennsylvania, caused a loss of \$8,000, \$5,000 in

surplus. The flames were also communicated to the drug store of C. A. Gould, the druggist, whose loss was \$5,000, partly insured. Mr. Gould had just received a large stock of Christmas goods.

—The Welch Grape Juice Co. have appointed F. H. Higby as their New York City representative, with headquarters at 76 Park Place. Mr. Higby has long represented them in Boston. As they carry a large stock in the city local orders can be filled promptly.

—Drug Trade Club guests: Fred T. Bradley, New Haven; A. Schrober, Buffalo; James H. Causey, Denver; Porter B. Fitzgerald and G. Gehring, Wichita, Kas.; Dr. Ernst Miller, Marburg, Germany; George C. Buell, Pittsburg; A. Boonsonge, Holland.

—McKesson & Robbins received a remittance of one dollar in a form last week that they declared to be the most unique they had seen. It was an interest coupon, worth one dollar, clipped from a 4 per cent Government bond.

—Morris Brodtkin, formerly druggist at Forty-eight street and Second avenue, and now manager there for Naitove, his successor, has filed a petition in bankruptcy with liabilities of \$3,466, and no assets.

—F. E. Roen & Co. have added to their drug store possessions by purchasing I. S. Zeaman's store at 1670 Broadway.

—Charles D. Messinger succeeds P. Matthau, Second avenue, between Forty-fourth and Forty-fifth streets.

—John F. Manning is successor to the Meade pharmacy at 471 Main street, New Rochelle.

—George B. Dressner has bought Budenborn Bros.' store at 1478 Bedford avenue, Brooklyn.

—H. W. Johnson has bought out James G. Sanford at 411 Lewis avenue, Brooklyn.

—Harry M. Smith is opening a new store at 2911 Fulton street, Brooklyn.

NEW ENGLAND.

WHERE WILL IT END?

Cambridge to Seek Legislative Help to Rid That City of "Fake" Drug Stores and to Regulate Sales of Liquors Under Licenses.

Boston, November 24.—Always in throes of liquor troubles, this poor State will now be called upon to assist one of her saloon-druggist-laden municipalities. In Cambridge there has been started a movement for legislation to regulate druggists' liquor licenses better than the present laws do. The first in a campaign of no-license meetings has taken place. Not only was it urged that there be more restrictive laws, but that there be some provision for proper inspection of such liquors as druggists legally may sell, in order to insure purity of the drink itself.

For years Cambridge has been no-license. Consequently there are many drug stores which are so only in name. Sales of liquor almost wholly support some of these places. But the privilege of license is greatly abused, it is affirmed. The movement to change things has the general support of the better element. Among the supporters are a large number of legitimate drug stores.

RUBINAT WATER

IF YOU BUT SELL 50 BOTTLES A YEAR

WRITE FOR MY QUOTATIONS

J. N. FERRER

P. O. Box 71

NEW YORK CITY

which sell liquors only for medicinal, mechanical or chemical purposes, and not as a chief part of their trade. By next year there may be far fewer "drug" stores in the University City than at the present time.

THE BAY STATE.

—Dr. Jorge Vargas, who has a pharmacy in Back Bay, Boston, is the consul at this port for Colombia. He has received no official information regarding the revolutionary troubles in his native country, nor has he even had newspapers from that place. Although his patrons inquire of Dr. Vargas for latest news, he replies that he really knows nothing beyond what daily newspapers here tell of the trouble in Colombia and Panama. There is one thing found in Dr. Vargas's pharmacy not ordinarily to be had in such stores, and that is coffee, from his native country, which he imports himself and calls "Vargas Coffee."

—The Lenox pharmacy in Westfield has gone under the hammer, the goods being sold in large and small lots to whomever bid the highest. The business gradually ran down, so it is stated, whereas it might from its location and surrounding conditions have been built up into a successful trade. The two young men who conducted the place apparently were rather indifferent to their own success. To the surprise of the auctioneer and others, when the sale came off it was learned that much of the wood furnishings, of oak, were simply leased and could not be sold, their real owners claiming the property.

—Joseph Wilson, a Boston druggist, was charged with illegal liquor selling, and found guilty. It appeared that this was not his first offence. Wilson received a sentence of two months in the House of Correction and was fined \$100. It was stated that the sentence will force him out of business, and that he has a family dependent upon him. The judge held, however, that he should have considered these conditions before breaking the law.

—In Fall River, Ernest Picard, manager of the Cabana drug store, and Charles M. Graunag, a clerk were arrested on the charge of illegal liquor selling. They pleaded not guilty and their cases were continued.

—A prosperous year was experienced by the American Soda Fountain Co., Boston, according to President James N. North. The surplus at the end of the fiscal year is \$276,458 making total assets of \$5,050,387.

—An early morning blaze in Westfield, had its origin in the cellar of Prout & Judson's drug store, where the clerk had built the first of the season fire in the furnace. Loss fully covered.

—There is some chance that the Pratt Medicine Co., may soon establish a plant in Sandwich. If so, Ambrose E. Pratt will assume the management there.

—William Lewis, druggist in Whitinsville, intends to resume the study of medicine about the first of the coming year.

—A new drugstore in South Fitchburg, will be that of Dr. J. B. W. Yvoo, for whom a new block is to be erected.

—Plans have been almost finished for a new naval dispensary at the Charleston Navy Yard to cost \$12,000.

—Fire did \$1,000 damage to the stock at E. E. Jenkinson's store in Waltham. An overloaded register.

—Burglars entered the drug store of John Tirrell, Sharon, capturing several hundred cigars.

RHODE ISLAND.

—The general assembly will undoubtedly be asked at the coming session in January, to raise the fees for second class liquor licenses. This class applies only to the retail liquor dealers, but it is hinted that the fee for druggist's liquor licenses is in a fair way to be increased in about the same proportion.

—William R. Greene the Providence druggist whose face was slapped by former Speaker S. W. K. Allen at East Greenwich on election day, has retained a lawyer and brought suit against the ex-speaker for damages. The ad damnum is placed at \$1,000.

CONNECTICUT.

—Eugene Higgins New Haven, the drug clerk arrested for prescribing, was fined \$100. Higgins appealed. According to Higgins he found a friend quite ill, and, believing that he could relieve him, made up a prescription for him. The friend died, and pneumonia was given as the cause of the death. The accused is determined to make the state define illegal practice.

—The glass doors of Marwick's drug store, Hartford, long the envy of other druggists in town, for the third time lately was completely shattered by some mistaking it for a door and walking through it. The doors are wide and the glass runs almost to the floor so that it appeared at first glance that the doors were open.

PENNSYLVANIA.

LATE REGISTRAR STEM'S PORTRAIT PRESENTED.

Philadelphia, November 24.—At the regular pharmaceutical meeting of the Philadelphia C. of P., the regular program was preceded by the presentation to the college of a crayon portrait of the late registrar, W. Nelson Stem. The portrait was presented on behalf of the memorial committee by Prof. Joseph P. Remington and was accepted for the college by Prof. Clement B. Lowe.

M. I. Wilbert, read a paper on the "Centenary of the Society of Pharmacy of Paris." Mr. Wilbert gave also a resume of the later work on radio-active substances, illustrated by lantern slides. Dr. Rodney H. True of the U. S. department of agriculture, gave an address on the "Cultivation of Medical Plants," illustrating with drug specimens of his own production. Dr. True said that the shortage in supply of a number of our native drugs, such as hydrastis, senega and cascara sagrada, furnished the main motive for making experiments along this line. The Government is now carrying on experiments in the flats along the Potomac at Washington, at Burlington, Vt., and in Texas, thus securing varying conditions of soil and climate.

Prof. Henry Kraemer exhibited a living digitalis plant and drug specimens of both inula and belladonna, all of his own raising, and said that he had seeds of both belladonna and inula, which he would be glad to give to any one desiring them. George B. Weidmann demonstrated a method of making tablets and triturates, using a hand machine.

PENNSYLVANIA NOTES.

—Wirsing & Bailey have just opened a fine drug store at 300 Grant street, Pittsburg. It is on a busy corner, and the store will be kept open all night. The fixtures are of quartered oak. Mr. Wirsing has another store at 11 Smithfield street.

—Sullivan & Richardson, Second and Dickinson streets, Philadelphia, lost \$225 by fire, as the result of



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overturning an old report. They were doing experimental work.

—A man, a mule, a bundle of excelsior. An exploded barrel of alcohol, wrecked cellar, \$500 loss. Location, Ninth and Vine streets, Philadelphia, in a drug store.

—The Moffitt-West Drug Co. has just completed moving into its splendid new building at Broadway and Clark avenue, St. Louis. Six stories and two basements, in height the building is one of the largest and most complete wholesale drug houses in the country. Its appointments are unexcelled.

THE SOUTH.

MARYLAND.

—Messrs. Wortmann, George Gregorius and Sutherland, of the German Apothecaries' Society of New York, Mr. Wortmann being also manager of the Consolidated Drug Co., of that city, paid a visit to the Calvert Drug Co., a kindred concern, in Baltimore, last week. The three visitors arrived in the morning, were entertained at luncheon and inspected the Calvert company's new headquarters in the Parker Building, and left again for home about 4 P. M. The call was in pursuance of a promise made some time ago.

—The District of Columbia B. P. examined twelve applicants for registration at its recent meeting, two of whom were successful—A. W. Evans and R. D. Howard. Secretary Johnston, 1221 New Jersey Ave., N. W., Washington, announces that the board has made a rule that hereafter applicants must file their applications with him at least a week before the examinations. Examinations are held on the second Mondays of January, April, July and October.

—Rigdal W. Baldwin was appointed receiver for the drug store of Walter N. Smith, 521 North Howard street, Baltimore, on a bill of complaint filed by the Stanley & Brown Drug Co., with the consent of Mr. Smith. The receiver bonded for \$2,000. Mr. Smith owes Stanley & Brown \$500 on a promissory note, secured by chattel mortgages, and \$300.00 on open account.

—Dr. Georg F. Seeborn, who is prominently connected with Parke, Davis & Co., at Detroit, lectured last Tuesday evening at the Maryland college, on Wednesday evening at the University of Maryland, and on Friday evening at the Baltimore Medical College. His discourses were devoted to an exposition of certain phases of the manufacturing of anti-toxin and vaccine virus.

—J. F. Kaiser, representative of the N. A. R. D., who has been promoting the interests of the organization in Baltimore, has just returned from a trip to the Eastern Shore of Maryland, during which he called on a number of druggists and explained to them the advantages of close cooperation with the national body.

Among visiting druggists in Baltimore: W. Allen Jennings, Meriden, Ct.; M. Green, Steglensleben, J. P. Patrick, Leesburg, Va.; H. J. Metzger, Wynesboro', Pa.; E. C. F. on, Gettysburg, C. J. W. Simpson, Alexandria, Va., and William Lawson, Washington, D. C.

—George H. Knapp was named a receiver by Judge Dobbler for the Henderson Medicine Co., for which W. Thomas Kemp has been appointed receiver by consent on September 25 last. The Henderson company manufacture Henderson's pink pills and other proprietary.

—A. J. Shrago & Co. have purchased the pharmacy

of Ringgold, Reinhart & Co., Cumberland. Ringgold, Reinhart & Co., are now established on North Eutaw street, Baltimore.

—A meeting of the Maryland C. of P. Alumni Association will shortly be called to make arrangements for an entertainment to take place before the holidays.

AROUND THE GREAT LAKES.

VETERANS UNDERGROUND.

Even Eighty-Three Years Marches Valiantly Through the Tunnel—Dinner—Some Speeches That Must Have Been Good Ones.

Chicago, November 24.—The Chicago Veteran D. A. held their regular quarterly meeting on Friday afternoon. First came the usual dinner and then President Blocki announced the "surprise" prepared by Corresponding Secretary John Blocki through the instrumentality of his son, F. Blocki, commissioner of public works. It was as the Era announced last week, a tour of inspection of the tunnel system of the new Illinois Telephone & Telegraph Co. Veterans and guests were taken in carriages to the entrance of the main tunnel. When they had finished their interesting experience underground and had inspected the company's "central," the party returned to the Union and the meeting was resumed.

The Association had for its guests, President Avery and Secretary Kellett, Mr. Graves and George R. Baker as representatives of the Chicago R. D. A., Secretary T. V. Wooten of the N. A. R. D., and the members of the board of pharmacy, Messrs. Heermann, Sprieve, Metzger and Hoy.

An opportunity was given those present to respond to Mr. Bodenmann's request for biographies. Those of Thomas M. Jamieson, M. Louis Waltersfort and Moritz Krens were handed in. The latter was unable to attend in person and his associates were grieved to learn that he was in very feeble health.

Of the tunnel trip Mr. Bodenmann writes the Era that "Veteran Hottinger, 84 years of age, marched through the entire system with the energy of an 18-year-old youngster"; and of the meeting that "G. B. Englehard gave a powerful description of the defeat of Mayor Rauch for reelection through the druggists on account of his action in the telephone matter, and told the new telephone company that unless they arranged machinery by which the public would have to pay for the use of the phones in drug stores, the company need not count on the druggists' support. Mr. Wooten spoke on the latest Washington Promise. Mr. Keller wanted to see the day when the C. R. D. A. was 1,000 strong and the dues were \$100 a year. Mr. Elbert spoke on pharmacy law as a force, and Mr. Englehard on pharmacy law as a benefit.

TWO TICKETS BEFORE DRUG TRADE CLUB.

Chicago, November 24.—The annual election of officers of the Chicago Drug Trade Club will take place at noon on December 3. On the evening of the same day the annual dinner and meeting will be held. There are two tickets before the club. The "Regular" is as follows: For president, Cornelius P. Van Schoonck, first vice-president, E. A. Vestburg, second vice-president, E. D. Kenneid, secretary, Harold S. Gray, treasurer, B. T. Van Allen. The "Member" ticket is as follows: A. R. Fellows, president, M. L. Barrett, first vice-president, James W. Morrison, second vice-president, J. V. Pierce, secretary, R. A. Heavner, treasurer.

TWO TOWNS ARRAYED.

**Paw Paw the Wily Good, South Haven the Sodom—
Where the Beer Flowed Free and the Music
Played Until the Jails Swallowed Some
Druggists.**

South Haven, Mich., Nov. 24.—There is a rich field here for a writer of farce comedies. If Charley Hoyt were alive he could certainly improve on "A Temperance Town." He would undoubtedly name a farce written by him about this town and the town of Paw Paw, "A Drug Store." He might call it simply "Paw Paw."

In the first place, the drug stores of South Haven were until just recently a wonderful institution. They flourished like the proverbial green bay tree. Many of them have fancy names. There is one called "Red Cross," another is called "The Big Medicine Man." In nearly all are bars where liquor and beer were dispensed. It wasn't even necessary to wink.

In recent months the proprietors of some of the stores became so emboldened in selling beer and stronger drink, that they put round tables in the rear of their stores and had regular waiters to take and serve orders for the liquid refreshments. In two or three cases music was furnished.

Headache powders had a great run. In some cases it was necessary in procuring liquor in the drug stores to say that "the doctor ordered it." The doctors ordered it for all sorts of diseases. Nearly every man in town was taken ill from three to twenty times a day.

With this condition facing pure, holy Paw Paw, there was little wonder that the seat of government would call for a grand jury to wipe out the great evil that threatened the destruction of the flower and youth of the Sodom of Van Buren county.

And the grand jury was called. Many witnesses were summoned from South Haven. The special train chartered to take them from South Haven to Paw Paw, 35 miles, and return, is a flyer, provided with a chef, dining car and a large and varied supply of fine beers, liquors and cigars.

South Haven and Paw Paw resemble some of the South American republics. All that is needed to precipitate a war is a leader. South Haven would swoop down on Paw Paw and wipe it off the map. The original enmity comes from the fact that South Haven long desired to have the county seat moved from Paw Paw to South Haven. She failed through a clean trick by Paw Paw.

Some of the drug stores visited here today were entirely out of liquor and business was dead. In one place there was a pretension made to sell drugs. The clerk was asked the price of a 5-cent bottle of vaseline. He said it was 25 cents. He knew nothing at all of the price of that commodity or anything else he had in the drug stock.

There was a picture of a tiger couchant on the wall. The clerk told with great gusto how the former proprietor of the drug store had fixed a bandage across the eyes of the tiger for the purpose of advertising the place as a "blind tiger."

The clerk escorted the correspondent to the rear of the drug store and showed him where the former proprietor had the nerve to erect a bar, with an ice box at the end, with a cash register in the center and whisky bottles conspicuously displayed on the back bar.

Charley Rogers is the name of the former proprietor. Charley was arrested and was sent up for 90 days for violating the local option law, and when his time was up he was charged with perjury and is now awaiting trial for that offense.

In South Haven the ministers of the gospel preach

against the hell holes of iniquity that fill other cities, and yet Charley Rogers ran a wide-open saloon in the guise of a drug store and the Remus's, father and son, and Nevins and Bruen and others did likewise.

When the drug store business became so notorious that the decent people said that they could not go into one without a feeling of shame, a man named Jones was induced to come here from Lansing and start up a drug store without a liquor attachment, and it is said that the very people who induced him to come here passed his place and entered the "blind tigers." So Mr. Jones did not last a great while.

Now we will see whether Paw Paw wins, and whether South Haven is discouraged in continuing its drug store orgies.

Grand Rapids, November 24.—The grand jury has so far returned indictments for the following druggists of South Haven, alleging violation of the local option law: J. L. Congdon, Chas. Converse, Wm. McAllister, M. L. Gordon, Chas. E. Hessey, O. P. Goodrode, Chas. Reeves, Jas. McBride and J. Clark Martin, and is still in session.

NEW ROOMS OF ILLINOIS BOARD.

Chicago, November 24.—The Illinois board of pharmacy met on Monday of last week and continued their sessions on Tuesday and Wednesday. On the latter day Messrs. Muir, Webber and Heim of the Michigan board were the guests of the Illinois board. They came by invitation to inspect the newly-fitted-up quarters of their Illinois brethren at Thirty-ninth and Langley avenues, and to see how Mr. Bodemann and his associates conducted an examination. They were pleased with what they saw. The new quarters are unquestionably the best adapted for the purpose in the country. There are new identification tables and dispensing counters and there is a seating capacity of 180. This enables the handling of a large class in about half the usual time. The class at this meeting numbered 102, and it is Mr. Bodemann's last, unless he is reappointed, as his term expires on December 31. In his opening talk to the aspirants for registration, he urged them to prove themselves the banner class in the banner board rooms. The board discussed the work being done in Chicago and it was decided to go ahead vigorously with the prosecution of local violators.

These candidates passed: Registered—A. W. Armstrong, Chas. B. Black, R. F. Bogue, O. O. Brownmark, Jay G. Butler, Simon Contarsy, L. E. Conway, H. J. Eckert, M. H. Fleishman, Thos. Gessner, W. H. Gladville, Jr., Morris Gold, H. B. Honeus, L. A. Johnson, Aaron Kigon, F. V. Koepke, Wm. Lyon, F. A. Milne, Wm. MacAllister, A. F. E. Otto, R. R. Rains, Jas. Reisman, Jas. A. Scott, Wm. A. Sprinkel, Chas. J. Strate, C. A. Ullman, C. W. Wagner, Chas. P. Walker.

Assistants—H. W. Anderson, R. D. Atkinson, A. A. Berger, Wm. E. Cody, P. F. Coffey, Chas. Dykstra, Fred. H. Eberley, S. McL. Farrar, Max M. Gordon, Otto Groer, A. E. Gulick, A. E. Gerhardt, J. D. Halper, J. T. Holvay, L. G. Jacobs, A. C. Kassel, C. F. Koehler, Wm. Kuehn, E. A. Lukasek, P. L. Larsen, H. C. Metzger, Geo. H. Mitchell, Edward Michael, Wm. S. Mollett, Sampson Morris, Fred W. Patton, J. E. Pyne, Geo. Sandstrom, C. A. Sankiewicz, W. C. Schulze.

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DYCHE BUSINESS MANAGER OF NORTHWEST-ERN.

Chicago, November 21.—William R. Dyche has been appointed business manager of the Northwestern University, as was predicted some time ago. He succeeds Dr. R. D. Shepard, who has held the position for twelve years. He is a member of the State board of pharmacy, of the Veteran Druggists Association and is a graduate from the Chicago College of Pharmacy, class of 1882.

ILLINOIS.

—Ernest H. Stoltz, Chicago, has filed a voluntary petition in bankruptcy. He schedules liabilities of \$78,381, and no assets. He was formerly a member of the retail drug firm of Stoltz & Grady, North Clark street, but sold his interest some months ago to Mr. Grady for \$1,000. Prior to and since he severed his connection with the firm Mr. Stoltz was in the patent medicine business on his own account, both as the Plunge Oil Co. and the Dr. Grassam Medicine Co. Both concerns are out of business now.

—A Chicago paper makes quite a sensation of the fact that during the two years Lamm T. Hoy has held the position of secretary of the State board of pharmacy, he was given printing to the Woodstock Printing Co., of which Mr. Hoy is president and one of the principal stockholders. This is said to be in violation of the law that no State employe shall enter into a contract with himself, but no allegation is made that the State did not receive the full value for its money.

—The special committee of the Chicago R. D. A., formed to charge the carbolic acid ordinance matter, had a meeting with the council subcommittee last week.

It was decided that the druggists' committee have the associations' attorney draw up an ordinance to be submitted to the councils covering the objects desired in restricting the sale of carbolic acid, and at the same time avoiding features that would impose a needless burden on the druggists.

—The Twelfth district association, Chicago, is "whooping things up" in great style. The meetings are enthusiastic and well attended and an energetic entertainment committee is at work on a series of bowling games. A committee on organization has been appointed to visit every druggist in the district and get him in line.

—The wholesale perfumery house of John Blocki & Son, 56 Fifth avenue, Chicago, have leased the building at 185 Michigan avenue and will occupy it about April 1. Their lease runs for five years.

—Frank E. Kirby, vice-president of the Morgan Drug Co. of Brooklyn, N. Y., has been visiting Chicago in the interests of their specialty for three weeks past and left for St. Louis.

—F. C. Hartshorn, of Twenty-sixth street and Calumet avenue, Chicago, sold his store, and it will hereafter be conducted under the name of the Calumet pharmacy.

—Sager & Lyon, Chicago, are out of the retail drug business, having sold their various stores, and will devote their attention in the future to the Lemaire Perfume Co.

—The Hudson Chemical Co., manufacturers of "Dentol" at 163 State street, Chicago, is in the hands of a receiver.

MICHIGAN.

—The Honey Comb Chocolate Chip Co. of Battle Creek, are attempting by law to prevent Roy Shepard from entering the employ of the Caverly Co. of Dayton, O. Shepard was for some time in the employ of the Battle Creek company as a spinner of the Honey Comb chips, and it is claimed he received a full knowledge of the secret processes by which this company manufactures its goods. The Battle Creek company holds that Shepard knows nothing about making other kinds of confection. The case will be watched with interest by employers of special labor all over the country.

—Ionia county will in all likelihood go "dry" at the coming local option election, and the people are already preparing for the new elaborate "drug stores" which a number of their citizens have announced will be opened. At least two of the new drug stores in Portland will be conducted by men who are now in the saloon business. The local optionists are mad and are saying that the county jail will soon be known as the "Druggists Home," by which title the Van Buren county jail is now known.

—Druggist Henry Zerzan of Prescott, is "some shecks" with a rifle. He went one last week with a party of friends to hunt deer. They had not been in the woods many hours before Zerzan sighted a fine buck at a distance of nearly 1,000 yards. Taking careful aim he fired, and, although the deer was more than half a mile away, the bullet pierced its heart. The buck was a beauty and weighed 298 pounds. Zerzan also shot a bear last week, weighing 360 pounds.

—Wilcox & Godding have an up-to-date store at Eatin Rapids, even though the proprietors are not always around to see to things. George Wilcox is on the road for the Morgan-Drug Co., of Detroit, while Fred Godding is on the road this winter with the Godding Comedy Co., a troupe of artists in fun making. They are in northern Michigan at the present time and Fred is the star actor.

—A lady customer of Leranger & Culver of Saginaw,

on making a recent purchase, carelessly left her bank book containing a \$5 bill on the counter. When she returned the money had disappeared but a clerk remembered that a package of medicine had been made up for Tower, Mich., and, when the packet was undone at its destination, sure enough, there was the Saginaw lady's pin money.

—Parke, Davis & Co., Detroit, have leased a 50-acre farm at Mt. Clemens, on which they will put 5,000 guinea pigs, using the animals, so it is stated in the press dispatches, for experiments in serum inoculation. Hog cholera has been decimating droves of swine in portions of the State this season and Parke, Davis & Co. have prepared a vaccine for this scourge.

—Ben Eaton, son of N. N. Eaton, who was for many years druggist and postmaster at Boyne Falls, was recently sentenced to the "pen" for life in the state of Washington, for killing a man in a saloon brawl. Ben was a bright and capable young man, and a first-class pharmacist, but went in fast society and was reckless when drinking.

—C. H. Houghtaling has bought the R. D. M. Turner stock and business at Quincy, reentering the drug business after an interval of about seven years. His son George will return from St. Paul, Minn., to assist him.

—P. Corey Taylor has opened a model pharmacy at Mt. Pleasant. The store counters and fixtures are of mahogany. Mr. Taylor has been in the drug business at Mt. Pleasant for 15 years.

—W. G. Sprague of Flushing, will remove his stock to new quarters in the Niles block. He is putting in new fixtures and will have one of the finest stores in Genesee county.

—Charlevoix has one less drug store, Dr. G. W. Crouter having disposed of the Cook stock to the other three druggists of the town.

—Dr. G. W. Logan of Paris, has bought a lot at Boyne City on which he will put up a building, fitting out a complete drug store.

—W. H. Vaughn, traveling salesman for a Chicago drug house, will open a new store at Muskegon.

WISCONSIN.

—The annual meeting of the Wisconsin Pharmaceutical Co., of Milwaukee, a corporation in which some 450 druggists in Wisconsin and northern Michigan hold stock, was held in Milwaukee on last Tuesday. So great has been the increase in the company's business during the year that in spite of the many improvements that have been made to its laboratories, a dividend of ten per cent. was declared. All of the officers were reelected. E. G. Rauber, general manager of the company, was complimented on the manner in which he had conducted the business.

—There have been several store changes in Wisconsin during the week just closed. The Gaenther Drug Co. succeeds A. W. Von Kaas at Oshkosh; L. C. Meyer succeeds A. Mahlendorf at Sheboygan; Esser Bros. succeeds the Richardson Drug Co. of Milwaukee; R. J. Strass of Milwaukee, succeeds Henry Kamps of Marshfield, and J. E. O'Donoghue succeeds Werner & Nerlander at Neganee.

—Druggists complain that there is a great scarcity of drug clerks in Milwaukee as well as in the State. Not a day passes that the wholesale firms do not receive letters asking for licensed clerks. The city papers are filled with advertisements calling for clerks, and the Drug Clerks Association has been appealed to. Clerks wages are said to be increasing as a result of the scarcity.

—Taylor Bros., Stevens Point, who conducted one of the largest drug stores in the Wisconsin River Valley, have dissolved partnership. W. W. Taylor will continue the business while David A. Taylor will locate

in Milwaukee. They have been engaged in business at Stevens Point for thirteen years.

—The Milwaukee Drug Clerks' Association will hold its annual ball and entertainment at Ivanhoe Temple on Thanksgiving night. Invitations have been extended to clerks throughout the State and the attendance promises to be very large.

—The twenty-second annual report of the State board of pharmacy has been compiled, is now in the hands of the printers, and will be ready for distribution by December 1.

—The date for the annual smoker and "tramp comers" of the Milwaukee Ph. A. has not as yet been decided upon. It will probably be in January.

—William Klinghelz of Manitowoc, has purchased a drug business at Marinette and will take possession on December 1.

—E. Van Wagenen of Darlington, has sold his drug and book business to George Oates, his former manager.

—The new brick store building of John C. Neher, the Eau Claire druggist will be opened this week.

—Dr. H. P. Chambers of Florence, has offered his drug store for sale.

UNLAWFUL DISTRIBUTING OF FREE SAMPLES.

St. Paul, November 24.—Official disfavor is being courted by people who distribute free samples of patent medicine without the required city permit. The other day Assemblyman Schurmeier reported to the health department an infraction of the law by which the life of a child was placed in jeopardy. The medicine in question was a small sample of patent cathartic pills, and the child, finding it on the doorstep, proceeded to swallow all of the stuff. Prompt work by a doctor was all that saved the youngster.

There is a city ordinance which imposes a heavy penalty on any person distributing free samples of medicine or food stuffs without first submitting them to the health department for analysis. The claim is made that the ordinance is being daily violated. The city health officer, detailed two inspectors to round up anyone found distributing medicine samples.

INDIANA.

—An eager buyer and an equally eager seller in a drug store transaction, in a town through which runs the line separating the states of Indiana and Ohio, recently found that the deal could not be made in as great haste as they had supposed. The would-be buyer lived on the Ohio side of the line. The would-be seller on the Indiana side, where the drug store is located. The sale was about to be closed when it was discovered that a law passed by the last Indiana legislature requires the seller in a transaction to make out a list of all his creditors and notify each five days before making a sale, by proper advertisement. Should the seller fail to do this any creditor may come in, set aside the sale and make his claim out of any goods to be found on hand at the time of the sale.

—Following the death of George Handy, Morristown, his store has been closed awaiting the appointing of an administrator of his estate.

—N. G. Mackintosh, formerly at Newbern, has moved his store to Midland.

—M. E. Renner, Urbana, has sold to George Karnes.

WE WANT DRUGGISTS

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HERMAN E. FRANER, Indianapolis, Ind.

MANY GERMAN DRUGGISTS IN INDIANAPOLIS.

Within the last twelve or fifteen years German names have come to predominate in the signs of the retail drug stores of Indianapolis, and today of the 211 stores more than half are owned by men of German birth or of German ancestry. The two men in this city longest established in the retail trade bear German names. They are Sigmar Muehl and Herman E. Franer. Mr. Franer's picture is given here, Mr. Muehl's being reserved for next week. Mr. Franer is owner of the oldest retail drug store in Indianapolis at 456 East Washington street. It was started by his father, I. C. Franer, in 1859. Herman was born in Germany in 1841, came to Indianapolis in 1854. When the civil war broke out he followed the flag serving in the 79th Indiana regiment. In 1865 he returned to engage in the drug trade and carry on the business established by his father.

OHIO HAPPENINGS.

—C. B. Harper & Co., who already own one successful retail drug store in Akron, have bought the stock of E. Stuebelcher & Co., 638 East Market street, Canton. They are remodeling the interior, and, as soon as they can install their new fixtures and fountain will open for business as a retail drug store, and physicians' and dental supply house. Stuebelcher was listed in the Era Druggists' Directory as a wholesaler, but Harper & Co. do not intend to do a jobbing business.

—J. P. Mykrantz, retail druggist 71 Columbus, is moving into a fine new store at 218 So. H. 2d street.

Bleaching Bones and Ivory

To make bones a good white when the process for bleaching ivory should be adopted. First treat the bones with a strong solution of washing soda to remove grease, and open the pores. Then immerse in a solution of potassium bichromate to which an equivalent part of strong solution of ammonia has been added and maintain at a moderate temperature for as long as may be found necessary (24 to 36 hours or more). On removal from the liquid be careful to dry slowly to prevent cracking.

PACIFIC COAST.

CALIFORNIA.

—The San Francisco Drug Clerks' Association at its last meeting reelected many of its former officers. The new officers are: President, E. J. Molony; first vice-president, Paul A. Dubois; second vice-president, H. L. Perrone; corresponding and recording secretary, G. Eastland; financial secretary, J. M. F. Eitel; treasurer, George M. Sutherland; guide, P. H. Weiss; guardian, A. E. O'Neal; advocate agent, G. L. Gerrard; trustees, J. H. Hubachek, A. L. Hong and C. L. Braumen; delegates to Labor Council, J. H. Hubachek, Fred Driscoll, William Hatch, W. W. Say, G. W. Sutherland; business agent and manager of the employment bureau, J. H. Hubachek.

—San Francisco will very shortly have a botanical garden devoted exclusively to medicinal plants. Grounds have already been set aside in Golden Gate Park for the purpose, and the work of preparing the soil has begun. Because of the climate here it is believed that ninety per cent. of the medicinal plants can be grown in the open. The planting and the care of the shrubs will be undertaken by the California C. P. A course in medicinal botany will be given special attention in the college as soon as the garden has produced results which will warrant laboratory experimental work.

—Jobbers in San Francisco report a holiday trade even greater than last year which surpassed all seasons before it. The chief demand for goods comes from the country districts where the activity in the pharmaceutical business is very great. New establishments are more frequent than at any time during the year and no failures have been reported. Oregon and Washington also report an unusually brisk season.

—For a week small sums of money have been disappearing from the drug store of G. W. Burnett, San Francisco. One morning last week the thief was caught. He was Harry Harnish, a young man who had been employed at the store up to last May and who had a duplicate key. Harnish was an industrious lad until he fell in with bad company. He confessed.

—H. P. Elder of Woodland scored a unique hit the other day at the county fair. A prize had been offered for the most artistic display by any merchant in the city. Mr. Elder presented one of Woodland's prettiest girls to represent his store and he decorated her with suitable emblems from his establishment. He was awarded the prize.

—Dr. Klingler, head physician at several of the mines in and about Nome, has come down from the eyrie. He says the drug business through out Alaska is becoming more and more systematized, and, where a few years ago every man was his own drug store, few pharmaceutical establishments are within reach of all the more populous camps.

—A pretty painted sign bearing the words "E. C. Drug Company" appeared in Buda a few other day. P. W. Ralston, formerly clerk in San Francisco, is manager. Mr. Ralston left San Francisco while many leading firms were endeavoring to secure his services.

—H. J. Finger of the State board of pharmacy has been visiting Los Angeles. He asserts that many druggists who are said to be practicing without licenses will be prosecuted unless they promptly conform to requirements.

—The contract for supplying drugs to Nevada county has been awarded to H. C. Bousermann. The county hospital at Eureka, Humboldt county will be supplied with drugs by the Red Cross pharmacy of Eureka.

—Messrs. Curtis and Henkle, two of San Francisco's most prominent clerks, have opened a drug store at

San Jose, Mr. Curtis was formerly with the Grant Drug Co., and Mr. Hemple with G. W. Burnett.

—The Morrow Drug Co., a new establishment, opened its doors this week in Bakersfield. W. S. Kimball, for many years with J. A. Huges, is manager. Stock valued at \$8,000.

—At Concord the Morgan's Klein Drug Co. began business last week. Mr. Klein, for several years clerk for Dr. January at Concord, is in charge.

—Dr. Sands of Ocean Park, has been succeeded by Harry A. Dutton, who was formerly with the Tanner Drug Co. of Los Angeles.

—The most recent addition to the drug trade in Santa Rosa, was C. S. Badenfeld who opened a store last week.

—The drug store at San Jacinto, formerly run by the Chambers brothers is now owned solely by B. L. Chambers.

—Frank L. Wingard, a Long Beach druggist, is erecting a new building, having outgrown his old quarters.

—Hereafter the Crane drug store at Santa Barbara, will be conducted by Crane & Fairbanks.

—The Union Drug Co. will be opened in December at Watsonville by O. and C. Mandersheid.

OUR CANADIAN LETTER.

—At the regular monthly meeting of the Druggists Section of the Retail Merchants Association, Toronto, the principal business was the discussion of the proposed business tax as a substitute for the present method of assessment on the value of stocks. The following resolution was adopted: "That in our opinion the business tax, as proposed will apply very unfairly to all retail druggists and we desire to place ourselves on record as opposed to its application."

—The college yell of the students of the Manitoba C. P. is as follows:

Ointments, Ointments, M.-C.-P.
Phenol, Phenol, Pharmacy.
Liquors, Lotions, Liniments pure,
Any old drug dope, any old cure,
Spirits Fragrant, Sis! Boom! Bah!
Pharmacy! Pharmacy! Rah! Rah! Rah!
P-h-a-r-m-a-c-y! Pharmacy! Pharmacy!

—E. Muir of the Quebec Ph. A., has brought charges in the Quebec city police court against a number of physicians who are accused of giving prescriptions to be filled by unlicensed druggists or unregistered drug clerks; and also against several druggists for selling poisons contrary to the provisions of the pharmacy act, and for permitting unqualified clerks to fill prescriptions.

—A new drug store has been opened at Dundas and Wellington street, London, Ont., by Vernon W. Meek and Willbur R. Vinisz, both honor graduates of the Ontario C. P. and for some years in the employ of Cairncross & Lawrence of London. The firm name is Meek & Vinisz. Their new place is one of the most handsomely fitted up stores in the province.

—Dr. D. Pelletier recently from Central America and holder of a diploma from Johns Hopkins university is opening a large drug store at 90 Church street, Toronto.

—A. E. Clendinning of Edmonton, N. W. T., has sold to the Edmonton Drug Co.

—Rupert P. Weeks has purchased the business of Thomas C. Beman, Toronto.

—J. S. White has bought the drug business of Davies Bros., Victoria, B. C.

—The stock of Adolphe Venilleux, Quebec, has been seized by creditors.



J. F. ROBERTS, Parkhill, Ont.
Hon. Pres. and District Representative, Divisional Association, Ontario C. P.

—A. C. Lechead, druggist of Lucknow, Ont., has sold to Dr. Spence.

—E. J. Dismore of Hedley City, B. C., has gone out of business.

OBITUARY.

HENRY CARRINGTON BOLTON, the celebrated chemist, author and lecturer, died last week at his home in Washington, D. C. The scientist's father, Dr. Jackson Bolton, was for twenty years an eminent physician of New York City, where Henry was born on January 28, 1843. At the age of nineteen he was graduated from Columbia College. He exhibited such a fondness for chemistry that his father equipped a small laboratory for him. He studied abroad, traveling extensively and obtaining information that later was used in stories of travel. From 1872 to 1877 he was assistant in analytical chemistry and head of the laboratory of quantitative analysis in the Columbia University School of Mines, and in 1877 he was chosen professor of chemistry and natural sciences at Trinity College, Hartford. The trustees of Columbian University, Washington, made him non-resident professor of the history of chemistry in 1892, and in the next year he was married to Miss Henrietta Irving of New Brighton, S. I. It was said of Dr. Bolton that he belonged to more learned societies than any living American. He was president of the Washington Chemical Society in 1900, and a member of the German Chemical Society of Berlin, and the Chemical Society of Paris. His private

Always insist upon having

ABBOTT'S ORIGINAL
Angostura Bitters.

C. W. ABBOTT & CO.,
Baltimore, Md.

library was considered unexcelled for its collection of books on the history of chemistry. Dr. Bolton's writings dealt not only with science, including chemistry and mineralogy, but also with various literary matters, bibliography and travel. He wrote more than 200 monographs on the history of chemistry alone. The interment will be in Tarrytown, N. Y.

FRANK SMITH, long a druggist in East Bridgewater, Mass., died at his home after an illness of only a few hours. He was born in Duxbury in 1810. When a boy he worked "before the mast" until he became first mate of a merchant sailer. He then, thirty years ago, gave up the sea to become a druggist. He leaves a widow and one son.

MR. AND MRS. VALENTINE REIMANN, of Franklinville, N. V., the parents of Edward J. Reimann of the drug firm of Ferris & Ferris Co., that town, died within two days of each other. He was aged 78. George Reimann of Buffalo, was a favorite nephew.

CHARLES R. SMITH, an old-time druggist of Newburyport, Mass., died from injuries received by being knocked down by a street car. He was sixty-five years of age. He retired a few years ago.

J. C. MONNETTE, a druggist of Kings City, Cal., died at Turlock, Cal. Mr. Monnette had been ill for many months and long ago his case was pronounced hopeless.

DR. EDWARD ALVA DUCKETT, prominent in Washington, D. C., pharmaceutical circles, died in that city, aged 29.

MISS JENNIE HAMILTON, the well-known wholesale and retail druggist of Bridgeport, Conn., is dead.

JOHN WILLIAM COOK, senior member of J. W. Cook & Bro., Hagerstown, Md., died at the age of 42.

JAMES HANNA, long a druggist in Thorntown, Ind., died on November 12, aged 72.

RUDOLPH STANGORH, a well known German druggist of Chicago, died last week.

JOHN R. GARRETT, senior member of Garrett & Taggart, Oakland, Cal., is dead.

JOHN ARMSTRONG, died in Philadelphia, aged 84.

DR. R. R. MAC FARLANE, physician and druggist of Seattle, Wash., died last week.

Handle all the Lines You Might?

The good will of your customers is your best asset. Do you make it yield the largest possible returns by selling all the lines you have money and space to handle?

The store that sells a single line suffers a grievous waste. People who are in the habit of going to that store to buy dry goods or groceries would certainly be disposed to give it the preference in other lines.

Rent and clerk hire and running expenses are more or less a fixed quantity. You cannot reduce them below a certain point even when you have but a single line. Each added line will increase the dollars-expense a little but the ratio diminishes all the time. For comparatively little increase in investment or expense you can add other goods that will materially swell your sales and profits.

So long as a merchant has or can make spare capital and spare room we do not think he is getting out of his business all there is in it unless he adds new lines just as fast as he gets a chance. "Our Drummer!"

LOOKING AHEAD—THROUGH SMOKE.

The American Association of Retail Druggists' Great Meeting in 1950, when the Organization Is Very Nearly Wrecked.

Palm Beach, Fla., January 22, 1950.—The silver anniversary meeting of the American Association of Retail Druggists opened here today. Delegates from each of the ninety-eight States were present, as well as those from the nine territories and from Mexico and South America. In all there are more than seven thousand pharmacists and their wives already in Palm Beach, and they are still coming. The North Ontario delegation was several hours late, not arriving until this morning because of a wreck on the Transcontinental Electric. The Indianola contingent, in three air ships, also came in late. Hawaii will be here tomorrow.

All the hotels are full and if many were not domiciled in their trains and air ships some would certainly have to sleep out under the spreading palms. Nearly all of the South American delegates except a few who came in on the Flying Bee Line are housed aboard their electric ship, City of Rio.

The first session convened at eleven o'clock this morning with President I. B. Horton in the chair. Beside him sat Patrick Finnegan, president of the United States; President Portuondo of Brazil, and President Ramon of Mexico; Secretary of the United States Health Department L. R. Bryson, and several other cabinet officers. Governor Anderson of Florida, who is also a pharmacist, and governors from eleven other States, including Governor Albach of North Ontario, who came as a guest of the delegation from that State, and many other notables were present on the stage of the auditorium.

More than ten thousand were in the building. Cheering followed every response, which was made by the delegation arising in a body at the call of Secretary Branson. But the ovation accorded Porto Rico, whose representatives are all women, was one that made their leader, Miss Amice Perreto, that brilliant young pharmacist whose laboratory discoveries have made her fame world wide, blush with ripest pleasure.

After roll call Delegations Reporter H. C. Atkinson read briefly the statistical figures shown by the present attendance. The 60,000 druggists in Greater United States had elected one delegate to every thirty pharmacists. New York was entitled to 117 delegates and of this number 115 were present, the other two being kept away by illness. This, considering the number, is a remarkable showing, although the total delegations from some of the smaller States and territories are present. Altogether there are 1012 delegates in attendance and more to come. The reporter drew attention to the fact that Alberta is the only territory and Nova Scotia the only State whose associations do not "pay the freight," that is, the expenses of their delegations.

Governor Anderson then delivered the address of welcome. He gave Florida's bananas and oranges, her climate and loving hospitality, and everything else she has to the visiting pharmacists, who seemed to appreciate the gift. He felt sure Florida would like to keep them there forever were it not for the suffering of poor humanity in other States the deprivation of so much brain and science and so forth would cause. He said he had always loved pharmacy and knew he loved pharmacists and he turned in the direction of his wife who, before she was married to him, owned an opposition store, for verification. His hearers almost encored him.

President Horner on behalf of the visitors accepted all that the genial governor had offered, promising, however, to take none of it home except the pleasant memories of such a meeting, such loving treatment and such surroundings give.

President Finnegan was then introduced. He said

he was going to go Governor Anderson several better. In short, he was prepared to give the pharmacists the whole United States. He expressed his pleasure that the good hearted governor had not looked upon himself as the whole thing and deprived him (President Finnegan) of the privilege of making the gift. He had feared the United States would be already given away before it became his turn to talk.

After the secretary's and treasurer's reports, the latter showing a balance on hand of \$287,000, and that every auxiliary association had paid its per capita assessment (amounting to \$5 per capita for State and \$3 per capita for territorial associations) President Horton read his annual address.

He deplored the recent misunderstanding between the American Association of Retail Druggists and the American Drug Clerks' Association as one of the most unfortunate events in the life of either association and one that must be remedied, even if by the sacrifice of the position held by the A. A. R. D. He said it was a reflection on the stamina of the male members of the A. A. R. D. that after the 40-hour-40-dollar-a-week senior and 50-hour 25-dollar-a-week junior schedules had been amicably fixed between the two great bodies that the mere question of admission of clerks' wives to lesser official positions in the Wives' Auxiliary of the A. A. R. D. should bring open rupture. He said he hoped no member of the A. A. R. D. would prove to be under petticoat rule at this meeting and recommended that the A. A. R. D. notify the wives that unless they extended the privilege sought by the clerks' wives the A. A. R. D. would hereafter refuse to bring them to the annual meetings, thus breaking up the auxiliary. This, President Horton said, might be radical action, but it would restore peace between the two male bodies, and peace must be obtained at any cost.

Later, when the recommendation was discussed, it brought out the fact that the two factions—for recognition and against—were very evenly divided. Two or three, held under the hypnotic eyes of their wives, made fiery speeches against the recommendation.

It looked like a smashing of the A. A. R. D. right there and then, and, safe to say, when the vote came, the minority, whichever side that had been, would have bolted. But quiet came unexpectedly through the announcement by N. Z. Epstein, head of delegation from the A. D. C. A., who had been leaning back in his chair in amused contemplation of the forensic battle, that the solution of the difficulty, he was pleased to say, was at hand. The clerks' wives were planning an auxiliary of their own, to affiliate with their husbands' association and didn't want any of the old offices of the A. A. R. D. wives' auxiliary anyway. Tumultuous cheering followed the announcement.

Chief of Bureau of Pharmacy of the United States Health Department Daggett reported that there were now 60,000 pharmacies in Greater United States, or one to every 5,999 persons. The average value of pharmacy was \$19,643. Only sixteen cases of substitution had been found in the last year. Of these eight of the licenses were revoked. All State chiefs are using the greatest vigilance, and never has the standard of honesty been so high. The rest of his report will be given tomorrow.

Patent Leather Varnish.

A varnish that will not peel off or crack from the leather may be made from the following formula:

Rosin, black.....	7½ ounces
Venice turpentine.....	7 ½ ounces
Oil of turpentine.....	7½ ounces
Sandarac.....	15 ounces
Shellac.....	20 ounces
Alcohol.....	11½ pints
Lampblack.....	4 ounces

Digest the rosin, turpentine, sandarac, shellac, and alcohol together, afterwards add the lampblack, and well mix. Apply with a soft brush.

STEARNS & CO.'S NEW VACCINE BUILDING.

The adaptation of modern scientific method to the propagation of vaccine is reflected in every part of the building just erected by Frederick Stearns & Co., manufacturing pharmacists, Detroit, Mich. One may go still further and truthfully say that the building in completeness and arrangement for the economy of labor and elaboration of product, is unique. It is entirely of brick, has but one outside entrance and no windows whatever, being lighted by skylights of the most modern and approved form, fitted with prismatic glass which diffuses a very strong light without allowing direct rays of sunshine to enter. Ventilation is obtained by means of powerful patent ventilators and electric fans, the dust from outside sources being absolutely excluded, an important item in the production of pure vaccine. The building is heated by steam, lighted by electricity and provided with hot and cold water throughout.

The large incubating room is equipped with iron stalls provided with small racks which the calves stand on. This raises the animals from the floor so that they do not stand in their own excretions even for a moment. The walls of this room are of pressed brick, enameled white, and the ceiling is arched or "coved," doing away with corners. The floor is of concrete, drained by a number of sewers. There is no wood in this room at all, even the racks on which the animals stand being iron, and these racks are scrubbed, sunned and sterilized daily, there being two complete sets. The room is cleaned daily by flushing with a hose.

The cleaning and sterilizing room adjoins the operating room. Both of these are practically porcelain lined, the walls being of glazed white tile with all joints enameled, making a continuous snow-white waterproof surface as smooth as glass. The ceilings are coved here also, doing away with corners. The light is from skylights and the ventilation through flues. Neither of these rooms has an outside door or window. The sterilizing room is provided with electric clippers, by means of which the calves from the quarantine barn are very closely clipped; then the calves are scrubbed in a hot antiseptic bath in the vats with which this room is provided. After being thus thoroughly cleansed they are shaved over the area to which the vaccine is applied. Then being transferred to the next room, they are vaccinated and placed in the incubating room first described and fed on sterilized milk during the progress of the vaccinia which has been induced. It should, perhaps, be stated here that when the calves are first received from the farm they are placed in a quarantine station devoted entirely to their use, and are kept here for some time, under the inspection of our head veterinarian, to demonstrate their entire healthiness, before being vaccinated.

In this building also, but entirely separate from the vaccine department and not communicating with it in any way either by door or window, are the large injecting and bleeding rooms of the antitoxin laboratory.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories. Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago

The following are ready to lease in the vaccine opera-
tor's office, with complete outfit, in fact everything you
could wish for, being built as clean cool aseptic as
a modern hospital.

THE ROAD TO WEALTH.

This road is short and straight, and it depends com-
pletely upon the man who travels it, as to whether he
reaches the end or not. No matter what your business,
if you can do enough of it at a fair profit your fortune
is made. This column will help you along the road to
wealth, better watch it closely. The following are
brief descriptions of some of the goods advertised in the
November 19 issue:

SEN SEN.—The popular Throat Ease and Breath-
Perfume, made by T. B. Dunn & Co., Rochester, N. Y.,
who are supplying the trade with attractive advertising
matter.

POMPHIAN MASSAGE CREAM.—Made by the
Pomphian Mfg. Co., Cleveland, O., and claimed by them
to be a harmless skin food which will positively re-
move blackheads, pimples, tan, sunburn, and moth
patches. Retail for 50c, and \$1.00 per bottle.

ABSORBENT COTTON.—A reliable brand at low
prices. Made in three qualities, all of which are pre-
pared under strict pharmaceutical rules by the Maple
wood Mills, at Fall River, Mass.

POWDERED DRUGS.—If it is the best kind you
want, send to Gulpha, Langdon & Co., Baltimore, Md.,
and secure a price list of the finest quality powdered and
ground drugs for preparation.

PURE RYE WHISKEY.—The kind that should be
handled in every store that sells whiskey for medicinal
use. Made by Clarke Bros. & Co., Peoria, Ill.

DRY GOODS.—All druggists visiting New York
should call at the immense dry goods emporium of James
A. Hearn & Son, West Fourteenth St., New York.
This store handles no drugs, groceries or liquors, but a
very complete line of dry goods.

ARENOL SOLUTION.—The product of Frederick
Stearns & Co's laboratory, Detroit, Mich. Supplied in
one ounce glass-stoppered bottles at 50c, net, per ounce.
The manufacturers say that for permanence and physi-
ologic activity they believe it to be unequalled. Write
for literature.

SHOW CARD WRITING.—The Miller College of
Advertising Art, 152½ Columbus Ave., Boston, Mass.,
guarantee to make a good show card writer out of you
in 50 lessons or refund your money. You can, for a
limited time, secure a discount from regular price if
you will mention the Era.

DI ROY WINES.—Made by the Duroy & Haines
Co., Sandusky, O., who will furnish samples of their
most popular and best selling wines upon request. If
you want a line of this class of goods which will win
trade, write at once to the above named firm.

HAZARD, HAZARD & CO'S PREPARATIONS.

This line of colognes, toilet waters and pharmaceutical
preparations are again upon the market and can be ob-
tained at 3 E. 14th St., New York City.

COLLAPSHIBLE TUBES.—The New York Com-
modity Co., 216 Fulton St., New York City, are manu-
facturers of Dr. Butler's Cream Dentifrice, and also
make a specialty of filling and labeling collapsible tubes
with your own preparation, such as dentifrices, oint-
ments, pastes, etc.

NEEDHAM'S RED CLOVER.—Manufactured by
D. Needham's Sons, Inter Ocean Bldg., Chicago, Ill., and
claimed by them to be the standard blood purifier for
25 years. Put up in three forms, Blossoms, which cost
\$1 a dozen, Fluid Extract at \$8.00 a dozen, and Solid
Extract, \$20.00 a dozen. Literature furnished upon re-
quest.

DOG MEDICINE.—If you are looking for dog
remedies that you can recommend to reach every ac-
count that a dog is her to, consult the advertisement
of the Polk Miller Drug Co. on page 20.

DRUGGISTS' RINGS.—Made of sterling silver ox-
idized with ruby or emerald eyes. Sent prepaid to any
address upon receipt of price. Low price see the J.
Arthur Co's adv. on page 21.

To Clean Hard Paint from Brushes.

Suspend each brush in a solution of one part crys-
tallized sodium carbonate (washing soda) in three
parts of water, and in such a manner that it will
bring some distance from the bottom of the tumbler.
Let it stand twelve to twenty-four hours in a warm
place (140 to 150° Fahr.) when the dried paint will
be so softened that it can be easily washed out with
soap and water. Brushes that have become hard as
stone can be restored by this process.

Treatment of Baldness.

Pilocarpine hydrochlorate,	5 grains
Oil of rose	8 minims
Oil of rosemary	4 drams
Camphoral liniment	4 drams
Glycerin	1 ounce
Oil of almond, expressed	3 ounces
Spirit of sulphur	3 ounces

This formula is said by Dr. Whittle to be one of
the best combinations in the treatment of baldness.
The mixture should be rubbed well into the scalp
night and morning.

Black Leather Varnish.

Resin	50 parts
Turpentine	50 parts
Oil of turpentine	50 parts
Sandarach	40 parts
Shellac	120 parts
Alcohol, 90 per cent	500 parts

Digest, then add
Lampblack

15 parts
previously triturated with a little alcohol.

Patent Leather Preserver.

Carnauba wax,	1 part
Oil of turpentine	95 parts
Aniline black oil soluble	0.06 part

Melt the wax, stir in the oil of turpentine and the
dye and scent with a little oil of mirbane or lavender.
The paste is rubbed out on the patent leather by
means of a soft rag, and when dry should be polished
with a soft brush.

Nerve Tonic.

Potassium bromide	120 grains
Aromatic spirit of ammonia	6 fl. drams
Comp. tincture of chloroform	10 fl. drams
(R. P., 1885)	2 fl. drams
Tincture of nux vomica	1 1/2 fl. drams
Distilled water, q. s. to make	6 fl. ounces

Dr. David Kennedy's NEW MEDICINES

	Per Dozen.
CALCURA SOLVENT	\$5.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPIDERM SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Mercurine)	8.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
OCULINE BALM	8.00

Samples, counter, advertising and window displays provided.
Address the manufacturers.

THE CAL-CURA CO.

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued, November 17, 1903.

- 744,085.—Meckley Masterson, Cripple Creek, Colo. Liquid-dispensing apparatus.
- 744,128.—Emerson H. Strickler, Baltimore, Md. Process of manufacturing trisodium phosphate.
- 744,385.—Charles E. McClellan, Zanesville, O. Bottle.
- 744,512.—Edwin K. Drake, De Land, Fla. Suspensory bandage.
- 744,556.—Michael M. Kearney, Scranton, Pa. Non-refillable bottle.
- 744,560.—Henrique C. Kennedy, Philadelphia, Pa. Bottle-washing machine.
- 744,603.—John D. Pierce, Philadelphia, Pa. Atomizer.
- 744,617.—Eduard Ritsert, Frankfort-on-the-Main, Germany. Closing bottles or vessels.
- 744,656.—Ottile Wider, Washington, D. C. Fountain-syringe.
- 744,674.—William S. Barnett, Jacksonville, Fla., assignor to Non-Refillable Bottle and Cork Company, Jacksonville, Fla., a Corporation of Florida. Non-refillable bottle.
- 744,675.—William S. Barnett, Jacksonville, Fla., assignor to Non-Refillable Bottle and Cork Company, Jacksonville, Fla., a Corporation of Florida. Non-refillable bottle.
- 744,676.—William S. Barnett, Jacksonville, Fla. Stopper for bottles.
- 744,695.—George W. Shoock, Jacksonville, Fla., assignor by mesne assignments, to Non-Refillable Bottle and Cork Company, Jacksonville, Fla., a Corporation of Florida. Non-refillable bottle.

TRADE MARKS.

Registered, November 17, 1903.

- 41,477.—Flavoring-syrup for soda-water and carbonation. Ferro-Phos. Co., Pottstown, Pa. The hyphenated word "Ferro-Phos."
- 41,482.—Remedy for headache, neuralgia, and nervousness. James Grant Munson, San Jose, Cal. The hyphenated word "No-Ti-Va," associated with a double triangle inclosing the capital letter "Y", surrounded by a wreath of myrtle.
- 41,483.—Medicine for certain named diseases. The Clafin Chemical Co., Limited, Windsor, Canada. The hyphenated word "Bu-Ju."
- 41,484.—Hematogenic or blood-forming iron compounds. A. Gude & Co., Chemische Fabrik, Berlin, Germany. The word "Guderin."
- 41,485.—Nerve-tonics. Adam Kramer Schauf, New York, N. Y. The word "Uneedatonic."
- 41,486.—Olive-oil emulsion. Elmannon Olive Co., Oroville, Cal. The letters "O O E."
- 41,487.—Pastils for treatment of maladies of the respiratory organs. Henry Canonne, Paris, France. The word "Valda."

- 41,488.—Salves. Ernest H. Ball, New York, N. Y. The word "Azienna."
- 41,489.—Skin lotion. Derm Aseptic Company, Chicago, Ill. The words "Derm Aseptic."

LABELS.

Registered, November 17, 1903.

- 10,514.—Title: "Violet Emollient Skin Tonic and Massage Cream." (For Massage-Cream). Charles Friedgen, New York, N. Y.
- 10,515.—Title: "Soma Osmatine." (For Bath-fluid). A. Rhu, Marion, O.
- 10,516.—Title: "It Reaches the Right Sp't." (For medicine). Alexander Crichton, Castleton, Canada.

Tell Them Something New.

As often as it is possible for it to do so, an advertisement should tell readers something regarding the article advertised that they did not know before.

When people secure an important piece of information they are apt to act according to it, and consequently if they learn from an ad. that a certain article possesses some new qualification that makes it desirable for their uses they may be safely counted upon to buy the article.

Every different characteristic of an article will appeal to a certain class of people. Therefore, when this class finally discovers that the article possesses the characteristic that appeals to them they are its friends and patrons ever after.—Profitable Advertising.

Balsam of Aniseed.

Oil of anise	1 fl. dram
Liquid extract of licorice.....	6 fl. ounces
Syrup of tolu.....	40 fl. ounces
Syrup of squill.....	40 fl. ounces
Mix. Dose, $\frac{1}{2}$ to 2 fluid drams.	

AMERICAN STOPPER CO.

12 Verona St., BROOKLYN, N. Y.

TIN BOXES and CANS

LARGEST MAKERS OUTSIDE THE TRUST



PRICE CHANGES FAVOR BUYERS.

New York, November 24.—Dealers report a good jobbing movement into the various channels of consumption but the majority of price changes during the period under review favors buyers, reductions in manufacturers' quotations for cocaine and codeine being the leading features.

OPIMUM.—There is no material improvement in the condition of the market and the undertone is easy with quotations barely steady at the recent decline to \$3.25 @ 3.50 for 9 per cent. and \$3.35 @ 3.60 for 11 per cent. Powdered also is easy but prices are nominally unchanged at \$1.25 @ 1.50 for 13 per cent. and \$4.75 @ 5.00 for 16 per cent.

MORPHINE SULPHATE.—Business in a jobbing way is moderately active with quotations maintained at the old range of \$2.60 @ 2.70 for eighths in ounce boxes, \$2.55 @ 2.75 in 2½-oz. boxes, \$2.35 @ 2.45 in ounce vials, and \$2.30 @ 2.40 in 5-oz. cans.

QUININE SULPHATE.—An average consuming business is in progress and the market retains a firm undertone but the expected advance in values has not yet materialized and jobbers continue to quote 25 @ 25½¢ for bulk in 100-oz. tins, 25½ @ 26¢ in 50-oz. tins, 26 @ 26½¢ in 25-oz. tins, 27 @ 27½¢ in 15 or 10-oz. tins, and 32 @ 32½¢ in ounce vials.

COCAINE.—Keen competition among manufacturers has had a depressing effect on the market, notwithstanding the continued strong position of crude material at producing points, and quotations have been reduced 25¢ per oz. The revised jobbing range is \$4.00 @ 4.25 for bulk, according to quantity.

CODEINE.—Foreign markets are easier and spot jobbing quotations have declined to \$3.55 @ 3.65 for alkaloid in ounces and 3.80 @ 4.00 in eighths. Sulphate \$3.50 @ 3.50 in ounces and \$3.55 @ 3.75 in eighths. Phosphate \$3.60 @ 3.25 in ounces and \$3.30 @ 3.50 in eighths.

MENTHOL.—A continued easy feeling is manifested on the part of the larger holders and jobbing quotations show a further decline to \$6.75 @ 7.25 per lb. and 58 @ 63¢ per oz.

ICHTHYOL.—The tone of the market is easier and jobbers have reduced quotations to \$4.25 @ 4.50 in pounds, \$4.25 @ 4.60 in halves, \$4.00 @ 4.75 in quarters and 32 @ 35¢ in ounces.

POLYPHENOLAN.—Owing to the increased cost of raw material the market is decidedly stronger and jobbing quotations show an advance to \$3.75 @ 4.25 per lb. and 37 @ 42¢ per oz.

UNION SALAD OIL.—Manufacturers' prices are lower and the revised jobbing figures are 18 @ 19¢ by the lb. and 58 @ 68¢ for less.

ESSENTIAL OILS.—Peppermint continues easy with quotations in a jobbing way further reduced to \$2.85 @ 3.10 for Western and \$2.35 @ 3.20 for Wayne County. Natural saffras is scarce and higher with jobbers quoting 65 @ 70¢. Anise is firmer both here and abroad and spot quotations have been advanced to \$1.55 @ 1.80. Onssia is weaker with sellers at 96¢ @ \$1.00. Synthetic wintergreen is lower and jobbing parcels are obtainable at 65 @ 75¢.

BLOOD ROOT.—Stocks are steadily diminishing and jobbing prices have been further advanced to 24 @ 29¢ for whole, 27 @ 32¢ for crushed and 29 @ 34¢ for powdered.

ERIGOT.—Crop conditions are to be more favorable and with foreign markets reported weaker, spot jobbing quotations have been reduced to 53 @ 58¢ for whole and 63 @ 68¢ for powdered.

KAVA KAVA.—Stocks are very light and the market is firmer with jobbing quotations showing an advance to 30 @ 35¢.

COTTON ROOT BARK. Supplies are coming in more freely and an easier feeling has developed with jobbing prices showing a decline to 24 @ 34¢.

CALCICUM SPECIF. Values are easier under a slow demand and fewer offerings and prices in a jobbing way have been advanced to 55 @ 65¢ for whole, 60 @ 70¢ for ground and 65 @ 75¢ for powdered.

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SEPARATION OF HYDROCARBONS BY ALCOHOL.

K. Kavitchkoff (Petrol. Rev.) describes a process for the separation of petroleum hydrocarbons in the cold by means of alcohol. It is suggested that the process may lead to the isolation of petroleum compounds hitherto unknown.

SCHOOL OF PHARMACY FOR WOMEN.

A school of pharmacy for women is about to be established in connection with a lady's pharmacy in St. Petersburg. The pharmacist in question was the first lady to be authorized to practice the profession in Russia—Pharmaceutical Journal.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

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Because his reading is selected and systematized.

System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to The Pharmaceutical Era, 8 Spruce Street, New York City.

EDITORIAL COMMENT

IF OUR DEEDS ARE HONORABLE, WHY SHUN THE LIGHT?

The N. A. R. D. Notes announces very strangely that, "a good deal of the sensational matter printed about the 'Washington promise,' and the 'agreement' made by the retailers and proprietors at Washington is misleading and tends to place on the shoulders of the N. A. R. D. the responsibility of making the proprietors' present effort a success." It further states that "the retailers' organization has nothing whatever to do with the manufacturers' proposition." We confess that we are unable to understand precisely what the official organ of the N. A. R. D. is "driving at." Certainly the Era does not feel the least bit guilty, for the accuracy of our reports about the new campaign and the events which led up to it have never been questioned. None of our contemporaries has, as far as we know, placed the responsibility where those most concerned did not admit that it rightfully belonged. We suppose that the Notes is merely voicing the views of some of the prime movers in the present campaign, who constantly have a timid ear and a fearful eye on the alert for legal complications. If this is the case, and it is really the Era that is accused of telling too much of the truth, we can only say that we are very sorry but not at all repentant. The facts were hard to get, but it is the business of a journal to print the news, and we should consider it a breach of our readers' confidence to print anything but that which to our best knowledge is the truth. Why anyone should attempt to hide a movement in which 40,000 druggists are expected to be active participants we cannot understand. If there is anything about it that must remain hidden we have small confidence in its success. The benefits, if there are to be benefits, to those most interested must come from a more cordial feeling among the retail trade toward certain preparations—we hope that is sufficiently discreet—and how it is expected to encourage and foster a feeling of this kind without the friendly publicity given by the trade journals, is to us a mystery. The Washington promise is a fact, and if the N. A. R. D. had nothing to do with it, who did? No one has accused it of having any "official" connection. We are sorry if we have spoiled somebody's plans, but we can not promise never to tell all the truth again.

"THE HUSTLING NEWSPAPER OF THE DRUG TRADE."

We can not believe that the N. A. R. D. Notes meant to elabourate this journal when it spoke of "sensational" and "mis-leading" statements about that "promise" campaign for upon the appearance of our report of the famous meeting in Hotel Manhattan. President Pritchard promptly ordered a thousand reprints for distribution among friends of the N. A. R. D. Another reason why we do not believe the "Notes" had "its eye on us" is because its editor, Mr. Charles M. Carr has since then been saying some embarrassing nice things about the Era. In a recent letter he writes among other things, "I regard the Era as the hustling newspaper in the drug trade and I admire its enterprise and activity in the news field as well as the vigor of its editorial expressions;" and "I want to thank you for the splendid support the Era has been giving our cause." We hope we deserve all this, and as no journal can very well afford to be modest we shall not add very much lest it encourage doubts. We can, however, thank our friend, and say that we hope to deserve his good opinion for a long time to come.

THERAPEUTIC NIHILISM.

We print upon another page an address delivered by Dr. Beard of the Minnesota University medical college before the druggists of that State. His subject, "Therapeutic Nihilism," means, as we understand it, a lack of faith in the efficacy of drugs in influencing the course of disease. This form of unbelief seems to be prevalent among thoughtful people and is distinctly unfavorable to the medical profession. The speaker deplors the nihilistic attitude of the public and holds the druggist in a measure responsible for it. He regards the condition as the direct result of the commercialization of everything pertaining to drugs, the universal scramble for the dollar without a sense of responsibility for the effects produced. Among the direct causes enumerated are counter prescribing, supposed to weaken public faith in doctors, and refilling prescriptions, the passing around of the physician's formula from one patient to another, thus familiarizing the people with the ingredients and undermining confidence in the results sought. Another cause named is the lack of quality standards which insure as far as possible like effects under like conditions, but the chief among the agencies for the creation of unbelief is that bug-bear and, when convenience requires, friend of the doctors, the patent medicine. The remedies proposed include the removal of the causes and a stimulation of public respect for those connected with the supply of medicines by means of higher educational requirements. The pharmacopoeial revision committee is censured for failing to eliminate from the official list of drugs those known or generally supposed to be inert. In other words it is proposed to make pharmacy the censor of the materials employed as remedies with the power of rejecting preparations to which men of science do not at present attach any value. No doubt druggists would be glad to reduce the number of articles which they are expected to keep in stock, but it is difficult to see how they could effect this reform. It is not the pharmacist who makes the application of the remedy to the disease; that is the

doctor's business. The druggist must supply the article demanded of standard quality and there his responsibility ends. Let the doctors stop prescribing the remedies which have lost the confidence of sensible people and they will disappear from the drug store shelves quickly enough.

WHO HAS DESTROYED FAITH?

The question of the decay of therapeutic faith is an interesting one, and Dr. Beard in trying to find its causes has earned our gratitude. The condition described is very real, as we most all have observed, and it explains many things. The attitude does not obtain only among people gifted with analytic minds who can correctly interpret the shrug of the doctor's shoulders and the prescription containing chiefly sugar of milk. It has spread to the credulous who find it easier to believe the statements of others than the evidences collected by their own senses. Christian Scientists, Dowdites and other anti-medicine cults merely represent that element of our population that has in some way lost confidence in drugs and, in the absolute necessity of having something upon which to hang its faith, has accepted doctrines ten times more preposterous than the claims of the most shameless quack. No doubt the causes enumerated by Dr. Beard have been important factors in destroying the blind faith that in times past has been a source of immense revenue to an endless procession of quacks and charlatans, but we believe that there are other still more important reasons for the decline of belief. The physicians themselves have in their inability to agree upon fundamental questions and in smiling at the ancient household remedy, done much to encourage doubts, and are far more to blame for the attitude of which they complain than the druggists. But in our opinion all of these causes are inadequate. In questioning the value of drugs people are only following the spirit of the times. This is an age of disappearing superstitions and crumbling faiths. It is the scientific spirit, the tendency to inquiry into all things and preserve only that which survives the test. And as the overhauling of old customs and beliefs and the rejection of useless lumber has done more than any other force to uplift mankind, we can see only the hopeful in the present doubt of drugs. Let science winnow out the chaff, and in time the people will come to rely upon the real therapeutic agents far more implicitly than the benighted sufferers of past ages ever trusted the semi-religious, semi-mysterious decoctions of their times. The trouble with modern medicine and modern pharmacy is not that there is too little faith, but that there is still too much superstition. When medicine shall have lost all its empiricism and all its insincerity, the pharmacist will be a true man of science.

THE GROWTH OF SCIENTIFIC THERAPEUTICS.

The application of drugs in the treatment of disease is gradually being placed upon a scientific basis. An interesting article on the relation of treatment to the pharmacologic action of drugs by Dr. Vexux-Tyrode of Harvard University, recently appeared in the Journal of the American Medical Association. Methods of determining the value of drugs have varied little during the ages that science has

been busy collecting the meagre store of knowledge of the human body now available. The use of drugs until very recently rested entirely upon past experience. The process involved in discovering a remedy in the "old days of Babylon when there were no physicians and the sick were exposed on the public ways so that they might converse with passers-by who perchance might have had the same ailment and who possibly might suggest a remedy," differs surprisingly little from that of recent times when one physician prescribed a remedy because a patient of an other had recovered after absorbing a similar draught. But there is reason to believe that this old inexact method will soon be replaced by a truly scientific method in the case of all drugs as it has already been replaced in some cases. The author of the paper quoted states that "a superficial knowledge of drugs acquired from clinical experience alone is not only not productive of the best results in therapeutics but that it may even be dangerous. Realizing this fact, the best clinicians the world over now try to base their therapeutics on experimental pharmacology." The comparatively new science which concerns itself with testing the action of drugs by means of carefully controlled experiments has already done much to replace the old empiricism with actual knowledge, and has disclosed many errors in the use of remedies supposed to be well understood. Even standard remedies like quinine, calomel and morphine are now prescribed with greater certainty of results than formerly. There is nothing like knowledgē the truth of which can be proved to remove the clouds of doubt and unbelief.

THE PROFESSIONS AND THE BOYCOTT.

The strike of the street-car men in Chicago, has raised an interesting question which concerns doctors and druggists. In the early days of the struggle one of the papers printed an account of a clash in which a non-union worker was injured. The man was carried into a neighboring drug store to await the coming of a physician who had been hastily summoned. When the medical man arrived he asked the man for his union button and upon being informed that he did not belong to the union the physician refused even to examine his wounds. Thus far the newspaper report. Of course the medical profession was horrified at the thought that any member of the most humanitarian of all callings should so far forget his duty as to refuse aid to the wounded, no matter who the injured might be, and an investigation was immediately begun. The druggist and others connected with the case promptly denied that anything of the kind had occurred, and the reporters' story proved to be only another of those yarns, common in some journals which are intended to be read and not to inform. The medical profession, therefore, escapes the disapproval that would inevitably follow such a neglect of duty, but a pertinent question for the strikers remains. The doctor or druggist who would dare to refuse aid to a non-union patient would deserve the execrations of the public, yet the striker, would not hesitate to boycott either physician or pharmacist. How is it possible to justify the boycott in one case without also admitting its right in the other?



V. MOTT PIERCE, M. D., Buffalo, N. Y.
Secretary and General Manager, World's Dispensary
Medical Association.

RADIUM STILL SCARCE.

Radium is still the scientific mystery of the hour, although its mysteriousness has yielded somewhat to the importunities of the investigators and it now seems that our entire system of physical laws may not be upset after all. The doctrine of the conservation of energy, for instance, seems to have suffered no serious injury, and in the light of more recent explanations is to all appearances as good as new. The source of the strange energy is now generally believed to reside in the structure of the molecule or atom, and the heat and light given out appear to be merely a manifestation of force set free in a breaking up or rearrangement of the material particles. Prof. Ramsay of University College, London, announced last week that he had proved definitely that the emanations which have been puzzling the scientific world, are ultimately changed into the element helium. The emanations thrown off by the metal and its salts seem to be some form of matter in an intermediate state, which in the course of a few days disappears to reappear as helium, a well-known element. Proof of transmutation of elements is, therefore, complete, unless both radium and helium should turn out to be only compounds, in which case, we would be allowed to keep our solid little friend, the atom, intact, in the same way as some of the other fundamentals of science have been restored to us. In the meantime the commercial future of the marvel of science has become more doubtful than ever. There have been a number of rumors of companies formed for mining radium on a large scale in this country, but Prof. Ramsay has examined the ores and he declares them worthless. The element will, therefore, not appear in the domestic arts very soon, and it is perhaps better that it should continue to be a mere problem for the scientists for some time to come, for its energy is too little under control and is too great for promiscuous use.



"Bargain Basement" in D. R. Dyche & Co.'s Drug Store, Randolph and State Streets, Chicago.

Why waste the valuable floor space in our basement by storing rubbish upon it? Why not make that basement an income producer? The department stores have bargain basements; why shouldn't we? And the first drug store bargain basement in Chicago was started by D. R. Dyche & Co., Randolph & State streets, after Manager Graham had asked himself and his superiors the above questions. The idea has been a success from the very start.

There are two entrances, one from the store above and another from Randolph street on the south. To the left as one enters is the sponge department, most of the finer articles being shown in a long glass case which extends nearly the full length of the room. Ranged through the center is a series of tables and cases, showing a profusion of perfumes, pomades, soaps, and other

necessaries of the toilet. At the end of the space counter near the stairs leading up into the main store are the rubber goods.

In one corner is the telephone booth and directory, so that all customers desiring to use either are referred to the basement. Along the east wall is ranged a row of shelves of pharmaceuticals.

The place is busy with people drawn there either by curiosity or the hope of a bargain. Window signs are used in the upstairs store and in the windows to call attention to the bargain basement. Mr. Graham is arranging to put in a special line of holiday goods, and he expects that the place will become one of the popular features of State street. It appears that the possibilities of the drug store basement are greater than have been appreciated.

COD LIVER OIL FROM DOG FISH.

Nova Scotia, November, 1903.

To the Editor:—The old saying that what is one man's loss is another's gain is being exemplified along the Nova Scotia coast just now. For years past the fishermen have been harassed beyond endurance by the schools of dog-fish which destroy their nets and trawls, and devour the fish caught on their lines. Utterly useless as a food fish they were formerly thrown overboard as soon as they were killed, a few livers were saved, and the oil tried out of them was sold as "fish oil" for twenty five or thirty cents a gallon. Purchasers were scarce, even at that price. The failure of the Loboten fisheries has raised the dog-fish, from a most execrated pest, to a rather sought after fish.

The livers have been in steady demand for some time and while the average price paid for raw livers, has been fifty cents a bucket, it has gone as high as a dollar and a quarter per bucket, at the last of the season. The oil obtained from the dog fish is not as objectionable as one might suppose. Of a pale straw color with little odor, it is practically indistinguishable from cod liver oil when well made. As a general rule, however, the fishermen who prepare it are not remarkable for the cleanliness of their surroundings, and in addition to this they take little or no pains to remove the stearin from the crude oil

Several of the larger fish firms have put in small plants for the treatment of livers, and refining of oil. These houses have a commercial reputation to sustain, and therefore they refrain from shipping this product under any but its true designation of "fish oil." We can only surmise what becomes of it when it leaves the Atlantic seaboard, and reaches Upper Canada, and the United States.

After the removal of the livers, the dog-fish carcasses are sold to the farmers for compost, or spread on the land owned by the fishermen. When made into a carefully prepared compost heap, with an equal weight of peaty mud from the swamps, they furnish a most valuable fertilizer. Strawn broadcast on the field, they not only pollute the atmosphere with an intolerable stench, and the brooks and watercourses with the result of their decomposition, but the greater part of their efficiency is lost by evaporation, and a large part of the carcasses themselves, is carried away by the crows, ravens, and seagulls.

The export of "fish oil" will probably exceed that of last year by some thousands of barrels, in addition to this a few barrels of genuine cod liver oil of high grade, have been turned out by each of the larger firms of fish dealers. This has found a ready market in the New England states and in Ontario.

VERB SAP

SHOP TALK

DARK DEEDS IN CORNERS DARK.

"The wicked stand in slippery place," probably because they have had more practice; in the same situation the inexperienced sinner often gets a fall.

Tommy, the new boy at Brown's, proved to be the "man for the place," but it must not be supposed that he was any nearer to the angels than was good for him. During the first week he fought a pitched battle with a boy who threw mud at the drug store sign, received the earnest reproval of his friend the head clerk for stealing apples from the grocer across the street, broke two bottles valued at forty cents, and suffered a slight congestion of the lung as the result of prying into the mysteries of a carboy of ammonia. Still he was an exemplary boy, as boys go, and made rapid progress in the varied knowledge pertaining to a country drug store. The only person about the place in whose eyes he had not found favor was the junior clerk, and he was jealous of a possible rival for soda water honors.

The druggist was not too exacting; in fact he had been a boy himself, and did not expect perfection. About one point, he was, however, very decided, he would have no cigarette-smoking about the store.

Tommy had never felt a very keen desire to smoke anything more narcotic than corn-silk until he saw Frank, the junior clerk, consuming the little white rolls with great satisfaction in the cellar. Now he wondered if it could really be as much fun as Frank pretended.

The head clerk had set the boy to filling some large bottles from barrels in the cellar, an operation requiring much time, for the spigot was small and the stream of liquid slender. Presently Frank appeared and proceeded to enjoy another stolen smoke.

"Say," said Tommy, "Mr. Brown said you were not to smoke in the store."

"What's that to you?" snarled the clerk. "What does a kid like you know about it. A man wants it pretty bad some times," stroking his downy upper lip.

"But—that's what he said."

"Why don't he make me stop it then?"

"He doesn't know you come down here every once in a while to smoke."

"Why don't you tell him?" sneered the clerk, knowing very well that the curious sense of honor among boys made him safe on that score.

"I'm no sneak," said Tommy meekly.

"Then what are you talking about?"

"Nothing—only Mr. Brown said—"

"Look here! Did you ever smoke?"

"No!" confessed the boy blushing with shame.

"Then don't talk to me!" retorted the clerk with emphasis.

Tommy bent over his bottles. He felt that Frank was still smiling at his innocence.

"Why don't you smoke?" continued his persecuter presently.

"Cause I can't."

"Cause you d'assent, you mean."

"I dare."

"You dare, eh? Then let's see you do it."

"I haven't got any cigarette."

"Oh, you haven't? All right! Here's one. You'r afraid—I knew it—I knew it."

"I'm not afraid."

"Oh, No! The good little boy is too good!"

Tommy straightened up—he had just placed a fresh bottle—and sullenly held out his hand. He sucked gingerly at his first cigarette.

"Oh, Tommy!" called the head clerk from the floor above.

The boy tried to answer, but could not, his throat was full of smoke.

"He's coming!" said Frank dodging behind some boxes.

"Oh!" said Tommy, and dropped the smoking cigarette. Instantly the whole cellar seemed to be ablaze.

"Mr. Thompson—Mr. Thompson!" shrieked the boy trying to quench the flames with his cap, his feet, his hands. But it was only a slight film of gasoline that had caught fire, and when the head clerk appeared, the flame flickered out.

"What's all this?"

But Tommy did not answer. He lay writhing upon the floor nursing a scorched wrist.

Several minutes later when the druggist was trying to dress the slight wound, the boy suddenly said: "The bottles!" and bolted down the cellar-way. A bad scare, five gallons of "pure rye" spread over some yards of cement flooring and one scorched boy, was the inventory of the damage.

"Mr. Thompson," said Tommy later in the day "do you think Mr. Brown is going to discharge me?"

"No, I think not."

"Then why didn't he say anything about—about you know? He only looked sober."

"That's his way," said the head-clerk. "Aren't you glad he didn't scold you?"

"No, I'd rather he'd say awful things than look that way."

That night Tommy did not tell his mother quite all about everything.

DRUG SALESMAN WON BET THAT HE WOULD LIVE.

Horace Benedict of Rochester, a retired drug salesman, and well-known by the older pharmacists in Central and Southern New York, the other day smoked his first cigar in twenty years as he returned from one of the savings banks with his pass book "written up," showing a credit in his favor of over \$3,000. Mr. Benedict tells in the following language how he came by this bank account:

"It was November 1st, 1883, that I attempted to secure an insurance policy on my life. I was single, as I still am, but I thought if I could secure an endowment policy I could collect the full amount with dividends equaling half the face value of the policy in twenty years. The agent to whom I applied said I wouldn't live that long and refused to write my application. I was just fifty years old and I felt as young as ever in my life. I offered to bet him \$500 that I would live that long, he 'took me up,' and the money was deposited in the bank, a clean \$1,000. I was so anxious to live and win the bet that I quit smoking, 'cut out' all drinking of alcoholic beverages, late suppers, etc. I wanted to be on the safe side. The \$1,000 has grown to over \$3,000. I am well, while my friend, the insurance agent, who is much younger than I, is stricken with paralysis. I think I will get married with the money."

DID FORTUNE TELLER AID THE BETTING DRUGGIST?

The friends of H. G. Lavelle, a druggist of Syracuse, N. Y., tell a good story of his success in betting on the recent election. For a long time Syracuse has been overrun with fortune-tellers. Two years ago Mr. Lavelle and a party of friends went out into the country, where they found an old woman who foretold the future. For a consideration they secured a prediction from her as to the result of the election that year. She positively picked Jay B. Kline as the winner, although the betting was against him and his chances did not



I. C. BOTTUME, Philadelphia, Pa.
Pennsylvania Organizer, N. A. R. D.

seem to be very good. Nobody in the crowd had the nerve to risk his money on her word. Afterward, when Kluge was elected, they were sorry. This year for the fun of the thing they visited the old woman again. She immediately picked Man C. Forbes for mayor and Metilade for alderman of Mr. Lavelle's ward. It is claimed that the druggist drew \$500 from the bank and prepared to test the old woman's powers. The crowd of bettors in the lobby of the Yates Hotel was surprised to see him appear with a big wad of bills. He won everything he touched. Mr. Lavelle, when asked to substantiate the report, smiled and said that some of his friends have a good imagination.

QUICK SALES AND BIG RETURNS IN VICHY.

He was one of those eminently good-natured chaps of middle age whose indulgence with inebriants fills them with genial solicitude for everyone else. He walked smilingly and expansively into a drug store not far from Brooklyn Bridge. He was waiting for a car. Soon a newspaper man came in, ordered a soda and started out. The first comer looked at the reporter lovingly. He nodded pleased approval as the soda was gulped down. He raised his hand in a freetiously-affectionate wave of farewell as the reporter walked out.

But that wave upset the heaving craft. He sloughed and pitched gallantly, but collision was inevitable. When it came the soda fountain shared it. Old Bilulious struck the vichy spigot and struck it hard. Then his clothes caught in innumerable other spigots and held him fast. Down surged the vichy between his clothes and spinal column. It divided and escaped from his garments through his trousers legs. The man raised one foot, evidently trying to direct the stream on that side into the gas light. The clerks dashed from the rear of the store and extricated him.

"You've wasted all our vichy," said one.

"How much?" asked the man.

"Well, it's worth a couple of dollars."

"Here's five. Never had so much fun in m'life."

And he walked out and offered the motorman a couple of cigars.

YOU MAY USE MY STORE AS A THOROUGHFARE.

Perpetrant advertising on the part of Daniel A. Jones, druggist, with quarters in the Wells building, Milwaukee's new sixteen-story office building, has resulted in occupants of the offices in the structure using his store as a means of entrance to the build-

ing, notwithstanding the great marble entrance is only a few feet distant. Druggist Jones put up large placards some weeks ago inviting the public to use his store as an entrance way to the elevators, and, as it offered a short cut to persons in a hurry, many availed themselves of the invitation. As a result, hundreds of people pass through the Jones store daily, never thinking of using the main entrance, and his trade has increased greatly, the wayfarers often stopping to buy as they pass through.

SOME MORE PRINTERS INK IN SYRACUSE.

The newspaper idea has struck the Syracuse druggists hard. The latest druggist publisher is W. H. Bissell, who issues a monthly paper to his customers. In his first issue the following editorial states his object thus:

"To have a closer acquaintance with our customers, and form new friends. We shall endeavor to make it entertaining to the readers in the form of useful information pertaining to the drug business, and also to advertise our store. The drug trade needs to be flooded with light, as other sciences have been. The public is interested in our business as it is in every other. We begin to tell them about it and they will listen. To open our dispensary at random, our readers will find the text for an interesting gossip."

The following business maxims printed in the paper are of interest: "We keep the best of every-thing," "Soap's cheaper than dirt. We sell soap." "We treat all our customers with equal courtesy." "There are other drug stores in town, but ours is all right." "Our prescription department is the real business end of our drug store." "Our prices are real-ly bed rock; there is nothing lower for the same goods."

THE WOES OF A DRUGGIST.

By JOSEPH C. WATSON, Philadelphia.

The story of which I'm about to relate
Of the woes of the druggist, necessitate
A description of scenes familiar I say
To druggists in general, they happen each day

While others, for instance, are dreaming of heaven,
He promptly his drug store opens at seven;
An artisan enters, rough-shod, loud his tramp,
Still louder his shriek, "say! give me a stamp."

The telephone rings twenty jingles a day:
"Hello!" says a voice, "take this message away."
"What's eating your breakfast? My message can't wait"
Oh! such is the life of a druggist to date.

Now enters the man with illusory ills,
Who buys Epsom salt, swamproof, liver pills,
"That treatment cured Jones and others," they say,
The statement I read in the paper to day."

He quotes to me Munyon, who says "there is hope;"
And shows me a pamphlet about Castle soap,
Hands out endorsements recommending "paw paw,"
A name that bluffs rhyming and sounds like "mamma."

So hourly it goes till his day's work is done
When he's off for his bed like Time on the run
He's worn and so weary, eyes heavy with sleep,
His night lamp burns dimmer, shadows o'er him creep.

But his rest is broken just before the dawn,
Loudly rings the night bell; he answers with a yawn,
Slips into his trousers, then descends down below
And fills a prescription, a hard life I know.

But in God's world above he'll sit with the best,
Fine garments he will wear, he's crowned with the blest
When they ask his business in the old world below,
To his answer they will say, "from here you'll never go."

NIHILISM IN THERAPEUTICS IN ITS RELATION TO PHARMACY.*

By DR. BEARD,

Secretary of the Faculty, College of Medicine and Surgery, University of Minnesota.

IT seems like a far call from the days when the doctor was his own pharmacist, compounded his own prescriptions and carried his own drug store in his own saddle bag to the day in which colleges graduate pharmaceutical chemists and doctors of pharmacy, when state boards license druggists and when great laboratories of chemistry and bacteriology are required for the manufacture of therapeutic agents of every description. And yet, while we move in the ever widening circles of human progress, the slow meridian's curving which constantly and inevitably leads us back, and thus revolving we come here and there to points at which the shifting radii of our movements coincide. Such a point of coincidence we approach in the progress of pharmacy. The drug doctor of the past was a professional man. The pharmacist of today is confronted with the opportunity to elevate his calling to the rank and dignity of a profession. In fulfilling this destiny he will but be true to the obligations of his birth. His ancestry was in the aristocracy of learning.

A Condition Confronts Both Medicine and Pharmacy.

The early type of the pharmaceutical physician, who presents so picturesque a figure to the imagination today, who has been so faithfully portrayed by Ian McLaren as the hero of "The Bonnie Brier Bush," was the parent of children who have been the subject of a remarkable variation of species. He underwent a process of reproduction which the histologists term that of cellular division. The one segment of him developed in the practitioner of medicine; the other segment into the practitioner of pharmacy. In the process both parts of him have passed through certain difficult transition stages and have presented some very odd perversions of type. His dual offspring exhibit still the features of a common origin; their relationship is still apparent and persistent; occasionally each displays a tendency to reversion to the mutual type; their common environment has widened into large room for each, but there remains a border land of heritage which they still share. It is still true that any condition of growth which materially affects the one, must also seriously affect the other; nay, for the determining cause of conditions which obtain in either the two callings may be and often are jointly responsible. Certain it is that no condition which arises within and largely influences the trend of progress in the one profession can fail to make itself felt, sooner or later, in the other. And such a condition, of mutual creation, of dual consequence and of growing significance, confronts both your calling and mine today.

Nihilism in Practical Therapeutics.

A spirit of nihilism in practical therapeutics is abroad in the medical profession and it is growing great. A disbelief of the value of drugs is entertained by some of the best minds in medicine. Like all forms of radicalism it is in the nature of a violent reaction against an unsound and unscientific faith. Its mischief is not in the sacrifice of that which it destroys but in the accumulation of the debris of destruction which it piles in the path of progress of scientific medicine.

The Worship of False Gods.

A scepticism of prevailing methods in the treatment of disease cannot long obtain in the mind of the medical profession without conveying itself to the mind of the public. Unfortunately, the popular mind, bereft of high authority, turns quickly to the worship of false gods. The molten image was the answer to the vagrant need of the people, growing out of the

long absence of the Moses of their deliverance in the mount. The mass of people follow a leader in whose inspiration they believe, but let the guide falter and they wander away into a wilderness of distrust.

The distrust of empiric medicine which has unquestionably communicated itself from the professional to the public mind has been too suddenly felt. The authority of scientific medicine has not yet been recognized to the point of leadership. The sheep who have no shepherd readily answer to a false call. The hieling in medicine has seized his opportunity. In the soil of distrust of established methods have sprung up the mushroom growths of false theory. New systems of healing have grown up in a day and among them, most marvelous in its exotic type, is that which denies the very nature of the material existence from which it derives its support and lifts its head into the thin ether of the dim and distant nebulae of truth which are gathered into the obscure hypothesis, Christian Science.

Therapeutic nihilism is a condition which confronts us, for the causation of which we have to fix the responsibility and for the care of which we have to provide the means.

The Responsibility of the Medical Profession.

Firstly and frankly, let us acknowledge the responsibility which attaches to the profession of medicine. The empiricism of the medical practice of the past—an empiricism which is still but slowly giving way before the advance of scientific medicine—has been a potent factor in the development of this prevailing agnosticism. The conservatism of medical educators who have clung tenaciously to the traditional teaching of a commonly disused *materia medica* has been another and a baneful influence in conjuring forth this evil spirit of nihilism from the dead sea of worthless and discarded drugs. Until we teach and prescribe the use of therapeutic agents upon the basis of their physiologic action alone, a physiologic action taught and learned by laboratory methods of study, until we officially consign a large part of the pharmacopoeia to an index expurgatorius of *materia medica*, we need not marvel at the active spread of professional and popular disbelief and we may argue in vain against the mischievous contention, the common stock in trade of ephemeral systems of healing, that the practice of medicine is simply and solely the administration of drugs. The recent failure of the commission charged with the revision of the U. S. Pharmacopoeia to use its opportunity of expurgation is a subject both for wonder and regret. But while we freely admit the responsibility which the medical profession has incurred for the agnosticism within and without its own ranks, which must long remain to vex the disciples of the new gospel of scientific medicine, yet we cannot but recognize gravely the injurious part which pharmacy has played in energizing this tendency to disbelief and that to its own hurt.

Indictment Against Pharmacy.

If I shall bring against your calling a stronger indictment than I have brought against the profession of medicine, for its share in the parentage of this mischievous product, let us be reminded that some of your own leaders have already plead guilty, in your behalf, to the charge and have joined with us in an earnest effort to bring forth fruits meet alike for your repentance and for ours.

This indictment may be very briefly stated; it is this: That pharmacy which has always deserved and in many periods of its history has achieved a place among the arts—that pharmacy which had its birth in and must yet fulfill its destiny as a learned profession, has permitted itself—and particularly in America—to degenerate into a mere trade. The contagion of commercialism has crept into your calling, even as it has, although perhaps with less disaster, into our own.

Men, Methods and Materials.

The proof of the indictment is to be found in

*Address delivered before the Minnesota Pharmaceutical Association, 1903 meeting.

the men, in the methods and in the materials you employ.

In the men for you have filled the ranks of your should-be profession with imperfectly educated and poorly trained recruits—with unfit men who are impatient to make money in its employ. We of the medical profession live in houses too largely made of glass to throw any unkindly stones at you in this accusation. We, too, have sinned, in this regard, to our own infinite prejudice in the past. The results are upon statute books. We congratulate ourselves upon these legislative enactments, but they are criticisms of our past.

Our Disposition to Reform.

The laws which regulate the practice of medicine and pharmacy are evidences of our disposition to reform, but they are not complimentary to our general character. It has been necessary for the protection of the public, to put these professions under the police power of the State. These regulative measures are reformatory of existing evils among us, perhaps, but should the time ever come when these professions shall have reached their ideal of fitness, practice acts and State boards of examiners will have survived their day. Indeed, during the several years in which I have been actively concerned in matters of medical and sanitary legislation, and in which I have seen the health of the interests of the State suffer in the hands of venal or ignorant legislators, whose average intelligence is far below the level of the professions whose responsibilities they seek to regulate. I have entertained a gathering doubt of the merit of many of these restrictive measures and have inclined to a belief in the superiority of the Massachusetts plan of leaving the professions to work out their own salvation, upon the principles of natural selection, unaided and unhindered by the law. So long, however, as the legislative control of the health interests of the State is necessary, it should be safeguarded by the co-operation of the legislative representatives of the State societies of medicine, of pharmacy and of dentistry, and of the State Board of Examiners and of Health. And so long as State legislatures are as ignorant and as ruthless of those health interests as they have proven to be, these representative bodies should join in a demand that their consideration be submitted to expert commissioners, appointed by the Governor of the State, which shall report desirable legislative measures.

Two or Three Major Sins.

In the matter of methods by which your professional welfare and ours have been diminished for the sake of a current commercialism, two or three major sins appear. You have too commonly permitted your licensees to prescribe as well as to dispense drugs. You would doubt the scientific quality of the physician who without examination or inquiry into the conditions of his patient should prescribe a remedy, and yet as a matter of mere gain the practice is a current one over the counters of the pharmacy. Needless to say that if the health of the patient does not suffer, his therapeutic faith does. You have frequently encouraged the practice of repetitiously filling prescriptions, often for miscellaneous employment, without orders from the writer. Perhaps nothing has so actively undermined the confidence of the public in the efficacy of drugs as the habit of passing around remedies and prescriptions without reference to the variation in the sufferer's needs. And this habit has been encouraged by the re filling of prescriptions.

Standardization Imperative.

In the matter of materials, the indictment is fully as serious a one: You have not always required a sufficient guarantee of the quality of materials to the use of which your customers have committed their faith. A want of uniformity in the pharmaceutical preparations you dispense has prejudiced the possibility of a systematic study of their effects. Standardization of drugs is a very imperative need.

Laws to Regulate the Sale of Proprietary Medicine.

You commonly keep upon cabinet shelves prepara-

tions of whose composition you know little or nothing, whose virtues only the advertisements allege, of whose adaptation to the needs of patients, you and they are alike ignorant. Members of your calling have been known to influence legislators against the enactment of laws to regulate the sale of these preparations and to convert all patent into proprietary medicines. In certain states of the Union, measures have been enacted which require a formula of percentage composition to be printed upon the label which every preparation bears and the pharmacists of Minnesota cannot do a better service to the public health than by combining to secure such legislation in the face of the powerful lobbies which the patent medicine manufacturers and a commercialized newspaper press will always put into the legislative field.

Methods of Trade, Not the Principles of Profession.

These, gentlemen, are the conditions, perhaps the legitimate conditions of trade upon which this indictment is framed. Their business morality I shall not discuss. These methods have been, in themselves very largely responsible for the therapeutic confusion into which the drug treatment of disease has fallen, for the discouragement which scientific men feel in the determination of any accurate results of the remedies they employ, for that distrust of medicinal agents which has infected the mind, both of the medical profession and of the public in later years. As I have said, they are the methods of trade, but they are not the principles of profession, and I submit it to you that until the basal ethics of a profession are established, and firmly, its educational standards cannot determine its place, as a calling among higher calls.

If these, then, are the conditions which are, in part, responsible for the therapeutic nihilism of today, what may be said of the possibilities of cure in the hands of the pharmacist.

Removal of this Agnostic Tendency.

As a co-operator with the men and women of today who are preaching and practicing the new gospel of scientific medicine, the professional pharmacist may do much toward the removal of this agnostic tendency. As a public teacher he unconsciously fills a position of exceptional vantage. He is the direct purveyor to the people of the means of therapeutic relief and he can do much to direct their intelligence to the choice of scientific measures and the tutelage of scientific men. To the accomplishment of this difficult task, he must bring high ideals of professional responsibility and high quality of professional training. These two essentials are closely relational. Much sympathy may be given to the argument that a higher education will put the rising generation of pharmacists upon a higher plane of social relation, will lift them to that higher conception of public duty—which the leaders of their profession already entertain. A large dignity unquestionably attaches to a calling, admission to which requires a larger preparation and demands a loftier endeavor. The pharmacist must broaden the base upon which he builds. Pyramids may vary in their height, but the height is always commensurate with the base; the smallest of them cannot stand upon its apex. An academic education is none to broad a foundation for the profession, either of pharmacy or of medicine, and I question whether the one will not be bettered by its attainment as much as the other.

Cultural Opportunities.

If, to touch a professional quality, in the calling of the pharmacist shall be added the further and finer touch of art which has already done so much to develop the useful adjuncts of his business and to contribute to the aesthetic enjoyment of his patrons, he will thereby become still more an educational factor in the community, adding beauty to use in his relation to its needs and in the evolution of the means of health preservation—an end of even nobler purpose than the development of the agencies of cure. There are few callings, indeed, which afford the cultural opportunities which the science and the art of pharmacy possess.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few sales which are out of print, for which we charge twenty-five cents each.

Cold Cream.

(S. & C.) The following formulas differ somewhat from the pharmacopoeial preparation (Ointment of Rose Water), the second formula containing paraffin or mineral oil instead of almond oil. Here are the formulas:

(I)

White wax ¼ ounce
Spermaceti 2½ ounces
Oil of sweet almonds 2½ ounces

Melt and add:

Rose water 1½ ounces

Beat until creamy—not until cold. When the cream begins to thicken add a few drops of oil of rose.

(II)

White wax, 150 parts, is dissolved in paraffin oil, 500 parts, with the aid of a gentle heat; borax, 9 parts, dissolved in water, 240 parts; the two fluids are brought to a uniform temperature, not exceeding 60 degrees C., and the aqueous solution is poured into the oily one in a continuous stream, stirring gently for a minute or two; then oil of geranium, 1 part, and oil of rose, q. s. are added, while stirring, and the product is poured into jars before cold. According to William C. Alpers, the author of this formula, the cold cream so obtained is more white, soft and smooth, pleasantly odorous, keeps well in the heat of summer and the cold of winter, and becomes only slightly thinner in summer. Care must be taken to select the best quality of paraffin oil, entirely free from odor or color.

Almond Cream.

Various formulas for almond cream have been published in the Era. In addition to advising you to consult the indexes of previous volumes for formulas we give the following:

(I)

Cold cream 5 parts
Expressed oil of almond 5 parts
Glycerin 5 parts
Boric acid 5 parts
Solution of soda 12 parts
Mucilage of quince seed (I to S), 25 parts
Distilled water 143 parts
Perfume, a sufficient quantity.

Heat the cold cream and almond oil together. Add gradually the solution of soda (5 per cent.), and heat together until an emulsion is formed. Add a small quantity of water, then the mucilage of quince seed and glycerin. Mix thoroughly, and lastly add the boric acid and the perfume.

(II)

Almonds, blanched 1 ounce
Rose water 4 ounces
Beat the almonds to a paste and add the rose water; strain, heat to the boiling point, and add:
White wax 1 ounce
Almond oil 2 ounces
White castile soap 1 ounce
Mix thoroughly and add:

Saturated solution of boric acid 2 drams
Eau de cologne 1 ounce
Oil of bitter almonds 1 minimus
Oil of rose geranium 5 minims
Glycerine 1 ounce

Divi-divi; Chemic Blue; Sapan Wood; Cutch.

(H. L. S.) Divi-divi is the commercial name for the astringent pods of *Caesalpinia coriaria*, a leguminous shrub which grows in low marshy tracts in the West Indies and the north of South America. The plant is between 20 and 30 feet in height, and bears white flowers. The pods are flattened, and curl up in drying; they are about ¾ inch broad, from 2 to 3 inches long, and of a rich brown color. Divi-divi is used in the manufacture of leather, its value for this purpose depending upon the large amount of tannin contained in the yellow resinous matter surrounding the seed husks. It may be employed in dyeing as a substitute for galls or sumach. The principal ports of export are Maracaibo, Rio Hacha and Sabanilla. According to Blount and Bloxam, divi-divi contains, when air dried (13.5 per cent. of moisture), 30 to 50 per cent. of tannin. It is stated that it would be one of the very best heavy-leather tanning agents, were it not liable to fermentation and consequent damage of the goods.

"Chemic Blue" is a synonym for free sulphindigotic acid $C_{16}H_{11}N_3O_2$ (SO_3H), known also as sulphate of indigo or soluble blue indigo and Saxony blue. It is formed by the action of sulphuric acid on indigo and was formerly extensively used in dyeing Saxon blue on wool. It is not adapted for dyeing silk.

Sapan Wood, spelled also "sappan," is one of the several dyewoods of commerce, all belonging to the leguminous genus *Caesalpinia*. It is a native of tropical Asia and the Indian Archipelago, but its cultivation has been promoted in the West Indies and Brazil. The wood is somewhat lighter in color than Brazil wood and its other allies, but it contains the same coloring principle, brazilin, a substance apparently similar to haematoxylin. Brazilin is present in the wood as a glucoside, and for the purpose of hydrolysing this, the wood is submitted to a process of fermentation analogous to that adopted for logwood. The colors produced by means of sapan wood depend on the mordant, e. g., chromium mordants yield a violet or claret; aluminium, rose-red; iron, dull violet or purple; copper, drab or brown; tin, crimson. Dr. Ure ("Dictionary of Arts and Manufactures") gives as synonyms "East Indian dye wood," and "buckum wood" and states that it is called "sapan" by the French, "because it comes to them from Japan, which they corruptly pronounce sapan." The wood was an important object of commerce during the middle ages.

"Cutch" is one of the synonyms for catechu, and "Pegu cutch" is the name commercially applied to the catechu derived from the Burmese dominions, and so called from that section of the country from which it is exported. This variety of catechu is described in the dispensatories. The other article you name we do not find listed in the Price list edition of the Era.

Colorless Hydrastis.

(M. M.) Under the names of "colorless hydrastis," "fluid hydrastis," "liquid hydrastis," etc., preparations of the alkaloids of hydrastis have been largely used. In some cases, according to the United States Dispensatory, these solutions have been made directly from the drug by depriving a fluid extract of coloring matter, in others the alkaloid has been dissolved in a suitable liquid. The same authority states that G. Steinman, in 1887, examined several samples and found hydrastine in each, combined with either sulphuric or hydrochloric acid, besides aluminium, potassium, boric acid, etc., in small proportion; by dissolving 20 grains of hydrastine sulphate or chloride in a pint of a solution of glycerin and water, a liquid is produced from which the asserted good results can be obtained. To take the place of the many differing

formulas offered for these preparations the formula for glycerite of hydrastis was made official in the Pharmacopoeia of 1890, and for the sake of uniformity this is the preparation that should be employed when "fluid hydrastis" without other specification is ordered.

As showing the diverse characters of the formulas that have been published, we reprint the following:

(1)
Hydrastis, white alkaloid 20 grains
Water 8 ounces
Glycerin 8 ounces

Dissolve the alkaloid in the water by the aid of one or two drops of hydrochloric acid, filter, and add the glycerin.

(2)
Hydrastine hydrochlorate 25 grains
Aluminum chloride 23 grains
Calcium chloride 20 grains
Magnesium chloride 18 grains
Potassium chloride 12 grain
Diluted hydrochloric acid 10 minims
Distilled water 5 fl. ounces
Glycerin, enough to make 16 fl. ounces

Dissolve the salts in the water, add the acid, then the glycerin, and filter.

Waterproofing Corks; Bottle Capping Mixtures.

(Dr. J. C.) Corks may be made impervious to water and acids by coating them with melted paraffin. For bottle "capping" mixtures the following formulas have been recommended:

(1)
Put a weighed amount of dry glue or gelatin in water, and let it stand over night. In the morning drain and press off all the surplus water, and then dissolve the swollen mass by heating in a waterbath. Add while still in the bath about one-half as much glycerin as there is liquid gelatin, and for every pound of gelatin employed add 1 ounce of tannic acid, and stir until entirely homogeneous. If it is desired to color the material any of the mineral colors may be used. Test the liquid on a piece of glass, and if when cold, it is too hard or brittle add a little more glycerin, and if too soft more glue and tannin, preserving the proportions indicated.

(II)
Shellac 3 ounces
Venice turpentine 1½ ounces
Boric acid 72 grains
Powdered talcum 3 ounces
Ether 6 fl. drams
Alcohol 12½ fl. drams

Dissolve the shellac, turpentine and boric acid in the mixed alcohol and ether, color with a spirit-soluble dye and add the talcum. During the mixture must be agitated frequently. (Dieterich).

(III)
A collodion varnish has also been suggested. Try the following: Pyroxilin, 1 ounce; ether, 6 ounces; alcohol, 8 ounces. Dissolve and add camphor, 2½ drams. To apply, dip the cork and portion of the neck of the bottle into the varnish which may be suitably tinted by the use of aniline colors.

Dyeing Paraffin Blue.

(C. S. K.) Induline, 6 R, an aniline blue dye, used in coloring ointments, soaps, candles, pomades, fats, etc. is probably the most satisfactory dye for coloring paraffin. According to Hurst ("Dictionary of the Coal Tar Colors"), this dye comes into commerce under a variety of names. Besides induline, 6 B, we find listed: Fast Blue R, Fast Blue B, Induline A, Induline R, Induline A, Fast Blue Green shade, Sodaline R8 and B S.

The commonest aniline bases in general use for coloring fats, etc. are auramine, chrysoidine, safranine fast blue victoria blue, induline, methyl violet brand 6 B, malachite green, brilliant green, bis-marek brown, and nigrosine. All kinds of shades can be obtained by suitable mixtures made from among these. The bases are either sold as such in powder or in highly concentrated solution, or made up into small dice shaped pieces by fusion with the proper

quantity of stearine. They are also sold dissolved in oleine. They are much used, especially in the manufacture of stearine candles. Candles are dyed either in the mass before moulding or in dipped candles the last dip is made into dyed grease.

In dyeing paraffin or stearine great care must be taken not to over heat the mass or the dye may decompose. Blues generally change to a brick red but recover their color on cooling. In dyeing it is always best to dissolve the dye in a little of the fat separately and then to add the strongly d'ed fat to the main mass.

Dose of Zinc Sulphocarbonate.

(H. N. M.) "I enclose a copy of a prescription written by a New York physician. It is:

Zinc sulphocarbonate 5 drams
Tincture of nux vomica 2½ drams
Glycerin 1 ounce
Water, enough to make 4 ounces

Mix. Dose: One teaspoonful three times a day after eating.

Please give me your opinion on this matter. It seems to me that the prescriber meant either to prescribe sodium sulphocarbonate or he forgot the dose of zinc sulphocarbonate. Should the prescription containing such a dose of this salt be dispensed?"

We think the prescription can be safely dispensed. While the most commonly employed doses of zinc sulphocarbonate, as stated in the Era Dose Book, range from 1 to 3 grains, yet, on good authority it is asserted that the dose may range from 1 to 10 grains, in pill, solution, or trituration. The maximum in this range, as readily seen, is greater than the quantity ordered in the above prescription, viz: 9½ grains to each teaspoonful of the mixture. For internal administration zinc sulphocarbonate is employed in the treatment of septic conditions of the intestinal tract, and in fevers arising therefrom.

Caroid.

(J. R. C.) Caroid is a vegetable digestive ferment said to be derived from the unripe fruit of the plant known as carica papaya, Wilde. The juice is concentrated in vacuo, and the ferment is precipitated by the addition of alcohol. Its action, contrary to that of pepsin, on the one hand, which acts only in acid media, and of diastase, pancreatin, etc., on the other, which act only in alkaline media, is claimed to be equally good in both acid and alkaline fluids. The dose is from 2½ to 5 grains. We cannot give the date of the first use of the term "caroid" but very likely the manufacturers of this product, the American Ferment Co., Jersey City, N. J., will supply you with this information upon request. It is claimed on pretty good authority that the ferment obtained from carica papaya was introduced to commerce in the 80s by Troutte, Perot et Cie, of Paris. According to the National Dispensatory the juice of this fruit was examined by Wurtz and Bochut in 1870 and they named the ferment they obtained from it "papain."

Massage Cream.

(W. E. F.) See this journal August 14, 1902, page 170. Here is another formula:

White wax ½ ounce
Spermaceti ½ ounce
Cocconut oil 1 ounce
Lanolin 1 ounce
Oil of sweet almonds 2 ounces

Melt together in a porcelain dish, remove from the fire, add one ounce of orange flower water and three drops of tincture of benzoin, and beat briskly until creamy. We do not answer queries by mail.

Black Ink for Rubber Stamps.

Aniline black 1½ ounce
Pure alcohol 15 ounces
Glycerin 15 ounces

Dissolve the aniline black in the alcohol and add the glycerin.

NEWS DEPARTMENT.

AMONG THE BOWLERS.

S. & J. of New York Aggregation, Forge Ahead—S. & D.'s Hard Luck Both Here and in Baltimore—

P. D. & Co. Still the Detroit Wonders.

Seabury & Johnson and Sharp & Dohme tussled hard for honors on Saturday, the former winning all three games, two of them by very narrow margins, and helping their pennant chances considerably. Parke, Davis & Co. lost their position in the tie for place with S. & J. by losing one game to Roessler & Hasslachner. The teams and highest individual scores were:

S. & J.	777 772	S. & D.	772 703	811
Judge	198	Doerr		208
P. D. & Co.	779 761	740	Roessler & H. 670	636; 772
Carr and Blake, each,	180	Malsch		191

The standings are:

	W.	L.		W.	L.
S. & J.	6	0	L. & K.	3	3
P. D. & Co.	5	1	S. & D.	2	7
Nat. Lead	4	2	R. & H.	1	5
B. R. & Co.	3	3	D. & O.	0	3

Baltimore, Dec. 1.—Last week four teams lined up with determination, and a majority of the contests were exciting. The quintet of James Baily & Son, who are now in the lead, met the men from Sharp & Dohme, and the battle waxed fierce. S. & D. made the greatest number of pins, but by a peculiar division of scores, lost two of the games. Three totals of over 900 were made in the three games. One total, 978, by the Baily team, comes very near the record on any alley for the season. Stanley & Brown took two of three games from the Root & Herbs, holding that team down in its run after McCormick & Co., the leaders, and bringing the five strong teams of the club closer together. Team scores and the individual high scores are as follows:

S. & B.	768 771	752	R. & H.	727 827	771
Whitehurst ...	191	Milbne & Smith, each	186		
S. & D.	951 938	820	J. B. & Son.	880 978	840
Loeffler	235	Fairley		231	

The standings are:

	W.	L.		W.	L.
J. B. & Son.	18	6	S. & B.	11	13
McCoy, & Co.	17	7	S. & D.	10	14
R. & H.	15	9	C. D. Co.	1	23

Detroit, Dec. 1.—The Parke, Davis & Co. team in the league is keeping up its sensational work in making a runaway race for the championship. The games of last week marked the opening of the second quarter, and as usual the P. D. & Co. team took three straight from their opponents. The Nelson, Baker & Co. team, champions of 1902, are just about striking their gait, and it is expected that they will take a few kinks out of the record of the leaders when next they meet. Following are team and highest individual scores:

P. D. & Co.	840 865 906	F. W. & Co.	736 700	771
Elsey		Gendralinitis .		191
N. B. & Co.	804 831	921	Ingram Co.	717 788 779
Hillman		210	Cosgrove	192
F. S. & Co.	774 769	801	Mich. D. Co.	763 765 693
S. O'Donnell. .	195	Diels & Carlisle.		180

Summary of games:

	W.	L.		W.	L.
P. D. & Co.	17	1	F. S. & Co.	9	9
N. B. & Co.	11	7	F. P. I. & Co.	5	13
Mich. Drug Co.	9	9	F. W. & C.	3	15

The Parke, Davis & Co. interdepartmental league games grow more and more interesting, the lower teams showing decided improvement. The teams are gradually drawing together. Stock, by winning nine straight, is pulling up within striking distance of the leaders, the Chemicals. The Mechanicals, one of the so-called weaker teams, showed what stuff they're made of during the last week by taking three straight from the leaders. They are the first team to accomplish this feat. The high score for the week was made by Lawrence, 216. The standing to date:

	W.	L.		W.	L.
Chemical	21	6	Publication	11	16
Stock	19	8	Mechanical	11	16
Pharmaceutical	15	12	Gen'l Business.	10	17
Scientific	15	12	Canada Lab.	6	21

Looking at the above, especially Baltimore, one wonders where New York will come in at the National Tournament.

COMMITTEES OF PROPRIETARY ASSOCIATION.

Through the courtesy of Secretary Joseph Leeming of the Proprietary Association of America, the Era is enabled to publish the announcement of the following committees for the ensuing year:

Executive—The officers, ex-officio; H. B. Harding, chairman, Humphreys' Medicine Co., New York; Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo; A. H. Beardsley, Dr. Miles Medical Co., Elkhart, Ind.; George A. Newman, California Fig Syrup Co., Louisville, Ky.; Dr. Charles H. Stowell, J. C. Ayer Co., Lowell, Mass.; W. A. Talbot, The Piso Co., Warren, Pa.

Membership—Joseph R. Kathrens, chairman, Palst Brewing Co., Milwaukee.

Legislation—John W. Kennedy, chairman, E. C. DeWitt & Co., Chicago.

Trade-Marks—George A. Newman, chairman, California Fig Syrup Co., Louisville.

Trade Interests—H. J. S. Hall, chairman, Hall & Itckel, New York.

Transportation—A. H. Beardsley, chairman, Dr. Miles Medical Co., Elkhart, Ind.

Delegates to attend the annual meeting of the National Wholesale Druggists' Association at New Orleans, November, 1904—F. W. Schumacher, chairman, Peruna Mfg. Co., Columbus; R. E. Queen, California Fig Syrup Co., San Francisco; Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo.

Delegates to attend the meetings of the various pharmaceutical associations—Dr. V. Mott Pierce, chairman, American Ph. A.; Dr. V. Mott Pierce; N. A. R. D., P. W. Schumacher; California Ph. A.; R. E. Queen, San Francisco; District of Columbia Ph. A.; Alonzo O. Bliss, The Alonzo O. Bliss Co., Washington; Iowa Ph. A.; Norman Lichty, Norman Lichty Mfg. Co., Des Moines; Kentucky Ph. A.; George A. Newman, Louisville; Louisiana Ph. A.; J. C. Lyons, L. L. Lyons & Co., New Orleans; Maine Ph. A.; A. S. Hinds, Portland; Massachusetts Ph. A.; William H. Gove, Lydia E. Pinkham Co., Lynn, Mass.; Minnesota Ph. A.; Daniel R. Noyes, Noyes Bros. & Cutler, St. Paul; New Hampshire Ph. A.; Dr. Charles H. Stowell, J. C. Ayer Co.; New York Ph. A.; W. T. Hinson, W. T. Hanson Co., Schenectady; Ohio Ph. A.; Frank J. Cheney, Cheney Medicine Co., Toledo; Pennsylvania Ph. A.; W. A. Talbot, The

BELL-CAP-SIC CALENDAR

OFFER NOW READY

SEND FOR SAMPLE CALENDAR AND PARTICULARS

J. M. GROSVENOR & CO.

148 Pearl Street, - - - BOSTON, MASS.

Piso Co., Warren, Tennessee Ph. A., P. P. Van Vleet, Van Vleet Mansfield Drug Co., Memphis, Vermont Ph. A., A. E. Richardson, Wells & Richardson Co., Burlington, Virginia Ph. A., Edward P. Valentine, Valentine Meat Juice Co., Richmond; Wisconsin Ph. A., William Horlick, Horlick's Food Co., Racine.

Infringements and Simulations of Trade-Marks—H. H. Good, chairman, Carter Medicine Co., New York.

Fraternel Relations—H. L. Kramer, chairman, Sterling Remedy Co., Kramer, Ind.

Memorials of Deceased Members—Brent Good, chairman, Carter Medicine Co., New York.

Advertising—J. P. Weatherall, chairman, L. E. Pinkham Med. Co., Lynn, Mass.

Publication—C. W. Griffith, chairman, Scott & Bowne, New York.

Delegates to attend the meeting of the Proprietary Articles Trade Association of Canada—Thomas L. Leeming, chairman, Heuri Nestle, New York; Brent Good, New York; H. E. Bucklen, H. E. Bucklen & Co., Chicago.

Arrangements and Entertainment for the Annual Meeting of the Association—Clarence G. Stone, chairman, Lambert Pharmacal Co., New York.

OUTLOOK BRIGHT.

Organizers for the Washington Promise Committee Hope to Have Drug Merchants and Department Stores Working on a Price Schedule by January 1.

It is confidently expected that the new price schedule for the articles manufactured by the proprietors who joined hands on the Washington promise plan at the recent special proprietary association meeting at the Hotel Manhattan, this city, will be launched in this city by the first of next month.

In the same week that the meeting was held, the work of organization here began. In charge of it are Lee M. Evans, representative of the Peruna company, and E. C. Pease, representative of the World's Dispensary Medical Association. The Era has kept closely informed of what they are doing, and now, because of the confidence displayed by Messrs. Evans and Pease in probable early success, reveals for the first time to the trade at large what is being done.

The plan is, simply: Organization of the big retail druggists and the department stores by the manufacturers' representatives, Messrs. Evans and Pease. After that, systematic, fast organization of the rest of the trade by a corps of skilled N. A. R. D. organizers. Thus, for the big retailers and the department stores the proprietors are responsible. For the rest of the trade, believed to be a simpler proposition, the N. A. R. D. will answer.

Part of the work of the representatives for the proprietors was easy, might be said to be already accomplished when they began work last month, for the Drug Merchants' Association, comprising Hegeman & Co., J. N. Hegeman & Co., Riker, James, Millau, Wilson, Kalish, Jungman, Bolton, Reid, Yeoman & Cubit and others, who represent probably 50 per cent. of the retail business, have been working harmoniously for three years on practically the same schedule as the one now proposed, on which they had been organized by Mr. Evans, and which Dr. Noel of the N. A. R. D. adopted when he was here last Spring. So the two representatives were able to begin at once with the department stores.

This they have done, by direct approach in most instances, to the heads of the firms themselves. Their best reception was not always encouraging, though invariably respectful and kind. For instance, one man, the most important one, said at first that he would run his business "as he pleased." Mr. Evans did not dispute his privilege, but replied:

"My dear sir, the druggists here are not fools; they buy the goods for 60 or 65, and it is more profitable than getting them from their vendors."

"Oh, no," the merchant replied. "It does them no good to buy here, for every package is stamped all over."

"Yes, and I exchange the goods for them," retorted Mr. Evans.

"What?" was the startled exclamation at this reply.

It was almost decided at one time to bring N. A. R. D. organizers into the field at once, but, though Mr. Wooten is believed to have been willing to supply them, John C. Gallagher of the N. A. R. D., who is closely observant of all that is going on, advised strongly against such a course, and his wisdom prevailed. "Give the proprietors a chance to carry out their promise," Mr. Gallagher urged, and, if they succeed, let theirs be the credit. If they fail, then they may, if we leave them alone, get the credit for failure, and they will not be able to say: "We would have been all right if the N. A. R. D. hadn't meddled."

President Joseph Weinstein of the New York R. D. A., comprised of druggists of the lower East Side, had also asked for an organizer, but the granting of his request was postponed in line with Mr. Gallagher's argument. Mr. Weinstein believes his section, containing the druggists below Fourteenth street and east of Broadway, can be easily organized, with two possible exceptions, and will stay organized. In fact, that section, peculiarly isolated so far as competition with druggists outside is concerned, is also peculiarly favorable to organization, and would be the easiest of any section in the city to keep in good shape, though comprising more druggists than any other.

The Era's exclusive story of the Manhattan special meeting has been highly complimented. President Pritchard of the N. A. R. D. ordered copies for circulation among the subscribers of his paper, the Western Pennsylvania Retail Druggist. Dr. V. Mott Pierce of the World's Dispensary Medical Association, who is chairman of the Washington Promise committee, and his predecessor on that committee, F. W. Schumacher of the Peruna Mfg. Co., gave witness to its authenticity throughout, and Secretary Joseph Leeming of the Proprietary Association, spoke of it as being a "splendid account."

St. Paul, December 1.—Thomas Voegeli of Minneapolis, chairman of the executive committee of the N. A. R. D., announces his entire faith in the manufacturers.

"I fully believe," he says, "that they will carry out their agreement with the retailers. I have staked my faith upon the validity of their engagements and am not so far sorry that I did so. The N. A. R. D., you may be assured, is and will continue to be more aggressive than ever in the maintenance of what its members feel to be their just rights."

"But it is strange how reluctant many retailers are to take full advantage of this national association. They begrudge the annual dues of \$2 just as they kick against the \$5 dues of the city association. They will spend ten times that amount every month in theatres and diversions of all kinds and say never a word; while here, where they have a chance to defend their own interests through a strong national body and put money into their pockets, they balk. This, of course, does not apply to all retail dealers, but to many."

CHARLES F. COLBY, a druggist of Lancaster, N. H., died of Bright's disease after a long illness. He was a native of Colebrook, N. H., where he was born in 1846. He leaves a wife and one daughter.

FREDERICK P. DILLINGHAM, a druggist of Dorchester, Mass., died at his home. His wife survives him.

NEW YORK AND VICINITY.

SOPHISTICATION IN HIGH PLACES.

Last week's work in analyzing on the bunch of 492 samples stored up for examination by the Eastern branch of the board of pharmacy showed sixteen, or about half the number analyzed, to be below standard. This makes 75 samples bad out of less than 160 tested. Last week found wood alcohol showing up more strongly.

It might create a sensation in the trade if the names of those druggists involved were published. And, members of the board believe, publicity might have a salutary effect. Now, it is pointed out, the druggist promptly pays his \$25 when caught, and the cases never reach either the courts or the newspapers. Thus the druggist has learned to feel secure from publicity.

But, it is also pointed out, this feeling of security is liable at any time to experience a sad shock. The records of these violators are public records, and the board of pharmacy has no right, as a public body, to withhold them from any daily newspaper or any one else who chooses to scan them. Once let the newspapers become aware of the state of affairs, and their appreciation of the sensation a full account of the druggists' misdeeds would create would place the public in possession of the facts the next morning. The result would be, it is aptly said, incalculable financial loss to individuals and a general plunge into disrepute of the whole trade, a part of which deserves no such fate.

Some of the best known druggists in New York and Brooklyn are involved in this last batch of findings. Some of them are prominent in association circles. One of them, a trustee of a college of pharmacy, is on the wrong side in their samples. In his case, however, the trouble is directly traceable to his head clerk, but he has to pay the three fines, aggregating \$75, just the same and would, if the daily papers got on to the facts, very likely be made the figure head of their articles.

MISS LEHMAN IS NOW MRS. DE ZURKO.

Miss Hattie Lehman, sister of Alfred and Robert S. Lehman, druggists of this city, and Edward De Zurko, druggist at 103 Grand street, Brooklyn, were married in the presence of about seventy-five friends, at Allaire's, the headquarters of the German Apothecaries' Society, 192-4 Third avenue, Wednesday night, Nov. 25. After the ceremony by the Rev. Mr. Thorpe of the M. E. Church, a delicious wedding supper in the adjoining parlors was partaken of. Then came dancing until the early morning hours.

Robert S. Lehman presided at supper. Among those who added to the entertainment were Thomas J. Tucker, Charles Sachs, John Bauer, Thomas Swift and Matthew Moss, who spoke; Hugo Kantowitz of the Apotheker Zeitung, who read an original acrostic poem; Miss Amalie Wagner, who recited humorously, and Mrs. Kobertina Moss, the bride's aunt, who recited. During dancing intervals Miss Adele Sachs and Mrs. Emma Moss and others sang. The bride is accomplished, petite, and has many friends.

PERFUMERS' ASSOCIATION WILL NOT EXHIBIT.

The proposition to make a joint exhibit at the World's Fair has been abandoned by the Manufacturing Perfumers' Association of the United States. When the matter was first broached the executive committee, of which Henry Dalley of Lazell, Dalley & Co., this city, is chairman, sent letters to every member of the association to ascertain their wishes. The letter stated that the exhibit would not be made unless a certain number joined the movement, as the ex-

pense would be too great unless shared by several firms. Though a good many replies were favorable, not enough were willing to enlist, and Mr. Dalley on Tuesday wrote the members that the plan was off.

This, of course, will not cause lack of perfumery at the Fair, as several independent displays will undoubtedly be made.

SOME VISITORS TO TOWN.

Mr. Rogers of McMonagle & Rogers, W. D. Olney, and H. C. Ogden of Ogden & Shimer, all Middletown, N. Y., druggists, were welcomed in wholesale circles, and so were several other State men, among them F. B. Palmer of Spring Valley, S. Korn, Arkville, and Mrs. D. K. Gilbert, Plattsburg. Among New Jersey men was G. W. Jaques of South Amboy, and Nicholas McDonald of Lakewood, and Pennsylvania was represented by Mr. Wood of Thompson & Wood, Bradford; Mr. Howd of Hyer & Howd, Wellsboro; C. J. A. Loder of Philadelphia, and Mr. May of the May Drug Co., Pittsburg. Others seen floating around were Frank A. Hubbard, Newton, Mass.; Mr. Brewer of Brewer & Co., Worcester, Mass.; C. H. McConnell, Chicago; Henry Thornton, Boston, manager for Parke, Davis & Co.; Joseph M. Hollander, Braddock, Pa., and John Moon, New London, Conn.

Drug Trade Club guests were: J. F. Williamson, Chicago; Trygve Jervell, Norway. Charles E. Dodd, Albany, N. Y., and Herbert M. Shilstone, New Orleans, manager for the Vermont Chemical Co., who was on his way to the British West Indies to recuperate his health. He is a native of the Barbadoes.

TWO END LIFE WITH POISON.

Mrs. Henry Nitzsche, wife of the druggist at 503 First avenue, committed suicide on Saturday by drinking hydrocyanic acid. She told a policeman who was passing the drug store as she drained the vial containing the death potion, that she was tired of living because her husband neglected his business and left the care of it to her, which she had in addition to her household duties. Mr. Nitzsche's friends say that she was hysterical and that her dying statement was wrong.

Patrick Kennedy, forty-eight years old, a druggist, living at 313 Seventh avenue with his wife and two daughters, committed suicide on Saturday morning in a saloon by taking poison.

NEW YORK NOTES.

—New York section, American Chemical Society, will meet tomorrow evening at the Chemists' Club, and listen to addresses by Leo Balkeband, "Dissociation of Lead Nitrate"; E. H. Miller and J. F. Thompson, "Conversion of Lead Sulphate to Barium Sulphate," and "Method of Determining Sulphur in Lead Slags"; P. A. Levene, "End Products of Self-Digestion of Animal Glands"; F. G. Wiedemann, "A Restant Source of Error in Optical Sugar Analysis"; W. D. Horne, "Dry Defecation in Optical Sugar Analysis"; G. Plath, "Exhibition of Photographs and Spec-

WHEN YOU NEED TIN BOXES

Write to the folks who make them for Cascarets, Huyler's, Vaseline, Runkel, Dr. Charles, and 992 other proprietaries.

AMERICAN STOPPER COMPANY
150 Water Street, Brooklyn, N. Y.
THE LARGEST MAKER OUTSIDE THE TRUST



Friday, or West Side Bowling Club.

From left to right these gentlemen are: Charles W. Itoux, George T. Riefflin, Dr. Alfred A. Herzfeld, Dr. H. A. Rogers (guest), Dr. August Dossler of Newark, N. J., President Hejley Ildfeld, Robert Hasselbach, Hugo Kautrowitz, F. W. Bruckman was absent, and Leon Werner took the picture.

mens of Modern Steneware Apparatus for the Chemical Industry."

—The Court of Appeals recently decided that a person has the right to use his own name in connection with his business, even though he may thereby interfere with or injure the business of another, but a Court of Equity will restrain him from intentionally so using it as to deceive the public—or enable others to do so—into buying his goods as those of another, and will require him, when entering a business in which another is engaged, and using the name, to use every means reasonably possible to distinguish his own business and goods from those of his competitor."

—A deficiency judgment for \$15,247 was docketed last week against Tarrant & Co. corporation in favor of Arthur Johns, growing out of the foreclosure sale of the land at the northwest corner of Greenwich and Warren streets, where the building was destroyed and many others damaged by an explosion about four years ago.

—Dr. George H. White, president of New Jersey board of pharmacy, Jersey City, under the name of George H. White, Inc., is head of a new corporation to manufacture drugs of all kinds. The capital is \$500,000 and the incorporators are Dr. White, Frederick G. White and George G. Tennant.

—W. H. Short long a druggist at 119 Atlantic avenue, Brooklyn, died of pneumonia last week. His store was sold by his widow to Fritsh M. Friedman, druggist at 30 Jordanon street, Brooklyn.

—The Diamond Soda Water Manufacturing Co. secured a judgement for \$87 against J. N. Hegeman & Co., the smallest of the two Hegeman firms of this city, which also operates several stores.

—William C. Alpers' pharmacy is newly incorporated under the name of The Alpers Pharmacy. The capital is \$20,000, and W. C. Alpers, J. A. Miner and L. H. Andrews are the directors.

—The Union Square pharmacy, this city, is a new incorporation, capitalized at \$5,000, and including among directors, George H. Abbott, William H. Lyons and Trevelyan.

—R. W. Robinson & Son Co., the jobbers of this city, have incorporated for \$80,000 as manufacturing chemists. F. M. Robinson, W. R. Robinson and David W. Kent.

—J. Levinson, formerly at 682 Third avenue, Brook-

lyn, has opened a new store at 148 Glenmore avenue, Brooklyn.

—D. Davis & Sons', sponge importers at 148 William street, were considerably damaged by fire on Sunday.

—Grant Rodenaur has bought out William Friedmans at 280 Prospect Park West, Brooklyn.

—N. Krausche has sold the store at 580 Rogers avenue, Brooklyn, to Harrison W. Eames.

—Lanselle & Co. have opened a new store at 2831 Broadway, George Speth is the manager.

—John A. McLachlan succeeds M. A. Majarietta at 351 Herkimer street, Brooklyn.

ROUND ABOUT BUFFALO.

—The jury in the suit of the State excise department against Ernest Butler Walker and George E. Lathbury and the Title Guaranty Co. of Rochester, returned a verdict of \$500 for the department. In 1901 Walker & Lathbury, druggists of Buffalo, according to the complaint, sold brandy without a prescription. The defendants claimed the store was sold to Ernest R. L. Smith in November, while the offense was alleged to have been committed on the following December. This claim was overruled.

—Buffalo druggists as capitalists: J. M. Horton, Utica and Hasten streets, has large interests in a South Dakota copper mine. George Schaefer, 805 Genesee street, has several shares of well-paying stock in a silver mine in Colorado. Horace P. Haynes, proprietor of three successful drug stores in Buffalo, started on Friday night for the Isle of Pines to select the first purchase of lands for the Tropical Development Co., of which he is president.

—A warm controversy pertaining to municipal affairs has arisen between J. N. Adam and Thomas Stoddard relative to the printing bills of a local newspaper. At Wednesday's meeting of the city fathers a hot debate took place in which Councilman Stoddard severely scored Alderman Adam, who will ask for a public debate. Mr. Stoddard and Mr. Adam are fellow-Scotchmen, and, sometimes, in close competition in the drug business.

—The department store of J. N. Adam & Co. ran a cut-price sale on patents during the week of November 16, which somewhat demoralized the legitimate trade. A meeting of the committee on trade interests was held on November 27 and adopted a new schedule of minimum prices, which J. N. Adam & Co. pledged themselves to maintain. It goes into effect on December first. The chief change is from 20, 40 and 80 cents to 21, 43 and 81 cents.

—On November 25 pharmacists licenses were granted to George H. Sprague, E. B. Blight, J. A. Woodsides of Canandigua, and Richard W. Lee of Broadalbin. On the same date druggists' licenses were issued to George P. Babcock of Cattaraugus, and W. L. Carlson, Buffalo.

—The following high scores were made by the Buffalo Druggists' Bowling Club last week. Jacob Diehl, 187; P. M. Loeckie, 183; George Reimann, 202; J. L. Perkins, 165.

—Howard Wade of 193 Niagara street will open another pharmacy at Elmwood and Auburn avenues. It is to be an elegant one, entirely finished in oak.

RUBINAT WATER

IF YOU BUT SELL 50 BOTTLES A YEAR

WRITE FOR MY QUOTATIONS

J. N. FERRER

P. O. Box 71

NEW YORK CITY



Retail Druggists' Bowling Association.

This picture was taken on "poverty night." Though they are druggists, they sometimes dress better than here. Standing, from left to right, are: Arthur Reeder, S. F. Haddad, R. Timmerman, Herman Heinemann, Matthew Moeller (ex-member), Fred. Wichelms. Sitting, from left to right: L. W. DeZeller, Otto Boeddiker, Bruno Darscha, S. V. B. Swann (Mickey), George E. Schweinfurth, George H. Hitchcock (Hitch), J. Maxwell Pringle (John L.), William Weiss (ex-member).

A BRIGHT SIDE.

That New York Druggists are Not Always Bending Over the Pill Counter is Shown in this Account of Their Three Bowling and One Bicycling Clubs.

When it comes to bowling (let it be gently whispered) the Wholesale Drug Trade Bowling League of this city is an undeveloped youngster, where the three retail clubs, or associations (as one likes to call itself), are giants, mature and formidable. If the retailers only had a team amongst that wholesale aggregation! But, never mind, the league's second best last year, Seabury & Johnson, were, figuratively, mopped on the floor by the New York R. D. B. A. And, as S. & J. look like the wholesale winners this year, and the N. Y. R. D. B. A. is scheduled for three games with them, the relative disproportion in bowling prowess will likely be again demonstrated.

The N. Y. R. D. B. A., with the other two bowling clubs, and the Apothecaries' Bicycle Club, also a social organization, are gracious pictorial visitors this week. These four organizations do a wonderful lot toward lightening the lives of their members, and they go a long way toward mellowing up the trade socially. Their members are "good fellows," which doesn't mean, in this case, that they are not good business and professional men, for they are, and prominent ones.

The N. Y. R. D. B. A. was organized six years ago by L. W. (Willie) DeZeller, Seabury & Johnson's extremely popular city representative. Mr. DeZeller is also star member of S. & J.'s wholesale team. The association bowls every Friday night, at Starr's, from 8.30 to 12, keeping official record of the scores. The five highest men on the sheet are the association's rep-

representatives in outside contests. The officers are: President, Fred. Wichelms; vice-president, Otto Boeddiker; secretary, Arthur Reeder; treasurer, S. F. Haddad; captain, George E. Schweinfurth.

You can't swear on the alleys. A simple "damn" costs money. It costs you 25 cents to talk shop. The motto of the members is perfect, though they are business competitors and sometimes disputants in other associations. For instance, when a member was under serious legal charges a few months ago, he brought his resignation and, at the supper, a weekly occasion, told his fellows that he was "in their hands." With one accord they shouted: "We don't want to hear anything about it. We have confidence in you." At another time a prospective member persisted in bowling after the rest had gathered to eat. Now, there is a rule that when Captain Schweinfurth orders bowling dropped, or resumed, the command must be obeyed to the second. This man was admonished by the captain. "But I came here to bowl, not to eat," he replied. "But you can't bowl now," said Captain Schweinfurth, mildly. "Well, I didn't come to eat; I came to bowl. I suppose I can go home if I want to, can't I?" "You may," was the assurance, "and the sooner the better we will be pleased."



ANY BABIES IN YOUR NEIGHBORHOOD?

A word from you to parents and you can sell an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

for nearly every baby. Let us send you free literature to distribute, with your name.

WILMOT CASTLE COMPANY,
26 Elm Street, Rochester, N. Y.



Apothecaries' Bicycle Club.

This photo was taken in 1902 by Leon Wernert, at the "Hermitage," Williamsbridge. The gentlemen, left to right: George Ducker, C. E. Vetter, George Leinescker, Henry F. Albert, Robert S. Lehman, George T. Riefflin, Sidney Faber, Charles Balling, Henry Hlefeld, George E. Huetter, George C. P. Stolzenburg, Hugo Kantrowitz. Ladies, standing: Mrs. George T. Riefflin, Mrs. Henry Hlefeld, Miss Hlefeld, Miss Ruth Faber. Ladies, sitting: Miss Hattie Lehman (now Mrs. Edward D. Zurko), Mrs. Henry F. Albert, Miss Helen A. Hintze, Mrs. George C. P. Stolzenburg.

The nutmeer went, and no voice bade him stay nor said adieu.

Every year there is a banquet and dance on "ladies' prize bowling" night, when handsome trophies are hung up. Just before Christmas each year is "package" night, when each member contributes a 25-cent prize to the tree, and the highest scorer has first choice. There are about thirteen active members.

The Friday Club, or West Side Bowling Club, meets Friday afternoons at Terrace Garden. Most of the members are also members of the German Apothecaries' Society. They were organized in 1871. Every year, in May, they have an annual banquet and prize bowling meetur. Student songs, original poems and informal jests make the walkin ring. These affairs are always "stags." They are not all young men, these, but they are "boys" just the same, as anyone will agree who witnesses, as the writer often has, five victorious gray beards capering with joined hands after a game. They are a fraternal bunch, and many is the "Bruderschaft" they drink. Henry Hlefeld is president, and George T. Riefflin is secretary. Mr. Riefflin is Sharp & Dohme's handsome city representative.

The Thursday Club, formerly called the East Side Club to distinguish it from the West Siders, are all members of the German Apothecaries' Society. They have been "organized for 35 years and never had an officer," as George C. P. Stolzenburg describes it. They play a challenge game. Like the West Siders, they have a partiality for the German varieties of bowling. In May they have a prize bowling and banquet meetur. This is one of the two biggest of three clubs, and what is true of the social assets of the other two is also true of this.

But there is another organization that gets away from the indoor club idea, and regoires in the outer air. They are old fashioned, for they cling to the bicycle. But they can point out, though they cannot enumerate the benefits of the old-fashionedness has been to them. The main members are mostly German Apothecaries' Society men. The trips they take, weekly, from early Spring to late fall, are not limited to favorite haunts, but are usually governed by a liking to explore country. One sometimes a trip last four days, though oftener

it is concluded in one, Thursday. The White Mountains, the Catskills, the Adirondacks, and the mountains of New Jersey and Pennsylvania, and all the intermediate scenic points have been visited since 1897, when the Apothecaries' Bicycle Club was organized by Sidney Faber. George Leinescker is president, Hugo Kantrowitz is secretary, Leon Wernert, treasurer, and Mrs. George C. P. Stolzenburg is vice-president.

NEW ENGLAND.

AGAINST TELEPHONE ORDERS.

Boston Druggists Say Phoning of Prescriptions is Conducive of Many Mistakes—Other New England News.

Boston, December 1.—Some leading druggists of this city are taking a stand against the practice of taking prescription orders over the telephone, a practice that is growing more prevalent. The druggists say there are so many pharmaceuticals that sound much alike, especially when heard over a telephone, that the danger of mistakes is great. They do not believe the responsibility for errors in such cases should be laid upon them. The druggists say, moreover, that not a few busy physicians do a deal of telephoning to houses of their patients and make their "visits" in this way, sizing up the case from what is told them, and then call up the druggist to put up something and send it to the patient. And the druggists object to all the risk involved.

WHAT DID THIS "INSECTERSIDE" USE?

Boston, December 1.—That corrosive sublimate, contrary to popular belief, is not a good destroyer of bed bugs and "sich licks," was testified to by an "Insecterside," as an important expert witness described his calling, in a suit over a bill for room rent in a fashionable Back Bay hotel. The tenant claimed he was forced to leave by bedbugs. He not only declined to pay the rent due when he left, but sued for \$2,000 damages because of the discomfiture received at the hands of the bugs.

It came out in court that the hotel had for years employed a professional killer of bedbugs who took the suite in hand after the lessee had used ineffectually many bottles of corrosive sublimate. The "Insecterside" refused to say just what he used to kill bugs, but expressed great disdain for corrosive sublimate. Boston druggists are pretty certain that he used formaldehyde. The tenant lost.



Druggists' Thursday Bowling Club.

In the upper row, left to right, are William H. Weyandt, Carl R. Kessler, John K. del, Robert Fleischcr, Hugo Kantrowitz (tueser), Oscar Goldman, Dr. Carl F. Klippert, Carl Schur, Herman Reuske. Lower row, left to right, Carl F. Schlessner, Felix Hirsemann, George C. P. Stolzenburg, Alfred Hantscher, Albrecht Wortmann. Photo by Brother Leon Wernert.

THE BAY STATE.

—A mixed-up case in the Springfield court is that of Ernest A. Sawyer against the American Soda Fountain Co. of Boston. The company made an exchange with William J. Harris, giving him a new fountain for an old one. Harris had bought his business of Sawyer, who held a mortgage on the place, the old fountain coming under the terms of the mortgage. Sawyer says he gave Harris no permission to dispose of or exchange the fountain—Harris says otherwise. Harris became financially involved and his assets did not meet obligations of the mortgage, so Sawyer seeks to hold the fountain company responsible for the amount lacking. The case is not yet settled.

—That advertising, in whatever its form, undoubtedly pays is illustrated in the case of J. S. Reardon, the dry goods merchant in Cambridge, who was caught while escaping from the store of his next door neighbor, J. A. Bird, the druggist. Since the affair became public, Mr. Reardon's trade has increased wonderfully. So has that of the Bird pharmacy. Mr. Reardon denies absolutely that he ever before entered the drug store as a burglar, even though a story had gone forth that it was he who had done so twice previously. That he is a bit unbalanced seems to be a common belief, in which Druggist Bird shares.

—Brookline druggists had an experience with a fake "doctor." He was very professional in appearance, and tried every pharmacy in town, rushing in and leaving two prescriptions, which he said he would return for later. The druggists found that one of the prescriptions called for a powder entirely new to them, and in asking one another for it, they learned that they were all in the same dilemma. In each case the "doctor" gave a different name. His object, the druggists decided, was to force them into buying the powder.

—The police of South Framingham raided three drug stores and captured considerable of the "stuff." At L. F. Hoffman & Co.'s they seized gin, port, whiskey and sherry. At Theodore F. Rice & Co.'s they confiscated whiskey, rum, gin, brandy, claret, port, champagne and ale. At the store of W. F. A. Bean they got rum, gin, whiskey, sherry and port. The police were foolish. Perhaps the druggists were keeping it to drink themselves.

—In Falls & Brinkshaw's drug store, Chelmsford, the chief clerk was charging a gasoline tank used in heating the soda fountain. He dropped some of the gasoline near where the lighting apparatus is placed. Then he lighted up. The spilled portion caught fire and set fire to the tank. It looked mighty serious for the time. A man outside rushed in with a heavy woolen horse blanket, with which he smothered the flames.

—The State board of health continues to keep after druggists whom it suspects may be lax in observing the laws regarding purity of drugs. Sales of adulterated phenacetin have caused special watchfulness recently. Leslie Frye and Stanley Donahue, of the board of officers of the Frye Hygienic Medical Co., Boston, have been invited to appear in court and explain why they have adulterated phenacetin in their possession.

—Candidates successful in passing before the Board of Pharmacy: John H. Dorsey, Hyde Park; Clarence H. Holland, Clinton; Herbert R. Hutchinson, Somerville; Clifford J. Webster, Boston; Frederick B. Barham, Cambridge; Joseph E. Boyd, Boston; Alexander A. Petit, New Bedford; William H. Curtin, Salem; John J. Finnegan, Gloucester, and Flynn R. Person, Leominster.

—The health officials of Newburyport are seeking to compel druggists who are licensed to sell liquors to sell only the purest ones. The State laws require a certain standard of purity of whiskey, etc., but this seldom has been enforced.

PENNSYLVANIA.

DISCOUNTS ON NEW REMEDIES.

Western Pa. R. D. A. Offers to Co-operate with Jobbers in Insisting that the Latter Receive Proper Discounts Before Retailers will Handle Remedies.

Pittsburg, December 1.—The Western Pennsylvania Retail D. A. is now planning to abolish the annoyance caused by the introduction of new remedies into this market. B. E. Pritchard, president of the N. A. R. D., who is secretary of the association, has submitted the following to the jobbers:

"Gentlemen.—Recognizing that we are both interested in the matter of the introduction of new remedies into this market, and that they are to a great extent an annoyance when satisfactory arrangements concerning remuneration and quantities cannot be arrived at, our board of directors recently adopted the accompanying resolutions, which we herewith submit for your approval. If you will indicate to our secretary what you consider a fair minimum discount, he will in all cases insist upon not less than the figure so indicated being granted or withheld his sanction.

"Resolved, That it is the sense of this board that when our jobbers are approached by representatives for the purpose of introducing new proprietary remedies, or such as have never been sold in these markets, that they be requested to refer the same to the secretary of the association before doing business with them. And be it further

"Resolved, That we tender the services of our secretary and the influence of the members of this board of directors in arranging for a satisfactory discount for the jobbers, as well as a fair wholesale and retail price for such articles for the retailer before sanctioning their introduction."

The co-operative insurance project is apparently desired by many druggists. Secretary Pritchard has received the following communication, which is self-explanatory:

"At the last meeting of our association the following resolution was passed: The Cambria County R. D. A. advocated and encouraged the formation of a mutual fire insurance company among druggists. The members of the association believe that the druggists are discriminated against in the matter of insurance rates; that they are out of all proportion to the risk assumed.

The object of our association in passing the above resolution was to get the matter before the druggists of the State.

Very truly yours,
CHARLES L. BERRY, Secretary.

The board of directors of the Western Pennsylvania association unanimously endorsed the resolution.

WORK OF PHILADELPHIA DRUG CLERKS.

Philadelphia, December 1.—The Drug Clerks' Association is attempting to get before the proprietors and increase their membership also. The following admirably written letter was sent out in calling a recent meeting, which, however, was poorly attended and was adjourned to a later date:

Fellow Drug Clerks:—Has it not occurred to you that a drug clerks' association would be a great benefit to the drug clerks in and around Philadelphia? My dear sir, such an association does exist, organized in May, 1903. The objects for which it was organized

Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

were, of course, for the welfare of the drug clerks in and around Philadelphia. Unlike a union we do not expect to gain our end by means of a strike or violence of any kind. Our present aim is to get strong, then our first move will be to discontinue any and all attempts at that greatest enemy of the modern drug business, namely—price cutting. What will be the consequence if our employers get better prices? Will we not share in their increased profits? Most assuredly we will. Having gained this point, what will be done next? We will try to come to some agreement with the P. A. R. D., in relation to shorter hours. We will of course be able to come to such an agreement and remain on friendly terms with the P. A. R. D. This is not imagination, but is an assured fact, as has been proven in Chicago. If you are interested in this work attend the meeting. Meetings third Friday of each month.

JOSEPH A. RIDER, 901 South 16th Street.

The officers of the association are: Samuel C. Samson, president; George H. Kramer, first vice-president; Joseph A. Schrom, second vice-president; Joseph A. Rider, secretary; Charles G. Wolf, treasurer; executive committee—Joseph A. Rider, chairman; John C. Stelly, R. Clark Strode, John Sierer, Charles G. Wolfe.

FOOD FOR THE PHARMACY BOARD.

Philadelphia, December 1.—News was received by Mr. Cliffe, the Philadelphia member of the board, respecting the date of a R. A. certificate, which an applicant for a position had said was lost. On inquiry it was discovered that the person in question had never registered, and was simply masquerading as a qualified clerk. The incident evoked much comment and word was at once sent out to examine the records and to make a list of the qualified and registered men, so that, in the event of any like emergency arising, simple reference to the nearest board member will bring speedy and accurate information. The board is still working through the labyrinth in the lower part of the city and the stirring and shaking they are giving the dry bones are producing effects that are bound to last. None of the results of the examination held last month have been given out and several sensations are promised when the final notices are sent.

OTHER HAPPENINGS.

—W. G. Markell has sold the Keystone pharmacy, 19 Frankstown avenue, Pittsburg, to J. C. McGonigle, formerly with Schilling Bros. Co. It is the intention of Mr. McGonigle to remove the fixtures to Hamm street and Euclid avenue. He expects to open his store on December 15. It will be known as the Euclid pharmacy.

—J. R. Thompson has assumed the general management of P. C. Schilling Co.'s stores, with the headquarters at Christy's establishment, Fourth avenue and Smithfield street, Pittsburg. Before taking control, Mr. Thompson visited New York and Boston, inspecting the stores there.

—W. E. Rodenmeyer of Lutz & Rodenmeyer, 4900 Second avenue, Pittsburg, and Miss Bessie Zenn were married last month. News of the marriage became public only a few days ago, owing to the bridegroom's desire to keep it a secret for a time.

—George Reimer of W. H. Pile & Sons, Philadelphia, is receiving the congratulations of his numerous friends. He received word from Pittsburg a few days ago that he was heir to one-third the estate of a great uncle—over \$500,000.

—Matthew John Cassidy, the popular member of the firm of Cassidy and Kahn, Bradlock avenue, Pittsburg, is the latest resort in the ranks of the Bonshets,

He married, on Thanksgiving Day, Miss Mary Agnes Judy, a belle of Bradlock.

—Friends of Robert A. Hance, the veteran fluid extract manufacturer of Philadelphia, will be pleased to know of his gradual return to health. He has been confined to the house for the past six weeks with a severe influenza.

—Frederick K. Porter, of Porter & Golden, Sheridan and Station streets, Pittsburg, has been in ill health for some time and is spending the winter at Santa Fe, Cal. His numerous friends sincerely hope the climate will benefit him.

—John K. Klemmer, formerly connected with F. Karl Dohm, opened store in Sharpsburg, on December 1, having purchased the stock of Fred R. Sniess. Klemmer contemplates purchasing a fine new set of fixtures.

—James B. Leslie, clerk in the South Side pharmacy, Twelfth-second and Sarah streets, Pittsburg, married Miss Ada Hatton. The young couple enjoyed a bridal tour to Oil City, Niagara Falls and Buffalo.

—Wharton & Co., drug store brokers, announce the change of their offices to 623 Land Title Building, Philadelphia. They have sold the store of Dr. Conard at Seventh and Brown streets, to George Johnson.

—A deal has been consummated whereby J. S. Gleghorn acquires possession of the store at 125 Brushton avenue, Pittsburg, from Edward S. Allen. The latter owned the drug emporium less than two months.

—R. L. Free, proprietor at 500 Kirkpatrick street, Pittsburg, is preparing to put in a new store at 2307 Forbes street. If his plans materialize he expects it to be in operation December 10.

—E. F. Stephens has purchased the drug store of Houseman & Thomas at Glassport, on the Monongahela river. Mr. Houseman will permanently retire.

—Wilbur Smith has disposed of the Birmingham pharmacy, Southern avenue, Pittsburg, to Mr. Altman. Y. R. Gettel is manager of the store.

—Fred R. Sniess will shortly open at Fifty-ninth street and Penn avenue, Pittsburg. He was formerly manager of Carl Hartwig's.

—G. W. O'Sullivan, formerly with Louis Emanuel, has opened a handsome new store at 3330 Second avenue, Pittsburg.

—George Beltz, Ph. G., Philadelphia, has entered the medical class of the Medico-Chirurgical College.

The Century for 1904.

The Century for 1904 promises a wealth of reading and pictures that surpasses even the high standard achieved during 1903. Perhaps most notable of all the strong features of the volume will be Dr. S. Weir Mitchell's "The Youth of Washington," told in the form of an autobiography. It will be a daring and unique piece of historical work, written as if it were done by General Washington himself, sitting down in Mt. Vernon in his old age and recording, solely for his own eye, the story of his youthful life. Then there will be a series of articles on "Italian Villas and Their Gardens," written by Edith Wharton and illustrated, largely in color, by Maxfield Parrish. Ernest Thompson Seton has prepared "Fiddle and Woodmyth," and early numbers will bring John Burroughs' "Current Misconceptions in Natural History." Ray Stannard Baker, whose articles on the Great Northwest and the Great Southwest have been leading and widely acceptable features of recent volumes, will continue his notes on these regions; and there will be valuable contributions by Jacob A. Rus, Dr. James M. Buckley, and scores of other notable writers. The list might be indefinitely lengthened.

THE SOUTH. FOR FREE ALCOHOL.

Representative Hill of Connecticut Introduces Tentative Bill for Free Alcohol Where Manufacturer Consumes It on the Premises.

Washington, D. C., December 1.—Representative Hill of Connecticut has introduced a tentative measure in reference to free alcohol for manufacturing purposes, which will be used by the Ways and Means committee, to which it has been referred, as the basis of a bill to be drafted by the committee. As it stands the bill does not fully meet the wishes of the manufacturers.

The Hill bill provides for the use of pure grain alcohol, free of tax, in the production of articles in the manufacture of which the alcohol is entirely consumed on the premises. This makes free spirits available in manufacturing powders, pills, etc., it will be seen, but not for medicines in liquid form. The free alcohol question will likely come up for discussion in the committee in a few days. Mr. Hill may be depended up to fight strongly for the bill in any favorable form, as he has been for years identified with the movement for free alcohol for manufacturing purposes. The bill provides that:

"From and after the passage of this act either grain alcohol or methylated spirits, or both, at the discretion of the Secretary of the Treasury, may be withdrawn from bond and used without payment of the internal revenue tax thereon in any manufacturing processes wherein said grain alcohol and methylated spirits are consumed or destroyed upon the premises of the manufacturer, so that they become no part of the salable product or cannot be recovered therefrom.

"The Secretary of the Treasury is hereby directed to appoint such officers and agents as may be necessary to supervise and inspect such use of grain alcohol and methylated spirits without payment of internal revenue taxes, and to make such regulations as he may deem necessary to provide for and control the use of grain alcohol and methylated spirits in manufacturing processes as provided in section one, which regulation shall provide for and include the reimbursement by person so using grain alcohol or methylated spirits of all expenses incurred by the government in such supervision and control in manner and form as the secretary may determine."

COCAINE LAW FOR DISTRICT OF COLUMBIA.

Washington, D. C., December 1.—A bill regulating the sales of poisons in the District of Columbia has just been introduced into the House by Representative Robinson of Indiana. After naming the poisons referred to the bill provides:

"It shall first be learned that the person is aware of the poisonous character of the substance and that it is desired for a lawful purpose, and the package shall be plainly labeled with the name of the substance, the word 'Poison,' date of sale, the name and address of the firm dispensing, and before delivery shall be made, except in the case of solution of water of ammonia and sulphate of copper, there shall be recorded the quantity, the purpose, the date, the name and address of the purchaser, and the name of the dispenser, which book shall be preserved for at least three years. Provided, That the foregoing shall not apply to articles dispensed upon prescription: Provided further, That the record of sale and delivery shall not be required of manufacturers and wholesalers who sell at wholesale to licensed pharmacists, but the package when sold at wholesale shall be properly labeled with the name of the substance, the word 'Poison,' and the name and address of the manufacturer or wholesaler.

No firm shall sell, furnish, or give away any cocaine or preparation containing it, morphine, salts of morphine, or preparation containing it, heroin, salts of heroin, or preparation containing it, or any chloral hydrate or preparation containing chloral hydrate, or any preparation containing chloral hydrate, medicinally pure carbonic acid, or preparations containing medicinally pure carbonic acid, except upon signed prescription,

dated and containing the name of the person for whom prescribed. Such order or prescription shall be permanently retained on file, and shall not be recompounded or dispensed a second time except upon the written order of the original prescriber: Provided, That the above provisions shall not apply to preparations containing not more than two grains of opium, one-eighth grain of morphine, or one-eighth grain of heroin, or two grains of chloral hydrate, one-sixteenth grain of cocaine in the fluid ounce, or, if a solid preparation, one avoirdupois ounce, or to solutions of medicinally pure carbonic acid containing not more than two and one-half per cent. of such acid. Provided further, that the above shall not apply to preparations sold in good faith for diarrhea and cholera, each bottle or package of which is accompanied by specific directions for use and a caution against habitual use, nor to liniments or ointments when plainly labeled 'for external use only'; and provided further, that the above shall not apply to sales at wholesale by jobbers, manufacturers, and retail druggists to retail druggists, hospitals, colleges, scientific and public institutions."

Penalties are from \$5 to \$25 for violating provisions of the first paragraph, and of from \$25 to \$50 for the first offense; \$50 to \$100 for the second offense, and \$100 to \$200 and imprisonment not to exceed six months for subsequent offenses.

THOMAS P. LANGDON DEAD.

Baltimore, December 1.—Much regret was occasioned in the drug trade here last week by the death of Thomas P. Langdon, who was widely known in the wholesale trade and who succumbed to a complication of diseases on November 23, after an illness of ten weeks. He had long been far from well. In fact, it was impaired health which compelled him to retire from the firm of Gilpin, Langdon & Co., with which he had been connected since 1866, about two years ago, and since then he had lived very quietly. Mr. Langdon was 59 years old and a native of Charlestown, W. Va., though he had resided in Baltimore nearly all his life. His connection with the firm in which he was long a factor dates from the year 1863, when the concern was known as Canby, Gilpin & Co., and when it was located at Light and Lombard streets. In 1866, on his admission to partnership, the name was changed to Gilpin, Langdon & Co. During his career as a member of the firm it had two destructive fires. After the second one the concern was incorporated with H. B. Gilpin as the principal stockholder. Though poor health made him somewhat reserved, Mr. Langdon was known for kindness of manner and courtesy. His wife, a former Miss Drusilla Carter, survives him.

SHARP & DOHME JOURNAL CLUB MEETS.

Baltimore, December 1.—The Sharp & Dohme Journal Club, whose membership is composed of the heads of the departments in the big establishment, held a meeting recently and recognized by electing the following officers: President, Dr. A. R. L. Dohme; vice-president, Charles L. Baker; secretary, E. F. Kelly; treasurer, Henry Kormann. It was decided to meet on the second and fourth Wednesdays of every month at Pabst's Garden for the discussion of scientific matters and social purposes. Dr. Dohme afterward gave a talk on his trip to Asia, dwelling especially on what he had seen in the Holy Land, and illustrating with photographs.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

213 West Street - - NEW YORK



SIEGMUND MUEHL, Indianapolis, Ind.

Mr. Muehl has two stores in Illinois street. He was born in Missouri in 1846, and started into the drug business at Washington, that state, in 1859, as an apprentice. In 1868 he bought a drug store in St. Louis, which he conducted for four years. He then took a vacation and went to Heidelberg, where he studied special courses for a year. He has been in the trade in Indianapolis since December, 1875. He is one of the original members of the State Ph. A., organized in 1880. He has been president of the local organization several times since its organization in 1877. His retail interests are among the largest in the city.

DRUGGIST VEAZEY DIES IN PRISON.

Baltimore, December 1.—John H. Veazey, member of a well-known Cecil county family and a druggist by profession, died in jail here yesterday morning of what has been diagnosed as alcoholic coma. He had been employed here as a pharmacist, but disappeared several days ago. His prolonged absence caused a friend to make a search for him. The police were notified and it was then learned that a man answering Veazey's description had been sent to jail. The deceased was 38 years old and well thought of. He had many friends, and his unfortunate end is deeply regretted.

MARYLAND.

—Among visiting druggists in Baltimore: George A. Meyer, Ballastown, Pa.; J. P. Higgins, Leightonsville; Lewis Barbehenn, Broadhook, Pa.; John J. Rose, Westminster, and Mrs. C. H. Michaels, Reisterstown.

—Louis Schulze, secretary of the Maryland Ph. A., writes the Era that the association will hold its next annual meeting at Mt. Holly Inn, June 21 to 24. A. R. L. Dolme, Roland Park, is the local secretary.

—Mr. Offutt, manager of Klingel pharmacy, 103 W. Lexington street, Baltimore, has gone with James O'Donnell, in the latter's Capitol Hill store at Washington.

—Charles Luing will open a pharmacy in Baltimore street, Baltimore.

VIRGINIA.

—T. A. Miller of the State board of pharmacy, has opened his fourth drug store in Richmond. It is in the basement of the apartment house, Chestertield. The assurance that the appointments and fixtures of

the store would be of the highest possible character silenced any objection that might have been raised against the invasion of the exclusive residential section of the city by business. S. M. Roadcap is the manager.

—The Richmond D. A. has again practically dropped out of existence. An organization is continued, but all efforts to get the members to attend meetings or pull together effectively have so far proven fruitless. The fight proposed to be made against the cut rate stores of the city was given up before it was begun, though many claim that it could easily be won if all would enter an agreement and stick by it.

—R. L. Harrison's store, recently completed, was entered by breaking one of the expensive plate glass front windows.

KENTUCKY.

—J. W. Fowler & Co., Louisville, who suffered in the Masonic Temple fire, have moved their damaged stock to their store at Second and Green streets. They lost at the hands of the firemen. Mr. Fowler says his damage by looting will reach nearly \$1,000, meerschau pipes and whiskey having been confiscated.

—L. C. McDaniels, Louisville druggist, made an assignment for the benefit of his creditors on last Friday. His assets are about \$600, and liabilities estimated at \$2,500. Poor trade was the cause.

—C. R. Maneman, who bought out H. H. Rade-maker at Hancock and Chestnut streets, Louisville, married, on Thanksgiving Day, Miss Verena R. Weber. The happy couple left on a short trip.

—J. C. Vogt, druggist, Louisville, who was appointed superintendent of the City Hospital, was installed in office this month. He is making a good officer.

—F. L. Cessna's drug store at Rowlett's was damaged by fire last Wednesday to the extent of \$3,000. Mr. Cessna carried no insurance.

—Mr. J. Wagner, who conducted a drug store at Eighteenth and Broadway, Louisville, has closed.

—W. H. Eisemenger has bought Kromer's drug store at Eighteenth and Rowan streets, Louisville.

LOUISIANA.

—T. P. Porter, charged in two affidavits with violating the law which provides that every druggist shall have a license, and who pleaded not guilty later withdrew his plea on one charge and pleaded guilty. The other affidavit was dismissed and he was sentenced to pay a fine of \$50 or serve thirty days' imprisonment.

—A. C. de Mousabert, one of New Orleans' prominent druggists, has sold because of poor health. He was one of the organizers of the Orleans Ph. A., and was at one time a member of the State board of pharmacy. His successor is Joseph Rosiere, formerly prescription clerk at P. L. Cusacks.

—A. D. Parker, president of the firm of Parker, Blake & Co., has left New Orleans for Boston where he married Miss Philips of that city on November 25. Mr. Parker is the youngest of New Orleans' wholesale druggists.

—A. Ernst, drug clerk in Shreveport, made a flying trip to New Orleans to marry Miss Corinne du Hault de Lassus. Miss de Lassus belongs to one of the oldest families of Louisiana.

—James E. Bays, prominent druggist of Magazine street, New Orleans, has sold to J. J. Duggan who was formerly with E. T. Diez.

—The earlier closing era, like the cold weather, is approaching slowly but steadily upon the druggists of New Orleans.

OHIO RIVER VALLEY.

OHIO VALLEY DRUGGISTS' ASSOCIATION.

Annual Meeting Attended by Mr. Wooten, and a New Schedule Adopted.—Annual Election of Officers.

Cincinnati, December 1.—The annual business meeting and selection of officers of the Ohio Valley Druggists' Association was held on last Tuesday at Odd Fellows' Temple. There was a full attendance and good fellowship.

Thomas V. Wooten, of the N. A. R. D., was present and outlined the work accomplished at the recent annual convention in Washington. His remarks were listened to with considerable interest, especially his statements regarding the attention large patent medicine manufacturers are beginning to take in the association, and the stand that has been inaugurated against those who sell below contract price.

At Mr. Wooten's suggestion, the local association adopted new uniform rates. Hereafter, manufactured medicines rated at 25 cents, 50 cents and \$1, will be set at 25 cents, 45 cents, and 90 cents, respectively. It was unanimously decided that if any member is detected selling below the new prices, his name will be sent to the manufacturer and if the manufacturer continues to supply the offender, he will hear from the association.

A committee consisting of the board of control, and Julius Greger, Edward Voss, Frank Freericks, and Alfred De Lang was appointed to make arrangements for the coming convention of the State Ph. A., which will be held in this city next June.

The election of officers for the ensuing year resulted as follows: President, A. O. Zwiek; first vice-president, Alfred DeLong; second vice-president, Edward Voss; third vice-president, Dr. J. C. Krone of Hamilton; secretary, H. B. Waltermann; treasurer, L. P. Holzhauser; board of control—For three years, Emil Zorn, J. E. Kutchbauch; for two years, J. H. Linnemann, Carl Plath; for one year, Otto Groenland, T. D. Wetterstrom, H. E. Kniemoeller; from Butler county, William Howe; from Kenton county, Ky., C. A. Willenbrink; from Campbell county, Ky., George Wilhelm. This was the fifth successive time that Dr. Zwiek was chosen to the highest office in the organization.

AROUND THE GREAT LAKES.

WHERE ARE THE INDICTED SALOON-DRUGGISTS?

Grand Rapids, Mich., December 1.—Myron Wakeman, Charles Converse and John McBride, druggists of South Haven, have been arrested on indictments found by the grand jury at Paw Paw, for violation of the local option law. The officers have difficulty in getting service in the remaining eight indictments. Clare Edgell, proprietor of the Clifton pharmacy, is said to be in Hot Springs, Ark., and J. L. Condon in Pentwater, the whereabouts of the others being unknown.

The local option law has been in effect in Van Buren county for seventeen years. Not long ago a few unscrupulous druggists began to give trouble. Capt. Napier attempted to start a road house, was refused a license, and then opened a "drug store." Later he sold to Charles Rogers, who ran the store openly for another year, paid a fine of \$500 and served a year in jail.

The signal success of Napier and Rogers led to the

opening of eleven other "drug stores" in South Haven within a single year. Out of the eleven stores operating last summer, only two or three, it is alleged, could be classed as legitimate. Similar conditions were true in other parts of the county, and, though there was numerous convictions, as soon as one man was arrested he secured someone else to go on with the business. Some months ago the Anti-Saloon league caused several arrests and five "druggists" of South Haven have recently been released from serving 30-day jail sentences.

ILLINOIS.

—Matthew White, a prominent Englewood politician, is the new organizer for the N. A. R. D. in Chicago and for the C. R. D. A. He has for some time been in charge of one of the city sub-departments. It is said that Mr. White had a prejudice against keeping names of dead men on the pay roll, and so on. At any rate, he is now with the druggists, and his reputation as a conscientious hustler and efficient executive officer gives grounds for the expectation that he will be able to do good work in Chicago. He began his new duties on Monday last week.

—Charles H. Sagar, for several years of the firm of Sagar & Lyon, Chicago, retail druggists, and president of the Lemaire Perfume Co., has retired. The firm of Sagar & Lyon has dissolved. F. K. Lyon will devote his entire time to the interests of the Perfume company, of which he is now in control. Mr. Lyon is well known to the trade. He was for many years at the head of the sundries department of Lord, Owen & Co.

—Proceedings in involuntary bankruptcy have been instituted against R. C. Frericksen, a well-known druggist at 1201 West North avenue, Chicago. The store is in charge of A. A. Taylor as receiver. Morrison, Plummer & Co. and the Fuller & Fuller Co. are the principal creditors. Mr. Frericksen will be remembered as one of those who put up such a hot fight against the board of pharmacy three or four years ago.

—With the ending of the street car strike, Chicago business has resumed its normal tone. During the trouble there was little trade on the cross streets of the South Side. The cross town cars did not run, and druggists who had been accustomed to a good trade at the transfer corners found this demand suddenly cut off.

—Thomas N. Jamieson, former druggist and leader of the Republican organization in Illinois, recently saved the day at Springfield and turned the party toward the subject of a new charter for Chicago.

—S. B. Lamberston, now with Morrison, Plummer & Co., but formerly with Lord, Owen & Co., had the misfortune last Saturday to fall and fracture a bone in one of his arms.

—Robert Heller is reported to have bought the drug store at 361 Blue Island avenue, Chicago, formerly owned by Leo Ginsberg. Mr. Heller was formerly with Leo Rogers.

—Jesse I. Cozine has succeeded Shepard & Andrews at Thirty-third and State streets, Chicago.

—C. M. Griswold has opened a new drug store at Minnetka.



WISCONSIN.

—Retail druggists of Milwaukee are up on arms against the stand taken by one of the largest department stores in the city which came out with large advertisements in all of the morning papers, quoting cut rates on all well-known patent medicines. The 81 preparations are being sold for 60 cents and lower priced goods in proportion. It is now likely that the Milwaukee P. A. will hold a special meeting and try and have prices kept up. Thus far they have been successful in stopping rate cutting and in several instances where department stores have started drug departments, have succeeded in having these departments discontinued, and, in lieu of this favor, have purchased the stores' stocks.

—N. C. Nelson, who conducts the only drug store at Martell, has a copy of the smallest Bible ever printed. It is 1½ inches by 1 inch and ½ inch thick, comprising both the Old and New Testaments and is illustrated. It can only be read through a magnifying glass. The miniature Bible is to form a part, and a very small part at that, of the exhibit at the St. Louis Fair.

—Milwaukee, in the midst of a campaign against "grafting," in testimony collected for the grand jury, indicating that excessive prices have been paid for drugs for the county hospital. Whether or not any druggists will be implicated in the matter is hard to say at this time, as the findings of the board committee have been kept secret.

—It is said that the retail druggists at Racine, Kenosha and other cities throughout the State have discontinued cutting prices and that a new price list will go in force on January 1.

ONE POOR POLICEMAN'S MANY AILMENTS.

St. Louis, December 1.—St. Louis druggists have been agreeably surprised at the unexpected closing up of a number of drug stores, so-called, as a result of the campaign against fake doctors by the city health department.

Detective Joseph Durney, a magnificently healthy young man, was selected to see the "doctors." After he had been sent home to receive treatment for some sixty terrible diseases from as many physicians, each of whom took the dollar he was privileged to invest as the first payment, he made public the results.

The department then got busy and the police courts had some long sessions. There were a number of "drug stores" conducted by these men. Most of them were closed after one visit from a city license department representative. C. R. Brandt of 2311 Franklin avenue, was fined \$50 and costs for conducting a store without a city license. No mention was made as to his State license.

While Detective Durney was making his rounds, he ended on some druggists to see if he had any serious ailment. Several gave him doses for alleged cramps, but these cases the department will not take up, but there is said to be serious trouble ahead of a West End druggist who prescribed for a "severe attack of appendicitis" and afterward, when he found his patient was going to leave the city, wrote him a prescription.

DR CHARLES SCHAEFER, for many years a prominent wholesale druggist of Philadelphia, died in that city last week, aged 65 years. Dr. Schaefer was well known in the scientific world as a botanist. He had almost completed a book upon the mountain flora of the Cascade Mountains when he died.

FROM SEVERAL BOARDS OF PHARMACY.

—NEBRASKA.—The reorganization of the board resulted in the election of W. M. Tomner of Lynch, president; W. W. Kendall of Superior and H. L. Harper of Beatrice, vice-president; E. L. Wilson of St. Paul, secretary; D. J. Funch of Holdrege, treasurer. The personnel of the board is the same as that of last year with the exception of J. H. Schmidt, whose place is taken by Mr. Harper. Two vice appointments for certificates were successful, as follows: H. R. Best, Omaha; Mrs. Clara Fenwick, Craig; Henry Eigenbaum, Geneva; C. J. Fleming, Columbus; E. R. Fletcher, St. Paul; B. R. Jones, Kennard; A. W. Peterson, Hordley; F. J. Rupert, Hooper; Tom Roberts, North Bend; K. F. Stinson, Gravity, Ia.; Robert Sullivan, Omaha; C. E. Wyckoff, Bancroft.

—ARKANSAS.—At the late examination, held in Little Rock, the following were granted certificates, Miss Crenshaw receiving the highest average, 95.5: Bishop Brookes, Hope; John R. May, Atkins, Charles Bieberman, Hot Springs; J. E. Sears, Hot Springs; L. Wood, Hot Springs; C. H. Yunker, Charleston; W. H. Lusby, Hot Springs; Miss Mattie Crenshaw, Dermott; T. S. Anderson, Magazine; Arthur North, Little Rock; A. H. Meier, Bentonville; Martin Brown, Springdale; Geo. eming, Danville; J. J. Young, Okalona.

—KANSAS.—At Wichita, there were twenty-six applicants, and these were successful: B. C. Beal, Logan; Horace W. Cliftondon, Mediana; J. W. Hollinger, Wichita; Joseph E. Nygreen, Lawrence; Grover E. Smith, Alta Vista; George L. Kuss, Edna; Walter J. Downing, Clay Center; J. Lawrence Ward, Arkansas City; Alma V. Johnson, Lincoln; J. J. Hendricks, Coffeyville; Pauline S. M. Johnson, Topeka; D. R. Moore, Goodland; Samuel L. Wilkinson, Newton; James S. Sheldon, Council Grove; H. A. Kenneke, Wellington; H. G. Graves, Caney; Lafayette M. Foster, Selden; W. G. Hanning, Belleville; Homer H. Neff, Springhill; Assistant pharmacists: Jay V. Thompson, Wichita; Delton Spar, Conway Springs. Following are those registered during the last quarter by virtue of being graduates of recognized schools of pharmacy: Alfred Dietrich, Leavenworth; O. L. Hankins, Lawrence; C. W. Nester, Medicine Lodge; Bruce N. Gleissner, Abilene. Following are those restored to the register since the last meeting of the board: H. T. Webe, Topeka; William McGeorge, Argentine; H. A. Door, Emporia; John A. Tuggle, Iola; A. O. Craig, Hutchinson.

—LOUISIANA.—The board will meet on December 5 to elect a president to succeed the late P. R. Vallon. Of eighteen applicants at the last examination these passed: Registered pharmacists—Louis Henne, Peter Pallossier, Percy W. Porter; David M. Tomb, Jackson, La.; A. L. Duplantis; J. R. Theriot, Gueydan, La. Qualified assistants—Patrick Harvey, Peter F. Murphy, George A. Munson.

—MINNESOTA.—Of fifty-four applicants, licenses were granted to the following: Pharmacists—John R. Loes and William Loesch, Minneapolis; Roland A. Beck, St. Paul; Nella M. Knowlton, Pine Island; Cornelius M. Judd, Rochester; Adolph F. Burne-ster, New Ulm. Assistants—Robert C. Woolson, Herbert W. Cutler, Ames; A. Bulmer, Walter I. Frey, Olans; K. Ojorden, Henry Schwankl, George W. Schover.

—MICHIGAN.—These passed the recent examinations at Lansing: Registered Pharmacists—Ray D. Arnold, Port Huron; R. H. Cawthorpe, Alpena; Charles E. Chambers, Detroit; F. H. Chibensch, Schwaning, H. E. Cobb, Brooklyn; H. L. French, Adrian; G. W. F. Hesse, Saginaw; John G. Hoyt, Remus; Albert G. Kuth, Manistee; M. C. Landon, Caro; Harvey Lich-

tenwalner, Battle Creek; H. H. McClintic, Carson City; Earl C. Macy, Durand; Paul J. Miller, Lapeer; A. R. Russell, Char; Frank J. Norton, Rockford; W. Ross Turner, Clifford; Isaac W. Ware, Alpena; John H. Meisel, Monroe. Registered assistants—H. M. Arndt, Marion; Claude E. Brower, Saranac; Carl I. Campbell, Grand Rapids; Thomas H. Cooper, Port Huron; William D. Crandall, Jackson; O. B. Harper, Detroit; William H. Lanway, Detroit; E. H. Lemaire, Chassel; Byron L. Curtiss, Big Rapids; William H. McOmber, Grand Rapids; E. G. Miller, Port Huron; George R. Moore, Cairo; John A. Morrison, Cass City; Charles Shullis, Brooklyn; D. O. VanWyck, Grand Rapids; A. T. Wilson, Inlay City. The next meeting will be at Detroit, January 5 and 6.

—OHIO.—These applicants successfully passed the examination entitling them to certificates as pharmacists: Herman F. Rauch, Mansfield; Herbert L. French, Adrian, Mich.; Thomas T. Cusick, Crooksville; Roy Loper, Ada; Frank E. Meek, Ada; Tiffin C. Rogers, Greenville; Patrick T. Fitzgerald, Wooster; Josiah Jepson, Jr., Cleveland; M. M. Lefavor, Glouster; Lawrence F. Fischer, Cincinnati; W. E. McLean, Athens; Carni S. Cunningham, Goshe; Charles E. Bixler, Wooster; Herbert C. McKim, Burlington, Ky.; Samuel M. Walter, Bellaire; Frank Brauer, Cincinnati; Fred. S. Kotte, Cincinnati; Anthony Mongold, Cincinnati; P. E. Miner, Steubenville; Fred. C. Richards, Cincinnati; Arthur B. Mapes, Evansport; John Littleton, Bantam; John E. Maley, Lockland; Sister M. Raymond Finn, Cincinnati; S. E. Lawrence, Toledo; John C. Wolfe, Zanesville; A. J. Bucklew, Bryan; Andrew G. Einspanier, Cincinnati; A. C. Walters, Lancaster; Edgar F. Sheeran, New Lexington; Ellis E. Matthews, LaRue; Frederick J. Cernak, Cleveland; Archibald H. Dickerson, Louisville, Ky.; John H. Ratje, Carthage; George W. Deitrich, Orrville; Carl A. Seibel, Cleveland; John S. Rapp, Portsmouth; Benjamin L. Kindel, Celina; Albert B. Beiersdorfer, Celina; Stanley E. Crosson, Columbus; George A. Streich, Cleveland; A. A. Williams, Cincinnati; James Bates, Cleveland. The following may receive certificates as assistant pharmacists on their pharmacists' examination, if they so desire: Jacob Loertscher, Toledo; Allison V. McComb, Montpelier; Edwin G. Hedgeman, Cincinnati; Edward Haines, Elmore; William E. Swift, Jefferson; Gilbert Crawford, Cleveland; W. F. Allen, Mt. Vernon; W. L. Mason, Scio; Ira C. Wade, Tiffin; Howard H. Gillard, Milford; Alfred J. Hodder, Cincinnati; Carlos G. Pope, Clyde; Charles W. Reeg, Portsmouth; Frank Herron, Zanesville; F. H. Simmermon, Felicity; Wade H. Barnes, Greenville; Edgar G. Winger, Hudson; J. M. Hageman, Marion; Thomas H. Dexter, Conneaut. The following were successful in their assistant examination: H. C. Shuttleworth, New Straitsville; Flora E. Schmauser, Chillicothe; Louis W. Sauer, Cincinnati; Thomas H. Williams, Cincinnati; C. M. Liggett, Cardington; Clarence E. Stump, Zanesville; Earl Haverfield, Cleveland; B. E. Hart, Cleveland; Edward O. Ranchfleisch, Cleveland; Sigmond Grossman, Cleveland; Earl D. Coup, Cleveland.

FRANK G. FRIESE, aged 37, died on Saturday at the home of his mother, Louisville, Ky. He had been in bad health for many years, having never recovered from the effects of a spell of typhoid fever contracted over twelve years ago. At that time he was conducting a drug store at Shelby and Oak streets, Louisville. Lately he has been working for C. J. Rosenham & Co. He was unmarried.

A POPULAR DECISION.

Much favorable comment has been occasioned in the trade by the announcement of Scott & Bowne that the price of Scott's Emulsion will not be increased during the prevailing scarcity of cod liver oil. This decision on the part of the manufacturers of Scott's Emulsion is of the greatest importance to the drug trade and the public. If Scott's Emulsion was nothing more than an ordinary emulsion or cheaply compounded preparation of cod liver oil, the matter of its future price would not be of such vital interest, but being the standard preparation of cod liver oil and being used exclusively and continually by thousands of people, it is only natural that a great deal depended upon what this valuable remedy was going to cost during the oil famine.

Another point of importance is the fact that the quality of Scott's Emulsion remains absolutely unchanged. The manufacturers have made no attempt to discount their action in the matter of price by cutting down the quality of the ingredients in Scott's Emulsion and herein rests the druggists' security and the public's protection. Every bottle of Scott's Emulsion has the makers' guarantee of purity and uniformity of quality and this guarantee carries with it the weight of thirty years' favorable reputation. With adulteration so common at this time it is well that so popular a remedy as Scott's Emulsion can be always depended upon and so easily secured.

That Scott's Emulsion has for over a quarter of a century maintained its position as the standard preparation of cod liver oil speaks volumes for its usefulness and the esteem in which it is held. That during all this period its quality should have continued absolutely uniform reflects not only credit upon the principles which guard its manufacture, but still further enhances its value as a reliable, unvarying and carefully prepared emulsion.

Important Trade Mark Decision.

The United States Circuit Court of Appeals has recently handed down a decree which makes it unlawful to use the name of a natural product as a designation for an artificial manufactured product.

This decree was rendered in the case of William T. Thackeray in Chicago, and enjoined him from using the word "Hunyadi" on his artificial Hunyadi Geyza water, which he has been manufacturing from Lake Michigan water doctored with chemicals in imitation of the imported Hungarian natural mineral water, Hunyadi Janos.

This decision should act as a prohibition to the public against imitators.—(New York Tribune, Nov. 7th, 1903.)

E. M. WASSON, a patent medicine salesman well-known in Ohio, died of heart failure in Cleveland. He was going from the Union Station to his hotel and dropped dead on the street. He was buried from his home in Columbus.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

PUBLIC OPINION.

The public likes a hustler. Give the public an idea that you are a hustler and that you have made up your mind to get a share of its trade, and the public will make you hustler, for it is human nature to follow the crowd. You cannot be a hustler, however, unless you keep posted. The following gleaned from the November 26th issue of the Era should be of service to you:

GRAPE JUICE—RANDALL'S.—Made at Ripley, N. Y., and generally known as the Gold Medal Brand. You should order your winter stock at once as this Juice will freeze in cold weather.

CYSTOGEN.—Made by the Cystogen Chemical Co., St. Louis, Mo., and recommended by them to stop the ammoniacal fermentation of residual urine in cystitis. This product is being widely advertised in medical journals and every druggist should be prepared to supply the demand.

TABLETS.—If you have any private formula or bulk order work in the line of tablets, you should secure a catalogue from the Paine Chemical Co. of Rochester, N. Y., for they make a specialty of this class of work and guarantee strict confidence.

AUTOMOBILES AND CASH REGISTERS FREE.—\$30,000.00 worth of them are to be given away to the druggists of the United States by the World's Dispensary Medical Association, proprietors of Dr. Pierce's Medicines. For further particulars see page 3.

THE ERA DRUGGISTS' DIRECTORY.—The 10th edition was issued in October of this year and is the very best directory of the entire trade ever offered. This book is the standard work of its kind in this country, and contains complete lists of the wholesale druggists of the United States and Canada, and the retail druggists in the United States, Canada, etc.; also a list of manufacturers and jobbers who supply the drug trade, and a classified business directory of the drug, chemical and allied trades. For a more complete description see page 2.

PURE CASTLE SOAP.—Colonna Castle for hospitals and nursery use, and La Primera Castle for toilet use, are made by the Home Soap Co., 68-70 Clark street, New York, and are guaranteed by them to be strictly pure Olive Oil Castle Soaps. It will pay you to handle these brands.

HUMPHREYS' SPECIFICS.—If you are to sell your share of these goods, you should have a Humphreys' Cabinet. If you want one write to the Humphreys' Medicine Co., 111 William street, New York, and secure their cabinet proposition.

SHOW CASES.—Hugh Lyons & Co., Lansing, Mich., say that if you will put your wares in good, handsome show cases, you will have no complaint to make on account of trade being dull. They furnish handsome Show Cases, and will be pleased to send you a catalogue.

PERUNA.—\$5,000 is said to be spent every day in advertising this tonic. You cannot get your share of the results of this advertising unless you have the goods to deliver.

STANDARD PHARMACEUTICALS.—They should command the attention of every pharmacist, as they are made by the well known and reliable firm of Wm. B. Warner & Co. This firm also make a line of well known specialties which every druggist can become acquainted with by securing one of the firm's catalogues.

A PROFITABLE SIDE LINE PROPOSITION.—One that will mean more money to you with very little trouble. For further information note the advertisement of the Forest City Paint & Varnish Co. on page 13.

OILS OF WINTERGREEN AND BIRCH.—The kinds that are produced in the heart of the wintergreen growing country, and claimed by the distiller, John T. Stütz, to be unequalled for purity, strength and color. For quotations, address Mr. Stütz at Broadheadsville, Monroe County, Pa.

DR. TULLAR'S VAGINAL SPRAY.—This is the Syringe they talk about. For prices, ask your jobber, or the Tullar Co., 23 Union Square, New York.

CORKER OINTMENT.—Made by Wm. C. Brinkerhoff, M. D., & Co., 1107 Steinway Hall, Chicago, Ill., and claimed by them to be a "corker" to cure and a "corker" to sell. They will furnish 200 samples for free distribution if you will write them.

BUTLER BROS.' CATALOGUE T182.—This is the December number of "Our Drummer," and it contains a host of unbroken bargain offers that will interest druggists whose holiday stock is incomplete or needs bracing up. If you haven't secured one you better do so at once. Address Butler Bros., at New York, Chicago, or St. Louis.

SANITARY STILLS.—They differ from the other stills on the market in that they not only distill water, but they aerate it at the same time, thus making it as pleasing to the taste as many mineral waters. They can also be used for distilling herbs and flowers, and in the manufacture of pharmaceutical preparations. A cut of this Still may be seen on page 20, and literature, prices, etc., can be secured by applying to the manufacturers, the A. H. Pierce Mfg. Co., 127 N. Green street, Chicago, Ill.

G. S. E.—The great college and society card game, now covered by three copyrights, trade mark and two U. S. patents. Said to be gaining in popularity every day. It should be good stock for any drug store; costs \$2.00 per dozen and retails for 25c; manufactured by the W. W. Gavitt Printing & Publishing Co., Topeka, Kans.

KLIP-KLIP.—The pocket manicure, made of solid German silver, designed for trimming, filing and cleaning finger nails. Retail at 25c and pays the druggist a liberal profit. See cut on page 21.

DR. E. LEWIS, 27 years old, of Robinson street, Pittsburg, Pa., died at his home after a short illness. Death was due to a complication of diseases. Lewis was for a long time manager of Kearsy's drug store, at Fifth avenue and Grant street. At the time of his death he was engaged as assistant tutor at the Pittsburg College of Pharmacy. His death is mourned by a large circle of friends. He was a member of F. & A. M. and I. O. O. F.

Dr. David Kennedy's NEW MEDICINES

	Per Dozen.
CALCURA SOLVENT	\$8.00
CALCURA PLASTERS	2.00
CALCURA PILLS	2.00
EPDERMI SOAP	2.00
EXEMALINE OINTMENT	4.00
DR. KENNEDY'S TONIC (Heroinine)	8.00
COUGHLINE SYRUP	4.00
REDECURA OIL	4.00
OCCULINE BALM	2.00

Samples, counter advertising and window displays provided.
Address the manufacturers,

THE CALCURA CO.

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 24, 1903.

- 744,718.—Isabel Cassidy, New York, N. Y. Massage appliance.
- 744,732.—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Process for preparing dialkylbarbituric acid.
- 744,746.—Benjamin W. Glass, Belfast, New Zealand. Non-refillable bottle.
- 744,764.—William Kathol, Vailsburg, N. J. Filtering apparatus.
- 745,028.—Justin K. Toles, Chicago, Ill., assignor to Bauer & Black, Chicago, Ill., a corporation of Illinois. Surgical bandage.
- 745,051.—Samuel B. Goff, Camden, N. J. Bottle-filler.
- 745,139.—Ribecci Belfert, New York, N. Y. Face powder.
- 745,175.—Anton Frederiksen, Copenhagen, Denmark. Bottle-stopper.
- 745,191.—Frederick W. Johnson, Waltham, Mass. Self-closing bottle-stopper.
- 745,195.—James C. Kinsey, Philadelphia, Pa. Closure for milk bottles.
- 745,227.—Clarence A. Myers, Atlantic City, N. J. Label-retainer for salve-boxes, ointment-boxes, etc.
- 745,242.—Thomas W. Ruffner, McKeesport, Pa. Acid-vat.

TRADE-MARKS.

Registered November 24, 1903.

- 41,517.—Antiseptic preparations for mouth and nose washes. Crandall Pharmaceutical Co., New York, N. Y. The hyphenated word "Ben-Sal."
- 41,518.—Hair tonics. Henry Meier & Co., Pittsburg, Pa. A picture of the head of a lady with long flowing hair, having a comb in her right hand, with the word "Godiva" and a facsimile of the signature of Dr. H. F. Knoblauch, deceased.
- 41,519.—Ointments and lotions for certain named purposes. The Lehealol Preparation Co., Melrose, Mass. The word "Lehealol."
- 41,520.—Substance and salve for skin application. Lauderdale Chemical Co., Brooklyn, N. Y. The word "Facine."
- 41,521.—Salvo. The Wilson Company, Richmond Hill, N. Y. The representation of a locomotive drawing four ears, the word "Speedieer" being so printed as to cover the exposed sides of said four cars.
- 41,524.—Furniture and floor polish. Mathilde Lange, Chicago, Ill. The word "Meteor" associated with a kaleidoscopic figure.
- 41,525.—Liquid and paste composition for certain named purposes. The A. H. Andrews Company, Chicago, Ill. The word "Carbo."
- 41,528.—Chloride of lime. Crookman Brothers, Chicago, Ill. The representation of three stars.

LABELS.

Registered November 24, 1903.

- 10,534.—Title: "Satinola." (For a toilet preparation). National Toilet Co., Paris, Tenn.

- 10,535.—Title: "Egyptian Cream." (For a toilet preparation.) National Toilet Co., Paris, Tenn.
- 10,536.—Title: "Phryne." (For toilet preparations). Tina H. Gause, New York, N. Y.
- 10,538.—Title: "Fruitative." (For medicine). Amos Rogers, Ottawa, Canada.
- 10,539.—Title: "Sneepsia." (For medicine). Swain H. Brewton, Philadelphia, Pa.
- 10,540.—Title: "Common Sense Pile Cure." (For medicine.) Horace G. Case, Worcester, Mass.
- 10,541.—Title: "Choreal." (For an antiseptic.) William Robert Bartgis, Baltimore, Md.
- 10,542.—Title: "Ferro-China." (For a tonic.) V. Blotte & Company, New York, N. Y.
- 10,543.—Title: "Pillules St. Anne." (For pills.) F. X. Beanlien, North Adams, Mass.
- 10,544.—Title: "J-B." (For ammonia.) Jenkins Bros., Brooklyn, N. Y.

The Best Stopper for Perfume Containers.

This is a season of the year when druggists begin to think seriously of putting their own Perfume Extracts, Toilet Waters, etc., upon the market, and if any of our retail friends are at sea as regards the proper kind of a stopper for containers of this class of goods they can soon get on the right track by consulting the advertisement of Swindell Bros., Baltimore, Md., which appeared on page 17 of the November 26th issue. This firm are the manufacturers of the Brawner Patent Self Closing Glass Sprinkler Top, recognized by leading perfumers as being the best sprinkler top for their use upon the market. The manufacturers of the Brawner Top claim that it is perfect in every detail, that it is far superior to metal tops, for it will not corrode, and it gives a more finished appearance to the package at less cost; it is also so made that it closes the opening in the neck of the bottle when not in use, thus preventing evaporation and protecting the contents from any hurtful influence. These stoppers are sold by wholesale druggists and jobbers of glassware, or they may be secured direct from Swindell Bros., Bayard and Russell streets, Baltimore, Md. This firm also makes a specialty of perfume and prescription bottles which are worthy of the druggist's careful consideration.

TIN BOXES SCREW CAPS, ETC.

Plain, Lacquered, Lithographed. Special Sizes and Designs made to Order. New and Up-to-date Machinery. All orders promptly attended to.

BURDICK & SON, Rose & Hamilton Streets
ALBANY, N. Y.



BUYERS KEEP CLOSE TO ACTUAL REQUIREMENTS.

New York, December 1.—A continued fair jobbing movement into consuming channels is reported by dealers, but as usual toward the end of the year buyers are inclined to keep close to actual requirements when making purchases and there is not much activity outside of the so-called sundries suitable for the holiday trade.

OPUM—Primary markets are ebbled somewhat steeper and the local situation is correspondingly improved, but consumers are yet able to supply their wants at \$3.25@3.50 for 9 per cent. and \$3.35@3.60 for 11 per cent. Powdered is still available at \$4.25@4.50 for 13 per cent. and \$1.75@5.00 for 16 per cent.

MORPHINE SULPHATE—Business in this jobbing way continues moderately active with quotations nominally steady at \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE—Dealers report a continued average consuming demand with the tone of the market firm but there is no change in quotations and the ruling figures are 25@25½ for bulk in 100-oz. tins, 25½@26 in 50-oz. tins, 26@26½ in 25-oz. tins, 27@27½ in 15 or 10-oz. tins, and 32@32½ in ounce vials.

HEPACA—Rio is somewhat easier in sympathy with a recent decline in the London market and spot jobbing quotations have been reduced to \$1.70@1.95 for whole and \$1.85@2.05 for powdered, according to grade and quantity.

SILVER NITRATE—Owing to a decline in the metal, manufacturers have reduced their quotations 1c per oz. and the revised jobbing prices are 43@48c for crystals and 45@50c for fused.

CALENDULA FLOWERS—New crop are obtainable in a jobbing way at 35@45c as to size of order.

CYPRION ROOT BARK—The market is better supplied and easier with jobbers quoting 25@30c for whole and 30@35c for powdered.

SARSAPELLA—Mexican is easier under a similar influence and jobbing quotations show a decline to 20@25c for whole, 22@28c for cut or crushed, and 24@30c for powdered.

PLUM LEAVES—Owing to freer offerings from producing markets, spot jobbing prices have been reduced to 25@30c.

VIOLET FLOWERS—New crop have begun to arrive and the tone of the market is firm with jobbing stocks held at 25@30c as to quantity.

BLOOD ROOT—Stocks continue to diminish and jobbing quotations show a further advance to 25@30c for whole, 28@35c for ground and 30@35c for powdered.

ACONITE ROOT—Slow trading and increased supplies have developed a weaker feeling among holders, and quotations for jobbing quantities have been reduced to 19@23c for whole, 22@26c for ground and 24@28c for powdered.

Oil, SWEARMENT—Values are firmer under the influence of stronger primary markets, and local jobbers have advanced quotations to \$2.25@2.50.

Oil, WINTERGREEN—Natural is scarcer and higher with jobbing prices showing an advance to \$2.35@2.60.

Oil, WORMWOOD—The market is weak owing to a liberal yield of new crop and jobbing quotations have declined to \$1.50@1.70 for prime and \$1.75@1.125 for gross.

Oil, WORMSEED—Supplies are light and the market firm with jobbing quotations showing an advance to \$1.85@2.10 for Baltimore and \$1.60@1.85 for West.

Oil, CAMPHOR—Owing to extreme scarcity and the fact that the next arrivals are not expected for two or three months the market is stronger and holders have advanced quotations to 20@25c as to quantity.

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\$30,000.00 in Prizes for Retail Druggists.

Progressive druggists seeking to draw the attention of the public to their stores should give careful consideration to the advertisement of The World's Dispensary Medical Association appearing on page 3 of last week's issue. The manufacturers of Dr. Pierce's Medicines have evolved many practical advertising ideas, but their present one appears to eclipse all the others as it will pay the successful druggist two profits. In short, the advertisement says that the above-named Association will give away to the druggists of the United States \$30,000 worth of automobiles and cash registers as prizes for successful window displays. Druggists know full well the value of window displays as advertising mediums, and we shall be greatly disappointed if Era readers do not carry away the greater part of this small fortune. For further particulars, just tell Dr. R. V. Pierce, Buffalo, N. Y., that you saw it in the Era.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

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THE PHARMACEUTICAL ERA,

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THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

ERA BINDERS.—Subscribers are advised to save their Eras, together with the complete INDEX which is supplied with each volume (6 mos.) We supply a substantial Binder at 75 cents each, post-paid.

Address THE PHARMACEUTICAL ERA, New York.

Tel. No. 3572 John.

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Equador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitue?

Because his reading is selected and systematized.

System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



MORE ADULTERATION.

Pharmacy in New York is apparently in a bad way at present; only apparently, however, for we hope to show presently that the situation has a hopeful side. The sale of adulterated and inferior drugs is shamefully prevalent, but we still refuse to believe that conditions are a particle worse than they always have been. In fact, the present campaign of inspection and disclosure is only a step in the elimination of evils the removal of which will mark the inauguration of a new era in pharmacy. The report of board of pharmacy inspections is not at all flattering to the drug trade, but it brings to the surface evils that have long lain hidden; it, moreover, calls attention to the fact that there is a remedy and that that remedy is already at work. The facts disclosed by the report are sufficiently hideous. Out of 492 samples gathered at random, more than 150 have already been found adulterated, and the proportion is expected to reach 40 per cent. This in spite of the fact that the examiners allow a liberal margin in favor of the store inspected. The preparations examined are those usually made on the premises, tinctures of iodine, etc. A large proportion of the samples were far below official strength, and some were adulterated with cheap and inferior materials. In some cases the tincture of iodine proved to be above standard strength, apparently the result of a hurried attempt at correction by the druggist. When the inspector hove in sight, the drug man hastily dumped a handful of iodine crystals into the tincture bottle, apparently unaware of the fact that the presence of a mass of crystals would at once reveal the trick. At the beginning of the present campaign, there were loud demands for a searching inspection of the department stores, which appeared to be selling below cost; the result has been far from flattering to the regular drug trade, for the samples were remarkably near the pharmacopoeial standards. Without the department store samples to improve the average, the report would, in fact, be still more unpleasant. It is not improbable that when the report becomes public property, the daily papers will publish the names of delinquents. Publicity of this kind will not add to the public's confidence in the calling, but in the end it will perhaps have a salutary effect.

NOT AS BAD AS IT SEEMS.

At first sight the announcement that forty per cent. of the samples collected at random from the drug stores of the city do not conform to the official standard, seems to indicate a hopeless state of degeneracy in the trade; but there are other considerations which render the situation distinctly encouraging. The violations were, except in isolated cases, unintentional. In most cases the samples were below standard strength because they had been prepared by incompetent or ignorant persons. The result is the same as far as the effects are concerned—ignorance is no excuse for violation of the law—but it shows that there is a remedy at hand, a strict enforcement of the pharmacy law and the elimination of the incompetent. The ignorant shop keeper who has for years been a reproach to the drug trade must go. The present campaign places a premium upon the thoroughly able and honest pharmacist. Defective samples obtained in stores owned by men of high reputation for ability and integrity were invariably traced to incompetent clerks. This helps to explain the present scarcity of thoroughly reliable clerks. "But," will say our irritable pessimist, "how is it possible that you can extract comfort from a situation so desperate?" To which we may reply that the situation is better than pharmacy has ever before experienced in this city, and that the present agitation is the beginning of better things. It is well to remember that until comparatively recently pharmacy got along as best it could without restrictive laws and inspections. In the old days nobody bothered himself about standards unless he felt so inclined, and who knows what strange concoctions were dispensed for official tinctures and extracts? A drug store could be opened with very little capital and the business offered many attractions to the small trader. The result was a host of druggists who were pharmacists in name only. Members of this class were no more competent to mix drugs than to build Brooklyn Bridges. If they happened to own pharmacopœias they did not know how to use them. Some of this class still survive, and if pharmacy is to take the place it deserves, these incompetents must be weeded out. No one really interested in the calling will be sorry to see them depart. They are beyond the influence of associations and journals, and the jobbers do not seek their accounts. They are out of place in this calling and the sooner they seek other means of livelihood, the better for all concerned, themselves included.

ETHICS OF THE LIQUOR TRADE.

Mr. Ebert—his letter appears upon another page of this issue—thinks the pharmacist should have nothing to do with the sale of liquors, and to that end he proposes to exclude these materials from the U. S. Pharmacopœia. Our correspondent has spent a long and thoughtful life in pharmacy, and his opinion possesses unusual weight and value. His views are probably those of thousands of other druggists who have found in the liquor department of their stores only vexation of spirit. The remedy proposed is no doubt the result of careful thought and calm deliberation, and yet—we hope we may be pardoned if we point out a few difficulties. In the first

place, if liquors were omitted from the pharmacopœia it would be necessary also to omit medicinal wines and other preparations into which these liquids enter as constituents. It might also be necessary to exclude alcohol, and that would be plainly impossible. In the second place, a simple removal from the official list would not banish liquors from the drug store shelves. The pharmacopœia influences only a small part of the pharmacist's stock in trade. None of the 28,000 proprietary preparations on the market are official, yet they make up fully one-half of the druggists' trade. The articles on the shelves are not there because they have received the official sanction, but to supply a demand legitimate or otherwise. If it were possible to ignore everything not included in the pharmacopœia pharmacy would be very different from the curious drug business of today.

THE IDEAL LIQUOR LAW.

Mr. Ebert suggests that we offer some solution of the liquor trade problem. It is a difficult question, and no solution which is entirely satisfactory has ever been offered. We certainly do not feel competent to solve it. Many pharmacists will have nothing to do with liquor, and find this way out of the difficulty very satisfactory to them; but it does not answer all conditions. The legitimate business of the druggist is the supply of materials used as medicines. In this country pharmacists are not limited to the dispensing of prescriptions as are the pharmacians of France. They are allowed and expected to sell a number of medicinal agents in bulk, both to the physician and to the patient directly. Alcoholic liquors are prescribed by many physicians and have a legitimate use in therapeutics; as medicinal agents the druggist should, therefore, be permitted to supply them. But wines and whiskies are also employed as intoxicating beverages, and as such their sales are subject to various legal restrictions. The sale of intoxicating beverages is not a legitimate part of the druggists' business, and here lies the root of the difficulty. An ideal liquor law would leave the pharmacist free to sell these materials as medicinal agents and make it impossible for him to sell them as beverages. If all druggists were conscientious in the matter, there would be no need of laws—the thing is sufficiently simple, a refusal to sell answering all requirements—but some men, unfortunately, will not do their duty unless compelled to do so, hence the numerous laws. There are many fairly good laws in the various States, but most of them seem to be imperfectly enforced. Some invite violation, like the Massachusetts law, and some are impossible of enforcement. In our opinion the most satisfactory measure thus far proposed is the New York law, which permits the sale of a limited quantity of liquor under a government stamp, the stamp tax being sufficiently high to prevent competition with the regular saloon trade, and all sales being recorded. Perhaps the quantity adopted in this State is too large—a pint seems more than necessary for any medicinal purpose—but the measure is simple, easily enforced and just. Of course, this law, like every other law is absolutely valueless unless enforced.

A CURIOUS USE FOR A LIQUOR LAW.

Liquor laws may sometimes be made to serve purposes for which they were never designed. Here is a story which is not a fairy tale nor a history of curious happenings in the strange countries of the moon. A certain town in a certain State somewhere upon this planet has a retail druggists' association and also an excellent liquor law, which, as frequently happens, is not treated with great respect. The R. D. A. occasionally has trouble with certain obstinate members of the craft who are proof against all the insinuating blandishments that the organizer is able to bring to bear. But the R. D. A. is resourceful; it contains brains of extraordinary Italian suppleness, and is capable of wiles beside which those of Macchiavelli are mere bungling child's play. When the obstreperous druggist on the back street becomes mulish, the police of the district receive a quiet tip that the liquor law is being violated at a certain number on a certain street. The heavy hand of the law descends, and the R. D. A. presently hears loud and plaintiff calls for help. In a few days the organizer drops in at the number and street indicated, and the former recalcitrant falls into his arms, pays his dues like a little man and is good for a long time afterward. We are apt to look upon the unused furniture stored away in our attics as so much worthless rubbish, but if we keep our wits about us we can often put some of the old discarded pieces to very profitable use.

THE DRUG CLERK'S HOURS AND PAY.

Some interesting data about the pay and work of drug clerks in Minnesota have recently appeared. Long hours seem to be the universal cause of complaint among the clerks and nearly all the associations which they have organized are designed to secure a reduction in the daily period of toil. According to the figures given, the Minneapolis drug clerk averages thirteen hours of daily duty, although some remain at work from 8 o'clock in the morning until 11.30 at night, and all work thirty days a month and seven days a week. Thirteen hours of daily toil is not unusual in other walks of life, but there is perhaps no other calling which requires even occasionally as many as sixteen hours. The clerks deserve to have this grievance attended to upon grounds of common humanity, but we doubt whether their stock argument that the wear and tear of long hours makes drunkards and "dope fiends" of them, does them much good. Over-indulgence in stimulants is a personal vice, for which circumstances should not be blamed. The young man who resorts to drink and drugs to keep himself fit for his plain duty would probably have become a drunkard or fiend anyway. To employ a lame excuse as a plea for more considerate treatment is undignified, to say the least. In the matter of wages the clerks will also have difficulty in gaining much sympathy from the general public. There are, it is said, only two drug clerks in Minneapolis who get \$100 a month, some receive \$85, but the majority do not obtain more than \$65, while there are some who get only \$40 a month. In consideration of the clerk's long hours and great responsibility, these sums do not seem larger than they should be, but in comparison with wages as



W. A. TALBOT, Warren, Pa.,
Secretary and Treasurer, The Piso Company.

wages run throughout the country, they are not small. We fancy that even in Minnesota the proportion of clergymen who receive more than \$1,200 a year is extremely small, and even \$40 a month for twelve months is far in excess of the average pay of the teachers in American schools. The drug clerks have a perfect right to better their condition in every way possible, and we hope every one of them will get an increase of salary at the end of this month and always have three nights a week off, but they must not expect people to pity them over much. We all have troubles of our own and some of them are quite as serious as those of the Minneapolis clerks.

AFTER THE DEATH OF COMPETITION, WHAT?

We present this week an article which deals with the future of trade associations and the results which may be expected to follow the destruction of the ordinary low-price competition. This interesting paper entitled, "Pillel's" Association Experience," is not offered as an expression of our own belief, but merely as a suggestion of an important phase of a most important subject. The writer skillfully follows the imaginary history of the drug trade in a town of medium size after competition has been superseded by an era of brotherly love. The reduction of all to one common level of price deprives the largest and most enterprising druggist in the community of his only advantage and destroys profits generally until a new form of competition arises which brings forth the old conditions anew. An expert in N. A. R. D. affairs could no doubt easily find numerous fatal defects both in the premises and in the deductions. For instance, it is difficult to understand why it was necessary to adopt a flat schedule by which many prices were reduced and very few raised. If the druggists had agreed to advance prices all along the line, there would have been no loss of profits but a gain instead. Whether this would have been permanently satisfactory to the cutter, is another question. How the merchant whose prosperity and even existence depends upon selling more cheaply than his neighbor, will regard agreements which deprive him of his only weapon of offense and defense, is a question which we should very much like to have somebody answer for us.



INVASION BY THE UNLICENSED PRACTITIONER.

San Francisco, November 27, 1903.

To the Editor:—Pharmacy is the art of preparing medicine to meet the demands of rational drug therapeutics. The practice of pharmacy includes all that is implied by the words manufacturing, compounding, dispensing and selling medicine. Medicines are poisons, and the only justification for preparing and selling them is to be found in their proper application to the treatment of the sick. Special education and training is required to apply them aright. Therefore the practice of pharmacy is dependent upon, and subsidiary to, the practice of drug therapeutics. Special education and training are also requisite for the practice of pharmacy, therefore pharmacy should be regarded as a separate, but closely related, profession, when considering the relation between pharmacy and the medical profession.

The field of pharmacy and that of drug therapeutics necessarily overlap to a certain extent. Physicians are obliged to dispense medicines under certain circumstances, and the public demands that the pharmacists should know the properties of drugs as therapeutic agents, and be prepared to recommend them for the treatment of minor ailments. The two professions should therefore come to some mutual understanding in regard to the boundary line between them, and stop accusing each other of infringement upon each other's preserves. Until they do they will not be in a position to unite in repelling the invasion of the unlicensed practitioner now seriously threatening the practice of pharmacy and drug therapeutics.

It has been said that any person except a physician or pharmacist can practice medicine or pharmacy in the United States without a license. And when one observes how the nostrum business grows and thrives there seems to be some truth in the saying. For the nostrum business, as represented by patented foreign synthetics, and domestic so-called proprietary medicines, has undoubtedly absorbed a large part of the business of manufacturing medicines belonging to the licensed practitioner of pharmacy.

The Supreme Court of the United States, in its decision in the *Fig Syrup Case*, No. 36—October Term, 1902, contains the following sentence: "It may be said . . . that most, if not all, the States of this Union have enactments forbidding and making penal the practice of medicine by persons who have not gone through a course of appropriate study, and obtained a license from a board of examiners, and there is similar legislation in respect to pharmacists. And it would seem to be inconsistent, and to tend to defeat such salutary laws, if medical preparations often and usually containing powerful and poisonous drugs, are permitted to be widely advertised and sold to all who are willing to purchase. Laws might properly be passed limiting and controlling such traffic by restraining retail dealers from selling such medical preparations, except when prepared by regular medical practitioners."

If physicians and pharmacists would heal their differences and unite in demanding such legislation they would doubtless obtain it. To secure such union appropriate measures would have to be adopted in which the pharmacist would receive a license to do a certain amount of prescribing, without leaving his store, and he would have to be sufficiently educated to prescribe in a proper manner.

The Pharmaceutical Era hits the nail on the head in its editorial, appearing in the November 10th issue,

when it says that "the pharmacist is responsible for all materials dispensed over his counter whether he knows what they contain or not, and he accepts that responsibility when he accepts his license to practice pharmacy from the State." That being true, it follows that the practice of pharmacy, including the manufacture and sale of medicines, should be under the control of the pharmaceutical profession, as the Supreme Court suggests; and the profession should be so organized as to control the action of its own members, just as the legal profession is, and those guilty of unprofessional conduct should be disbarred, and their license to practice taken away from them. Then there would be no secret medicines, and the profession of pharmacy would be in a position to guarantee the materials dispensed by means of a bureau or board of control instituted by the profession for the purpose.

F. E. STEWART, M. D., Ph. G.

NO LIQUOR IN THE PHARMACOPOEIA.

Chicago, November, 1903.

To the Editor:—I have always been interested in your editorials on the liquor traffic of the drug store. They have the true and sound ring, but unfortunately do not suggest a remedy for the evil.

The writer for many years has asked that wines and liquors be eliminated from the official list of the United States Pharmacopoeia. This in his opinion would go far to separate the druggist from the so-called saloon druggist who makes use of pharmacy to sell rum at the expense of the legitimate saloon keeper.

On account of the recognition of wines and liquors as remedial agents by the national standard, local permits for this sale is obtained, which would not be the case if they were not so acknowledged.

In the writer's opinion based upon half a century's practical experience and observation they are not more necessary to be dealt in, than gun powder which is sometimes called for in drug stores—again I say drop wines and liquors from the forthcoming pharmacopoeia for it will benefit pharmacy by removing one of the troubles we are constantly cursed with, and at the same time reduce the number of existing drug stores in this country.

ALBERT E. EBFRT

ERA COURSE IN PHARMACY.

Graduates for November, 1903.

Matriculation No.	Examination Grade.	Per cent.
3746	Sister Pauline, St. Joseph's Hospital, Girard Ave. and 16th St., Philadelphia, Pa.	96
2525	Webster E. Little, Tarpon Springs Florida	98
3173	Isaiah Allen Conrad, 2514 Columbia Ave., Philadelphia, Pa.	93
3578	Claude H. Kratzer, Nazareth, Pennsylvania	75
3453	Fred W. Spreen, St. Louis College of Pharmacy, St. Louis, Mo.	96
3588	Wallace M. Pierce, M. D., 743 Harris Ave., Providence, R. I.	92
2021	H. Leshe Buzine, 1002 W. Second St., Wilmington, Delaware	97
3903	George C. Borresen, 425 Main St., La Crosse, Wis.	96
3607	Zachariah G. Jones, 902 E. Eleventh St., Kansas City Mo.	75
3630	Otto E. Schach, 343 S. Fourth St., Coshocton, Ohio	96
3846	Albert M. E. Buenger, Box 675, Colorado Springs, Colorado	96

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma printed on artificial parchment, with the graduate's name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2. Those who desire the latter should forward the necessary fee at once to the Pharmaceutical Era.

SHOP TALK

PRACTICAL EXPERIENCE.

Labels on bottles and boxes are school-books and teacher to the boy who undertakes to learn the drug business by process of absorption. Tommy, Brown's new boy, made such use as he could of these pharmaceutical data, and in a short time he had tugged away under his cap a curious collection of verbal lumber. It was no doubt, real knowledge, but as yet it was of extremely doubtful utility.

The head clerk encouraged him to look up some of the names in the dispensary, but progress was slow and uncertain. When fully one-half of the words in a sentence had no meaning for us, our reading somehow does not take hold. To a savant, the synonyms of castor oil and the formula for ricinoleic acid may be very interesting and illuminating, but to a child who has been hastily weaned from school at the age of thirteen, the effect is apt to lack inspiration. The boy soon picked up considerable knowledge of the outsides of bottles but his information commonly failed to penetrate the stoppers.

Absorbing knowledge from labels is, however, comparatively safe. The so-called "practical" method of instruction is probably more effective, but it is not so innocent, at least Tommy found some hazard in it. He learned very thoroughly that a cylinder charged with carbonic acid gas must be treated with due respect, but the process by which his knowledge was acquired will scarcely recommend itself to educational experts.

Frank, the junior clerk, wished to get away early to the ball game.

"Say," said he to Tommy, "have you charged the fountain yet?"

"No," said the boy. "I didn't know I was to do it." "Well you'd better get at it, then. And you'd better be quiet about it, for Mr. Brown won't like it that it hasn't been done before."

"I—I don't know if I can do it alone," said Tommy. "Oh, pshaw! You know how. Why don't you get that kid to help you?"

"Who, Fred?"

Frank nodded and was off. So Tommy stole down the cellar stairs, opened the door into the back yard, and whistled for his crony, a boy of inquisitive and adventurous turn of mind, and some years younger than the regular factotum of the store.

"Want some fun?" inquired Tommy.

"What is it?" said his chum, making a dive into the dark doorway.

"You see that handle?" explained Tommy. "You jiggle it back and forth—like this—when I turn that thing over there. You want to work it good and hard, 'cause if you don't—"

"What'll it do?" asked Fred eagerly.

"Splode!"

"And what then?"

"What then! You don't want to be around when it splodes, that's all."

"Why, what'll it do to you?"

"Blow you all to slivers. There was a man in Biggs-ville—Frank told me about him—he ran a dray—he had one of those things—it was hot, in July—I don't know what that had to do with it—it fell off onto a stone, and it—"

"Busted!" prompted Fred jumping up and down in his appreciation of the exciting situation.

"That's what it did, and what's more, it blew him—the man—all over town. They had to pick him up in a basket—and they haven't found all of him yet."

"Gee!" said Fred, eyeing the cylinder with great interest. "Do you think she'll go off?"

"I don't know, but you want to keep the thing going when I tell you to."

Fred tested the rocking apparatus and stood eager to begin. Tommy gave the cylinder valve a slight twist and stepped back to watch the gauge. He did not know that unless he also opened the valve into the fountain reservoir or something gave way, there would presently be several tons of pressure in the connecting tube.

"Hey, Fritz! What are you doing? Jiggle it—jiggle it, man!"

A loud report and a hiss of escaping gas cut short Fred's frantic exertions.

"Run Fritz—for your life!" shouted Tommy and shot through the basement door, over a pile of boxes, through a jungle of burdocks, over the high fence, into the yard and street beyond. When he ventured to look around he saw the courageous Fred several blocks away streaking down the centre of the street, and in his eagerness to keep a few fragments of his small body together, making as close an imitation of Mark Twain's whizzing jack-rabbit as human limitations permitted.

Tommy looked at the store with expectant horror. He wondered where the head clerk would come down and if Mr. Brown would break into many pieces. But nothing moved or happened, and presently the boy stole around the corner to get a look at the front. The windows did not bulge out the least bit, and the sign swung peacefully on its hinges.

The boy plucked up courage and cautiously peered into the cellar. There was the apparatus exactly as he had left it. The hiss had long since died out, and the cylinder had never looked more innocent.

The soda fountain expert tiptoed to the valve and turned it down firmly. Some fifteen minutes later a very much subdued boy appeared at the prescription desk. When the head clerk had finished and adjusted the label which occupied his attention, he looked up. "Well!"

"Mr. Thompson," said Tommy, "There is something the matter with that soda thing down stairs."

"Who told you to meddle with that?"

"Frank said I was to get it ready."

"Oh, it was Frank, was it?"

As the head clerk surmised, the safety disk had blown out and the cylinder was quite empty.

Tommy's mother did not hear of her boy's exploit until some months later, and then it was too late to be alarmed.

CUTTING MANAGES TO KEEP AHEAD OF THE GAME.

"How much do you charge for Quiller's Qualm Queller?"

"Eighty cents," replied the druggist.

"Eighty cents! And Cutting advertises it for sixty-seven."

"But you know, Mrs. Brown," suggested the man of drugs mildly, "that it is a dollar preparation and—"

"That doesn't make any difference. I'd like to know what right you have to charge us more than anybody else."

"We try to give our customers the best of everything."

"They all say that. My family has traded here for years, and yet every Tom, Dick and Harry can go to Cutting's and get things for less money. If that's the way you treat old customers—and good pay too—I'll go somewhere else. No, sir! My money is worth as much to me as it is to you. I suppose you would charge me two prices for this prescription too." At the thought of this added indignity she flounced out of the store.

The druggist sighed but said nothing. The evening of the same day: enter Mr. Brown, husband of Mrs. Brown.

"How much would you charge for filling this prescription?" he inquired.

"Seventy-five cents," replied the patient pharmacist after studying the formula a moment.

"I thought so."

"Do you want it filled?" asked the man of drugs.

"I see it has been filled before. That is Cuttings' stamp, I believe."

"No thank you," said the old customer. "Mrs. Brown had it made up today. Cutting charged her two dollars for this, and then gave her a bottle of Quilley's Qualm Queller for sixty-seven cents."

"Yes, that's the way he does it," observed the druggist.

IS IT THE MILK OF HUMAN KINDNESS?

Adjusting yourself, immediately, spontaneously, to the peculiarities of your customer, no matter what his class, is something a college of pharmacy does not teach. It can't. It is a pity that every pharmacy student cannot spend at least a half-day in Charles S. Erb's store at Sixty-fifth street and Amsterdam avenue when that gentleman is behind the counters. Secretary of the board, head of a half dozen associations and orders, he is a busy man. With all that he spends many long days in his store, sometimes alone, except for the porter and the dog. And the way he hustles around is as big a caution as his comfortable manner of handling customers is an inspiration. It's more fun watching and listening there sometimes than at Weber & Fields. There are the humorous incidents of twenty minutes there on last Thursday afternoon. Mr. Erb was alone.

Man with young son who had his hand bound up. Undid wrapping.

"Sliver, eh? Yes, I see; it's out all right. Looks good and bad too, don't it. Better use sweet oil instead of vaseline, and bathe it with hot water. Don't mention it."

Turning to one of half a dozen who had congregated meanwhile:

"What is it for you?"

"Please, sir, my ma wants some black paper, a black envelope and a black stamp. Baby's dead."

Mr. Erb was all sympathy, hiding his amusement to spare the child's feelings.

Young woman, about twenty. "Please, I have a bottle of perfumery for twenty cents that I got here. Can I exchange it?"

"You most certainly may. Now what will you be best pleased to have?"

"Well, I believe you'd better do the choosing."

"Oh, have you any violet soap?"

"Yes, ten cents a bar. Two bars?"

"No, one. Let's see, have you got a sleeping powder?"

"Yes, ten cents."

"I'll take that, I guess. No, I don't want this soap. I'll choose a cake for five cents."

By this time Mr. Erb had waited on two other customers. His voice came from behind the prescription case.

"All right; give you sleeping powder, soap, and five cents in change. How will that do to save time?"

"Oh, Mr. Erb, I'm sorry to take so much of your time."

"It's all right, only—"

"Shall I charge this or will you pay for it now?"

He was calling to a young woman just going out.

"Oh," she stammered and came back.

"A quarter. Thank you. I caught you that time, eh?"

Then Mr. Erb picked up his conversation with the sleeping powder girl.

"Only that is the cheapest way I thought."

"I know your time is valuable. I am sorry—"

"Now, don't you care; you stick by me long enough and I'll get even with you."

And she went out, smiling.

Telephone bell rang, and we saw a sterner side.

"Hello! — & —? Yes. Now if you do that I shall be very angry. You have made too many mistakes. I ordered a ten-cent size and you sent a six-shilling —. What? New girl? Well, that's not my fault. You must send what I order or I'll send it back. I won't take anything I don't order. Is that plain enough English?"

He rang off.

"Here, you're trying to go away without paying me, too, are you? What is this, a conspiracy? Guess I'll have to keep the dog at the door."

Another woman came back in confusion. But she went away smiling, too.

A man with his back to the stove started to tell that he had often forgotten to pay, too.

"So have I," said the pharmacist.

Traveling man.

"In a hurry today and can't talk. Send around a box, though. Do I get it through your house direct or through the jobber? Jobber? All right."

Child returning bottle citrate of magnesia. "There's five cents on this," she said.

"I don't see it. Guess you mean five cents for it, don't you?" The little one smiled bashfully.

Fourteen-year-old girl handed Mr. Erb a paper.

"My mother wants you to read that."

"I know what it is without reading it."

"Bet you don't!"

"Bet I do. She wants to know how to use it?"

"That's just it! How'd you know?"

"Oh, I just knew. Tell her same as she did before; just rub a little in her scalp."

Mail man handed him a letter.

"Thank you, Linnie."

And so on. Not a moment was lost while he replied to the many questions. He talked from wherever he might be at the moment. His customers are nearly all of the middle, working class, and they all like him.

He came around to where the Era man stood. "Yes," he replied to a compliment, "and I like it. Lots of fun if you have the right disposition. And they like it."

As the Era man went out Mr. Erb was "jolly" a caller, trying to get him out to the "Chapter" next night. The store does a very big business, and its ever-pleasant, lightning-moving proprietor is largely the cause.

HOW MRS. McGRONE REGULATED THE THERMOMETER.

An uptown druggist took it into his head to combine advertising and philanthropy. His neighborhood contains the working class, largely. An epidemic of colds had been going around.

The druggist gave each of his customers a thermometer, of course bearing his advertisement, and told them how desirable it was to keep the mercury always at a certain point.

One day Mrs. McGrone came into the store. "Good mornin' to yez," she chirrured. "Good mornin', Mrs. McGrone," the druggist replied, "and how's the thermometer today?" "Ah, its a foin' thing, sur, to be shure." "And where do you keep it, Mrs. McGrone," he asked. "A shwingin' from the chandler, sur," she answered. "It's fine, that is," said he. "And what do you keep it at—the number, I mean?" "At sixty, always, sur," she said. "Good again!" he said. "And do you find it always so easy to keep it there?" "Oh, inlaid it's not hard at all," she assured him. "Whenever, an' especially after the gas is lighted, it gets too warm, I take it out in the yard an' cool it off a bit."

The Advice of Friends.

The advice of friends is a good thing to listen to in matters of business, but it is a very sorry prop for one's support. "Each man builds his own house and lives in it." Success comes of self-reliance. No two friends will advise precisely alike as touching any one thing. He succeeds best who with ax in hand cuts his own way.—Printers Ink.

PILLEM'S ASSOCIATION EXPERIENCE.

By PEHR LIGNELL.

MY friend Pillem, is a cutter; not of the mean, contemptible kind, but simply an up-to-date druggist.

When he first came to Drugville, buying out an old fossil druggist, he found to his delight, that all of his competitors were old fossils too; or rather he found out that fact before he bought the store, and that decided him to settle in Drugville.

Drugville, is a city of medium size, and the drug business had been conducted on neighborhood lines for years, i. e., people went to the nearest store, as none was more prominent than any other. Now, that is where my friend Pillem saw his opportunity. He advertised, he improved the looks of the store, took special agencies, and in every way he made "The Palace Pharmacy," a shining light.

Soon the people were seen "steering" for the Palace Pharmacy when they wanted drugs, etc., and my friend Pillem prospered. Of course he "cut," that is, he sold patents at city prices, being in a city. All these things greatly disturbed the old druggists; they talked it over, they—well, they did not include Pillem in their nightly prayers, and never by any chance recognized him on the street. And Pillem did not care one way or another; he was attending strictly to his ever growing business.

As a result of the other druggist's uneasiness, there appeared on the scene a representative of the Universal Association of Drug Peddlers. He was smooth, he was plausible, he was "large of stature" as per requirements. He called on Pillem. Now Pillem has always been a man who believed thoroughly in associations and, in short, in everything that would help to advance the interests of his profession. He was thereupon glad to meet this gentleman; he easily fell in with his ideas; he became enthusiastic.

A big meeting was called; all attended. Pillem was unanimously chosen president; he was flattered and could not for the life of him comprehend all this cordiality, good fellowship and expressions of friendliness from his erstwhile enemies. He went to work on this association matter, worked hard and would not stand in the way of reform and any possible advance of the drug interests. Prices on all dollar goods were fixed at 95 cents; others in proportion. That meant, of course, an advance of eight or ten cents over Pillem's former prices, but there was the good of the association to consider of course and a small matter like that could not be of any moment; so matters were thus arranged.

Things went along smoothly, at first; an era of good feeling set in among the druggists, borrowing was more frequent. Were they not all friends? Pillem felt good and thought his competitors had at last discovered his good points; it felt good to be appreciated, really it did.

Now Pillem had a system for his store that would show him the sales, increase and decrease of every department, etc. I have always had it as my own private opinion, that Pillem's success denuded more on his perfect system, than on anything else, but that is aside. One day when I dropped in at Pillem's as I often did to admire his way of doing business, and if possible absorb some of his ways myself—one day, as I said, I dropped in. There was the usual buzz at the fountain, the cash register went at a continual "cling-clang," clerks were all busy and the whole store wore a prosperous look. Pillem himself sat at his desk, busily figuring. Thinking that he was figuring his profits I did not want to disturb such a pleasant occupation, and was slowly wending my way towards the door when one of the clerks stopped me, saying that Mr. Pillem wished to see me.

Pillem is a very agreeable man, when he wishes to be, and after fishing out some good two-fers and lighting them up., he finally brought the talk around to drug topics. Wanted to know how "bizz" was,

I told him that as far as my store was concerned it was slightly on the increase. "What is on the increase," he said. "What line of goods are selling better than usual," he queried.

When I came to think it over I could not tell him precisely, I merely thought that the receipts were better, that was all. "That is the usual way with you fellows," Pillem said. "Don't know what you are selling or whether you are making money or not." Pillem is a little outspoken at times, and apparently does not care a fig if you get offended or not. He went on to tell me that his patent medicine business had fallen off about half. "Tell you what," he said. "You fellows have worked a confidence game on me all right," and Pillem winked knowingly. "Don't you see," he went on. "I was selling patents at 82 and 85 cents, now I sell them at 95 cents; my expenses are the same as when I sold them at 85, but my sales are halved. I do not take much figuring, to see how much money I am losing. In comparison with my former sales I am getting ten or twelve cents more for each sale, but as my sales are now only half of what they used to be, with the same expense, I am out on this deal. Then you must remember that all of my competitors are selling at the same prices as I do—and that easily accounts for the falling off in sales. They are getting only 95 cents whereas they used to get a dollar, but their trade has increased correspondingly as mine has decreased."

"Another thing," he continued. "Part of the advertising value to me is lost inasmuch as the public can now get patents at the same price everywhere. Formerly they had to come to me, and I consequently sold them other goods that they now buy in the stores where they buy their patents. And to cap the climax, I can not get out of this agreement any more for the U. A. D. P. would stop my supplies."

As I went back to my little suburban store I could easily see Pillem's position from his standpoint. We the small druggists sold more goods at a slightly smaller price on patents only, whereas Pillem lost most of his patent medicine trade and a lot of other trade in the bargain.

Some months after this a representative of the U. A. D. P. arrived in our city again and called a meeting. After recounting the benefits we all were reaping from the association and our agreement and getting another liberal contribution for his association, he proceeded to spring another scheme, this time for the price of counter goods.

Why, asked he, were we satisfied with small prices and continual bickerings among ourselves in regard to prices on common drugs and chemicals, why not get together and establish a schedule on that too. I became enthusiastic and, in fact, so did we all. The idea! Why had we not thought of that before? Everybody was forming trusts and organizations of every kind and here were we, the druggists, who considered ourselves educated men away behind common laborers when it came to a question of profits.

Pillem tried to get a word in edgewise, but he was hardly given a hearing. The question was barely discussed, so impressed were we with the idea and what it promised for us all, that we were afraid that something would come between us and its possible execution. The vote was taken and the resolution was adopted in a minute; a committee was appointed to agree on prices; and the meeting adjourned.

By and by I received my little book with association prices, and after perusing it, I must confess that my former enthusiasm cooled considerably. The prices were considerably lower than those I had been in the habit of charging. But, thought I, here is the reason why So-and-So at the next corner has got so much of my old trade away from me—he was on that committee. I never thought that he would sell at those prices, but he must have done so, for he was no doubt instrumental in getting the other members to agree to this and again I blessed the U. A. D. P. as our saviour.

I might have gone on and continued to ask my old

prices and never have known at what prices my competitors were selling their goods, but now I knew at least, that they were not selling at prices lower than these, and if I had lacked this assurance, I might have continued to ask my old prices, and thus have permitted the trade gradually to get away from me.

As I have mentioned before, Pillem had a way, often disagreeable, of saying things that hurt one's sensibilities. Now, one of his most repeated sneers at the ordinary druggist was that he did not take an inventory every year, nor had any so called system about his sales, to ascertain his profits in different departments. About this time, I began to think that there must be some truth in his savings; my sales were about the same, still my bank account was slowly diminishing. I forgot to mention that what had jarred on me, when Pillem had been funny at the expense of the average druggist, was that I was one of those who did not take stock and had no particular system.

You see, my store was an old one, that I had bought; the trade had always been about the same and my clerk had been with me for years, many many years, so that I did not even have a cash register. And really, I had never seen the use of taking stock or in having any system of sales by departments, etc. Since I became acquainted with Pillem, I had often thought about his way of doing business. He was not content like the rest of us to make a bare living; he wanted profits which he later no doubt intended to expend for steam yachts and automobiles. But as for me, I was going to-day about the same as I did—well never mind now how many years ago it was, that I bought this store—I lived well; that is, considering the living my friends and acquaintances were getting, many of them. I had often thought with pride, much smarter than I ever was. But lately I had often thought that even I might have made a big strike if I had not been so very conservative, and if I had taken advantage of opportunities.

Anyway, the last twelve months, my sales had been about the same, and my bank account slowly getting lower. I therefore bethought myself of Pillem's way of taking inventories, and finding out where I really "was at."

My old clerk and I had the most strenuous life for a couple of weeks after that; we took an inventory, and it was really a voyage of discovery. I had stock the existence of which I had never been aware, and many articles were of no earthly use as far as selling was concerned; they might have been of some use in a museum. On the other hand, I found as I said things that I did not know I possessed; for instance, we found a full barrel of cod liver oil hidden in the basement, and here we had been buying it in half gallon lots at famine prices.

The result was not so very far out of the way. Of course, I did not have so large a stock as I thought I had, and my complacency was knocked out of its grooves a little, but the result was a puzzle; my stock was smaller than I thought and also my usual yearly bank account, while the sales were about the same. Now, where was the trouble?

One night I went down to Pillem's; the Palace Pharmacy was as brilliant as ever; the fountain was buzzing as usual; the cashier was "ting-linging" the cash register, and business was—but really, when you gave it a second look, you were made aware of some changes. What was it? I thought that more clerks than usual were off at night, or perhaps they were in the prescription room. Trade too seemed a little slower—or was it only temporary. Pillem was at his desk as usual and greeted me with his kindly grin. "Well, been on your vacation?" said he, "haven't seen you for long time." I told him that I had "been taking stock, not, it must be confessed, without some pride in the fact that I could mention it to him casually like, for I had always thought that Pillem supposed I did so annually.

Pillem handed me a cigar, waited till I had lighted up and said with a decided wink, "I rather think that is what most of the druggists have been doing lately,

altho' it is a funny time to take stock at this time of the year." I told him that I did not know if others had done so or not, but that I had, and that I had come to him for advice. You see, Pillem, and I were located very far apart; I was on the other side of the river in the factory district while he was away downtown.

He winked again quizzically and I could not see what he was driving at, at all, till he said, "Do you not note some difference in the store here?" On my confessing that it seemed a little slack, he continued "Yes, guess it is a little slack—sure enough—have let three men go the last month and am just clearing expenses." I told him about my experiences. "Yes, I know!" Pillem said. "That is about it, you are doing about the same business as usual and making less money than usual. I am doing less business by fifty per cent. than usual and am making no money. Don't you see where your agreement on counter goods is taking us? The secret of my business was lower prices than the others, and I could make money only on account of the volume of my trade, considering my large expenses. The secret of your success, on the other hand, was higher prices even if your aggregate sales were less. Now by coming down to my prices on counter goods, you make less profit on them and lose five per cent. besides on your patent medicine sales. The expenses being the same as you always have had them. The public don't have to walk any extra blocks now to get better prices, the prices being the same in every store. We are all flat down on a level, something like the English labor unions, suiting our pace to the slowest worker. Advertising does not count, brains, do not count, fixtures do not count nor ability, the people know that the prices are the same all over, and why then should they patronize anybody in preference to anybody else? The only solution would be to close half of the stores but who is willing to close, and how would he dispose of his goods?"

"Do you know what will be the result of this, for the drug business?" he asked. "Yes, the result will be easy to foretell; there is soon going to be another war, and a worse one than the drug business has ever seen, and if that fails, all the men of brains, business ability and push will quit the business for good leaving it to you old mossbacks. If they do, how will the drug stores of the future look? Yes, like the small candy stores of to-day, small holes in the wall."

"Well," said I, "what are you going to do? Are you going to be content with your present business, or what will you do?"

"I will tell you in confidence mind you," said Pillem. "I am not the only one in the business who feels that he is done; there are lots of others, my boy, and we are almost ready now to revive the business. The past six months we have been organizing on our own hook; we have equipped a large factory to make patents, about six or seven hundred different kinds. These will be handled by us only and advertised extensively. Regular patents will be bought through brokers and sold at flat cost, as an advertising feature, and if any association will interfere with our chemicals or drug supplies, we can fix them easily through brokers too, no fear of that. In that way we will be entirely independent of any old association.

You fellows who are out in the cold will try to sell the regular patents at full price. As you cannot compete with us on prices, the public will naturally pass your stores as they did before this association existed. The cut prices on patents will draw them to our stores. Besides, we will sell a lot of the new patents we intend to make and sell with hardly any competition. Then again we can sell counter goods at any price, away below your prices anyway, and let me ask you, where will you be? You are not the only one of the small druggists who are awaking to the fact that bank accounts are getting smaller, while the work is the same."

Now, this did not sound very encouraging and to make a long story short, I understand from Pillem

that he and the other "big druggists" will start their new scheme the first of the year. I am very anxious to know how it will work.

QUALITY VERSUS PRICE.

Druggists are beginning to place more emphasis upon superior quality than upon low prices in their arguments for trade. The cutter still follows the beaten track, and continues to call customers with the old "I sell cheapest" cry. With the disappearance of price-cutting we may expect to see more druggists ignoring the price argument and insisting upon quality. Here are a few examples of what some enterprising druggists have done in the way of publicity without classing themselves among the "cheap":—

From a booklet of the Palace Drug Store, Carson City, Colorado:

"Questions often arise in people's minds concerning the quality of drugs used in prescriptions, and the ability of pharmacists. Oftentimes this question is right and natural. The compounding of a perfect prescription is the result of years of study and practical experience, and the use of only the purest and freshest drugs. At our store you get the benefit of years of experience, and we guarantee no substitution nor impure drugs. We would like to fill your next prescription. It is to your advantage."

Con De Pree, druggist in Holland, Mich., prints upon his letter heads, checks and blanks, the following motto:

"The Best is None too Good. Especially in Medicine."

The same principle is employed in some of the best advertising prepared by the M. P. Gould Co. From a booklet on "Quality":

"The greatest thing in the world is not the saving of a few pennies. There is a saving which does not save. In drugs and medicine quality is of the first importance every time. Nothing else is of any importance. The size of a bottle of medicine has nothing to do with its cost, or its real value."

"Is there any profit or satisfaction or reason in saving possibly several cents on a prescription and getting medicine of an inferior quality? Medicine prepared from drugs of an inferior quality, by careless or hurried or inexperienced clerks is costly at any price."

"How can a druggist charge a lower price for filling a prescription than perhaps only one of the drugs in that prescription costs (if the purest quality is used), and still claim to do prescription work of the highest quality? On the face of it there is something wrong. Look for quality in prescription work—not price."

From a slip distributed by Albert E. Marsland, Brooklyn:—

"We are not angels; nor do we claim many of their attributes; but we do work always and faithfully to carry out to the best of our ability the intentions and wishes of physicians who write prescriptions and direct them or allow them to be brought to us."

"Our Prescription work is of a consistent character and we would welcome, right in the midst of any part or process of our work, on any prescription, the physician who wrote it."

WHAT DID THEY DO WITH IT?

At an auction sale of unclaimed packages, the accumulations of a year by the Adam's Express Co., at its Boston office, one buyer secured for twenty-five cents a box containing a dozen bottles of a remedy good for every ill under the sun—a remedy rarely heard of these days. The stated price put by the manufacturers on each bottle was seventy-five cents. A college chap bought for sixty cents a box which proved to contain half a dozen bottles of a beef blood diet, the wrappers on which gave the price as a dollar a bottle, and the package further contained several bottles of a remedy for indigestion. There was much general fun at the sale.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Castile Soap.

(S. K. J.) White castile soap is the only kind officially recognized by the Pharmacopoeia which requires that it shall be prepared from soda and olive oil. A sample of soap which responds to all of the requirements of the Pharmacopoeia may be said to be perfectly pure. Marbled castile soap is harder, more alkaline, and more constant in its composition than the white variety. It contains less water than white castile soap and while, therefore, stronger and more economical for many purposes, it is less pure, the impurities arising from the veins of marbling and consisting of ferruginous matters introduced in manufacturing. Similar criticisms may be made against the commercial varieties of the so-called "green" castile soap.

The manufacture of genuine marbled castile soap in European countries is described by Gathmann ("American Soaps") as follows: Olive oil (from the second pressure of the fruit) with or without the addition of other oils, is saponified with lye at from 10 to 20 degrees B. Coloring matter is then added, such as copperas (sulphate of iron), which, together with the sulphur compounds either present in the crude soda or otherwise added afterwards, causes a greenish black color by the formation of ferrous sulphide. The marble formed by these materials changes to yellow on exposure to the atmosphere. The soap is grained on strong lye, which contains considerable salt in solution, and the waste lye is then run off. It is then once more boiled on strong "salted" lye and the waste lye drawn off again. Fresh lye of 22 to 25 degrees B. is then added and the soap boiled until saturated with alkali and strongly boiled down. A little water is then carefully added to bring the soap to the right condition for marbling, or successive portions of lye gradually decreasing in strength, are used for the same purpose. The soap is then run into large wooden frames and left to crystallize, in order to form the marble. (The coloring matters collect in non-crystalline portions).

For white castile soap the process is the same, but omitting the coloring and thinning the soap for "setting," first with lye at 6 to 7 degrees and then with still weaker lye, and at last with water.

Of course there are variations from this process, as well as in making all other soaps. The appliances and lye used in the foreign countries are very different from those used in the United States. The lye is still made to some extent from kelp, or more frequently by causticizing soda ash. Differently prepared lyes are used for different operations, and the boiling of a batch of soap over the open fire still used there, and the many changes of lye, generally take from three to four days.

It will be noticed that the mottle is produced from the same cause in true Castile soap as in "German Mottled," only the conditions required for mottling are brought about in different ways, for while



E. F. TROLINGER, Belle Buckle, Tenn.,
Secretary Tennessee State D. A.

in the former the soap is boiled to a grain and then thinned with lye or water, the German Mottled is made by boiling on pickle or soap already containing too much water. In order to make the mottle more intense, coloring matter may be added to the soap.

Soaps that have been boiled down immediately after saponification, without settling, invariably contains some free alkali. For this reason sulphate of iron, which was formerly employed as coloring matter in such soap, was added in such a manner as to combine with the free soda, thereby setting the iron free to form the marble and also neutralizing the free soda present. The oxide of iron and other similar pigments now generally used do not possess this neutralizing action.

We are not familiar with the brand of soap you mention.

Oilcloth Coats.

(St. Pierre, Miquelon). The manufacture of oilcloth coats is, we confess, wholly out of our line and those engaged in the business refrain from giving out any of their trade secrets. The best we can do, therefore, is to give some formulas collected from various technical publications which may prove of assistance by suggesting to you possible lines of experimental work. We cannot answer for the practicability of the formulas.

"Oilcloth coats or seamen's "slickers" are made ("Workshop Receipts") by first dipping the material, preferably fine twilled calico, in bullock's blood. The material is then dried in a current of air and two or three coats of raw linseed oil, containing a little gold size or litharge, applied. After each application the cloth should be allowed to dry thoroughly before the next one is applied, the drying operation being conducted in a current of air, and in a place protecting the cloth from both sun and rain. "Oilskins" made in this way have stood the wear, both here and in the tropics, for years.

(2) Istinglass, alum soap, equal parts; water, sufficient. Dissolve each separately; mix the solutions and apply to the cloth on the wrong side. Dry, and brush the cloth well, first with a dry brush and then lightly with a brush dipped in water.

Oiled Muslin is made by stretching suitable pieces

of colorless muslin upon frames and applying to it a varnish made from 6 parts of boiled linseed oil, $\frac{1}{2}$ part rosin, and $\frac{1}{8}$ part turpentine. Another varnish for the same purpose is said to be made by boiling 6 parts of oil with $1\frac{1}{2}$ parts of litharge and $\frac{1}{2}$ part oxide of lead. The glossiness of the fabric is produced by passing the cloth between heated rollers, a piece of the damp but very smooth fabric being placed on either side of the oiled muslin. It is said, too, that the composition of the mixture with which the muslin is coated requires alteration, according as the finished fabric is to be used in a cold or warm climate, or in winter or summer. The manufacture of these articles is not without some risk, as the rapid drying of fatty oils in contact with combustible material may cause spontaneous ignition.

Flexible Varnish for Cloth.—(1) Linseed oil, 1 gal.; dried zinc sulphate and sugar of lead, of each, 3 ounces; litharge, 8 ounces; both, with constant agitation, until the mixture "strings" well, then cool slowly, and decant the clear portion. If too thick, thin down with quick-drying linseed oil. Apply with a brush. (2) A varnish for preparing "oiled muslin" may be made from 6 parts of boiled linseed oil, $\frac{1}{4}$ part rosin and $\frac{1}{8}$ part turpentine, or by boiling 6 parts of linseed oil with $1\frac{1}{2}$ parts of litharge and $\frac{1}{2}$ part of oxide of lead. The varnish is applied to the muslin stretched on suitable frames. The glossiness of the fabric is produced by passing the fabric between heated rollers, a piece of damp but very smooth fabric being placed on either side of the oiled muslin.

Liquid Depilatory.

(R. J. M.) We know of no satisfactory depilatory in liquid form. Most all of the depilatories recommended at the present day, and the Era has published a great many formulas for this class of preparations within the last eighteen months, depend upon the presence of a freshly prepared sulphide, and are usually applied in the form of a paste. A typical formula is the following, from Martindale: Barium sulphide (in fine powder), 1 to 3 parts; powdered starch, 3 parts. Mix. Make into a paste with water at the time of using, spread over the part required, and remove at the end of ten minutes. In a similar manner, Queirel has found calcium sulphide extremely useful in removing hair, especially from the field of surgical operations. The calcium sulphide is applied in a thin layer, like a paste, and rinsed off with tepid water in five minutes, rubbing lightly with a cloth. The hairs wash off with it, leaving the surface smooth, without irritation or inconvenience of any kind, except the rather unpleasant odor of the sulphide, which can be disguised if so wished. The hair soon starts to grow again, however.

The following, from the Pharm. Post, and which we give for what it is worth, is a formula for a

Liquid Depilatory.

Tincture of iodine	..... 6 parts
Oil of turpentine	..... 6 parts
Castor oil	..... 8 parts
Alcohol	..... 48 parts
Collodion	..... 100 parts

To be used once or twice daily for 3 or 4 days. The film formed is then pulled off rapidly, so as to take the hair with it.

Buckberry Bark.

(H. L. S.) "Buckberry," also known as the "deerberry" or "squaw huckleberry," is one of the synonyms for *Vaccinium Stamineum*, which is described by Britton and Brown ("Illustrated Flora of Northern United States") as a divergently branched shrub, 2 to 5 feet in height, with pubescent or glabrous twigs. It is found growing in dry woods and thickets from Maine to southern Ontario and Minnesota, and south to Florida, Kentucky and Louisiana. The leaves are astringent. We do not find buckberry bark listed in any price list at our command.

The name "seedy buckberry" is one of the synonyms for *Xolisma ligustrina* or privet *Andromeda*, found growing in Canada and the eastern United States.

NEWS DEPARTMENT.

AMONG THE BOWLERS.

Pegging Away.—Detroit Doing the Best Work.—
Phenomenal Average of Siffer of Parke, Davis
& Co., Detroit.

There was some good individual work in the wholesale drug trade tournament. McGillen, of the Lanman & Kemp five, leading with 237, the record mark of the tourney. Kemble's steady anchor work landed two games for the National Lead Co. The scores, teams and highest individual averages, are:

Lanman & K. 816	722	691	Nat. Lead.	786	730	795
McGillen	237		Kemble	199		
Dodge & O.	863	763	825	Roessler & H. 755	805	800
Howe	204		Hamann	184		

Standings:

W. L.	W. L.		
Seabury & J.	6 0	Lanman & K.	4 5
Parke, D. & Co.	5 1	Dodge & O.	2 4
National Lead.	6 3	Sharp & D.	2 7
Bruen, R. & Co.	3 3	Roessler & H.	2 7

Detroit, Dec. 8.—Scores of 200 or over are becoming a regular event at the weekly bowling tournament. Dr. Siffer, a new recruit on the Parke, Davis & Co. team, did some phenomenal bowling at last week's games, having the remarkable average of 207 for the three games. This team is conceded to be the best amateur team in the city. The team scores and the highest individual averages:

Parke, D. & Co. 889	848	876	N. B. & Co. 767	869	768
Siffer	230		Ludwig	205	
Mich. Drug Co 709	770	695	Ingram & Co. 610	786	743
Cole	164		Smith	209	
Stearns & Co. 667	770	695	F. W. & Co. 890	720	639
Haggerty	164		Gendernalik	213	

The standing:

W. L.	W. L.		
Parke, D. & Co.	19 2	F. Stearns & Co.	11 10
Nelson, B. & Co.	12 9	F. F. Ingram & Co.	6 15
Mich. Drug Co.	11 10	F. W. & Co.	4 17

Baltimore, Dec. 8.—The Baltimore Drug Trade Bowling team club again showed last week that it is composed of excellent material, which can be depended upon to make a good showing alongside of any other quintet in the city. Last week's scores:

Jas. B. & Sons. 683	803	783	S. B. & Co. 780	773	781
Holzerman	200		Winkelman	203	
M.C. & Co.	923	757	768	Roots & H. 829	809
Brauer	254		Smith	214	
C. Drug Co. 538	694	628	S. & D.	742	786
Smith	148		Dohme	199	

Standings:

W. L.	W. L.		
Jas. B. & Sons.	20 7	7 Sharp & D.	13 14
McCormick & Co.	18 9	Stanley B. Co.	12 15
Roots & Herbs.	17 10	Calvert Drug Co.	1 26

DR. CHARLES ST. JOHN, who was killed in the Philippines, was buried from the family home at Buffalo, N. Y., last week. A detail of regulars from Fort Porter acted as an escort. Dr. St. John was killed on May 22, 1901, at Parcele, in a brush with the Filipinos. He was 35 years old. He was a graduate of the University of Buffalo, was formerly a pharmacist and worked at J. A. Lockie's, and later had charge of the pharmacy of the Fitch Hospital, afterward becoming house surgeon there. At the beginning of the Spanish-American war he was appointed a contract surgeon in the army.

OBITUARY.

HENRY MARTIN WHITNEY, long actively identified with the Massachusetts board of pharmacy, died at his home in North Andover, on December 2, from a complication of heart and kidney troubles. Mr. Whitney, who reached the age of seventy-five in August last, was born in Winchendon, Mass. He began in the drug trade in the employ of Carleton & Hovey, Lowell. About 1850 he moved to Lawrence and became junior partner in the drug firm of Wilson & Whitney. He afterward purchased his partner's interest, selling out eventually to W. H. Glover & Co. When the State board of pharmacy was created, the choice for president fell upon Mr. Whitney. He was zealous, hard-working and did much to benefit and purify the retail drug trade. He was at one time president of the A. Ph. A. and never failed to attend its annual convention. Mr. Whitney's aggressive prosecution of dishonest druggists made him many enemies, but among the better class he was widely applauded. He is survived by his wife.

JOHN DWIGHT, who, as the pioneer manufacturer of bicarbonate of soda, was well known in the chemical trade of this country, died on November 25 at his home in New York City, from paralysis. He was born in 1819, in South Hadley, Mass., and, in company with his brother-in-law, Dr. Anstin Church, began the manufacture of bicarbonate of soda in 1846, under the firm name of John Dwight & Co., which, in 1896, became Church & Dwight Co., Mr. Dwight being president. He was an elder in the Presbyterian Church, and a philanthropist. He leaves two sons and two daughters. One of the sons, John E., is second vice-president of the Church & Dwight Co.

DR. CYRUS EDSON of New York, a prominent physician and at one time president of the old New York City board of pharmacy, died at Roosevelt Hospital of pneumonia. He was a son of former Mayor Franklin Edson, and was born at Albany in 1857. He was one of the Columbia crew which won the Henley cup in 1878, the only time America ever had that distinction. A wife and four children survive him.

JOHN MALCOLM HURTT, the son of John B. Hurtt, senior member of the wholesale drug firm of J. B. Hurtt & Co., Baltimore, and associated with his father in business, died on last Thursday, of pneumonia. He was only twenty-seven years old and had many friends. He was raised and educated in Baltimore and entered his father's employ thirteen years ago. His wife and two small children survive.

ROBERT E. PRICE, a first year student at the Philadelphia College of Pharmacy, is dead.

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NEW YORK AND VICINITY.

END OF THE YEAR.

It Finds the German Apothecaries' Society in a Flourishing Condition.—Nearly All of the Officers Relected.

Henry Imhof concluded his first year as president of the German Apothecaries' Society, on last Thursday night, and was unanimously relected. His administration has been an admirable one. The society is on the up-track, as Treasurer Felix Hirseman's report shows, with a surplus for the year of \$429.90, a bank deposit of \$2,522.97, total cash assets of \$2,952.87, and a membership, including 19 associate, 2 honorary and one corresponding member, of 324. The expenses for the year were \$1,957.49, the income \$2,387.39. One member was expelled, 5 resigned and eight died.

This high death rate, 3 1/2 per cent. was deplored by President Imhof, who asked the secret process by which his esteemed predecessor Mr. Schlessner, had prevented any deaths. One member Gustav Ramsperger, has paid dues for more than 50 years.

Mr. Schlessner, as chairman of the legal aid committee, said that the case against their fellow member, August Hitzel, had been withdrawn by the plaintiff's lawyer, who had seen that his client had no case. (This case—purely blackmail—was a suit for \$10,000 for an alleged mistake in selling carbolic acid instead of a liniment, and was stated in the Era last summer.)

Paul Arndt appeared without a beard and the meeting nearly broke up. It is believed he did it to disprove allegations that he is older than he is. He succeeded.

Felix Hirseman adjured watchfulness that no "nigger" get into the prerequisite bill to be introduced by the State association this winter.

A misunderstanding had arisen between Corresponding Secretary Sidney Faber and Mr. Imhof, the latter said. It was over a former member who had gone back to Germany a long time ago, residing there seven years and taking out citizen papers. He had returned to this country and applied for readmission, which had been refused because of a recently passed by-law that no person not a citizen of the United States was eligible for membership. Mr. Faber has questioned the conformity of this by-law with the charter.

The correspondence in the matter was read, and the association, by rising vote, affirmed its confidence in President Imhof. Mr. Faber was not present, but had written that he did not wish his name to appear for reelection. The alleged charter violation will be discussed at the next meeting.

The officers for next year are: President, Henry Imhof; first vice-president, Oscar Goldmann; second vice-president, Max Schneider, of Brooklyn; treasurer, Felix Hirseman; corresponding secretary, George Hoffmann, 427 Garden street, Hoboken, N. J.; recording secretary, Dr. Carl F. Klippert; archivist, Geo. Leinecker; librarian, George C. P. Stolzenburg; trustees: "The Three Carls."—Schur, Kessler and Schlessner. The legal aid committee is Carl F. Schlessner, Carl Schur and George Kleinau. John M. Fischer was reappointed chairman of the trade committee, and, after Felix Hirseman had refused a reappointment, George Kleinau was made chairman of the legislature committee. S. V. B. Swann was reappointed as entertainment man.

A rousing vote of thanks for his long and valuable services as corresponding secretary was given Mr. Faber. William J. Koch and Herman Blohmeyer were elected new members. Leopold Freyberger who had sold his store, resigned. C. Troestler of Brooklyn, an old member, is dead.

THE SHOOTERS' SHOOT OFF TO SHOOT.

The "Shooters' Shoot" is off again. This club, comprising A. A. Stilwell, Brent Good, M. J. Breitenbach, E. G. Wells, Martin H. Smith, M. Mayer, J. G. Monihan, J. Schlicht, G. Blampey and Charles C. Forster, all well known in patent medicine and medical circles, are noted for thrilling experiences. This trip is to Anne Arundel county, Md. Ducks, fun, frolic—that's their slogan. But here is a "welcome," composed by one of their number to the rest:

"Once more we meet upon this shore where sport and game are found;

Once more we grasp each friendly hand and pass the bowl around;

Once more we slap our brother's back in welcome and in cheer;

Once more we see the little ducks as they come floating near.

Once more we fill the old gun up with powder, wad and lead;

Our spirits rise unto the skies—dull care away has fled.

Once more we fill our good selves up, our load is quite a weight;

Our spirits are not rising now, but going down first-rate.

So pass along the loving cup, we'll drink a welcome toast

To each and every Shooters Shoot and our right genial host.

So fill your glasses to the brim and give a hearty cheer;

We're glad to meet upon this shore and meet each other here.

"The Shooters Shoot" are a right good clan, gay and free from care.

Here's to our luck; may many a duck fall to each one's share.

A welcome then, with right good will, we'll drink to Chesapeake Bay.

And year by year we'll all meet here, tho' we come from far away.

Here's Health and Luck, and many a duck to each and every brother.

We'll pass around the loving cup and welcome one another."

GOOD CLERKS ARE VERY SCARCE.

Never were good clerks so scarce. This was illustrated when a clerk left Hegenan's, 200 Broadway, where he was getting \$15 a week, and went to Jungman's, where he was formerly employed, for \$23. This advantage on the good clerk's side is largely contributed to by the activity of the board of pharmacy, as the proprietor, to feel certain that the board will not find a bad sample, is taking greater care that his clerks are not blunderers, and as the small proprietors no longer dare risk being caught out while an unregistered man is in charge. Therefore, he either foregoes the pleasure of going out to his meals and on similar excursions, or, that he may go out, hires a registered man.

MRS. BERTHA CODDING WILCOX, wife of Howard N. Wilcox the leading druggist of Bristol, Conn., is dead. She had been an invalid for many years. She was 32 years old. Beside her husband she leaves a daughter, Helen.

INTERDENOMINATIONAL DRUG COMMITTEE.

Readers of the Era have of late often noticed long accounts about the "Interdenominational Committee to Suppress Drug Addiction," usually in the church news of newspapers. It now develops that this philanthropic movement is purely a sharp business venture on the part of ex-Preacher Dr. W. N. Richie, secretary of the "committee."

The report of this interdenominational committee was widely circulated in October. Appeals were made for funds to free slaves to vicious drugs. A history of the committee's origin was always included, as follows:

"The late Rev. John Hall, D. D., LL. D., of the Fifth Avenue Presbyterian Church, New York, became so impressed with the far-reaching and terrible effects of the use of opium and with a remedy which was discovered by a German scientist, after fifteen years of experimenting, and which came into the possession of the Rev. Dr. Richie of the Presbyterian Church, that he united with the Rev. F. F. Sample, D. D., LL. D., ex-moderator of the Presbyterian General Assembly; the Rev. Dr. Bliss, editor of The Independent; the Rev. Dr. Stoddard, editor of The New York Observer; L. A. Maynard, editor of The Christian Work; the Rev. D. S. S. Baldwin, recording secretary of the Methodist Episcopal Church; Dr. Henry Cobb, secretary of the board of foreign mission of the Reformed Church; the Rev. Dr. Creagan, secretary of the American board of commissioners for the foreign missions, and other well-known men, in having the matter laid before the secretaries of other foreign mission boards. This led to the appointment of the Interdenominational Committee to Suppress Drug Addiction."

The committee's officers were: The Rev. Dr. R. F. Sample, president; Thomas O. Conant, editor of the Examiner, vice-president; the Rev. Dr. Francis E. Marsten, pastor Bechany Church, second vice-president; W. W. Westervelt, lawyer at 33 Pine street, treasurer, and Dr. Richie, secretary.

During an investigation of a late appeal for funds it was admitted by the secretary, the treasurer and the vice-president that the committee was formed solely to further a purely business enterprise of the Rev. Dr. Richie, who for more than five years has been engaged in the manufacture and sale of a secret remedy for the cure of the drug habit.

Dr. Richie's factory and salesrooms are in two rooms in the Presbyterian building, at 156 Fifth avenue. He admitted that he had bought the formula for his secret remedy as a business enterprise, and, through his connection and acquaintance with many well-known religious leaders, through his former connections with the Presbyterian Church as a minister, had interested a large number of them to lend their names to his scheme. He was convicted in October, last year, of unlawfully practicing medicine, and was fined \$75. He was once a pastor of the United Presbyterian Church in West Fourth-fourth street, this city, and then took a Philadelphia pastorate.

Both Dr. Richie and his assistant, Dr. "Lukworth,"—the name is assumed—admit that they are not successful with their patients.

BOARD OF PHARMACY UNDER CIVIL SERVICE?

The board of pharmacy is awaiting a decision by Attorney General Cuneen as to whether that body is under the direction of the Civil Service Commission.

Secretary Birdseye of the commission notified the board last month that the attorney general's decision that the new board of examiners for barbers comes under the commission's jurisdiction was taken by them to mean that their power was the same with respect to the board of pharmacy, and the commission warned the board not to pay any of its employes except upon the commission's approval.

President Brundage, Vice-President Gregory and Secretary Bradt, after receiving an opinion from the board's counsel adverse to the commission's claims, at-

tended a hearing by the commission at Albany, presenting briefs. Attorney-General Cuneen was made referee by common consent.

CUSTOMER OWNS PRESCRIPTION IN HARLEM.

Who owns the prescription, that puzzling old question, was settled, so far as the Harlem Police Court is concerned, on Saturday, when Magistrate Baker told the druggist that if he didn't give up the prescription he would have to go to the Tombs.

A retired policeman caused the ruling. Several years ago he got what he considered a wonderful prescription for sore throat from his family physician. He had it compounded at the pharmacy of James Wood, 2227 Third avenue. Wood sold the pharmacy to the Harlem Drug Store Co. On Thursday the ex-policeman went to the drug store and asked for his prescription, that he might have it filled at a pharmacy nearer his present home. The manager refused to give up the prescription and Magistrate Baker summoned Charles Robinson, a clerk, to court, ordering him to give up the prescription. But when the ex-policeman went after it the next morning he was again refused. Magistrate Baker had Robinson held to court. Then he said to him: "Either you give up that prescription right now, or I will send you to the Tombs to answer a charge of larceny. These prescriptions belong to persons who buy them from physicians and none other. They are left with druggists simply for convenience of both parties."

The prescription was given up. Magistrates have decided like cases before. In Detroit a magistrate decided as did Magistrate Baker. In Cincinnati it has been decided otherwise.

FOR FIVE-DOLLAR ALCOHOL TAXES.

Both the German Apothecaries' Society and the Manhattan Ph. Soc. have endorsed legislative committee reports recommending that the present government \$25 liquor tax and the state \$7.50 alcohol tax be repealed, and a uniform \$5 national and \$5 state taxes be substituted for them, for the benefit of those who wish to sell only alcohol, and do not care to handle liquors.

The two legislative committees will communicate with the internal revenue department at Washington to see what can be done. The various state associations will be asked to take the matter up. The purpose is not so much to secure a reduction in cost to the druggists as to change the classification, which in the case of the government, is that of a liquor seller.

MEDICO-PHARMACEUTICAL LEAGUE OFFICERS.

At the New-York County Medico-Pharmaceutical League's meeting on Friday night at the Tuxedo, the following officers were elected for 1904: President, Dr. A. Ernest Gallant; vice-president, Dr. Samuel S. Wallian; second vice-president, Dr. James Moran; secretary, Dr. Joseph Gutfreund; treasurer, Dr. Samuel F. Brothers; trustees, Dr. Thomas H. Manley, Dr. W. R. Inge Dalton, Julius Kalish, pharmacist; E. Esentrager, pharmacist; William J. Lederer, dentist, and Dr. Eugenie R. Eliscu, Dr. Louis Rosenthal, Dr. Gustavus

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Henderson, E. D. Lawall, pharmacist. Dr. Henry Rock Connor, Raphael J. Moolton, dentist; Dr. Thomas N. Holden, Dr. L. W. Zwisohn, Dr. David Breakes, M. Chargin, dentist; Dr. W. E. Spiecer, Dr. Samuel Tandlich, Dr. Bernard S. Talmei and B. F. Jud, pharmacist, of Jersey City; Dr. Clarence C. Miles, of Greenport; Dr. J. J. Wolf of Koudout; Dr. Emanuel A. Henkle of New-London, Conn., and Dr. Edmund Peaslee Douglass of Groton, Mass.

COCAINE VENDERS "VINDICATED"—FOR A CONSIDERATION.

The Mercantile & Financial Times of 64 Murray street this city, a sheet that exists by writing up men and ventures, the consideration therefore being the purchase by or on behalf of the person or thing written up of a certain number of copies at 15 cents per, had a screed in its issue of November 21, entitled "Unwarranted Attack On Druggists."

The Illinois board of pharmacy's prosecutions of Brendecke, et al, cocaine venders, is the subject, and this alleged newspaper calls it "persecution," "attributable to business jealousy," in a half column of falsehood and trash.

But the luminous part is that the agent for the paper went to Mr. Bodemann, president of the board, first, offering him a mushy editorial in its columns for \$45—the price of 300 copies. Mr. Bodemann's reception of the agent need not be described to those who know him. So the "other side" were offered an editorial, and bought it.

"I hope that Brendecke, et al., paid enough to enable this blackmailing sheet to send a copy to every druggist in the country," writes Mr. Bodemann to the Era.

But the "blackmailing sheet" alluded to does not mail its copies. It ships them by freight to the object of its carresses and the latter does the distributing.

The term "blackmailing," was mildly objected to by the old man in charge at the "editorial" office of the paper, who was seen by an Era man on Friday. "Oh, no! no! oh, no! no! we do not blackmail! Oh, no! no! we would not do such a thing! Oh dear, no!" But he admitted that his crowd were paid for the article.

PUZZLE: WHEN WILL HE GET THE MONEY?

Some serious things are really very funny, for instance, this letter, received last week by the Era from a Rochester manufacturer:

"Gentlemen: We have just received the following rather mysterious telegram:

"For particulars of your customer H. P. Crosher, New York, apply to Pharmaceutical Era, number eight Spruce street, New York.

Drugs. . . 446 P.

"Can you give any particulars of interest about Mr. Crosher? The man we are interested in does business at 66 Greenwich street, New York City, and owes us some \$431. If you can assist us in interpreting the above, we will be under obligations to you."

There is considerable difference between \$431 and the cost of a subscription to the Era, which warns its readers against men of the Crosher variety.

GERMAN APOTHECARIES' FIFTY-THIRD BALL.

The fifty-third annual ball of the German Apothecaries' Society will be held on January 21, at Terrace Garden. There will be no regular dinner. There will be 2,500 invitations sent out by Entertainment Committee Chairman S. V. B. Swann, who anticipates that there will be 1,000 couples in line for the grand march, which begins at 10.30 o'clock.

BOARD OF PHARMACY MATTERS.

Mr. Erb, secretary of the Eastern Branch of the board of pharmacy, was besieged all of last week by reporters for the daily papers. Some one had written them, "tipping them off" about the latest batch of adulterations. They were refused any specific information. But a report will be made to General Secretary Bradt on the last of the month, and then the facts will be public property. There is a probability that the druggists involved will find themselves in public print then.

There will likely be a license revoked at the next board meeting, as it is asserted by a pharmacist in this city that an affidavit purporting to have been made by him as an employer, on which a candidate was permitted to take the examination, was a forgery.

This work of investigation by the board of pharmacy, members say, is going to make times remarkably better in the local retail trade. A premium is being put on competency and honesty, both with the clerks and the proprietors, and those, who, by dishonest practices, are enabled to keep their heads up financially will be crowded out. "Which will be a good thing," the members affirm.

The ignorant will also have to go. "We find that college graduates show up best in the samples," a member said. "This encourages the belief that the 40 per cent. of adulterations are largely contributed to by ignorance."

As a sample of this ignorance: A druggist in this city told a board member that their proceedings were high-handed and unheard of. "Why do you swoop down on us without warning?" he asked angrily. "It is not fair. The board ought to send out a printed notice to every pharmacist thirty days before a visit is contemplated, notifying him of such visit."

PHENACETIN COUNTERFEITERS ARRESTED.

Joseph Haas, alias Harry J. Claire, reported discoverer of the gold cure, is in the Queens county jail awaiting action on four indictments for burglary. He was captured with three others, and in his possession in a Long Island City house, where the gang made their headquarters, was found several hundred bottles of spurious phenacetin, which Haas was manufacturing and selling. There were also counterfeit labels of the Farbenfabriken company.

Haas comes from Pittsburg. He is said to be a competent chemist and wealthy. His lawyers are now fighting for \$50,000 in royalties on the gold cure, which they assert are due Haas. His first downward step was in counterfeiting labels of a big western wholesale drug house. His family's influence secured his release at that time. Ernest Menet, a Frenchman, also a chemist, was arrested with Haas, as were also Dominic Ricco, William Flanagan and Charles Blackburn.

NEW BOLTON-RIKER STORE IN BUFFALO.

The Lyon Drug Co. of Buffalo was incorporated on December 2. The capital stock is \$44,000. The directors are George G. Lyon of Providence, William C. Bolton of the Bolton Drug Co., Brooklyn, Edward D. Cahoon of New York, Edwin P. Dodge of Providence, Louis K. Liggett of Newton Center, Mass., Alfred H.

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Mr. Liggitt is a member of Chester Kent & Co., Boston, and he and his associates in the new company are all prominent, both by reason of their big retail business and their connection with the United Drug Co.

The plans of the new concern are to open a large retail drug business on Main street, Buffalo, in the busiest section of the city, and to push not only goods of their own manufacture, but a full line of all patents at cut prices.

NEW YORK NOTES.

—On the evening of December 19, the Drug Trade Club's rooms will be open to permit members and their friends to witness the illumination and display of fire works incident to the opening of the new Williamsburg Bridge, of which a very good view may be had from the club's windows. Not more than one hundred cards of admission will be issued. A dinner will be served from 5.30 to 7 o'clock, and an additional opportunity is that of seeing the loan exhibit of paintings to which some very valuable additions have recently been made.

—A circular letter has been addressed by the Merchants' Association of New York to prominent retailers all over the State, asking aid in an attempt to have the trading stamp abolished by the next Legislature. The association denounces the stamp as "an artificial means of stimulating trade which results to the injury of the merchant as well as to the consumer."

—The J. Elwood Lee Co., Conshohocken, Pa., writes to the Era: Noting your news items upon Government coupon remittance to McKesson & Robbins, we beg to add our novel experience. Several days ago our mail disclosed a request for a Syracuse Suspendory from a York Stater enclosing two twenty-five-cent "skin plasters," in excellent condition, for payment.

—Candidates for election to the Drug Trade Club are: Charles H. Ketchum, 100 William street; Smith Weygant, 25 Broad street; Dr. J. J. Taylor, Philadelphia; Rudolph Andreae, 100 William street; Dr. Thomas C. Taylor, Larchmont, N. Y.

—Seabury & Johnson of the National Wholesale Drug Trade Bowling League, did up the Retail Druggists' Bowling Association on Monday night. S. & J. won the greatest number of points in two games by eight.

—Meinicke & Co., this city, obtained a judgment for \$136 against Julius Richter; Schieffelin & Co. secured a judgment for \$186 against Charles F. Jones, 439 Lenox avenue.

—Carl B. Franc of the Grape Capsule Co., this city, has gone to Wyoming to see his brother, Otto, of whom he received word that he had accidentally shot himself.

FROM SYRACUSE.

—A number of druggists held a conference a few days ago to consider the question of forming an independent ice company to supply themselves with ice next summer. This action is made positively necessary by the grasping tactics of the ice companies in Syracuse. Last summer the druggists had to pay twenty-five cents a hundred, though the year before they only paid fifteen cents. It is quite likely that an independent ice company will be formed.

—The Syracuse D. A. met on last Tuesday to consider the question of trading stamp and rebate schemes. The stamp nuisance has grown to quite an extent, and recently there appeared a scheme of cash rebate by which the purchaser gets something like four per cent. off by presenting his checks at the store of the company which promotes it. The S. D. A. adopted a resolution opposed to any such scheme, and no druggist will go into the plan.

—E. S. Dawson, Jr., Secretary of the State Ph. A., will this week officially inform the legislative committee of the State association of the action taken by the S. D. A. in regard to the anti-cocaine measures.

—Barnes & Barnes are having a great run on photographic supplies, and occasionally give demonstrations of the paper and the materials which they sell.

—Davis Stolz, formerly with G. E. Thorpe, has taken a position at the head of the manufacturing department of C. W. Snow & Co.

—Willett L. Brown of Brown & Dawson, has been seriously ill with catarrhal appendicitis.

—C. S. Ives had good success in his recent hunting trip in the North Woods.

—Rufus Smith and Frank C. Joslyn have returned from a trip to New York.

—C. W. Snow and family have returned from a week at Atlantic City.

NEW ENGLAND.

MUCH ADULTERATION.

Massachusetts Board of Health Finds 42 of 101 Samples Adulterated—Six Convictions—Wide Range of Drugs Involved.

Boston, December 8.—In its last report, the State board of health shows that a month's inspection of drugs and food products included examination of 101 different samples of drugs, of which 59 were found to be good quality and 42 adulterated. Nine complaints were entered in the courts during the month for violation of the laws relative to the inspection of drugs and foods. In six of these cases there were convictions and fines. The samples of drugs which were found to be adulterated included phenacetine, alcohol, stronger water of ammonia, ether, capsicum, distilled water, sodium borate, glycerine, iron and quinine, precipitated sulphur, oil of lemon, washed sulphur, powdered opium, syrup, tincture of iodine, etc. Samples were collected from all over the State. The percentage of adulteration was lower than often formerly.

APPEALED FROM PHENACETINE CASE DECISION.

Boston, December 8.—Leslie H. Frye, of the Frye Hygienic Medicine Co. of this city, was convicted on the charge of selling adulterated phenacetin and fined \$200. He appealed, and is held in \$500 bonds. The complaint against Frye was brought by the State Board of Health. Mr. Frye's partner, Stanley Donahoe, has disappeared, but officers are in search of him.

An expert witness stated at the trial that five grains of acetanilid had been known to cause death, and that if mixed with pure phenacetin its power of action upon the heart of some people would not be lessened. A health board chemist who examined phenacetin, said that it had been found to contain twenty-five per cent. of acetanilid.

DRUGGISTS' ASSOCIATION ADOPTS STAMPS.

Worcester, Mass., December 8.—At a meeting of the Worcester county pharmacists' association, on account

DOCTORS WILL HELP YOU

Where there is a baby, there should be an

ARNOLD MILK STERILIZER AND PASTEURIZER

You can sell many of them if you let us supply you with free literature with your name, Address, WILMOT CASTLE COMPANY, 26 Elm St., ROCHESTER, N. Y.

of business competitors using trading stamps, to the detriment of the business of druggists, it was voted to adopt trading stamps. The druggists appreciate, they say, that there is a fad of expecting something gratuitous with purchases from the counters of the retail merchant. This being so, they decided it was for their interest to get in line and be up-to-date.

Delegates to the N. A. R. D., P. B. Moriarity and T. A. Brennan, reported.

The meeting was presided over by P. B. Moriarity, president of the Worcester county association. Walter S. Doane was secretary. A large number were present.

THE BAY STATE.

—The Eastern Middlesex D. A. has just held in Malden its annual election. These were elected: President, A. B. Morgan; vice-president, Jesse W. Sargent; treasurer, T. D. Cronin; secretary, C. A. Charles; executive committee—W. P. Sheldon, H. E. Brier, G. Y. Sawyer, J. J. Keaney, W. B. Southworth, G. J. McArthur, John Larrabee, J. A. Morgan, F. A. Spencer. The association is planning a banquet for the near future.

—The Boston Drug Clerks' Union had a jubilation meeting, which, however, had one feature to cause regret—the retirement from office of President James J. McVey, who has served most acceptably during several terms. He is of the firm of McVey Brothers, East Boston. The union presented him with a gold watch-chain with charm attached. Vice-president Joseph T. Collins made the presentation speech.

—Boston drug stores are not finding quite the usual profit in serving egg drinks at their fountains because of the extraordinarily high prices of the eggs, which are now retailing for fifty-five cents a dozen. Druggists are taking some chances on the freshness of eggs purchased much below this latter price.

—The drug store of the late Frank Smith of East Bridgewater, which was temporarily closed, has been reopened by Horace T. Smith, his son. Edward Farrer of Boston, who has been taking an inventory of the stock of the store, has been engaged to conduct the business until the estate can be settled.

—At South Framingham, druggists Theodore F. Rice, Frank A. Bean and Louis F. Hoffman, whose stores were raided not long ago, appeared to meet charges of violation of the liquor laws. They pleaded not guilty and obtained a continuance of the cases.

—Stone & Webster, Boston, have met with loss through fire which partly destroyed their Fort Hill Chemical Works in Rumford Falls, Me. The fire's origin is not known. The damage is estimated at about \$5,000, fully covered by insurance.

—Arthur E. Gray, employed at Cooper's, in Plymouth, broke his arm by too great strenuousness in a recent football game. The real nature of his injury was not learned until several days after the accident.

—Fire in the building occupied by the Billings Clapp Co., the Boston manufacturing chemists, caused damage to the amount of \$1,500. The fire caught in the drying room. Cause unknown.

—The Bijou drug store which Edward E. Wright has just opened in New Bedford, is in the theatre building and has an entrance directly from the theatre lobby, as well as on the street.

—In the continued case of Ernest Picard and Charles M. Graunang, clerks at the Dr. Cabana drug store, Fall River, both were found guilty and each was fined \$50. Both appealed.

—In Fall River, Alexander J. Bolduc, employed at Leander Bolduc's drug store, was found guilty of illegally selling liquors and fined \$50. He appealed.

—Induction wires in the telephone booth in the

drug store of V. T. Fitz Simon, Montello, caused a blaze to start. Soda water saved the store.

—Fire in Woburn damaged Frederick P. Brooks' drug store to the extent of \$2,000. Mr. Brooks was away at the time on a Thanksgiving visit.

—Albert W. Taylor has become manager of Alexander E. Sumter's pharmacy, Springfield, going from Levitan & Co.'s, in the same city.

—In an early morning fire in Quincy, Dr. Richard Gershel's and L. G. Murray's pharmacies were slightly damaged.

—The Dr. Cabana drug store, Fall River, temporarily closed as the result of liquor trouble, has been reopened.

—A store in Danvers is to be entirely made over for G. B. Moulton, druggist.

CONNECTICUT.

—A large fire in the Waterville drug store, Waterville, did several thousand dollars worth of damage. E. R. Bolan, the proprietor, went to the cellar to draw a can of alcohol. He carried a lighted lamp. It was necessary to tap a new barrel. Mr. Bolan set the lamp down at a considerable distance away. The augur bit burst through and the alcohol squirted out. A spray struck the lamp. Burst into flame. Mr. Bolan's sleeve became saturated and burst into flames. A customer heard him call for help and rushed down stairs with a bucket of water which he threw over Mr. Bolan. Mr. Bolan's burns are very painful. The loss is covered by insurance.

—The annual meeting of the R. D. A. of New Haven will be on next Tuesday evening, and will be followed by a banquet. Large numbers of druggists from surrounding towns have been invited. After the banquet the committee have arranged a vaudeville entertainment. This will be the association's first meeting in two years, because of trouble in getting the members to agree about time and place. The committee in charge consists of President Charles Fleischer, Chairman C. H. Conway, Ernest Hesse, J. P. Crowley, J. R. Alling and Otto Marx.

—Thomas C. Trefry, for more than twenty years one of the leading druggists of New Haven, sold his store last week to Joseph P. Degán. Mr. Degán has for several years been a druggist in that town. He is planning to sell his old place. Mr. Trefry gets out on account of ill health and will go South for the winter.

—The State board of pharmacy announce the following new druggists: Herbert G. Wilson, Hartford, Margaret E. Coughlan, Waterbury; Armon L. Cook, Watertown; Harry B. Olsen, Nangatuck; John E. Boyle, Bridgeport. Two women tried the examination, but only one was successful.

—The people of Glastonbury are considerably stirred up over the arrest of Druggist C. O. Talcott and his assistant, A. F. Hetschell, for selling liquor. Both men were fined \$50 and costs.

—Governor Chamberlain has announced his appointment of Herbert E. Smith of New Haven, as State chemist for two years.

FROM MAINE.

—In a recent raid by officers upon several Portland drug stores, liquor was found in only one place, the pharmacy of William F. Stone. He has been summoned to court.

—Joseph F. Young, the Augusta druggist, has turned his business into a corporation, the Young Drug Co., and has added new stock.

—The drug business of Sanford & Bowers, Lewiston, has been succeeded to by John H. Whitney.

PENNSYLVANIA.

ALL HATS ON.

Weather Cold but Temperature Warm at P. A. R. D. Meeting—Munyon Censured—Nominations of Officers.

Philadelphia, December 8.—Just why the janitor of P. C. P. museum, where the P. A. R. D. holds its regular monthly meeting, neglected to turn on the steam on Friday afternoon, no one knows. All to know, however, that the room was like the cabin of an oyster sloop, and President Leedom, after sizing up the big bunch present, requested that hats and overcoats be the first business of the day. His famous order, "Hats on! its cold!" will long be remembered.

The various ward committees' nominations for action at the January meeting were prominently displayed on a blackboard for criticism and comment.

The vigorous action of the committee in disciplining two city druggists called forth words of praise and appreciation. After watching the two men were placed on the cut-off list. One of them has two stores. He was caught purchasing in large lots and afterwards reselling to a cutter in Baltimore. The other man is trying vainly to open a new store and the difficulty he is experiencing in getting goods together may act as a deterrent to any one similarly inclined.

The schedule committee is again trying its hand at preventing the indiscriminate slashing of new goods—articles that are not in the signed list. They have not agreed upon a plan, but the matter has been left in their hands, chairman Cliffe feeling sure that in a very little while a different method of price arrangement will be put in force and a means found to fix the price of a new proprietary at once.

Cudgels were taken out for daily papers. Nearly every apothecary in the city is a branch advertising agent. The paper in question had informed the various agencies that after a certain date they proposed to print all "help wants" and "situations wanted" free of charge. As it takes just as much time to telephone a free "want" in as it does to prepare and send the paid ones, and as the paper in question seemed to think the druggist should push ahead without remuneration, the whole matter was referred to a committee consisting of Messrs. Potts, Strunk, Poley, Lowe and Reese.

The Drug Clerks' Association reported fully in the Era last week, sent a communication asking inspection, and, if the P. A. R. D. then deemed the clerks' objects laudable, co-operation. A committee of three from the P. A. R. D. will attend their next meeting on Friday December 18, at 11 P. M.

The final axe was sharpened for Professor Munyon and his paw paw and witch hazel soap. At the last meeting a communication was read from the Munyon company in reference to their new remedy and the indiscriminate way it was slashed, being a reply to a letter of inquiry from people interested in holding up prices. The reply was unsatisfactory and some farther correspondence passed between the P. A. R. D. and the company. The last letter from the company was vague and unsatisfactory, and called forth vigorous comments. The manager could have condensed his verbose epistle into the following. "We are very sorry, but what are you going to do about it?" The net result was a resolution offered by one of the mildest and most conservative members of the association that the Munyon company had not the best interests of the druggists at heart. It was passed with a shout.

The meeting adjourned until the second Friday

in January when the following list of nominees will be acted upon:

President, Thomas H. Potts; first vice-president, William Lincoln Cliffe; second vice-president, William E. Lee; third vice-president, D. J. Reese; treasurer, G. W. Febr; financial secretary, C. W. Shull; recording secretary, N. A. Cozens. Executive committee: A. T. Pollard, W. H. Gano, Chas. Leedom, R. H. Lackey, Jacob Eppstein, H. C. Blair, A. J. Frankenburger, S. C. Heury, H. A. Nolte, A. R. Hesseke, L. S. Sarber, H. J. Siegfried, Otto Kraus, H. L. Stiles, N. J. Weisner, Dr. C. B. Lowe, Jacob M. Baer.

WESTERN PENNSYLVANIA DRUGGISTS COMMENDED.

Pittsburg, December 8.—The Western Pennsylvania R. D. A. is being praised for its effort to stamp out price annoyance occasioned by the introducing of new remedies. Secretary B. E. Pritchard has received the following communication from the Indianapolis headquarters of the National Wholesale Druggists' Association:

"The position taken by the members of the Western Pennsylvania R. D. A. in favor of enabling the jobber to obtain a reasonable discount from the manufacturers of new remedies is such a commendable one that I cannot refrain from expressing to you on behalf of the wholesale drug trade our high appreciation of the valuable co-operation tendered by your association. This action on the part of your members is directly in line with the spirit of the Tripartite Plan, and I can assure you that your people will have the warm gratitude of the jobbers. It is this kind of co-operation which helps, and I only hope that many of our retail friends throughout the country will follow the good example set by your association.

With kind regards and best wishes,

Yours very truly,

JOHN N. CAREY, chairman.

GAS DEMORALIZES PHARMACY FORCE.

Pittsburg, December 8.—Leaking sewer gas overcame fifteen persons in May's drug store on Market street last Friday. All were taken to the Homeopathic Hospital. The gas came from the city sewer pipes and made its presence felt about 10 o'clock, when a number of the attendants suddenly reeled and sank swooning to the floor. The first to succumb were in the basement, but in a few minutes a number of girls in the first and upper floors fainted. It was only due to the cool and collected demeanor of Walter May that a panic was prevented. Those who were able to endure the strong odor rushed about frantically for stimulants and water. Business was suspended until late in the afternoon. Temporarily the female clerks were displaced by members of the sterner sex.

HAMMERS OUT FOR THE TRADING STAMP.

Philadelphia, December 8.—An agitation began some months ago among the retailers has been kept up. The various trading stamp companies have been extremely active during the past season, and their plausible tales and gracious promises have hypnotized several men into becoming subscribers. Several of these concerns are doing business in the city, their little abominations being distinguished by their colors. Now an edict has gone out from the executive committee of the P. A. R. D. that while the stamps are not absolutely prohibited,

E. I. Santal Perles

Bottles of 50, with yellow wrapper

Write for Samples and Prices

BILLINGS CLAPP CO., - - Boston

they could be construed as price cutting. Their use is now being gradually discontinued and it is hoped that in another month the grocer and notion dealer will have a monopoly of them.

OTHER HAPPENINGS.

—Many complaints are being heard about the manner in which some of the physicians in Allegheny are neglecting to report smallpox cases. Recently the State Board of Health threatened to unanathematize the city. It develops now that a young Allegheny pharmacist succumbed to the disease because of handling bottles which came from the bedside of a smallpox patient. The case of the first victim had not been reported. A leading druggist sounds the note of warning that the trade should be very careful in refilling old bottles and that some physicians should attend more closely to their duty.

—Marriage announcements: Albert R. Laughlin and Miss Mary S. Chandler, and John B. Tingle and Lydia R. Eastburn. Mr. & Mrs. Laughlin will reside at Lansdowne, a suburb of Philadelphia, while Mr. and Mrs. Tingle are at home at 504 Creighton street, Philadelphia.

—Louis J. Ringer, manager for Dr. L. A. Podoeski of Sixth and Poplar streets, Philadelphia, has purchased the store.

—Maximilian Sontag has sold the store at Rising Sun Lane and Germantown Avenue, Philadelphia, to Benjamin Krehl.

—The store of Wirsing & Bailey, Third Avenue and Grant streets, Pittsburg, was visited by a \$200 fire.

—James W. Madder opens a new store at McKeesport.

THE SOUTH. KENTUCKY FIRE INSURANCE.

Committee Appointed by State Ph. A. Investigates Ohio Druggists' Insurance Co. and Recommends Similar One for Kentucky.

Louisville, Ky., Dec. 8.—At the last annual meeting of the State P. A. a special committee was appointed to consider the feasibility of a plan of organizing a mutual druggists' insurance company in the state.

This committee, composed of Simon N. Jones of Louisville, J. W. Gayle of Frankfort, and Addison Dimmitt of Louisville, are preparing to submit to the druggists a prospectus, whereby they hope to get an expression from them as to the organization of the company.

The prospectus outlines the plans governing the operation of the Retail Druggists' Mutual Fire Insurance Co., of Ohio, which they desire the members of the Kentucky association to read, afterward informing the committee whether they would insure with such a society if formed in Kentucky. The committee recommended the plan and say it will save from 30 to 50 per cent of premiums to Kentucky druggists. Following is something about the Ohio company as outlined in the prospectus:

"The mode of operation of mutual companies under the present law is almost identical with that of stock companies; except that the members assume an obligation in lieu of stock and receive in return the profits of the business. Each member pays a full premium on entrance only, or on any increase of his insurance, and he receives his share of the earnings at the end of his policy year, either in cash or credited on the next year. As the percentage of losses in this company are only one-half (or less than one-half) that of stock companies doing a general business, it can be readily understood why this company is able to return to its members 35 per cent of their premiums in dividends. The drug store is a mercantile risk, usually located in a mer-

cantile center, and is necessarily subject more or less to surrounding hazard, and herein lies the principal hazard; for while our losses are but 30 per cent of premiums, only 10 per cent have their origin within the store itself.

"As the rate of premium for insurance on drug stores, like all other risks must be determined by location, conditions surrounding and the facilities for extinguishing fires, and as tariff rates are made after careful survey by men skilled in that kind of work, therefore it is reasonable to suppose that the regular tariff is relatively more nearly in accordance with the hazard than we could without great expense attempt to establish. It is our aim to have rates as uniform as possible according to the hazard, and maintain them without change as long as the hazard is not changed. It matters not, so far as this company is concerned, whether rates are all high or all low, as that will not affect the amount of fire loss; it will only affect the dividends. Higher rates will give greater dividends, lower rates less.

"Everything that will increase the hazard of your risk adds to your rate; therefore the less you carry of inflammable or combustible materials the lower will be your rate. Insurance surveyors make the rates according to the conditions; if fireworks, coal-oil, benzine, gasoline, etc., are handled; if the cellar is in disorder, rubbish or ashes are found in boxes or any other thing that will add to the hazard it is counted in the rate. It is not the purpose of this company to cut rates, but to return you as much in dividends as possible.

In order that the members may reap all the benefits in an insurance company, it must be a mutual one. To be a mutual company, under the laws of Ohio, there must be an obligation beyond the amount of premium paid for one year. The law requires that the obligation shall not be less than three, nor more than five premiums. This company has adopted three premiums as the limit of obligation. This three premium contingent liability is not a premium note, as in the old mutual companies, but is printed in the policy as a part of the mutual policy conditions, and may be regarded as the capital stock of the company. It is a triple assurance to the members that all the fire losses will be paid. It is a very much larger capital proportioned to the amount at risk than that carried by any joint stock companies. Only a few joint stock fire insurance companies have net assets above one full premium on all the risks. Now, stock companies do not expect to, nor do they, pay losses from their capital stock, but they provide a reserve fund, in addition to the surplus of the favorable years, to meet emergencies. This the druggists' mutual as well as all other regular mutual companies, must do. Now, again, since the percentage of fire losses in the druggists' mutual do not average more than half those of stock companies, and as during the twelve years' history of this company, about three or four of them being very hazardous years, only in one year did the losses approach near to the full premium, that year being 90 per cent, but during the past seven years the average loss has been less than 30 per cent, of the full premium; therefore, there is not a shadow of a probability that the members will ever be called upon to pay in any of the capital of contingent obligation for losses.

DRUG STORE BOY ATE POISON FOR CAKE.

Baltimore, December 8.—That persons who work in drug stores should remember the nature of the articles offered for sale there and not suppose they are in a candy factory was demonstrated by the experience of William Dickerson, a colored boy, who made himself useful in the pharmacy of Joseph B. E. Hall. Dickerson was dusting the shelves, when he noticed a cake lying on one of them. He nibbled at it. Tasted good. Supposing that some clerk had left it there, he proceeded to enjoy the find. He did not realize his mistake until he began to feel decidedly uncomfortable in his stomach. Questioning brought out the fact that he had eaten a violent rat poison. But he didn't die. They didn't let him die.

MARYLAND DRUG COMPANY BANKRUPT.

Baltimore, December 8.—After several months of delay the Maryland Drug Co., Paul Mallum, proprietor, which went into the hands of receivers, has been declared bankrupt. This was followed by the disposal of the assets. The enterprise is now a closed episode.

The receivers endeavored to bring Muller into court. He had bought a car load of Peruna, of which only a small quantity was found in the establishment. Similarly, he had contracted for tooth brushes with a factory, and of the deliveries not more than a few gross remained. But Muller has disappeared.

Among the effects were found memoranda showing that Muller had been advertising extensively in New York papers under the head of business Opportunities, the advertisement reading as follows:

"How will \$5 per month secure a steady income? The chance of a life-time to double your nest egg! Better than real estate! Safe as United States treasury bond! No get-rich-quick scheme, but a golden opportunity for small investors: For particulars write to treasurer Modern Drug and Chemical Company, No. 414 Seventh Street, N. W., Washington, D. C."

A book kept apparently for the purpose, was seen to contain a large number of entries of persons who desired to know how the riches thus held in prospect could be acquired, and it seems that Muller obtained not a few remittances. Whether any of the investors got an acknowledgment is not known.

MARYLAND.

—The Wedgewood Club had its monthly dinner last Thursday night at the Eutaw House, William E. Brown, president of the Maryland Ph. A., presiding. Another session will not take place until the latter part of January, when the fiftieth anniversary of Dr. J. E. Hancock in the drug business will be celebrated with a banquet. The affair will be by subscription. Dr. Hancock is writing a book on the history of the drug trade in Baltimore during the last half-century, which, it is thought, will be out in time for the dinner.

—The will of Thomas P. Langdon gives \$1,000 to May Langdon Ellyson, daughter of H. Theodore Ellyson of Richmond and \$500 to Adele Langdon Stabler, daughter of Franc's Stabler of Baltimore. The residue of the estate is bequeathed to the testator's widow, Mrs. Drusilla Carter Langdon, subject to the payment of at least \$50 a month for life to his mother, Mrs. Harriet E. Langdon. The widow was named executor without bond. Mrs. Langdon has gone to Louisville to recover from the shock of her husband's death.

—Among the visiting druggists in Baltimore last week were: Dr. J. W. Hodges, Washington, D. C.; C. H. Miller of Ferthman & Miller, Waynesboro, Pa.; Dr. E. E. Wolfe, Cambridge; J. H. McCann, Washington, D. C.; J. W. Simmonson, Crisfield; Joseph B. Boyle, Westminster; James Feldmeyer, Annapolis; J. D. Nydegger, Elkins, W. Va.

KENTUCKY.

—C. Lewis Diehl who for thirty-five years has conducted a drug store at the corner of Third and Broadway, Louisville, sold his business Monday to Messrs. Treber & Meyers and the style of the firm will now be known as The Treber Drug Co. Fred W. Treber, the senior partner, has been associated with Mr. Diehl for a number of years. Mr. Diehl has been for some time thinking seriously of retiring in order that he may devote himself to researches in chemistry. He is a professor in the Louisville College of Pharmacy.

—The J. W. Fowler Drug Co., who recently suffered by fire, water and looting are dickering with Messrs. Jones, their landlords, to put a rough roof over their old stand, when the old walls have been removed from the other portions of the grounds, that they may again open, until preparations are complete for erecting a new building. Mr. Fowler holds a seven year lease on the property.

—Judge Gregory appointed appraisers last Monday



DAVID J. KUHN, Nashville, Tenn.
Treasurer, Tennessee State D. A.

for the estate of L. C. McDaniels, Louisville, the druggist who recently made an assignment to Arthur E. Mueller. His assets were found to be \$608.00, and his liabilities about \$3,000.

—The Albus Wright Drug Co. are installing a new \$4,000 soda fountain at their down town store. This firm was recently incorporated and capitalized at \$16,000.

COCAINE LAW LITTLE ENFORCED IN OMAHA.

Omaha, December 8.—The ordinance against the sale of cocaine by druggists without prescription and without registering continues to be enforced in a feeble way, and arrests are made only when specific complaints are filed. So far as the records of the police court show the only violators of this ordinance which was passed last summer are those druggists who are situated in or near the tenderloin district. The last complaint made was against J. M. Webster. Mrs. J. E. Smith, whose son, not yet of age, has become a confirmed fiend, alleges that his condition is due to purchases of the drug by him at Johnson's. His case has not yet been heard.

GEORGE BARTHOLOMEW, aged 21, who clerked for his brother, Thomas, 1334 Rebecca street, Allegheny, Pa., died after a short illness. He was a promising young druggist, and a member of the Senior class, Pittsburg.

GEORGE INNIS, a former drug miller of Poughkeepsie, N. Y., died in that city on November 26, aged about 81.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETHA CHEMICAL CO.

13 West Street - - - NEW YORK

OHIO RIVER VALLEY.

"CHARLES F. DAVIS" WORKS BIG MANUFACTURERS.

Columbus, Ohio, December 8.—Charles F. Davis, presenting himself as connected with the Davis-Bridaham Drug Co., Denver, made victims of prominent Columbus drug firms.

He called at the office of the Peruna company and asked to inspect the plant. J. A. Hedges showed him around, and later gave him a letter of introduction to a jeweler, from whom he secured a diamond ring valued at \$290, giving a check in payment. The check was protested. The drug firms of Orr, Brown & Price and Kaufman, Lattimer & Co., Columbus, were also visited. The former firm advanced Davis money and both firms entertained him.

Davis is about fifty years old, dark, five feet seven tall and weighs 170 pounds. He has no connection with the Davis-Bridaham Drug Co.

ENTERTAINMENTS MAKE CLEVELAND D. A. GROW

Cleveland, December 8.—At the November meeting of the Northern Ohio D. A., at Cleveland, the following gentlemen were appointed as a board of control: Messrs. Hopp, Schellentrager, Emrich, Feuer, Tielke, Silberling and Reuss.

The secretary was voted an annual salary of \$100. Mr. Hershey of the Peruna Co., described his efforts toward raising prices. Mr. Hopp reported the N. A. R. D. meeting and his delegation received a warmly conveyed vote of thanks.

Then came lunch. The entertainment feature will be continued as it contributes mightily to the attendance, which was larger than in months.

At this month's meeting it is possible that the board of control will recommend that the \$2 per capita N. A. R. D. tax will in future be paid by the association from the \$6 annual dues.

BIG DRUG STORE FIRE IN CLEVELAND.

Cleveland, Ohio, December 8.—Sixty thousand prescriptions, many of them from some of the most noted physicians of the world, were destroyed in an explosion and fire in C. P. Hildreth's drug store at 1277 Euclid avenue, Cleveland, early Saturday evening. A clerk was sent to the basement to draw wood alcohol. He spilled some upon the basement floor. Mr. Hildreth had an errand to the basement, himself, a short time later. When he turned on the gas there was a terrific explosion and in an instant the whole place was in flames. The druggist was knocked down and burned. He recovered himself and heroically corked the half-barrel of alcohol and rolled it to a safer place. Then he made his escape.

George Fay, one of the clerks, was badly burned in trying to save the prescription files. He only succeeded in saving the latest ones. Another man who went into the basement to rescue the druggist was also burned. Loss to the store and stock will amount to about \$1,500.

OHIO HAPPENINGS.

—The Cleveland School of Pharmacy, through President Hopp, announces the appointment of the following committees: Finance and membership—Messrs. Hechler, E. L. Strong and Stecher; supplies—Messrs. Krause, Hechler and Tielke; publication—Messrs. Hankey, Kuder and Schmitt; course of study—Messrs. Schellentrager, Krause and Ende; school management—Messrs. Selzer, Haake and Neuberger.

—The State Board of Pharmacy is waging war against those druggists who attempt to conduct business

without a license. A few days ago a Newburg pharmacist was bound over to the police court. There the man told a pitiful story and said he would get a registered pharmacist. The judge discharged him. Now the board of pharmacy is wondering how the costs in the case will be paid.

—A. B. Honecker, who was a former pharmacist and then gave up his work to become police clerk of Cleveland, and who has only recently finished two terms in office, is thinking seriously of returning to the drug business. He is looking over the local field for a location.

AROUND THE GREAT LAKES.

CHICAGO DRUG TRADE CLUB.

Working Hard to Find a New Home.—Annual Election and Dinner.—Retailers Will be Admitted.

Chicago, December 8.—The annual meeting of the Chicago Drug Trade Club was held on Thursday. The most important event was the report of the committee having in charge the matter of the erection of a building.

For about a year this committee has been canvassing the subject. They had consulted with many real estate men and capitalists. Finally they had selected one offer which they recommended for acceptance.

The offer of Wilson & Co., is this: The company agrees to erect on the lot at the northwest corner of Washington and Franklin streets an eight-story building of modern steel construction, with all modern conveniences, provided the club will guarantee the rental for ten years at a proper figure. The club plan to occupy the upper floor at a rental of \$2,400 a year and lease the remaining floors to firms preferably in the drug or allied interests. The building will cost about \$150,000.

The committee was given a rising vote of thanks. It was agreed to continue it in office in order that the matter might be further gone into before entering into a formal contract. The club's lease on its present quarters in the Bismark hotel will expire next August. At present the club has one large dining room and a smaller room devoted to the billiard and pool tables. The space is insufficient.

Two tickets were voted upon—the "regular" and the "members." These were: Regular—President, C. P. Van Schaack; first vice-president, E. A. Vosburgh; second vice-president, E. D. Kenfield; secretary, B. T. Van Alen. Directors—Three years: M. L. Barrett; J. E. Bartlett, Jacob Baur, A. R. Fellows, Jas. W. Morrison, F. C. Schapper.

Members ticket: President, A. R. Fellows; first vice-president, M. L. Barrett; second vice-president, Jas. W. Morrison; secretary, J. V. Pierce; treasurer, R. A. Hevenor. Directors—three years: M. L. Barrett, J. E. Bartlett, A. R. Fellows, R. A. Hevenor, Jas. W. Morrison, J. V. Pierce.

The entire regular ticket was elected.

The annual dinner was held in the evening. Representatives of the old Chicago Drug Trade Bowling Club were present, and Dr. Thomas, as the representative of the bowlers, presented to the club the beautiful silk flag won by the bowling club in one of their first contests with an Eastern team.

It was announced that it had been decided to broaden the scope of the club and admit the leading retail druggists to membership. Mr. Wooten, a new member, in a neat speech expressed his appreciation of this new policy of the club.

CHICAGO CLERKS ASK COUNCIL'S AID.

Chicago, December 8.—The Drug Clerks' Association of Illinois has prepared and presented to the Chicago city council an ordinance limiting the hours of labor for drug clerks to ten hours a day.

In a petition accompanying the ordinance the clerks point out that a remedy is necessary, and they think it should be made a part of the public health regulations of the city.

Henry C. Reichel, president of the clerks' association, made the following statement in support of the ordinance:

"The validity of the ordinance should be sustained upon the ground that it is a measure required for the protection of the public health. It must follow as a matter of course that drug clerks are physically unable at the end of the day to give to the compounding of prescriptions that careful and accurate attention which the safety of the patient requires.

"The law regulating the practice of pharmacy in this State, as in all other states in the Union, is intended for the protection of the health of its people, and is not enacted for the sole pecuniary benefit of druggists conducting drug stores. Yet, it is a fact that half the drug stores are conducted without registered clerks, and it was admitted so by the president of the Illinois Ph. A. in convention at Bloomington this year and mentioned in his annual address."

The ordinance was drawn up by the attorney of the association and presented to the executive board of the Chicago Federation of Labor for approval. It was approved by the attorney of the federation and then indorsed by the board."

ILLINOIS.

—The following Chicago druggists were recently robbed: De Witt Spalding, Oakley Boulevard and West Harrison street, safe opened and \$65 in money taken; Frederick Behrens, West Twelfth street and Western avenue, \$85 in money; H. J. Beckwith, 291 Thirty-first street, \$26.

—Dr. Maximilian Herzog, for more than seven years professor of bacteriology and pathology at the Chicago Polyclinic, has been appointed pathologist in the bureau of government laboratories at Manila, P. I.

—Charles Tzzel has disposed of his interest in the Uzzel & Ward drug store at Granite City, and has entered the St. Louis College of Pharmacy. Mr. Ward assumed the entire control of the store.

—Harry and Lee Harlan, who have for several years been assistants to their father J. M. Harlan at his drug store in Madison, have left the store to enter Barnes Medical College, St. Louis.

—Irendecke, the Chicago cocaine retailer, on an appeal from the recent decision in the board of pharmacy case against him, again lost.

MICHIGAN.

—John DeBoe of the DeBoe Mfg. Co., manufacturing chemists of Grand Rapids, was arraigned in Police Court charged with selling adulterated extract of lemon. It is charged that his extract contained 90 per cent. of wood alcohol, as a solvent, instead of grain alcohol. Dairy and Food Commissioner Smith of Adrian, says this is the first case of the kind in Michigan, if not in the United States, and the investigation by State officers has been going on for some time. Mr. DeBoe waived examination and was held for trial at the next term of Superior court.

—It is now learned that the Ben Eaton, imprisoned in Oregon for manslaughter, is not the Michigan man, though such a story was given wide currency in this

State. The Michigan Ben Eaton is now in New Mexico, where he is filling a position as manager of a general drug and department store, at \$75 per.

—Mason & Beach entered into the drug business at Bay City twenty-five years ago. L. F. Beach says that when they started they had "about a bushel of bottles." Now they have brought the store into the front rank among the establishments in the Valley.

—Mr. and Mrs. Fred L. Heath of Hastings, entered the Green Street Whist Club recently. It was the fifteenth anniversary of their marriage and the club left nine host and hostess a beautiful set of cut glass ice cups.

—Noble R. Whalin, the Fifth avenue Grand Rapids druggist, was recently arrested, charged with violation of the liquor laws. Mr. Whalin waived examination and is held for trial in the Superior court.

—John Nardenbrook, an under sheriff of Branch county, has resigned his position for the purpose of giving his entire time to his drug business at Ray, Ind.

—A. O. Halstead, druggist of Grand Lodge, pleaded guilty to violation of the local option laws of Eaton county. The judge deferred sentence.

—C. E. Hesse, formerly of South Haven, has bought the drug stock of C. E. Armstrong, Grand Rapids.

—James Bristol, druggist of Ada, is shy \$4 in pennies and 150 cigars through the work of thieves.

—C. L. Fictel has a unique display of magazines in his windows at Calumet.

WEST OF THE MISSISSIPPI.**LABOR INVESTIGATES CLERKS' "CONDITION."**

St. Paul, December 8.—The State labor bureau will make public in a few days the results of a special investigation of the hours of labor, condition of employment and compensation of the drug clerks of the Twin Cities.

It is understood that the report will show that many clerks in the Twin Cities are on duty from fifteen to twenty-four hours a day. Inspectors have found that in many stores the clerks sleep in rooms which are connected with the main entrance by an electric bell and that, although they are behind the counters only from twelve to fifteen hours a day, they are practically on duty during the entire time.

Officials of the labor bureau do not favor the practice of requiring day clerks to get up in the night at the sound of an electric bell. They point out that a clerk who has been behind the counter more than twelve hours, on being summoned in the middle of the night is not in fit condition to fill a prescription properly.

ST. PAUL AND MINNEAPOLIS ASSOCIATION.

St. Paul, December 8.—At the November meeting of the St. Paul R. D. A., Secretary Schumacher made his report of the N. A. R. D. meeting at Washington. The following officers were elected: President, H. W. Rietzke; first vice-president, Frank Friedman; second vice-president, W. K. Collier; secretary, A. J. Schumacher; treasurer, J. P. Jelinek; executive committee, C. T. Heller, F. M. Parker, S. H. Reeve, A. A. Campbell, A. J. Schumacher.



Reports of the delegates to the N. A. R. D. convention consumed most of the time of the November meeting of the Minneapolis association. They were listened to with enthusiasm, and the association fee's well repaid for its part in the work at Washington.

SEEKS TO COMPEL BOARD TO EXAMINE HIM.

St. Paul, December 8.—To compel the State board of pharmacy to examine him, John M. Princell, drug clerk of Merriam Park, a suburb of St. Paul, asks the Hennepin county district court for a writ of mandamus. He alleges that he applied for the privilege to take the October examination, but that the board refused to examine him and has refused since that time. It is further asked that if the board refuses to comply with the order of the court a peremptory writ be issued by the court.

The board refused to examine Princell on the ground that he had not had sufficient experience. He had been in the hospital service for years, but not under the direction of a registered pharmacist.

GETTING READY FOR NEXT YEAR.

Winona, Minn., December 8.—Winona druggists have commenced preparations for the entertainment of the State convention of druggists to be held in that city on the middle of June. The general arrangements committee has been named, and, after the holidays, sub-committees will be appointed. Some of the entertaining features have been settled upon. The first evening the traveling men will present a program. The second afternoon there will be a trip to Robert Harris park and a program of sports, and the second evening a ball. Philharmonic hall will be headquarters.

MINNESOTA.

—Gus A. Dickman, who seems to have imbibed the joke habit from his employer, Fred A. Conger of St. Paul, and would not give out the name of the girl he went to Cedar Rapids, Ia., to marry, has vouchsafed the information, now that the deed has been done. The lady was Miss Harriet Henrietta Wilkinson. —F. Kuehl, who has been conducting, not only a drug store, but a saloon at Foxhove, has sold his thirst parlor. —The H. L. Collins Co. of St. Paul, has sold the druggists' label and box department of its business to Charles Weinbagen & Co. —Walter Nelson, who owns two or three drug stores in St. Paul, will invade Minneapolis and open a store in the Kenwood district. —H. W. Rietze of St. Paul, has taken the place of A. J. Schumacher on the directorate of the Minnesota Pharmaceutical Manufacturing Co. Stewart Gamble of Minneapolis has become a director of the same company in place of A. D. Thompson. —A new fraternity has been formed at the college of pharmacy, State university, called the Beta Zeta. —Mrs. C. A. Bigelow of Minneapolis, who has been longer in the drug business than any other woman in Minnesota, is refurnishing her store. —John Turge, who for many years has been at the head of the prescription department in Max Wirth's store, Duluth, is about to make one of his semi-occasional visits to his old home in France. —A well-known druggist formerly of St. Paul, has been looking over Duluth with a view to establishing a store and has decided upon Fifth avenue and First street. He will put in an entirely new stock the first of the year.

MISSOURI.

—Robert P. Heinrichs, a clerk employed at Philip Kaut's pharmacy, 1800 Lafayette avenue, St. Louis, came near being one of the city's mysterious dead when he fell into the hands of robbers last week. The timely intervention of two men, who saw him thrown into

a hallway in the rear of a saloon, saved his life. Heinrichs was able to tell little about what had happened after he had been revived at the City Hospital. He had been drinking. A man was arrested from whom Heinrich's watch was recovered. Other jewelry and some money was not recovered.

—Considerable bric-a-brac and many travel souvenirs were destroyed at the handsome home of Clifford M. Dolph, of the drug firm of Judge & Dolph, 515 Olive street, St. Louis, by an explosion of accumulated gas in a heater last week. A steam heating system had recently been installed.

MANY NEW PENNSYLVANIA PHARMACISTS.

Harrisburg, December 8.—Dr. Charles T. George, secretary of the State board of pharmacy, has completed his report on the recent examinations. It is as follows:

—At Philadelphia 226 persons presented themselves for examination 133 for registered pharmacist and 93 for registered qualified assistant pharmacist certificates. Twenty-seven succeeded as registered pharmacist and 45 as registered qualified assistant pharmacist. At the Pittsburg, 123 applicants appeared, 82 for registered pharmacist and 41 for registered qualified assistant pharmacists' certificates. Sixteen succeeded as registered pharmacists and 16 as registered qualified assistant pharmacists. The registered pharmacists are: George Ansley Beltz, Derry Station; Bertalan M. Michay, Scranton; Thomas Joseph Thonmsin, Reuben Warshawsky, Bertold C. Breude, Irvin M. Anspaeh, Dora Goldie Gerson, Max Altschuler, Deitrich E. Kinkle, George K. Levan, Sarah L. Naly, George H. Lenox, J. Henry Cameron, all of Philadelphia; John Ralph Bennett, Wilkesbarre; William Thomas Ryan, Philadelphia; Edward J. Harbach, Reading; Louis A. Spaeth, Strasburg; John W. P. Outerbridge, Philadelphia; Luther G. Smith, League Island; William Fogg Coleman, Lawndale; Marcus B. Loyer, Burdett S. Laey, Joseph J. Widmann, Jr., Clarence D. Smith, Leo Lafayette Meyer, all of Philadelphia; Calvin J. Houck, Camden, N. J.; Harry M. Dodson, Philadelphia; Edwin M. Weimer, Allegheny; Frank S. Rochefort, Duquesne; Lou A. Woodyard, Pittsburg; Albert DeLee Carlton, Sharon; Ernest E. Owen, Warren; Tony B. Rogers, Pittsburg; Almond Guy Leyda, Beaver Falls; Saterfield J. Mead, Pittsburg; Albert I. Itel, Allegheny; Charles E. Fiscus, Pittsburg; Norwin L. Kerr, Everson; Paul John Naas, Pittsburg; Patrick Thomas Fitzgerald, Wooster; Cyrus W. Davis, Conemaugh; Robert A. Sphar, Monessen, Oscar Baumgartner, Allegheny City.

Registered qualified assistant pharmacists: Monroe E. Zerphy, Lancaster; Matthew Weisbard, Philadelphia; Raymond Walthar, Mendville; Franklin P. States, Andalusia; Alfred J. Knight, Philadelphia; August L. Johnson, Shenandoah; James J. Tobin, Shenandoah; Joseph L. Sausser, Schuylkill Haven; Allen Lee Andreas, Ashfield; Samuel B. Pest, Harry LeRoy Reick, Philip Heller, all of Philadelphia; Harry A. Britton, Reading; Harry Earl Book, Port Royal; Eli S. Keyser, Philadelphia; Samuel R. Dont, Jr., Royerstown; Frank M. Garton, Philadelphia; George W. Bailey, Royersford; Albert E. Snyder, Scranton; Albert J. Smith, Millville; Paul DeLaney Witmer, Philadelphia; John P. Kranse, Lynnville; Melville Titus Huber, Gettysburg; William J. Thornton, Lenni; Frederick J. Blinzig, Titusville; Michael L. Sweeney, Shenandoah; Samuel B. Kern, John T. Macdonald, Charles H. Hargreaves, Harry P. Plum, Harry W. Bowers, Charles Roy Grammer, Franklin A. Butler, Joseph Strimpler, Harry C. Helm, all of Philadelphia; Charles C. Neff, Camden, N. J.; Edgar P. Swank, Benjamin P. Bowersox, Leslie S.

Freeman, Philadelphia; Frank E. Goulden, Wilkesbarre; Charles H. Johnson, Philadelphia; Powell Hampton, Bridgeport; Charles E. Fawcett, Pittsburg; Robert J. McKenley, Ellwood City; Wesley R. Johnston, Butler; Walter E. Schatzman, Allegheny; William P. Barry, Lawrence J. Curry, Pittsburg; James E. Evans, Sharpsburg; Frederick C. Blavney, Frank W. Smith, Emil L. Brinkhoff, Harry H. Vanderwort, Frank A. Rectenwald, Frank J. Hoffman, Pittsburg; William M. Bennett, Edwin P. King, Paul E. Hundermark, Allegheny; Harry Eisenhardt, John G. Armstrong, Lorne A. Dodds, William Scaldella, Philadelphia.

The next examination will be in the Philadelphia College of Pharmacy, on January 16.

The interesting feature of this examination and indeed all future examinations, will be the practical laboratory examination, to be held in the pharmaceutical laboratory of the above named college.

BOOK REVIEWS.

A TEXT-BOOK OF VOLUMETRIC ANALYSIS, with special reference to the volumetric processes of the Pharmacopoeia of the United States. Designed for the use of pharmacists and students. By Henry W. Schimpf, Ph. G., M. D., professor of inorganic chemistry in the Brooklyn College of Pharmacy; Member of the American Chemical Society; of the American Pharmaceutical Association, etc., etc. With sixty illustrations. Fourth edition, revised and enlarged. First thousand. 12 mo., 553 pages. \$2.50. New York, John Wiley & Sons.

The various editions of this text-book have been successively reviewed in these columns and our previous good opinion of its usefulness still obtains. The present edition is enlarged chiefly in the chapters treating of the volumetric estimation of the active principles of the more important drugs. The methods of Prescott, Gordia, Kebler, Lyons, Lloyd, Katz, Kippenburger and others have been utilized, and the work has been brought down to date in every respect. This book is evidence, if evidence be needed, that methods of volumetric analysis can be made of practical utility in every day drug store work. And what is more needed at the present time than methods which will enable the druggist to standardize his wares with accuracy, delicacy and economy of time?

THE HOSPITAL FORMULARY of the Department of Public Charities and the Department of Bellevue and allied hospitals of the city of New York. Sixth revised edition, W. E. Dreyfus, A.B., Ph.D., editor. 8 vo. 160 pages.

This edition of the Hospital Formulary is dedicated to the memory of the late Dr. Charles Rice, the editor, Dr. Dreyfus, succeeding Dr. Rice as chemist to the Department of Public Charities of this city. It contains 387 formulas and processes, a new feature being the inclusion of many working formulas used in the General Drug Department which is the general manufacturing plant, central testing laboratory and distributing bureau of the two departments named above. Richly bound in full morocco and printed on fine paper with wide page margins and untrimmed edges, this book surpasses in "make-up" any formulary we have recently examined. Only 3,000 copies have been printed and these are intended for the use of physicians and other employees of the departments named. Dr. Dreyfus informs us that there are no copies available for general distribution.

The Old Versus the New Way of Filing Prescriptions.

The following truths from the text of an attractive little brochure published by E. B. Read & Son of Baltimore, Md., should start a train of thought in the minds of all progressive druggists which would lead to improvements in their prescription departments. The truths are these: "Improvements come slowly in the drug business. Whether this be due to the ultra conservatism born of unceasing care and responsibility or to a love of the old and traditional, we would not presume to say. The condition, as a fact, remains, and every apothecary knows it. In the matter of filing prescriptions, for example, what improvement over the 'wire' and the 'book' has been noted in a half century or more? Not one, and when the frailty of the 'wire' or the clumsiness of the 'book' is considered, a sufficient reason against the use of both has been presented, for every druggist knows by personal experience that the 'wire' is weak when he would have it strong and the 'book' at its best is a cumbersome and clumsy means of preserving the prescription file." The reader will realize that there is far more truth than poetry in the foregoing statements, and he cannot but agree that the "wire" and the "book" should be relegated to the past. A small amount of money invested in a Boykin Fi-Lezy Prescription Filing Cabinet would put the druggist in possession of a system that would save him dollars in time and trouble. These cabinets are put up in several different styles, are strong and handsomely finished, and make an invaluable adjunct to any well ordered prescription department. Every druggist is advised to secure from Messrs. E. B. Read & Son a Fi-Lezy booklet which contains a full description, with illustrations of this very useful and ornamental piece of furniture.

Perfumes from Sunny France.

The modest violets grown in the valley of the Var in sunny France are dainty creatures, and are said to produce the sweetest odors in the world. It is from the violets grown in this valley that the Delettrez Violettes Celestes essence is made. Madame Rejaue pronounced this odor to be exquisite and charming, and in this expression she but voiced the silent opinion of all who have used it. This odor is but one of the many popular ones made by the famous French perfumer Delettrez at Paris, France. These odors retail from \$1.50 per bottle to \$5.00 per bottle, and can be obtained in this country only from McKesson & Robbins, 91 Fulton St., New York. This firm are sole agents for the United States, and are advertising the Delettrez line very extensively to the consumer. Druggists who want a line of perfumes that are fragrant and lasting should try a sample order of these goods.

Window Novelties Free.

A remarkably good way to make new business and also hold your old trade, is to have your show windows attractive and after you get the people inside nothing pleases them more than to have a nice booklet handed to them. The C. I. Hood Co. will send you, absolutely free, window novelties and attractive booklets.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers. Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLOBERG, 87 Lake St., Chicago.

THE PROGRESSIVE DRUGGIST'S COLUMN.

If you are, or want to be, a progressive druggist, don't fail to keep your eye on this column, for it means new ideas and more profit for you. Of course, you are busy at this season, everybody is or ought to be, but don't neglect your regular lines, it don't pay. Holiday goods won't pay your expenses after Christmas, but the goods here advertised will; therefore, be wise. The following goods were advertised in last week's Era:

WELCH'S GRAPE JUICE.—Made from the best grapes according to the most improved methods, by the Welch Grape Juice Co. of Westfield, N. Y. Now is the time to order, for freezing weather is liable to put in its appearance in a day, and Grape Juice, as a rule, will freeze.

PACKER'S TAR SOAP.—Invaluable for the nursery, toilet, bath and shampoo. Made by the Packer Mfg. Co., 81-93 Fulton St., New York City.

POMPEIAN MASSAGE CREAM.—Said to be the best toilet requisite of this character ever placed upon the market. Made by the Pompeian Mfg. Co., 1066 Pearl St., Cleveland, O., who claim that every package sells another. If you are interested, write the manufacturers for attractive counter literature.

ARGENTOSE.—A product from the laboratory of Henry K. Wampole & Co., of Philadelphia, Pa. Said to be a safe and powerful astringent germicide, which is free from irritant or escharotic properties.

VERNAL PALMETTONA.—A product of the Vernal Remedy Co., 101-107 Seneca St., Buffalo, N. Y., which was formerly known as Vernal Saw Palmetto Berry Wine, and which, under the old name cost \$8.50 per dozen, but under the new name, costs but \$8.00 per dozen. The medicine, however, has not been changed. The change in name was made because the new name is more easily remembered than the old.

PISO'S CURE FOR CONSUMPTION.—It is a good seller the year around. Why not buy a half gross at one time? The Pisco Co. of Warren, Pa., say they are making a specially attractive offer for the season of 1903-04, to purchasers of half gross lots of this preparation. For further particulars address the manufacturers.

ARMY AND NAVY LIQUID GLUE.—Made by the Waechter Mfg. Co., Baltimore, Md., and claimed by them to be the only animal glue in liquid form manufactured; also to stand more heat and cold, and more easily to be applied than other glues. Write the manufacturers for samples and quotations.

STREPTOLYTIC SERUM.—Recently placed upon the market by Fred'k Stearns & Co., of Detroit, Mich., and claimed by them to be a serum that combats the streptococcus. Marketed in 20Cc. packages of two 10Cc. syro-balls, at \$3.00 per package, less 30 per cent discount, Messrs. Stearns & Co. say that it is being liberally advertised to physicians, and that every dollar's worth of it is sold by retail druggists.

DRUG STORE ADVERTISING.—If you want a system of advertising and progressive business methods which will help revolutionize your trade, cut off the coupon which appeared in the M. P. Gould Co. advertisement on page 2, and send it to the advertisers.

STORE FURNITURE.—Do you believe in advanced and improved fixtures for stores? If you do, note the advertisement of the Yeshera Mfg. Co., which appeared on page 2. This firm offer to supply you with their new catalogue showing illustrations and quoting prices upon their automatic folding store-stools which are made of steel. They ought to interest you.

CASH REGISTERS.—If you want a high grade, up-to-date cash register for very little money, on very easy terms, write to the Century Cash Register Co., 656-671 Humboldt Ave., Detroit, Mich. This firm have a plan for advertising and introducing their 20th Cen-

tury Cash Register to new trade which will undoubtedly interest you.

ARTIFICIAL DECORATIONS.—These take the form of holly sprays, holly vines, etc., and are adapted for interior decorations of all kinds during the holiday season. They are manufactured by Frank Netschert, 3½ Barclay St., New York City, who would be pleased to furnish a 68-page illustrated catalogue to all who desire one.

HANFORD'S BALSAM OF MYRRH.—This preparation is handled by the majority of the leading wholesale drug houses in the United States. They are all noted on page 5.

TIN BOXES.—The American Stopper Co., 150 Water St., Brooklyn, N. Y., are independent manufacturers of these goods, and they supply 997 of the leading proprietary concerns of the country, among whom are the manufacturers of Cascarets, Dr. Charles' Flesh Food, etc. They furnish samples and quote prices upon both small and large quantities.

ARNOLD MILK STERILIZER AND PASTEURIZER.—One of these devices should have a place in every home where there is a baby. They yield the druggist a nice profit, and he can sell them without much trouble. The Wilmot Castle Co., 26 Elm St., Rochester, N. Y., would be glad to send you free literature with your name on for distribution.

PITKIN'S BARN PAINT.—This paint is guaranteed for five years by the manufacturers, the Geo. W. Pitkin Co., of Chicago, Ill. It is the only one we know of that is guaranteed. Would it not pay you to handle it?

THE WONDERFUL DORAN LIGHT.—Constructed by the Acorn Brass Mfg. Co., 64 N. Green St., Chicago, Ill., for store and street lighting. Note their advertisement on page 13.

A Pure Grape Juice.

Scientists who have made a study relative to the value and uses of various foods, assert that the juice of the grape is one of the most nourishing fluids known. In the last few years unfermented grape juice has made enormous strides in public favor, and it is a beverage that is bound to become popular in all walks of life. There are already many imitations of the good brands upon the market, and more will appear. It would, therefore, be well for the druggist to be careful in selecting his stock and to be sure that he is getting a pure article. In this connection, we desire to call attention to Gleason's Grape Juice. This juice is produced by the Gleason Grape Juice Co., Fredonia, N. Y., and is claimed by them to be a pure juice pressed from selected Concord grapes and bottled free from preservatives or chemicals of any character. The druggist, when selecting his stock of grape juice, should remember that the Gleason Co. offer money guarantees for the purity of Gleason's grape juice.

Dr. David Kennedy's NEW MEDICINES

	Per Dozen
CALCURA SOLVENT.....	\$3.00
CALCURA PLASTERS.....	2.00
CALCURA PILLS.....	2.00
EPERMI SOAP.....	2.00
EXEMALINE OINTMENT.....	4.00
DR. KENNEDY'S TONIC (Herenline)...	8.00
COUGHLINE SYRUP.....	4.00
REDECURA OIL.....	4.00
OCUCLINE BALM.....	2.00

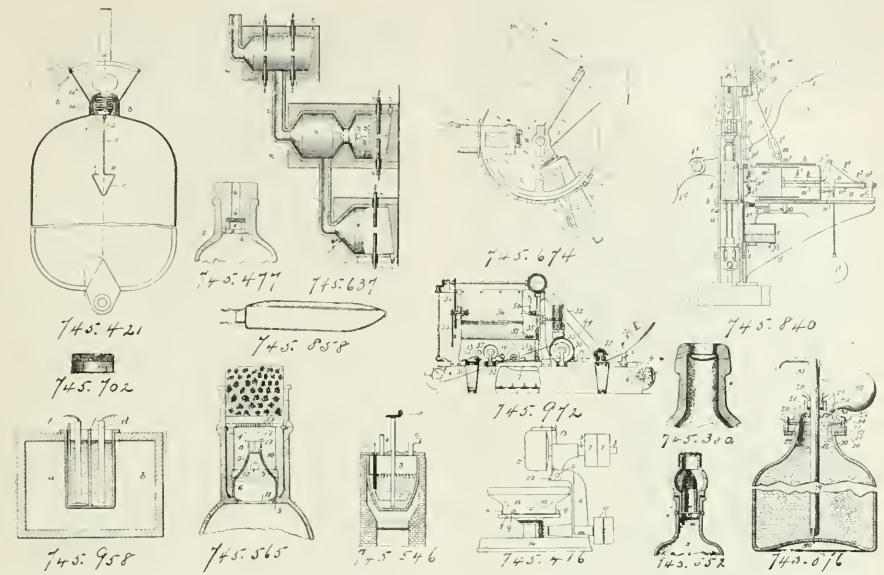
Samples, counter advertising and window displays provided.
Address the manufacturers,

THE CAL-CURA CO.

Dr. Kennedy Row,

RONDOUT, N. Y.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 1, 1903.

- 745,333.—William P. Dunbar, Hamburg, Germany, assignor to the firm of Ichthyol-Gesellschaft Cordes, Hermann & Co., Hamburg, Germany. Serum and process of preparing same.
- 745,380.—John F. Perry, Chicago, Ill.; Hiram Barber administrator of said Perry, deceased. Bottle-Closure.
- 745,416.—Thomas Breakell, Wirksworth, England. Mortar and Muller for grinding, crushing and mixing ores, chemicals, etc.
- 745,421.—Cyrus F. Cushing, Braintree, Mass., assignor of one-half to Francis E. Lovejoy, Boston, Mass. Stopper Confiner for Flexible Bottles, etc.
- 745,477.—John C. Bowers, Boston, Mass., assignor of one-half to George C. Bartram, Brookline, Mass. Bottle-Stopper.
- 745,546.—Edwin W. Wheelwright, Birmingham, Eng. Compound of Phosphorus and Sulfur and method of making same.
- 745,552.—Mary M. Addison, Baltimore, Md. Non-Refillable Bottle.
- 745,566.—Ira N. Burke, Butcher Ranch, Cal., assignor of one-half to E. C. Kavanaugh, Foresthill, Cal. Non-Refillable Bottle.
- 745,637.—Florentine J. Machalske, Brooklyn, N. Y. Process of producing Carbon Chlorids and Silicon.
- 745,675.—Abis L. Rosmann and Ferdinand Barthold, Milwaukee, Wis. Bottle Carrier.
- 745,702.—Alfred L. Weissenbacher, New York, N. Y., assignor to the Phoenix Cap Co., a Corporation of New York. Metallic Closure for bottles, jars, etc.
- 745,840.—William Higgins, Corbally and William G. Edmonds, Dublin, Ireland. Machine or apparatus for corking and labeling bottles or the like.
- 745,843.—Carl H. von Hoessle, Radebeul, near Dresden, assignor to Chemische Fabrik von Heyden Actien Gesellschaft, Radebeul near Dresden, Germany. Chromate of Silver.
- 745,858.—Frederick R. Johnston, Fall River, Mass. Bottle or flask.
- 745,958.—Thomas Ewan, Glasgow, Scotland, assignor to the Cassel Gold Extracting Co., Limited,

Maryhill, Glasgow, Scotland. Manufacturer of Sodium.

- 745,966.—Florentine J. Machalske, Chicago, Ill., assignor of one-half to Charles Herbert Lyon, Chicago, Ill. Process of producing Silicon chlorids, hydrochloric acid, and alkali hydroxids.
- 745,972.—Frank A. Robinson, Syracuse, N. Y. Machine for filling and sealing concealers.

TRADE MARKS.

Registered December 1, 1903.

- 41,557.—Medicinal Tonic for Malaria, chills and fevers. Gannaway Drug Co., Warren, Ark. The hyphenated word "Ma-Lol."
- 41,558.—Tonic. Bess Phelps Yocum, Scranton, Pa. A circular panel having thereon a scroll, the representation of a man clad in a night-cap and nightgown and asleep in a chair, a bed being shown in the background. Above the man are the words "They work and you sleep"; across the nightgown the name "Night Caps."
- 41,559.—Remedies for cure of certain named diseases. Louis Rosenthal, Montreal, Can. The hyphenated word "Hed-Rite."
- 41,560.—Remedy for nervous affections and a blood-purifier. Adam Kramer Schauf, New York, N. Y. The word "Hemona."
- 41,561.—Tonic for stomach, kidneys, liver and bladder. Adam Kramer Schauf, New York, N. Y. The word "Taquila."
- 41,562.—Remedy for dyspepsia, indigestion and stomach complaints. Adam Kramer Schauf, New York, N. Y. The word "Magona."
- 41,563.—Remedies for indigestion and dyspepsia. Fred Lyman Webster, Adams, N. Y. The hyphenated word "Witch-Wine."

TIN BOXES SCREW CAPS, ETC.

Plain, Lacquered, Lithographed. Special Sizes and Designs made to Order. New and Up-to-date Machinery. All orders promptly attended to.

BURDICK & SON, Rose & Hamilton Streets
ALBANY, N. Y.



OPIMUM AND COCAINE DECLINE.

New York, December 8.—Buyers continue to operate mainly in accordance with actual current necessities, but the aggregate volume of business is of average proportions for this season of the year and dealers show no anxiety concerning the future. The principal price changes are a decline of 10c. per lb. in quotations for opium and a reduction of 25c. per oz. in manufacturers prices of cocaine.

OPIMUM.—Lack of demand has influenced a weaker feeling and jobbing quotations show a decline to \$3.15 @ \$3.40 for 9 per cent. and \$2.25 @ \$3.50 for 11 per cent. Powdered also is lower and the revised prices are \$4.00 @ 4.25 for 13 per cent. and \$4.50 @ 4.75 for 16 per cent.

MORPHINE SULPHATE.—A fairly steady jobbing movement is in progress at prices within the old range of \$2.60 @ 2.70 for eighths in ounce boxes, \$2.55 @ 2.65 in 2½-oz. boxes, \$2.35 @ 2.45 in ounce vials, and \$2.30 @ 2.40 in 5-oz. cans.

QUININE SULPHATE.—Jobbing parcels are finding a fair consuming outlet but the market is without new feature and quotations remain steady at 25 @ 25½c. for bulk in 100-oz. tins, 25½ @ 26c. in 50-oz. tins, 26 @ 26½c. in 25-oz. tins, 27 @ 27½c. in 15 or 10-oz. tins, and 32 @ 32½c. in ounce vials.

COCAINE MURIATE.—Cable reports of lower markets abroad, together with keen competition, has caused a reduction of 25c. per oz. in manufacturers prices, and the revised jobbing quotations are on the basis of \$3.75 @ 4.00 for bulk.

MENTHOL.—Only a light demand is reported and the market is easy with jobbing prices showing a decline to \$7.00 @ 7.50 per lb. and 55 @ 60c. per oz.

ALON.—Raw material is firmer and quotations for jobbing quantities have been advanced to 56 @ 61c. according to size of order.

BALM OF GILEAD BUDS.—With the market better supplied and the demand rather slow jobbers have reduced quotations to 40 @ 55c.

OIL BERGAMOT.—New crop is on the way and holders of old are more anxious to sell. In consequence jobbing prices have been reduced to the basis of \$2.20 @ 2.45 for prime in single pound containers and \$2.00 @ 2.25 for good.

OIL SASSAPARAS.—Stronger primary markets are reported and local jobbers have advanced quotations to 60 @ 65c. for natural and 50 @ 55c. for synthetic.

TUNON SALAD OIL.—Manufacturers have reduced their prices 1c. per gal. and jobbers now quote 45 @ 50c. in 55bs. and 60 @ 70c. for less.

CANARY SEED.—Continued firmness prevails both here and abroad and jobbers have marked up quotations to 5½ @ 5¾c. for Smyrna in bags and 5½ @ 5¾c. for Sicily. Smaller quantities 6½ @ 68c.

BROMIDES.—Jobbers have reduced quotations 5c. per lb. and quote 40 @ 45c. for potassium, 45 @ 50c. for sodium and 50 @ 55c. for ammonium.

HAYBERRY BARK.—Owing to the scarcity jobbing quotations have been advanced to 30 @ 35c. for whole, and 35 @ 40c. for powdered.

SASSAPARAS PITH.—Stocks are exceedingly light and the market is strong with jobbing prices advanced to 20 @ 25c. per oz.

CUBEB BERBERIES.—Foreign markets are called higher and spot jobbing quotations show an advance to 20 @ 25c. for whole and 25 @ 30c. for powdered.

ROCK CANDY.—Values are slightly lower and jobbers quote 5-lb. boxes 10 @ 11c. for white and 10½ @ 12c. for yellow and red.

ERGOT.—Spanish is easier and jobbing parcels are obtainable at 55 @ 65c. for whole and 65 @ 75c. for powdered.

GUM KINO.—Supplies are offered more freely and jobbers have reduced quotations to 35 @ 40c. for whole and 45 @ 50c. for powdered.

FORMALDEHYDE.—Competition among importers has weakened the market and jobbing quotations show a decline to 25 @ 30c.

PERUVIAN BARK.—Values in a jobbing way are a shade easier and the revised quotations are 38 @ 42c. for city and 36 @ 40c. for country.

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P. O. AUSTIN, a druggist of Morrice, Mich., is dead, after a long illness. He was 70 years old and leaves a wife and two children.

A Rheumatic Cure that Can Be Safely Recommended.

Druggists are frequently asked to recommend a cure for rheumatism, and they usually refer the customer to a physician, or call his attention to some sort of liniment which will relieve the pain. Of course liniments will give temporary relief, and as the customer usually wants a cure, would it not be better financially for the druggist to call the customer's attention to some preparation which is recommended to cure the disease? For instance, he might call attention to Swanson's "5 Drops." This preparation is made by the Swanson Rheumatic Cure Co., at Chicago Ill., and the manufacturers say that druggists can safely recommend it to cure rheumatism, neuralgia, and kindred ailments. Druggists who desire booklets and advertising matter pertaining to "5 Drops" can secure the same from the Swanson Rheumatic Cure Co., 160 Lake St., Chicago, Ill.

The Pharmaceutical Era.

EVERY THURSDAY.

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THE PRICE LIST EDITIONS of the Era are issued in the Spring and Fall of each year and one copy is sent free to each regular yearly subscriber. To non-subscribers and for extra copies the price is \$1.00 per copy.

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Equador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitue?

Because his reading is selected and systematized.

System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



THE GRIST OF LEGISLATIVE MILLS.

Strenuous times for the legislative committees of the various pharmaceutical associations are promised for this winter. Those who will look after the druggists' interests at Albany have been examining the ground and anticipate a busy season. Several important bills are already in sight. A clause requiring a diploma from a recognized college of pharmacy as a prerequisite to registration and the granting of licenses will have the support of practically all the associations in the State. It is not likely that any considerable organized opposition to this measure will arise, and originators of the movement are confident of ultimate success. The principles represented in the last session by the Bostwick bill have not been abandoned. A new bill to prevent substitution both fraudulent and of the other sort will probably be introduced in one of the earliest sessions of the assembly. A bitter fight is anticipated, for the interests which furnish the energy to promote the movement are determined to secure drastic regulations which will appear unnecessary to the retail dealer. No honest druggist wishes to defend criminal substitution of an inferior preparation for that demanded by the physician, but the public mind is not entirely clear in regard to the exact meaning of the term "substitution," and it is feared that the commercial practice of guiding the customer in the selection of his purchase will be confused with the surreptitious tampering with prescriptions which is already forbidden by law. The retail trade is almost certain to suffer in the agitation of this question, for the druggist will be placed in a false position which he can not avoid. He will be obliged to oppose drastic measures likely to interfere with his legitimate business, and in so doing he will to the unthinking public appear to be defending a practice which no honest man can afford to treat even with complacency. A bill to change the present method of selecting members of the pharmacy board is also promised, and the discussion of the somewhat curious law now in force in this State is likely to furnish some interesting reading during the winter. Among other measures to be introduced are an anti-cocaine bill about which druggists in this city are strangely apathetic, and a regulation aimed at the exasperating trading stamp.

FOR THE UPLIFTING OF PHARMACY.

We have received a copy of the Journal of the Alumni Association of the Massachusetts College of Pharmacy, which differs from most publications of this class in that it is eminently worth reading to an "outsider." We are accustomed to have anything that is done in Boston, done seriously, and it is this quality which often gives an enterprise of more or less sectional scope a character of national importance. The alumni of the M. C. P. take their calling seriously; they are in earnest, have a definite object in view and the manner in which the task is undertaken assures us that its purpose will be accomplished. What this little journal, which will appear three time each year, expects to do, is set forth in the following words: "Our mission is to promote a mutual acquaintance and interest; to strengthen and develop the ties that already bind us together; and by the dissemination of news, the expression of hopes and aims and the exchange of ideas and sympathies to induce a mutual helpfulness and keep alive ideals and efforts that are born of college life." In other words, a truly professional spirit will be cultivated, for these pharmacists are not terrified by the encroachments of commercialism. The enterprise is free from financial entanglements. It is not the intention to compete with existing journals, for its objects are different, and no aid from advertisers will be sought. The work of editors and contributors will be performed without pay, and the expenses will be borne by the subscriptions of friends. "Should our friends fail or forsake us," says this modest and disinterested publication, "we shall die a quiet and peaceful death and ask for no obsequies." The Era hopes that peaceful death may be long deferred, and that no occasion for obsequies will ever arise. An enterprise with aims so pure and wholesome deserves to live and prosper.

PHARMACEUTICAL EDUCATION.

The journal which forms the subject of the foregoing paragraph presents some interesting statistics about colleges of pharmacy in the United States. The training of recruits to the calling seems to be well taken care of; the figures show that there are eighty-one regular colleges, besides eight or more correspondence schools. If the number of institutions of learning bears any relation to the value placed upon knowledge, pharmaceutical education has during the past fifteen years risen remarkably in public esteem. While only six new schools were organized during the years between 1870 and 1880 and the country possessed only twelve institutions devoted to pharmaceutical instruction at the beginning of this period, twenty-six colleges were opened in the last decade of the past century and twenty-one in the short time since its close. In spite of what a few pessimists say, pharmacy is rapidly gaining recognition from other sciences and professions. There are thirty-two universities in this country which offer courses in pharmacy. Of independent schools there are twenty-one; medical colleges support sixteen, while there are twelve other schools which maintain departments of pharmacy. Ohio provides more amply for the education of its pharmacists than any other state; it possesses seven schools. New York and Tennessee each

have five; Georgia, Illinois, Indiana, Iowa and Pennsylvania, four each; Michigan, Missouri and Canada, three each; Alabama, California, District of Columbia, Minnesota, Louisiana, North Carolina, Oregon, South Dakota, Texas, Virginia, Washington and Wisconsin, two each; and Kansas, Kentucky, Maine, Maryland, Massachusetts, Nebraska, New Jersey, North Dakota, Oklahoma, Rhode Island, South Carolina and West Virginia, one each. If all these colleges do their duty—and we expect that they will—there will soon be no room in this country for the sort of pharmacist who has never heard of the pharmacopoeia and who recognizes no higher authority than his jobber's price-lists.

THE OLD ORDER WILL NEVER RETURN.

While pharmaceutical education is gaining in strength, year by year, and our knowledge of the science of drugs is far more complete than formerly and also more accessible, we are nevertheless drifting farther and farther from the old order of things, still considered by many the ideal state of pharmacy when the apothecary is supposed to have been the collector, manufacturer and dispenser of all remedies. Professional spirit must be fed upon more nourishing if not more substantial food than the strange lore of the past. The science required of the modern pharmacist is very different in character from that needed fifty years ago, and many of our eminent educators and some of the most enthusiastic followers of the science do not sufficiently realize this fact. The calling has undergone a change and if the leaders in its science wish to retain their leadership, they must adapt themselves to altered conditions. The transfer of the pharmaceutical laboratory from the back room of the drug store to large buildings erected for the purpose will never be reversed. Nor is the concentration of manufacture into the hands of an especially equipped few to be deplored. The science of medicine has advanced and superior materials and more perfect standardization than would be possible in a small laboratory are demanded. The selection, standardization and preparation of the great number of remedies employed in modern medicine require so many varieties of expert knowledge that the average pharmacist could neither acquire them all in a single life-time nor employ them in a small way if he possessed them. The days of the herb closet and the back room still are gone and will never return. What the pharmacist of the future will need more than a knowledge of the modifications of strange plants is a thorough training in the art of testing. Collecting and manufacture will be entrusted to others, and he will be expected to guarantee the quality of the product.

STANDARD OF PURITY FOR FOOD PRODUCTS.

The U. S. Department of Agriculture has just published a bulletin containing standards for certain food products, thus establishing official data according to which foods are to be tested, just as the pharmacopoeia is the measuring-rod of the pharmacy inspector. It is the first published result of an Act of Congress approved on March 3, 1903, which authorized the secretary of the department to form a committee "to establish standards of purity for food products and to

determine what are regarded as adulterations therein for the guidance of the officials of the various States and the Courts of Justice." The committee which has had the matter in charge, consists of representatives of the Association of Official Agricultural Chemists of the United States and the manner of procedure seems to offer an admirable means for obtaining thoroughly satisfactory and practical standards in the shortest possible time. The data were not adopted for scientific considerations only, but the practical side of every item was kept in view by reference to actual conditions. "Before the adoption of any schedule it was submitted to the manufacturing firms and the trade immediately interested for criticism, and when requested by them, conferences for discussion have been arranged." We wonder if a more careful reference to actual requirements and possibilities would not render complaints about the standards of the pharmacopoeia less frequent. The bulletin contains definitions and standards for a number of our most important foods and a number of others are under investigation. It is worthy of remark that in the sections devoted to the spices, many of which are pharmacopoeial, no mention is made of the pharmacists' official standard.

THE ADULTERATION CRY TOO LOUD.

While we are congratulating ourselves upon the adoption of official standards and the inauguration of numerous movements for the suppression of adulteration, the chairman of the Boston Board of Health assures us that we have been needlessly frightened. Reports from various experts from all parts of the country have given us the impression that it has become almost impossible to obtain anything genuine to introduce into our stomachs, but this man of science states that the popular impression is entirely erroneous. He thinks much of our pessimism concerning the quality of the foods we eat is due to the advertisements of manufacturers who wish us to believe that their own products are the only materials which may be depended upon to be absolutely pure and worthy of confidence. He makes the startling announcement that actual harmful adulteration is extremely rare and is easily within official control. We sincerely hope that he is right and that his statement will also hold true in the matter of drugs. The public confidence in all things has been much shaken of late, and anything in the nature of a repair is very welcome. We shall soon have official standards for foods, and in a few months we may hope to receive a revised list of official drugs. Will some one now please get to work upon a list of standards for unofficial preparations.

THE WHOLESALE ALSO TAINED.

A correspondent—see the next page—this week calls attention to a surprising state of affairs in the wholesale trade. This retail druggist complains that he experiences the greatest difficulty in obtaining "what he asks for" from certain wholesale druggists. In this case there can, of course, be no general indictment for wicked fraud, for the retail dealer is not so helplessly innocent as his own customers are supposed to be. Yet there is absolutely no difference in principle between this practice and that which caused



CHARLES F. MANN, Detroit, Mich.,
Treasurer, N. A. R. D.

the retail druggist to be pilloried and cartooned in the daily press a year ago. Perhaps in time the advertisers will learn to accept existing commercial conditions as an inevitable phase of economic evolution, and trim their sails accordingly.

WHERE WILL CONSOLIDATION STOP?

Another correspondent sounds a note of alarm to the small retail druggist, and seems to prophesy a gloomy fate for the corner drug store. He describes conditions in the drug trade which are almost exact counterparts of those which some years ago led to the annihilation of the small dry-goods shops by the all-devouring department store. The prospects for the small stores seem somewhat dark, it is true, but we think our correspondent has hovered too much on the black side of the cloud. There will always be a local demand for the prescription case, for people do not, as a rule, travel several miles for medicines ordered by the doctor. Dry-goods may be bought at one's convenience; not so medicines or the immediate necessities of life. The consolidation of the food interests has not wiped out the small grocery stores; in fact the corner potato and cracker emporium is more numerous than ever. The druggist on the back street may lose his trade in brushes and patent medicines but there will always be a local demand for his professional services.

AN OLD ENEMY IN A NEW DRESS.

"Just as Good," the phrase of which we are all so heartily sick, has been worked over, refurbished up and given a fresh coat of paint. The renovated product, now "Equally Good," has been thrust upon an unsuspecting public by the New York Sun. It looks a little better in print, and is, perhaps, more smartly dressed, but it is the same old wearisome thing after all. "Just as Good," or "Equally Good," it is equally odious, and we wish somebody would take the phrase with the idea behind it, attach a millstone to it with a stout cord and drop it into the deep, deep sea.



THE DI-THYMOL-DI-IODID ADULTERATION QUESTION.

New York, December 14, 1903.

To the Editor:—The editorial in the last number of "The New Idea" (No. 4) entitled "Adulteration at the American Pharmaceutical Association" has opened up the question relative to Mr. Beringer's samples of di-thymol-di-iodide. Since it is now the desire of Mr. Beringer that this matter be made public I avail myself of the opportunity to place this occurrence in its true light. Last spring I had occasion to examine quite a large number of specimens of so-called di-thymol-di-iodids, among which were concoctions of such substances as zinc oxid, starch, ferric oxid, etc., with and without the iodine derivative; other samples were undoubtedly of home manufacture because of their greater or lesser degree of alkalinity and the presence of alkali-iodids, chlorids, calcium, silica, etc., due to imperfect washing. Among this latter class was a sample of Mr. Beringer's manufacture, which, as the examination showed, was not adulterated, but contained 6 per cent of ether insoluble matter. (A thoroughly washed and pure di-thymol-di-iodid should be entirely soluble in absolute ether.)

Thinking that some of the adulterated products might be of interest to the Committee on Adulteration of the American Pharmaceutical Association, I turned several of these specimens, without regard to origin, over to Mr. Gane. Upon my return to the city in September, I was astonished to learn from a friend of Mr. Beringer that a sample of his product had been presented before the Association among others as being adulterated to the extent of 27 per cent of ash. At the time not having access to my figures I assured this party that there was evidently a misunderstanding, and that the figures were probably nearer to 0.27 per cent than 27 per cent. I wrote at once to Mr. Beringer and explained the matter as I then understood it, and assured him that his sample had not been branded by me as being adulterated. Since, I have had opportunity of going over my notes and samples which were kept in numbered pill boxes, I find that an error was made in picking out Mr. Beringer's sample for that of another through the misreading of the number on the box. Examination of another original sealed box of Mr. Beringer's manufacture, which was in my possession, shows it to contain about 10 per cent of ether insoluble matter of alkaline reaction with alkali iodids, chlorids, silica, etc., impurities due to imperfect washing in removing the caustic alkali liquors and the accompanying salts from the precipitated di-thymol-di-iodid.

I certainly regret the fact that Mr. Beringer has been misrepresented as selling an adulterated article through the unconscious error, and I also regret that through the carelessness of someone he places on the market a di-thymol-di-iodid which contains from 6 to about 10 per cent of ether insoluble matter of a character which is calculated to do more injury than one which contains 10 per cent of such inert substances as zinc oxid, starch, etc.

In the last number of the Druggist's Circular a certain poorly informed contributor again willfully misconstrues my motives and misstates certain facts relative to my communication in the October number. The last clause of this reply, "that ash indicated the presence of impurities, which are dangerous for use as surgical antiseptics," was ordered stricken out by myself, the words, "with his none too willing consent,"

are apparently a deliberate misrepresentation of the facts. Nowhere in the reply did the statement occur that 0.27 per cent of ash was present. An ash determination is of questionable value, owing to the very high temperature necessary for the complete ashing of the product whereby considerable loss occurs in the percentage of haloid salts present. In order to determine the impurities in these products it is advisable to dissolve the substance in ether and separate the ether insoluble portion and analyze it further.

The writer of this attack should first inform himself as to the meaning of the term "adulteration" and then learn to distinguish between an "adulterated" and an "impure" product.

The accusations that I have been endeavoring to advertise phenacetin are purely childish; it is hardly necessary for me to advertise phenacetin, and it would certainly be a waste of time to do so before a society of chemists. Again, advertising of the Farbenfabriken products may be safely left to the Druggist's Circular, which does it very efficiently.

I would again advise the Druggist's Circular to devote its energies to the benefit of legitimate pharmacy on the lines already intimated in my October communication, and to cease its frantic efforts to excuse and teach adulteration and substitution. Further arguments are of little service, for "Seid Ihr nicht wie die Weiber, die beständig Zurück nur kommen auf ihr erstes Wort, Wenn man Vernunft gesprochen Stunden lang!"

(Schiller.)
V. COBLENTZ.

MORE NEW ORDER DATA FOR MR. MASON.

To the Editor:—With the concentration of trade in big chains of drug stores operated by corporations, a condition that is steadily growing in this and other cities, what will the end be?

Take, for instance, Hegeman & Co. They now have five big stores, and purpose to establish more. It is a fact that not only the retailers nearest them are suffering, but the influence is felt for very many blocks, for miles in the case of their three uptown stores.

This concentration goes rapidly on. In this city at the present time twenty-five out of two thousand stores do half of the business.

It cannot be denied that many stores must close. This will make more clerks on the market. But in these big stores half of the clerks are unregistered, simply six, eight and, in extreme cases, twelve-dollar-a-week salesmen. In a hundred employes at 200 Broadway Hegeman & Co. have only 19 licenses displayed. The patent medicine clerks get \$12 a week and commission. The drug clerks, not prescription clerks, get \$15 a week, or less. The girls at the novelty and sundry cases get far less than either.

But that store does a bigger business than sixty average stores, each having two licensed and one unlicensed man. Thus, nineteen licensed men, in this scheme of consolidation replace the one hundred and twenty men necessary before consolidation and department store pharmacies reigned. PHARMIC.

"JUST AS GOOD" JOBBERS.

December 13, 1903.

To the Editor:—Why do we hear only of the retail druggist as a substitutor? I do not mean adulteration, for we do occasionally hear that sometimes the wholesaler's product is not perfect, but substitution—the kind that seeks to put off on the purchaser something just as good.

Do you know that a retail druggist often has to almost fight to get what he wants from his wholesaler? The other day I specified a certain pharmaceutical in my order to a jobber, and he sent me his own make. I sent it back, politely referring him to the specification in the order; but he sent back his own product the second time. I had to talk very forcibly over the phone before I at last received what I wanted.

A DRUGGIST.

SHOP TALK

WAITING ON CUSTOMERS.

"How do you do, Tommy! Don't you know me?" The boy looked up and clutched at his cap, for he recognized in the speaker the lady whom he admired more than anybody else in the world, Miss Webster, his favorite school teacher.

"You are working in Mr. Brown's drug store, aren't you?" continued the young lady. "I hear that you are getting along famously."

"Who told you that?" said the boy.

"Oh, somebody. Never mind who it was. I'm coming in some day to see what you have. Have you anything nice for Christmas?"

"Oh, yes!" said Tommy. "We've got jack-knives and harmonicas and a lot of fine books about adventures and things like that."

"Miss Webster smiled.

"And perfume bottles and beautiful calendars and other nice things for girls," added the boy hastily.

"Is—is Mr. Thompson good to you?" inquired the young lady. "He is awfully cross, isn't he?"

"Cross!" said Tommy. "Why, Miss Webster, You don't know him at all. He is always just as nice as he can be."

"I suppose he is in the store all the time, isn't he?" "Not all the time," replied Tommy. "He goes for his dinner at about one."

"Oh, he does? Very well! I'm coming in some time at one o'clock so that you can wait on me. How will next Saturday do?"

Tommy was, in his heart, not quite certain about it, for he had not yet risen to the dignity of salesman-ship, but he remembered the proprieties of business and assured the young lady that she would be very welcome. When he proceeded on his way to deliver a bottle of medicine at the big house on the hill, his enthusiasm for the drug business knew no bounds.

"Mr. Thompson," said the boy in the afternoon, "Do you think I can begin to wait on customers?"

"I think so," replied the head clerk. "You can make a very respectable package now."

"How must I do it?" persisted the boy.

"Why, you have watched Mr. Brown and me haven't you? You must always be polite, of course."

"Yes, I know that," said Tommy

"And you must find out carefully just what is wanted."

"But if we haven't got what she wants, what then?"

"Oh, your customers are going to be ladies, are they? Why, try to find something else that she would like. Of course, you must be careful about it; don't suggest some outlandish thing. And if it happens to be medicine you'd better call Mr. Brown or me."

"Oh, she doesn't want to buy medicine. She—" but the boy saw that the clerks were both laughing at him, and, therefore, hastily resumed operations at the sink.

During the next two days the future salesman was on the qui vive. It seemed to the head clerk that he watched his every movement. In the back room he might be heard muttering to himself. He was rehearsing some fine speeches that he thought would be proper to address to a customer.

On Saturday morning all the cleaning and dusting was done with unusual care, and at noon Tommy's mother wondered why her son insisted upon wearing his best necktie and why he spent at least five minutes in brushing his hair and clothes, an operation which usually suffered from too much haste.

Miss Webster had not forgotten her appointment; she appeared soon after the head clerk had left the store. She inquired quietly for Tommy, and the drug-

gist discreetly withdrew behind the prescription case.

"Now, show me what you have!" said the young lady reassuringly.

The boy's carefully prepared speeches all evaporated at once. He could only call her attention in a stupid way, it seemed to him, to the holiday goods on the counters and in the show cases. She shook her head at the shiny pocket-knives and other articles highly desirable in the eyes of a boy.

"I know I am awfully hard to suit," said Miss Webster, "but you see, I'm particularly anxious to get something nice."

"Don't you like those pretty boxes with perfume bottles in them?" suggested Tommy. "Or this box of writing paper—you see it's pretty fine—it's marked 'linen.' But his customer shook her head. Nor did she fancy any of the small supply of holiday books. Finally the salesman pounced upon a pair of funny little round brushes.

"Military hair brushes! Just the thing!" said Miss Webster. "You may wrap them up for me."

"Well, you are a guy, sure enough!" said the junior clerk when the customer had departed. "To sell a girl those brushes!"

"Why? Aren't they all right?" inquired the boy anxiously.

"They're all right, but what is a girl going to do with them? They're for men, you chump!"

Tommy's spirits were quite extinguished. He had felt well pleased with himself, and now he had made a botch of it, after all. His impulse was to run after Miss Webster and tell her the uses of her purchase. But the druggist laid a restraining hand on his shoulder.

"Don't worry!" said he. "She knew what she wanted. You'll make a salesman, all right."

But the boy was not satisfied. "What can she do with them?" he inquired.

"I'll tell you what to do," said the druggist, "Don't say anything now, but wait until after Christmas. Then ask Mr. Thompson. I fancy he'll know something about it."

PSYCHOLOGY OF PATENT MEDICINES.

"I wish some one would write a book about the psychology of patent medicines," remarked a reformed manager of a pharmaceutical laboratory. "It would make mighty interesting reading."

"We used to make a lot of pills, bitters and things for little proprietary fellows out in the country. Some of them sent in only little bits of orders for a few thousand pills or so, but it paid fairly well and it was not much trouble and we rather encouraged it.

"Most of the proprietaries were built on some old recipes that had been handed down through countless generations of aunts and grandmothers, and were almost as much objects of family worship as the good Book. Some of the queerest notions imaginable were attached to these small orders.

"I remember one old chap, he and his pills had a big local reputation. We put up his preparation and printed the labels, it was a fair sort of pill too, mildly laxative, I should judge. But the funny part of it was that he wanted the pills made in two colors, white and red, I believe, and put up in separate compartments with directions to take one before and the other after meals. There was always a caution attached, under no consideration to reverse the order. I forget which was to be taken first, but it was the white, say, and the patient should take a red one out of its turn, the results might be fatal.

"I never could find out what was the object of these strange directions. You see the pills were

exactly alike, all but the color, and that old codger knew it well enough. He must have had some purpose, but what was it?

"Yes, I dare say there is a whole lot of psychology; about every patent medicine, and about most prescriptions too, for that matter."

ADULTERATION AND ETHICS.

"This hue and cry about substitution and adulteration is no new thing," said the doctor who had dropped in to talk over questions of the day with the village druggist.

"As long ago as 1669 Dr. Murrett, in his 'short view of Frauds and Abuses,' charged the apothecary with 'falsifying medicines.' I was looking up this subject only the other day and now when you come to think of it, some of the substitutes mentioned by him are so curious that the recital of them is almost enough to make one laugh." "Myrtle leaves for senna; a 'binder for a purger'; mushrooms rubbed over with chalk for agaric; hemlock for peony; sheep's lungs for fox's lungs, and the bone of an ox's heart for that of a stag's heart! It all goes to show that the traits of human nature are ever the same. Even the great Sydenham records that in his day Peruvian bark was so 'rotten, inert and adulterated' that it was necessary to increase its dose to enormous quantities, and our old friend Paris affirmed that in his time hundreds of persons were supported in London by the art of adulterating drugs, 'besides a number of women and children who found ample employment and excellent profit in counterfeiting cochineal with colored dough, isinglass with pieces of bladder and the dried skin of soles, and by filling up with powdered saffaras the holes which are bored in spice and nutmegs, for the purposes of plundering their essential oils.'"

"But to come down to present day affairs," continued the doctor, "the only way to bring to bear the power of the community for the benefit of its individual members is by the enactment and administration of law. Drugs, like Caesar's wife and boiled eggs, should not only be good but above suspicion."

"I am aware that to a considerable extent retail tradesmen are for the most part innocent or helpless in this matter of adulteration. But I assume that druggists are something more than tradesmen. They should know the quality of the wares they sell. If this assumption be true, then the druggist should have nothing to fear when the inspector calls on him for samples. He should court rather than shun investigation. No, I have but little sympathy for the man who doesn't know his business and therefore, I think the present crusade is proper. There is but one remedy for the adulteration of drugs, foods, etc., and that is to apply the existing criminal law to the adulterators. It makes me tired to hear these people talk who lack sufficient moral health and vigor to beget wholesome indignation against the perpetrators of fraud and crime in trade and commerce."

"But how about your competitor, the quack doctor?" mildly interrupted the druggist. "You say he is a fraud and yet so far as I know you have never taken any steps to rid this community of one you believe to be a fraud."

"Oh, that's different," said the doctor. "My position with regard to quacks is just this: If a man wishes to be physicked and have his broken bones set by a quack, the authorities may act wisely in not interfering; but should the assumption of the title 'doctor' by the quack deceive the man and lead him to employ the quack without knowing that he is such, then it is clearly the duty of government to interfere and to see that the quack hangs out no false signs. Just prohibit the quack from deceiving those who are in quest of a real doctor and then if people knowingly prefer the quack, let them have him. Hold the quack strictly accountable to the law the same as you do me or any legitimate physician, and I am content. Let the quack take his chance in the world. He may at least be of some use as a fool-killer."

"But please understand me. I haven't any use for the man who avowedly attempts to live upon the credulity of the public, and yet the woods is full of just such doctors. Then there is the doctor who for the sake of gaining practice, takes up some fashionable folly of the day or adopts some peculiar plan of treatment, not because convinced of its utility, but for the sake of producing a sensation in the public mind. He isn't a bit better than the physician who prescribes secret nostrums, the principle of which is all wrong; if a preparation be of real efficiency the concealment of it is inconsistent with professional liberality; and if mystery alone gives the remedy value and importance, such craft implies either disgraceful ignorance or fraudulent avarice. That's my creed in a nutshell."

The druggist could not frame a reply before the doctor was gone. As he leaned over the counter in a thoughtful mood he was heard to murmur in the language of the afflicted man of Uz: "How forcible are right words."

CHRISTMAS TRADE.

"I sometimes wonder," said a traveling man who had just returned from a long trip, "if druggists of the United States make as much of the opportunity offered them by the Christmas and New Year holiday time as they could and should? I notice that the stores in other branches of trade are, as a rule, more or less decorated for Christmas, and display prominently articles and wares of a particularly Christmas nature."

"I notice, however, that the majority of drug stores in towns that I have recently visited are not found in line, many of the proprietors doing nothing more than to set on top of the show case, or in a little more prominent place than usual, a few bottles of perfumes or some toilet sundries. It seems to me that so long as people consider the drug business a commercial enterprise, that druggist would be the most successful financially who would appreciate the line of work other successful business men are doing and take advantage of the situation. Seasonableness is a great thing to consider."

MR. QUIGLEY HAS AN ENEMY SOMEWHERE.

The following story is being passed around Syracuse about druggist Thomas F. Quigley. With a friend, he was out hunting rabbits the other day and the sport was a little dull. Mr. Quigley suddenly saw a rabbit, raised his gun and let go. The rabbit continued its journey unmolested until Mr. Quigley's friend took a chance long distance shot and dropped him in his tracks.

"What made you shoot that big hole in the ground in front of the rabbit," asked Mr. Quigley's companion.

"Well, it was this way," was the response, "He was going so fast I knew I couldn't hit him, so I shot a big hole in the ground, supposing he would fall in and break his neck."

The following story about Mr. Quigley is also told but Mr. Quigley denies it: In the course of his wanderings he spied an immense owl. "I guess I'll have him stuffed" thought the druggist-sportsman. He raised his gun. "Who—Who!" said Mr. Owl. "Thomas F. Quigley," was the answer, and Mr. Quigley blazed away. Rumor does not say as to whether a killing was made.

TAKING ADVANTAGE OF POPULAR INTEREST.

A Boston drug store has in its window a little vial which contains a small specimen of the new chemical element, radium. It is not much to look at, resembling a pinch of salt, but the little announcement card draws to it the attention of a great many passers-by, who gaze on it with absolute awe.

BOOMING THE CIGAR BUSINESS.

By C. G. BUCHANAN, Wellsburg, W. Va.

ONE day while balancing the receipts for the previous month I awoke to the fact that we were not doing a satisfactory amount of cigar business. I was somewhat puzzled to account for this as our pharmacy occupied the most prominent corner in the city.

The cigar case was in the most conspicuous portion of the store, our stock was complete, and the assortment good—consisting of all the popular and advertised brands of cigars, cigarettes and smoking tobacco. But in spite of these facts we did a very small business at the cigar counter while the cigar stores a half square on either side of us were enjoying a fine patronage.

I finally concluded that the trouble lay in the fact that we had not let people know enough about our cigars, that that branch of our business had not been advertised as it should have been. The fault once located and a resolution made to remedy it the method of so doing next claimed our attention. After considerable deliberation and investigation the following program was entered upon: We began by using window signs made by lettering upon the signs; these were headed with the weather reports and read as follows:

Weather Forecast—Cloudy and Rain.
A 5c cigar will drive away the Blues.

Weather Forecast—Colder tonight.
A good evening to read while smoking a (Havana) Cigar
10c—3 for 25c—10c straight—
2 for 25c—and 20c each.

Weather Forecast—Windy and Clear.
5c Cigar—Generously Good.

Weather Forecast—Fair and Warmer.
Cigarettes—20c.

The perfection of the cigarette maker's art.

These window signs were changed each day and while an attempt was made to advertise the different brands the principal object hoped for was that the signs might reach out and inform the passer-by that this was a store where cigars were kept.

As the result of some inquiry and careful observation, a good mailing list of smokers was secured. To each of these a copy of the following type-written letter was sent:

Mr. John Smith—
Dear Sir:

You have no doubt become so accustomed to thinking of our establishment as a place where drugs are kept that you have possibly overlooked one of our most important features, that is our Cigar Department. And yet, were you to investigate you would find that it is quite a large item in our business. You would find that our stock is an unusually complete one, consisting of almost every meritorious, recognized or advertised brand of cigars, cigarettes or smoking tobacco that you could name.

If you were to investigate still further you would find that we pay the same careful attention to the details of our cigar department that we do to those of our prescription department.

Should you remark upon the carefulness with which we have provided for every detail in this department, we would be pleased to inform you that the very nature of our business demands carefulness and promotes watchfulness and that we have simply taken these faculties with us when we transferred our attention from behind the drug counter to that of the cigars, while our thorough knowledge of the many characteristics and peculiarities of tobacco enables us to always keep our stock in that prime, "just right" condition which the true lover of a good cigar appreciates and demands.

We are so enthusiastic about the merits of our cigar department that we have rather drifted away from the main object which we had in writing you, that is to seek a share of your cigar business.

We know that you will deal where you receive the greatest value in goods and accommo-

dation for your money. We believe that we are prepared to furnish you that "greatest value," but a trial by you will convince us both. Hoping that you will see fit to grant us that favor, we are,

Yours very truly,

The Crystal Pharmacy.

These letters immediately began to produce results and in a very short time our cigar business increased wonderfully.

About two weeks after mailing the letters we sent out a private mailing card printed like the following. The border, the headline, this line "that is the same kind of feeling," and the signature being printed with red ink and the remainder with black.

When You Look in a Dictionary

You do so with the feeling that whatever you find there will be correct; That is the same kind of a feeling our customers have when they buy a cigar, for experience has taught them that our stock is complete and up to date; every article is kept in the best possible condition while the service is all that could be desired.

The Crystal Pharmacy.

It was much harder to judge the result of this card than it was that of the letter, still we have always believed that it did considerable good by helping us towards getting our new traders into the habit of dropping into our store for their cigars.

We next tried some little newspaper advertising but this not appearing of much value, we sent out the following letter:

Mr. John Smith—

Dear Sir:

Several times during the last few months we have addressed you upon a subject in which we take unusual interest. We refer to our cigar department and while we frankly confess that it has been our intention to endeavor to win a share of your patronage we feel that we are offering you something of equal value in return.

When you start out to buy a cigar you almost invariably have your mind made up as to what price you intend to pay so that cannot be a subject for our consideration. You are therefore interested in securing either a favored brand or else the best possible piece of goods for your money. Our stock being large, varied and carefully selected affords you that opportunity. You are interested in seeing that the goods have been handled in such a manner that you will receive your cigars in the best possible condition for smoking; we know that our method of keeping stock insures you that.

And lastly we believe you are pleased to receive that careful, considerate attention which we aim to give every customer.

Thanking you for all favors in the past and respectfully soliciting a continuation of the same in the future, we are,

Yours very truly,

The Crystal Pharmacy.

The next link in this follow-up system was a card headed with a burnt match. This was printed in black upon red note paper and mailed in an unsealed envelope, a burnt match being attached by glue and through a slit in the paper.

A Burnt Match

Is of just as much value to you as is the nickel-plated cigar lighter if your cigar goes out after you leave the store.

We keep a box of good matches upon our counter and you are always invited to help yourself when purchasing a cigar.

Of course we do not expect this small accommodation to win your patronage; as we rely upon the merit of our goods to do that; still it goes to prove how much we appreciate your patronage and how considerate we are of your every want.

The Crystal Pharmacy.

We hesitated some little time before sending this out as we feared it might prove expensive, but finally decided that as inasmuch as we had always kept a box of matches on the counter and had never seen fit



F. G. STICKLER, M.D.,
President S. D. Ph. A., and Director S. D. Druggists'
Mutual Insurance Co.

to do otherwise and as the invitation was going only to reputable parties, gentlemen who would in all probability appreciate the favor and not take advantage of our kindness, the experiment was worth trying, and it has proven one of our best advertisers.

That this method of advertising has been a success is evidenced by our cigar business having increased from \$1.50 a day to \$9.00 and \$10.00 and is still growing.

It is the best method of getting the attention of the smoker and is a plan that is practical for any store in any locality, the only difficulty being in securing the mailing list. The returns, however, are so large that they are well worth any effort that may be necessary to expend in that direction.

However, it will in all probability be fruitless to conduct an advertising campaign of this nature if one does not carry a decent stock as the man who carries a lot of bargain stuff, nothing meritorious, and few advertised will never receive a second call and his advertising would in that event be almost wasted.

THEORY AND PRACTICE

CURIOUS CHINESE PILLS.

Thos. Maben (Glasgow Ph. A.) described a sample of Chinese tonic pills, a box of which had been placed in his hands. The pills were relatively immense in size. Each pill consisted of a large piece of pill-mass, round, about an inch in diameter, weighing about 180 grains and covered with gold-leaf. The enormous gilt pill was enclosed in a casing of wax, the idea being doubtless to afford protection from atmospheric influences. The wax casing was loose and appeared to have been molded in two portions, the halves being joined together by gently warming the edges after the pill was enclosed. The wax was stamped with one or more stamps or "chops," a red chop be-

ing the druggist's trade mark and a golden chop the name of the pill. The pills were packed in cotton in a box covered with figured silk, bearing a red label containing the druggist's name and address and a label setting forth the virtues of the pill, which were still further advertised by means of hand bills in the Lox. Mr. Crawford who sent the pills from Singapore also sent a translation of part of one of the leaflets (Chem. & Drug.): "These pills brighten the countenance, invigorate the body, more particularly the kidneys, increase the appetite, soften the complexion (literally, make the complexion oily), quiet the heart, soothe respiration, cure fever, ringing in the ears, blurring of the vision, loss of blood, lumbago, etc." The pills are not taken entire for one dose, the patient breaking off a piece about the size of a pea when required.

ARSENIC IN REAGENTS.

A. Gautier (Comptes rend.) has by means of an extremely delicate test been able to demonstrate the presence of arsenic in most of even the purest reagents. Water after treatment with sodium carbonate and distillation from a tinned copper still contained .0007 milligram arsenic per liter; the same distilled from a glass retort and pure sodium bicarbonate, gave .0011 milligrams per 100 C. Ammonia solution made from materials supposed to be pure yielded .0033 milligram per 100 C. c.; commercial sodium bicarbonate, .016 milligram per 100 grams; pure commercial potassium nitrate, .0015 milligrams per 100 grams; potassium sulphate, .006 per 100 grams; purified ferric sulphate, containing 30 gram ferric oxide per liter, .0004 milligram per 100 C. c.; specially purified nitric acid, .00023 milligram per 100 grams; saturated solution of sulphur dioxide in water, .005 milligrams in 100 C. c. Hydrogen sulphide generated and purified in the usual way contained considerable quantities of arsenic.

DISINFECTATION WITH FORMALDEHYDE GAS.

Ravenel and Gilliland (Public Health) reach the following conclusions in a series of experiments in the practical disinfection of rooms with formaldehyde gas: The compound merits the high esteem in which it is held as a disinfectant. Special apparatus, while useful and convenient, is not absolutely necessary for the successful application of the gas. The germicidal power of formaldehyde gas depends upon certain factors which are, as yet, imperfectly understood. Other things being equal, moisture and temperature are the most important of these factors. In practice, every operation should be controlled by culture experiments, and no room which has been exposed to infection should be considered disinfected unless control cultures exposed in different parts of the room are shown to have been destroyed.

FERRUS SULPHATE AS AN ANTISEPTIC

A. J. McLaughlin (U. S. Marine Hospital Bulletin) finds that ferrous sulphate possesses little value as an antiseptic and germicide. He states that it has no restraining influence upon putrefactive changes unless it is present in proportions greater than 2 per cent. It does not permanently check putrefactive change unless it constitutes at least 5 per cent. of the mixture. As a germicide it has little or no action, even when applied under the most favorable conditions for disinfection. In experiments in which the material to be disinfected with the agent in saturated solution its action was not apparent and under the most favorable conditions it failed to destroy seven out of nine different varieties of pathogenic organisms after an exposure of one hour.

CITROZON. UROLYSIN. NERVOL.

Dr. B. Rhoden (Dtsch. Med. Zeit.) mixes crystals prepared from vanadium pentoxide, hydrochloric acid and citric acid and sodium carbonate with 30 per cent. of effervescent powder, and calls the product citrozon. It is said to contain .005 per cent. vanadium pentoxide, and is given in teaspoonful doses in a glass of

water six or eight times a day to stimulate metabolism. Urolysin is a mixture of citrozon with 10 per cent. of quinic acid, and is employed as a means to diminish the quantity of uric acid. Nervol is a mixture of citrozon and 10 per cent. of lithium bromide and effervescent powder. It is employed in hysteria, neurasthetic headache and insomnia in teaspoonful doses in a glass of water upon retiring.

THEORIES OF INDICATORS.

Julius Stieglitz (Journ. Am. Chem. Soc.) discusses the two rival theories concerning the action of indicators and shows that the ionization hypothesis of Ostwald has been overrated and that it does not give a satisfactory explanation of the phenomena. He shows that the appearance of color in a solution containing phenolphthalein cannot be due to ionization because compounds of this body also yield intense colors in the solid state and in solutions which are not electrolytes. The author explains at length the advantages of the "chromophore theory," based upon the formation of a color producing group in the molecule, in explaining the changes exhibited by phenolphthalein and methyl orange.

ICHTHYOLIDINE.

Ichthyolidine is a compound of piperazine and ichthyl sulfonic acid. It contains 7 per cent. of piperazine and is employed as a remedy for gout. It occurs as a dark brown amorphous powder and is insoluble in water and the ordinary solvents. The compound is said to diminish the quantity of uric acid produced by the body and is prescribed in doses of 3 to 6 grams per day.

SALOCREOL.

Salocreol is the result of the action of salicylic acid upon creosote. It is a brown oily liquid almost odorless and insoluble in water and easily soluble in alcohol, ether and chloroform. Applied to the skin it is easily absorbed, and produces no discoloration or irritation. It is easily decomposed by the organism and is employed chiefly as a local application for rheumatism.

PINE BUD OIL.

Haensel (Pharm. Zeit.) reports that pine buds yield .288 per cent. of a light brown oil which has an odor resembling that noticeable in pine forests when the young leaves are exposed to sunshine. It is slightly laevorotatory and is soluble in 90 per cent. alcohol and most other organic solvents.

PARAMONCHLORPHENOL PASTE, SUBSTITUTE FOR ARSENIC PASTE.

Von Dorn (Klin. Wchschr.) proposes the following paste as a substitute for arsenic paste in dental practice. Crude metallic cobalt and tropacocaine hydrochlorate in equal parts mixed with liquor paramonochlorphenol and zinc oxide in sufficient quantities to form a soft paste.

ANTITOXIN PROPERTIES OF VERATRUM VIRIDE.

M. Isham (La Med. mod.) reports a number of cases in which he had demonstrated the antitoxic properties of Veratrum viride and its alkaloids. Cases which had shown decided improvement after subcutaneous injections of this drug were eclampsia, carbolic acid poisoning, uremia, and hepatic colic.

ANTHRASOL.

Anthrasol is a clear yellow oily liquid obtained by removing the pitch, particles of coal and coloring matter from coal-tar and mixing the residue with purified tar of juniper wood. It is soluble in absolute alcohol, acetone, the oils, and paraffin. Its use is recommended in certain forms of skin disease.

GASTROCRADINE.

Gastrocradine is a name given to a soft extract prepared from the gastric mucous of the hog and the sheep. It is said to be very rich in pepsin.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries to this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Waterproofing Cloth.

(J. D. B.) Without considering the methods by which cloth is waterproofed with rubber, there are several processes in practical use by which cloth is rendered non-absorbent of water—and for all reasonable purposes waterproof—without materially affecting its color or appearance, greatly increasing its weight, or rendering it entirely air-proof. These depend mainly upon the reaction between two or more substances, in consequence of which a substance insoluble in water is deposited in the fibers of the cloth. The following processes are taken from the Scientific American Cyclopaedia of Receipts:

Lowry's Process.—Soften 4 ounces of glue in cold water and dissolve it together with 2 ounces of soap in a gallon of water, by aid of heat and agitation. The cloth is filled with this solution by boiling it with the liquid for several hours, the time required depending upon the kind of fiber and the thickness of the cloth. When properly saturated, the excess of liquid is wrung out the cloth is exposed to the air until nearly dry, then digested for five to twelve hours in the following solution: Alum, 13 ounces; salt, 15 ounces; water, 1 gallon. The cloth is then finally wrung out, rinsed in clean water, and dried at a temperature of about 80 degrees F.

Paul's process requires a small quantity of oil, but in other respects it resembles the above. The formula follows: Sodium carbonate, 1 pound; caustic lime, one-half pound; water, 2 and one-half pints. Boil together, let the mixture stand to settle, then draw off the clear lye and add to it 1 pound tallow, one-half pound rosin, previously melted together. Boil and stir occasionally for half an hour, then introduce 3 ounces of glue (previously softened) and 3 ounces of linseed oil, and continue the boiling and stirring for another half hour. In waterproofing, one-half ounce of this soap is mixed with 1 gallon of hot water and in this the goods are placed for about 24 hours, according to thickness and character. The pieces are allowed to drain until partly dried, then soaked for six hours or more in a solution prepared as follows: Aluminum sulphate, 1 pound; lead acetate, one-half pound; water, 8 gallons. Shake together, allow to settle, and draw off the clear liquid. Wring out after rinsing and dry at a temperature of 80 degrees.

Still another process we take from the Textile World: Coat the fabric with a solution consisting of 100 parts of benzole, 5 to 25 parts of talc, and 5 to 25 parts of lanoline, applied warm. Dust the fabric with powdered talc, and force the latter into the pores of the former by strong pressure. If the texture of the cloth be open, both these operations must be repeated. When dry, paint the fabric with a second solution, consisting of 1400 parts of benzole, and 5 to 25 of gutta percha or balata; then press and dry. A fabric so treated is said to retain its suppleness, to be perfectly water proof, and, to some extent, fireproof.



GEO. M. FAIRRAR, Clifton Forge, Va.,
Second Vice-President Virginia Ph. A.

Composition Powder.

(S. B.) There are many modifications of the old Thompsonian "composition powder" extant, the one most used, perhaps, being the compound powder of bayberry, or composition powder of the National Formulary. Here are some other formulas from the older "botanic" writers, the first being said to be the original Thompsonian formula:

Bayberry	2 pounds
Hemlock, inner bark	1 pound
Ginger	1 pound
Cayenne	2 ounces
Cloves	2 ounces

Dr. Elias Smith's Formula.

Bayberry	1 pound
Hemlock bark	8 ounces
Witchhazel leaves	4 ounces
Ginger	8 ounces
Cayenne	4 ounces
Cloves	2 ounces

Dr. J. T. Wells' Formula.

Nanthoxylon (?)	1 dram
Ginger	3 drams
Valerian root	3 drams
Blue calosh	3 drams
Black root (leptandra)	5 drams
Golden seal	5 drams
Pleurisy root	10 drams

Dr. J. Everett's Formula.

Bayberry	3 pounds
Ginger	2 pounds
Caraway seed	2 pounds
Cloves	8 ounces
Sassafras, bark of root	4 ounces
Cayenne	4 ounces

Formula from Howard's Domestic Medicine.

Butterfly root	1 pound
Bayberry, bark of root	1 pound
Sassafras	4 ounces
Colic root (Liatris Spicata)	4 ounces
Ginger	1 pound
Cloves	2 ounces
Cayenne	2 ounces

All finely pulverized and sifted through a fine sieve and well mixed; dose, for an adult, one teaspoonful in hot water; sweetened if most agreeable.

Elixir of Lactated Pepsin.

(B. C.) Why do you not employ the formula for compound digestive elixir of the National Formulary

which contains the equivalent of 10 grains of saccharated pepsin or 1 grain of pure pepsin to the fluid dram. This is the strength of the ordinary commercial preparations. A similar formula printed in the Era some years ago follows:

Pepsin	128 grains
Pancreatin	40 grains
Diastase or ptyalin	10 grains
Cudbear, powdered	180 grains
Dilute hydrochloric acid	20 minims
Lactic acid	3 drops
Alcohol	3 fl. ounces
Water	7 fl. ounces
Simple syrup	6 fl. ounces

Mix all of the above except the syrup, macerate for three days, agitate frequently; filter, to the filtrate add the syrup, and through the filter add enough of a mixture of alcohol and water, in the proportion of 5 to 7 by measure, to make the liquid measure of 16 fl. ounces. Some other formulas are given in the Era of December 4, last year, page 577.

Bismuth Sub-gallate.

(F. M. F.) "I respectfully request information as to whether sub-gallate of bismuth was ever called or recognized as "odorless iodoform?" If so, what was the reason advanced for so doing?"

We do not know that bismuth sub-gallate was ever designated or recognized as "odorless iodoform." Under the name of "dermatol," however, it was put forward as a substitute for iodoform. The first description of it we are able to find in any pharmaceutical journal is that which appears in the Pharmaceutische Zeitung of Berlin, June 20, 1891, page 386, where it is stated to be "an extremely fine, non-hygroscopic, odorless, saffron-yellow powder, stable towards air and light, and insoluble in the ordinary solvents. On account of its insolubility its antiseptic activity is limited to the part where it comes into direct contact with the pus microbes, resembling in this respect iodoform." This statement is supported by the United States Dispensatory which, quoting from the Gaz. Med. de Paris (June 1891), says it was used by Heintz and Liebrich as a substitute for iodoform.

Alum Baking Powder.

(C. & D.) The Era Formulary is authority for the following:

Tartaric acid	4 parts
Alum	8 parts
Sodium bicarbonate	12 parts
Potato or corn starch	3 parts
Ammonium carbonate	3 parts

Pulverize separately and sift; dry thoroughly with a low degree of heat. Mix in a dry room, and at once pack into forms, taking care to pack hard. Cover with tin foil or paraffin paper, to preserve as far as possible from the effects of moisture. Corn starch farina may be used in place of potato starch.

(2)

Dried ammonia alum	8 ounces
Sodium bicarbonate	8 1/2 ounces
Rice flour	16 ounces

Mix.

Cooling and Teething Powders.

Cardamom seeds, powdered	1/4 ounce
Cinnamon, powdered	1 ounce
Heavy magnesium carbonate	5 ounces
Mercury with chalk	4 ounces
Sodium bicarbonate	2 ounces

Eczema Ointment.

Solution of coal tar	6 fl. drams
Zinc oleate	3 ounces
Hydrous woolfat	3 ounces
Almond oil	3 fl. ounces

Chilblain Liniment.

Oil of eajuput	1 fl. ounce
Tincture of cantharides	1 fl. ounce
Soap liniment	6 fl. ounces

NEWS DEPARTMENT.

COMMERCIAL TRAVELERS

Mr. Siller.—Maidens on the Road.—Hamburg has Smaller Circuit.—Spaulding a New One.—Porter and Andrews.

A salesman whose genial features are familiar to hundreds of pharmacists is Charles Siller, of Rochester, traveling representative in Western New York and



CHARLES SILLER.

Northern Pennsylvania for Bruen, Kitchey & Co., of New York. Mr. Siller for more than thirty years has been known as a "hustler." His career began in January, 1871, when he entered the employ of Julius Zeller, who later was succeeded by his son, Max Zeller. He was with this house over thirty years, or until November, 1901. For a decade he was buyer both in the home and import departments. For twenty years he represented the house on the road, traveling as far west as the Mississippi river. Mr. Siller met with a railroad accident in July 7, 1897, resulting in the loss of his right hand, but, nothing daunted, he keeps on hustling.

George Maidens, formerly clerk at Newton's East Genesee street store, Buffalo, is now on the road for Coca-Cola.

James Grant, Wisconsin traveller for William R. Warner & Co., has been ill with pneumonia. His condition was very critical at one time.

J. P. Weber, traveling salesman for the Wisconsin Pharmaceutical Co. was taken sick at Eau Claire and was compelled to undergo an operation.

S. J. Spaulding, formerly in the retail business at Des Moines, Ia., will travel for the Moffitt-West Drug Co. of St. Louis, in South-eastern Iowa, during 1904. John M. DePew, formerly in the employ of Morrison-Plummer & Co. of Chicago, will represent the Moffitt West company in Central Illinois. Mr. DePew has traveled in Illinois for many years, and succeeds Charles E. Chandler, who retires on the first of the year, after a continuous "jaunt" of thirty-nine years as traveling salesman in the drug business.

Sam Hamberg, for the last five years the genial representative of J. Elwood Lee Co. in Eastern Pennsylvania and South to Richmond, has been obliged to shorten his trips. The Southern end will be the gainer, for Mr. Hamberg's health has lead him to choose this territory. The Pennsylvania field will be cared for by an able successor in the person of W. I. F. Dohme.

Two popular traveling men, E. D. Porter, who sold for Strong, Cobb & Co. of Cleveland, for the last eight years, and E. B. Andrews of New Haven, Conn., Massachusetts agent for Wm. R. Warner & Co., have formed a partnership as Porter & Andrews, drug and chemical brokers and manufacturers' agents, with headquarters at 370 Spitzer Building, Toledo, Ohio, and with branches in Boston, New York, Savannah, St. Louis and Chicago.

George R. Townsend, formerly of the J. Elwood Lee Co. and one of the directors of the Philadelphia Drug Athletic Association, takes the street for Armour & Co. in the digestive ferment department.

Fred Estelle, who was for many years the Western New York representative of John Wyeth & Bro. is now connected with Burrough Bros.' Mfg. Co.

N. Severin, for several years chemist of the Empire State Drug Co., Buffalo, has severed his connection with that firm and is out on the road selling preparations of his own manufacture.

W. C. Bell, northwestern representative for Sulo Palmer, with headquarters in Detroit, is spending his annual holiday vacation in this city. He is accompanied by Mrs. Bell, a former well-known young lady of Brooklyn.

Will A. Ward, who has been in St. Louis and vicinity for some time booming the sales of Stearns' Electric Paste, has made himself quite popular.

Charles P. Scott, well known in Western drug circles, has resumed his former position as representative in the West for McKesson & Robbins, and will start out on his first trip early next month. He severed his connection with the firm two years ago, and only recently returned from a trip to China and Japan.

AMONG THE BOWLERS.

A Few Pictures of the Lively Indianapolis Aggregation.—P. D. & Co. Now New York Leaders.—

Trying to Organize in Milwaukee.

Indianapolis, December 15.—The bowling mania which raged in Indianapolis last winter bids fair to be more furious this winter than ever before. The newest drug organization is presided over by Charles B. Marshall. He and the secretary-treasurer, Charles H. Benzel, are clerks in the wholesale drug house of the A. Kiefer Co. F. J. Datesman is a retail druggist, and John Pennicke is in the house of Eli Lilly & Co.

Parke, Davis & Co. won first place in the New York Association on Saturday, and their opponents, Seabury & Johnson, are now tied with two other teams for second place. Bruen, Kitchey & Co.'s work is much better than last season. Team and highest individual scores:

P. D. & Co. \$45 \$11 \$99 S. & J. \$12 792 843
Burgess 213 Judge 192

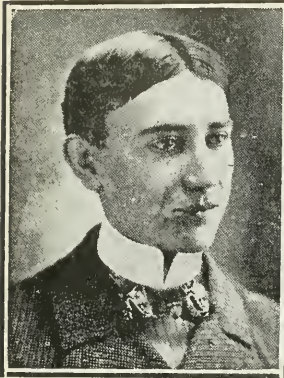
BELL-CAP-SIC CALENDAR

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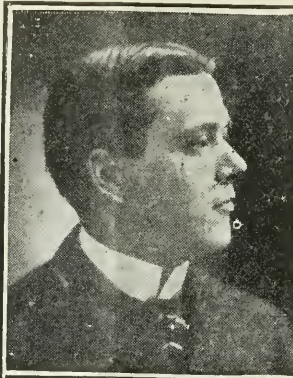
SEND FOR SAMPLE CALENDAR AND PARTICULARS

J. M. GROSVENOR & CO.

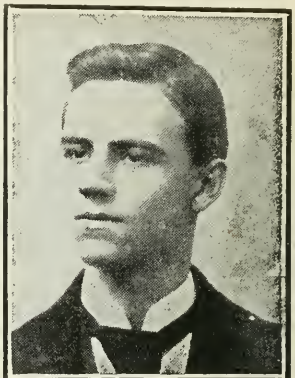
148 Pearl Street, - - - BOSTON, MASS.



CHARLES H. BENZEL,
Y. B.,
Secretary-Treasurer.



CHARLES B. MARSHALL,
Kieferettes,
President.



JOHN PENNICKE,
Eli Lilly & Co.
Indianapolis Drug B. A.

B., R. & Co.	836	728	812	S. & D.	809	693	678
Norris	212			Korndorfer	179		

Summary:

	W.	L.		W.	L.
Parke, D. & Co.	8	1	Lanman & K.	4	5
Seabury & J.	6	3	Dodge & O.	2	4
National Lead	6	3	Roessler & H.	2	7
Bruen, R. & Co.	6	3	Sharp & D.	2	10

Summary:

	W.	L.		W.	L.
Parke, D. & Co.	22	2	F. Stearns & Co.	11	14
Mich. Drug Co.	14	10	F. F. Ingram & Co.	5	19
Nelson, B. & Co.	12	12	Farrand, W. & C.	5	16

Baltimore, December 5.—A little cloud arose on the horizon of the Baltimore club last week, and some of the members were apprehensive. But it seems to have been dissipated. The cloud was a difference of opinion over the question of what to do when one team shows up with only four members instead of five. The practice has been to permit the four to roll the blind box. This, some contended, is against the rules, and the question came up when the James Baily & Son quintet claimed the right to roll a blind box. The opposition aroused caused the captain of the Baily team to offer his resignation, but the difficulty was afterward adjusted. High individual scores and the standing of the teams are:

Sharp & D.	868	858	814	S. & B.	667	770	759
Kornmann	223			Vordemberge	169		
Root & H.	780	781	805	Calvert Co.	648	570	590
Beaumont	216			Becker	178		
J. B. & Son	914	841	843	McC. & Co.	783	737	806
Fairley	200			B'r & W. Sm'k	each	179	

Summary:

	W.	L.		W.	L.
James B. & Son	23	7	Sharp & D.	16	14
McCormick & Co.	18	12	Stanley & B.	12	18
Root & Herbs	20	10	Calvert D. Co.	1	29

Detroit, December 15.—Two hundred or over is getting to be a common score. The boys are elated over the splendid form shown, and are talking of a picked team with which to meet all comers at the close of the season, but more especially a team from New York. They are confident they can "clean up" anything that the effete East may have to offer. The feature of the week was the triple victory of the Michigan Drug team over Nelson, Baker & Co., last year's champions. The latter team felt their defeat keenly, and are said to have brought dogs with them, setting them to barking furiously each time a man of the opposing team stepped up to bowl. Team and highest individual scores:

P., D. & Co.	802	917	814	Stearns & Co.	678	716	748
Lawrence	205			N. O'Donnell	174		
Mich. Drug	801	767	787	N. B. & Co.	777	749	748
Dick	188			Ludwig	184		
Ingram & Co.	838	741	784	F. W. & Co.	698	702	829
Cosgrove	180			Andres	202		

Several changes in standing in the Parke, Davis & Co. interdepartmental league, the most interesting being the steady advance of the Mechanical boys. Baxter of the Pharmaceticals had the high score, 215.

	W.	L.		W.	L.
Chemical	26	7	Scientific	16	17
Stock	21	12	Publication	14	19
Pharmaceutical	19	14	General Business	12	21
Mechanical	17	16	Canada Laboratory	7	26

Milwaukee, December 15.—An effort is being made to re-organize the Wholesale Druggists' Bowling League. Early in the season several match games were played between pick-up teams of the different wholesale firms, but the formation of a league which had been begun by Otto Welsch, a clerk with the Yahr & Lange Drug Co., was discontinued on the death of Mr. Welsch last week. It is probable, however, that an organization will be effected within the next two weeks and the season open early in January.



F. J. DAVESMAN,
White Elephant,
Indianapolis Drug B. A.

NEW YORK AND VICINITY.

COMING LEGISLATION.

A New Bostwick Bill Coming—Two Factions Working to Have Board of Pharmacy Appointed by Governor—Licenses for Alcohol Only—Cocaine—Pre-requisite Clause.

As was the case last winter, pharmaceutical legislation in this State promises to be vastly more important—at least in respect to the attempts at legislating made—than in any other State in the Union. Already the various legislative committees are cognizant of enough trouble ahead to make their fighting blood boil, and veterans like William Muir and Felix Hirsman, without whom the lot of the druggists in this commonwealth would be vastly more unpleasant than it now is, are girding up their loins for the fray.

At least three, very likely four, and probably a half-dozen bills proposed for and against pharmacy will occupy their attention. The three certain ones are the pre-requisite, or preliminary-education-and-college-graduation requirement bill, to which the State association is pledged; a new Bostwick-Dowling bill, the product of certain manufacturers and the County Medical Society, which is aimed at "substitution," and will likely be as obnoxious and certainly will be pushed far more intelligently than its prototype of last winter, which got through both branches and was killed by Governor Odell; a bill to abolish the present method of electing the State board of pharmacy and providing for the appointment of the members by the governor. Another bill that will likely be introduced will provide a \$5 State alcohol tax for those who do not wish to handle liquors.

The pre-requisite bill, it is generally conceded, will pass. With the State association committed to it, and the Kings County Ph. Soc., the Manhattan Ph. A. and the German Apothecaries' Soc., the three most powerful local associations in the State, among others, enthusiastically urging it, its friends are far in excess of its enemies, who, if there are any, have not and may not appear openly.

Last year, when the Bestwick, or, as it afterward in its modified form was called, the Bostwick-Dowling bill, appeared, its ostensible sponsors, the Society of Medical Jurisprudence, appeared before the committee with Assistant District Attorney Lindsay as their counsel, prepared for a snap. They did not reckon that any pharmaceutical opposition would cut much of a figure. They were badly fooled. They were compelled to modify the bill considerably. Originally it provided that "all manufacturers or importers of drugs must affix to all packages containing them a written certificate indicating purity, strength and genuineness of such drugs and their ingredients, and in cases where drugs are liable to deteriorate through lapse of time, said certificate shall furthermore state the date after which they shall not be sold," and a lot more equally senseless things.

In spite of the pharmacists' valiant opposition, this bill went through the legislature. But Governor Odell, thanks to Messrs. Muir, Hirsman, Stoddart, Bradt, Brundage, Mayer, Mingay, Muench, Thorpe, and the wholesalers, did not sign it. This year, however, the certain manufacturers who are behind the movement are wiser. Still, Governor Odell proved a good friend to the pharmacists before.

It may be that Governor Odell will be the last hope of the druggists who oppose a change in the method of choosing the board of pharmacy. The friends of the

change are not manufacturers—they are retail druggists. There are two aggregations of them, one in Brooklyn and one in Manhattan. Both are even now working hard to attain their object.

And their political strength is formidable, not so much because they are numerous, but because they have the ears of politicians. Alderman Goldwater, brother of and partner with Dr. A. L. Goldwater in three drug stores, is leader of the Manhattan division, and he has told several opponents of his scheme, one of them a legislative committee man, that his plan is certain to succeed, perhaps not this year, he concedes, as, if it passes the legislature, it may be held up by the governor, but when, as he prophesies, a Democratic governor is elected to succeed the present Republican one.

Messrs. Goldwater are prominently identified with Dr. Robinson's Board of Pharmacy Institute. They are also leaders in the so-called Greater New York Ph. Soc., which is semi-medical in membership, and has always avoided inspection of its roster.

The other faction is in Brooklyn. The board of pharmacy has been very active in that borough of late, and has found about one hundred violators there. This is a new thing for Brooklyn, which has been pretty much left alone in the past, it is pointed out, and has created a furor among those caught. Board members say: "Well, if these men appear against us at Albany, we'll simply submit our list of violators to the legislature and to the governor; that will stop them."

The members of the board, as far as the eastern section is concerned, have all expressed a perfect willingness that their election by pharmaceutical societies be done away with, but they promise a fight if the motive of the men behind the scheme is spite. Whether a political board will be a good one, they do not pretend to foretell. Whether the present movement contemplates a reduction in the number of members—now fifteen—has not materialized. But very many legislators are being proselyted on general principles. It is believed with the exception of the Greater N. Y. Ph. Soc., every association in the State will fight the movement.

To Sidney Faber is due the credit for the "\$5-license-for-alcohol-only" bill, and it was his quiet influence that brought both the German Apothecaries' Soc. and the M. Ph. A. out for it. Mr. Faber has seen the State excise officers, who seem favorably disposed. The object is to distinguish those who do not wish to sell liquor as well as alcohol from those who do. It is not known whether the State will take up this bill, though it is thought likely that it will. Mr. Faber has also received favorable comment from the Department of the Interior at Washington on his plan for a \$5 national license for alcohol only, with the same object, though in this case those who sell no liquors will benefit by \$20 in the present tax.

The anti-cocaine bill sponsored in Syracuse and recommended to the State association, is singularly devoid of partisans here. "We have enough law to protect us here in the city, if the board of health would enforce

WHEN YOU NEED TIN BOXES

Write to the folks who make them for Cascarets, Huyler's, Vaseline, Runkel, Dr. Charles, and 992 other proprietaries.

AMERICAN STOPPER COMPANY
150 Water Street, Brooklyn, N. Y.
THE LARGEST MAKER OUTSIDE THE TRUST



At Hillsmere; A Sunny Afternoon in Winter.

The above is a typical country scene down Maryland way. The man with the equilibrist's poise (or is it dancing?) is G. Blampsey. E. G. Wells, the Gude's Pepto Mangan man, has the banjo. The Era camera caught them all unsuspecting. They are members of the famous "shooters' shoot" of this city.

it," is the general opinion. But the State Association will likely sponsor the movement.

Then, no doubt, there will be po'ison bottle bills and the rest, adverse to pharmacy. The legislative committee men expect to be in Albany about every week for months. Legislation against trading stamps is also hoped for. It is said that, when the druggist is paying \$5 a thousand for these abominations, some of the big stores, whose sale of drugs affect the druggists very seriously, are favored by the stamp companies to such an extent that one store in this city gets its stamps for one-tenth what the small dealer pays. Consequently, its "double trading stamp," and "a dollar's worth of trading stamps free" days are very frequent, so frequent, in fact, as to be bringing ruin to the trading stamp company, it is asserted.

In former days the State Ph. A. legislative committee used to meet in Albany early in December and look the ground over. But ex-President Stoddart, in his two terms, changed this for economical reasons, and the first assembling was on the forenoon of the day on which the first hearing was had before the legislators. President Anderson will, it is believed, follow Mr. Stoddart's plan from choice, though his recent illness really made it obligatory.

IS VIRTUE ITS OWN REWARD?

Several Brooklyn druggists were recently fined for violating the law prohibiting the use of old bottles that are registered. A prominent druggist recently was asked for a dime's worth of carbolic acid by a little boy, who presented a soda water bottle as the container. "Just you go home and get another bottle and send a grown person for the stuff," the druggist ordered.

The boy went out, but, instead of going home, went down the street two blocks to another druggist. In a few moments he returned and tauntingly held the bottle, filled, up for the first druggist's edification.

"The other fellow broke the law twice on that sale," said he, in relating this and many like experiences to an Era representative. "He was a law breaker and I am an honest man. What was the result? The boy's family has a great deal of sickness just now, and the other fellow fills their prescriptions."

ANNUAL REUNION OF THE ALUMNI.

With class colors flaunting saucily over sober tones, with the shades tight drawn to shut out all sight or sound of the tempest outside, the library of the New York College of Pharmacy presented a cozy appearance on last Wednesday evening to the half-hundred or so element braves who ventured out to attend the annual alumni dinner.

President Charles S. Erb presided. In a neat introduction he placed Dean Henry H. Rusby at the mercy of the diners. Dean Rusby bade his hearers welcome and told some stories of Spanish-American experiences. Ewen McIntyre, "the oldest living grad," arrived while the Dean was speaking and his ovation drowned out all else for a moment. "I consider this, the first time I ever was interrupted while speaking, an honor," said Dean Rusby. Mr. McIntyre gave him a playful slap on the back. Dr. Albert H. Brundage, president of the State board of pharmacy, spoke interestingly. But formality could not prevail. Mr. McIntyre jumped up while Dr. Brundage was speaking and exclaimed:

"Yes! look around at your shelves now! Thousands of pills and tablets and fluids and everything else that must be kept in stock! There was a good old time when things were different. Then the druggist needed only one shelf bottle. He filled all his prescriptions from that. And that contained quinine. Thank you, Dr. Brundage."

And Dr. Brundage resumed.

Dr. Harry B. Ferguson told a yarn or two, James H. Rogers got well started on three, and made unmistakable hits on all; Phillip Fitz, chairman of the arrangements committee; Treasurer Edward Pfaff and President Harrigan of the Junior class also spoke, and Dr. Frederic P. Tuthill of the Brooklyn College of Pharmacy made a particularly felicitous little speech. Telegrams of regret at inability to attend were read from President Charles F. Chandler, Dean Joseph P. Remington of the Philadelphia C. U., and Professor Wilbur F. Scoville of the Massachusetts C. P. Class songs, the loving cup, instrumental music and good cigars must be mentioned as contributing to the enjoyment. There may have been a little wine, also.

BOARD'S WARNING TO PHARMACISTS.

In view of what is going to happen, every druggist in the eastern section of this State should carefully read the following:

"Sec. 196, Subdivision 1.—In the month of January, nineteen hundred and one, and annually thereafter, the proprietor of every place, in which drugs, medicines or poisons are compounded, dispensed or retailed, shall make a statement under oath to the board of pharmacy showing what licensee is in charge of the same and what other licensees or registered apprentices are engaged or employed therein together with any other facts, or data, that may be required by the board, and shall pay a fee of two dollars, and shall receive from the board of pharmacy a certificate of registration which must at all times be conspicuously displayed in said place with the certificate of registration of license of the person in charge thereof."

The above is from the State pharmacy laws. Nothing is said in it requiring the board to notify pharmacists to register; the law distinctly says they shall. However, the board has always, since the passage of the law, notified the pharmacists of their duty. It will not do so next month, believing that three years is

SIMON'S TOILET PREPARATIONS HAVE MADE FRANCE FAMOUS THE WORLD OVER

CREME
POUDRE
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SIMON

Best Face Cream
Best Face Powder
Best Face Soap

Expensive imported samples of these three articles mailed to druggists FREE on request, by the U. S. Agents:

GEORGE J. WALLAU, Inc., 4 Stone St., N. Y.

long enough to educate them to the exactions in this respect.

Therefore, the Era is authorized by the board to announce that every druggist who has not complied with the law of registration before the first of February, next year, will be summoned at once to court.

NEWLY REGISTERED IN THIS SECTION.

Results of last examination by Eastern branch of the board of pharmacy were better than usual, twenty-two being registered as pharmacists, as follows: Emmanuel Bronstein, Ludwig V. Ferrara, Jacob J. Franz, Charles F. Gimbernatt, Jr., Brooklyn; Walter E. Hurley, Brooklyn; Julian Rabinovitch, George I. M. Robinson, Samuel Rose, Herbert Schoenrich, Baltimore, Md.; Leon Schutzman, Johannes A. Tiedemann, Brooklyn; Jeannette Benjamin, Herman Dillon, Herman W. Dulberger, Edward Eberle, Max Flaumenbaum, Julius Kramer, James Leask, Hyman Morgenstern, Joseph M. Scheer, Brooklyn; Eugene C. Webb, Brooklyn; Oscar Wenzlering. Druggists' certificate—Frank A. Malkovosky.

NEW YORK NOTES.

—Drug Trade Club guests: H. Rueden, Paterson, N. J.; S. J. Tilden, New Lebanon, N. Y.; B. Gilpin, Baltimore; J. S. Kinnan, Toledo; C. B. Kinnan, Toledo; Jordan W. Lambert, St. Louis; H. W. Nichols, Tarrytown; Frank G. Mason, Paris; V. P. Powell, London; Algenon Henderson, Glasgow; John Wharry, St. Paul; Q. Platt, Poughkeepsie; J. W. Callinan, Summit, N. J.; E. L. D. Hester, Hasbrouck Heights, N. J.; B. C. Hawkes, Chicago; W. F. Smith, Boston; W. C. Maginnis, Boston; R. MacC. Bullington, Richmond; A. E. Hoedt, Atlanta; E. H. Monil, Philadelphia.

—Dr. Louis N. Depoyre, a prominent pharmacist and physician of Denver, Colo., who recently sold his pharmacy there, called at the Era office last week. The doctor sailed for France Thursday on the La Savoie, to pick up pointers and equipment for a new pharmaceutical manufacturing company in Denver, which he recently organized, and of which he is the head.

—Said Felix Hirseman on Saturday: "Many a drug store is turned into a ginmill because the owner is too weak not to keep liquors, which he sells at first to his intimate friends, then to an ever increasing circle of hypocrites who, in their pose before the community as abstainers, do not care to go into a saloon."

—Seen down town: S. E. Strong, treasurer, N. W. D. A.; John H. Smedley, treasurer Parke, Davis & Co., Detroit; A. J. Horlick, Racine, Wis.; William Lawton and John Conside of the C. H. & H. A. Lawton Drug Co., New Bedford, Mass.; W. L. Mix, New Haven, Conn.; George F. Brown, Rahway, N. J.

—The Goldwater drug stores as defendant were held by Judge Tierney to have violated the State pharmacy law against adulteration and sophistication in three instances, the charges being preferred by the board of pharmacy. The judge, however, imposed fine in only one case, adding the costs.

—Boericke & Tafel, the homeopathic druggists of this city and Philadelphia, have recently incorporated here for \$4,000. The incorporators are: F. A. Boericke, E. E. Boericke, J. J. Boericke, all of Philadelphia. Directors, F. A. Boericke, A. L. Tafel, G. H. Tafel all of Philadelphia.

—"The trouble with some druggists is that they can't bear to see a 5-cent piece go out of their stores," said President Oscar C. Kleine of the Kings Co. Phar. Soc. recently. "That is one reason why the board of pharmacy finds so many violations; it is petty meanness in business.

—The Vanderbeck Drug Co., which recently bought

one of Benjamin Kent's drug stores at Paterson, N. J., has been incorporated for \$50,000, by John Y. Dater, Ramsey, N. J.; Samuel I. Vanderbeck, Jr., William H. Belcher, Paterson, N. J.

—"Radium," its history extraction and properties, will be the subject of an illustrated lecture before the Cooper Union Chemical Society on Saturday evening, by Dr. Samuel A. Tucker of Columbia University.

—Lewis E. Jones, formerly prescription clerk for Heydenreich Bros, Atlantic avenue, Brooklyn and later with J. Jungman, Columbus avenue, has accepted a position with William B. Riker & Son Co.

—The annual meeting of the State board of pharmacy will be held at Albany on January 5. There is a strong belief that the new president will be Vice-President Willis G. Gregory of Buffalo.

—At the meeting of the Kings County Ph. Soc. last week a committee was appointed to receive a gift of a picture of the late Dr. John F. Golding of the Brooklyn College of Pharmacy.

—Professor Kinney of Drake University, Des Moines, Ia., asserts that he can manufacture camphor, at a cost of twenty cents a pound, from turpentine and oxalic acid.

—Harry Noonan, New York manager of the Norwich Pharmaceutical Co., is at the company's laboratories at Norwich, N. Y., for a few days.

—Frederick T. Dall, druggist at 702 Tremont avenue, filed a petition in bankruptcy with liabilities of \$3,247 and nominal assets of \$4,591.

—Dr. I. V. S. Stanislaus, director of the Hegeman & Co. laboratories at 200 Broadway married Miss B. Lillian Smith of Brooklyn.

—Charles M. Seliger and Leon Braunstein have both taken out licenses for a new store at 2137 Madison avenue.

—Charles H. Bellin has bought the store at 163 East Broadway of Julius Hammer.

—Morris Kraus and Samuel Halprin are opening a new store at 1742 Madison avenue.


—Herman W. Feeser has opened a new store at 606 Grand street, Brooklyn.

—Fred B. Losee is a new proprietor at 96 Kingston avenue, Brooklyn.

—L. Freyberger has sold 1156 Second avenue to N. Koppel.

ROUND ABOUT BUFFALO.


—Burglars of Buffalo seem to have covetous eyes upon the profitable appearance of the drug business here. There is also a coincidence in the fact that in both cases which occurred during last week the high-women sought entrance by way of the transom over the front door. Last Sunday morning, just before the usual hour of opening, the engineer of Stoddard Bros.' large establishment on Seneca street, entering somewhat earlier than usual, discovered a man at work manipulating the cash drawer. Upon being detected he fought fiercely with a hammer which he had secured from the shipping department, and, after a desperate struggle, escaped, having secured no plunder.



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Early on Thursday morning the drug store of Dedo Bros. at 408 Clinton street, was entered by burglars. The thief took \$32 from the cash register.

—N. McDonald of Depew, who was operated upon for appendicitis at the German Deaconess Hospital in Buffalo, is rapidly improving and will be able to leave the hospital in a few days.

AROUND SYRACUSE.

—In one of the suggestions which Postmaster Bruce of Syracuse has issued to the public to facilitate the sending of packages during the Christmas season is the following: "Buy stamps in advance at the Postoffice and weigh the packages at drug stores or stations, and thus avoid the crush in the corridor of the postoffice." The druggists say the Postmaster means all right, but they are afraid his advice will be followed too freely, and that they will have to furnish stamps as well as weigh hundreds of packages.

—Worden Smith, clerk at C. W. Snow & Co.'s, fell from a ladder recently and dislocated his right shoulder for the eighth time. Mr. Smith claim that he is not partial to dislocated shoulders, but that once having put it out it becomes easier every time.

—Syracuse druggists are progressing in the proposed formation of an independent ice company which will insure them ice during the summer at a reasonable price. There is some talk of combining with the meat dealers and grocers.

—A. C. Marble has opened a drug store at Marcellus. Mr. Marble was formerly in the drug department of Sibley, Lindsley & Kerr of Rochester. This makes two stores in Marcellus.

—The store of W. F. Jones at Bath, has been sold to the newly organized Jones Drug Co. C. A. Schults, long connected with the store, will be president and general manager.

—O. J. Daniels of Cicero Center, who kept a general store including a drug department, recently committed suicide by taking strychnine.

—The store of Paskell & Snow at Oneida, is being run by the assistance, R. A. Hill. Mr. Paskell is the manager at present.

—W. J. N. Gervais of Bath, has filed a petition in bankruptcy, his liabilities being about \$3,900, and assets \$2,200.

—D. A. Lawton has been at the hospital of the Good Shepherd for an operation, but is able to be about again.

—M. L. Rogers of Watertown, has a "celluloid window." Various articles are displayed in a tastful manner.

Protect Your Bank Checks.

All progressive business men insure against loss by fire, water, wind, accidents, etc., but the majority of them neglect to insure against the loss that might occur through having their bank checks raised from small amounts to larger ones. All appearances would indicate that many good business men are laying themselves open to serious financial loss by their failure to provide their business with one of the clever little machines which are manufactured by the Rochester Metal Mfg. Co., Rochester, N. Y. These machines are known by the name of "Protecticheck," and are designed to insure the owners' check against being raised by unscrupulous persons. It is apparent that the use of such a machine would not only protect the owner's check, but would also serve to increase his business standing, as its use looks and is more business-like. The Protecticheck is claimed by the manufacturers to have several distinct and original improvements. A cut of this machine with the introductory price offer on it appears in the Rochester Metal Mfg. Co.'s advertisement on the inside of the back cover.

NEW ENGLAND.

NEW HAVEN DINNER.

Annual Banquet and Meeting of the Druggists.—Waterbury Clerks Have Another Grievance.—New Metcalf Store's Big Opening.

New Haven, Conn., December 15.—The twenty-sixth annual banquet of the New Haven Ph. A. was held in this city on Tuesday evening at Warner Hall. Seventy-five members were present, besides many druggists from different parts of the State, and representatives from leading wholesale houses of New York.

The evening was opened with a business meeting, during which the election resulted as follows: President, Charles Fleischer, vice-president, S. Lloyd Salisbury, treasurer, J. Crowley; secretary, A. J. Hogdson. President Fleischer is now serving his seventh term. The executive committee were: C. H. Conway, E. Hesse, J. Eagny, John J. Alling, J. H. Marx.

During the dinner there was music, and after it a vaudeville entertainment. President Fleischer called for the toasts. Among those who responded were Mr. Donnelly of Parke, Davis & Co., Mr. Newton of Eli Lilly & Co., Mr. Isbell of Bauer & Block, Mr. Emory of the E. L. Patch Co., Boston; Paul Westhoff of the F. D. Graves Co., of this city; J. A. Levery of Bridgeport, president of the State Ph. A., and C. A. Rapelye of Hartford, secretary of the State Ph. A.

CLERKS' LOSE THEIR SUNDAY NOON HOUR.

Waterbury, Conn., December 15.—The clerks here have a new grievance in the order issued last week that hereafter all drug stores will keep open on Sundays from 8 o'clock in the morning until 10.30 at night. For the last few months they have closed on Sunday between the hours of 1 and 2 to allow the clerks a chance to get dinner. By this plan the clerk who had a day off did not have to spoil his holiday by coming to the store an hour at noon on Sunday to let the other man go to dinner. The clerks were delighted with the scheme because they could leave town for the day.

When the plan was inaugurated the proprietors' association was behind it and the two druggists in town who did not belong to the association were asked to comply. They gave their consent, but on investigation it was found that they have never complied with their agreement, so the other proprietors have agreed to keep open.

OPENING OF NEW METCALF STORE.

Boston, December 15.—To the formal opening of the new drug store of Theo. Metcalf Co., 39 Tremont street, a great number of people were invited. The invitations were quaintly conceived and read: "You are as welcome, worthy Sir, as I have words to bid you." The great store was brilliantly illuminated. The visitors were shown about by the officers of the company, Frank A. Davidson, president and treasurer; Edwin W. Shedd, vice-president; E. F. Varney, secretary and general manager, and several of the directors. In the latter part of the evening a substantial supper was served by a caterer, and souvenir boxes of chocolate bonbons and cigars were given to visitors, to whom soda water was dispensed.

Flowers in profusion were given away. The company in its long career of more than three-score years long ago passed the 1,000,000 mark in prescriptions and now returns to No. 1.

BOUND TO CATCH THEM.

Boston, December 15.—Lynn's chief crusader in preventing illegal sales of liquor, working under a fund left some years ago by James Tolman, is again on the war path, after a long period of inertia. William F. Green, druggist, was summoned to court, pleaded not guilty, and secured a continuance. The "crusader" searches his agents just before they enter a drug store to make sure that they have no liquor concealed about them. This is not because he is afraid to trust those whom he employs, but so that he can testify regarding the purchase. He stands just outside the drug store while his agents enter, and watches all proceedings. Even the court smiled when it learned of these strenuous efforts to get druggists into trouble.

THE BAY STATE.

—A public speaker in Brockton said that city had far too many drug stores and that not more than a dozen actually were needed, or could live, and that the rest—there are more than thirty—must be viewed as rum shops. Members of the trade are indignant, and one of them, Leslie T. Adams, demanded that the speaker retract. Mr. Adams stood ready to give \$1,000 to the Wales Home, a charitable institution, if the assertion could be proved. The man backed down, apologized to Mr. Adams, and modified the assertion by saying that, in his opinion, not more than a dozen pharmacies could exist profitably and legitimately and that any others would be obliged to resort to liquor selling if they kept going. Thus he did not make it appear that they already are rum shops.

—The New England Association of Chemistry Teachers at their annual business meeting, elected the following officers: President, L. C. Smith; vice-president, A. S. Perkins; secretary, H. Bisbee; treasurer, E. F. Holden; executive committee—N. H. Black, Miss Laura P. Patten and G. W. Earle. Addresses were made by K. W. Thompson, Miss E. V. Sampson, Dr. H. P. Talbot, Sidney Peterson, Miss L. P. Patten, Wilhelm Segerblom, Dr. F. J. Moore and Miss H. M. Lambert.

—James A. Quimby, a Boston clerk, after taking a headache powder at a drug store near his home, became so ill that he was removed to the hospital, where the physicians determined that he must have taken a powder in which acetanilid had been largely mixed with phenacetin. It required several hours of hard work on the part of four physicians to bring the man around.

—Several prominent druggists of Salem have come forward since the present Post Office scandal there has been made public, to state that their mail long has been tampered with, or entirely lost. They say that their letters have plainly shown that they have been opened in transmission and sealed again, remittances often being taken.

—Richard E. Morgan, a druggist in the Charlestown district of Boston, took a severe cold. It developed into an attack of hicoughs which has continued almost unabated for more than ten days. Physicians seem unable to help him, and he has become extremely weak.

—Emory T. Harris, employed by Howe & French, the Boston drug house, where he has been in service for thirty-five years or more, is a candidate for election to the board of aldermen in Cambridge. He is president of the Colored National League of Boston.

—Phillippe A. Brosseau, prominent among Fall River druggists, was invited, as State deputy of the Massachusetts Catholic Order of Foresters, to be a guest of honor at the annual banquet of the Rhode Island branch of the organization.

—Edward E. Howard, a druggist of Brockton married Miss Emma E. Sinclair of Cambridge, recently. The ceremony was performed at the home of the bride's

mother and a company of nearly one hundred and fifty was present.

—Manager Adams of Cheever's drug store, Manchester-by-the-Sea, has resigned to resume his former work as pharmacist at the Massachusetts General Hospital in Boston. He is succeeded by A. F. Metcalf of Brooklyn.

—The funeral of Henry H. Whitney, former president of the Massachusetts board of pharmacy, was held at his home in North Andover and was largely attended, and there were many floral remembrances.

—Arlington has a new pharmacy, opened by O. W. Whittemore.

RHODE ISLAND.

—The city of Providence wishes to increase its revenues from liquor license fees. Wholesale licenses now cost \$500 per annum, the rate being the same for wholesale liquor dealers and wholesale druggists. At the meeting of the common council last week, a resolution was adopted instructing the city solicitor to apply to the general assembly to pass an act authorizing the license commissioners of Providence to increase the fee for wholesale licenses to \$1,200, and for retail licenses from \$400, per annum to \$650. The whole sale druggists of Providence are opposed to the proposed increase, and, at the meeting of the Common Council referred to, a petition signed by G. L. Claffin & Co., Blanding & Blanding, Hall & Lyon Co. and the Rhode Island Drug Co., was presented, objecting to the proposed legislation. It was set forth that inasmuch as the sales made by the wholesale druggists are confined to retail druggists and physicians, and exclusively for medicinal purposes, and are but a small part of the business carried on, they ought not to be taxed at the same rate as the liquor dealer whose business is wholly the sale of liquors. The license commissioners are expected to take a reasonable view of the matter.

—Fred W. Whitford, a popular East Greenwich druggist, whose first wife died five or six years ago, is engaged to Miss Louise Bowen, daughter of Dr. William Shaw Bowen, the well-known newspaper correspondent formerly connected with some of the leading New York dailies.

—A Pawtucket pharmacist has placed a card on his soda fountain announcing that "Positively no liquor, to be drunk on the premises, is sold in this store."

CONNECTICUT.

—Eugene J. Higgins, the New Haven druggist arrested last month for a violation of the medical laws in prescribing for a patient, was tried last week. It came out that Higgins had had three months' experience in a New York hospital and on the strength of that gave prescriptions for the treatment of many kinds of ailments. He had written 19 prescriptions as far as could be learned and these had been put up at the Union pharmacy in this city. The jury brought in a verdict of guilty and reserved sentence pending the outcome of a motion for a new trial.

—The State commissioners announced licenses to four new druggists as follows: Emil Schaefer, Meriden; J. H. Baxter, Danielson; C. E. Lamar, New Haven; Walter E. Hurley, Brooklyn, N. Y.

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Our Tablets made by a new process are very satisfactory.

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PENNSYLVANIA.

MINOR DEMANDS CERTIFICATE.

Passed the Pennsylvania Board Examination, But, Though There Is No Law Preventing, He Is Not Granted a Certificate.—Druggists Want to Know Why Not.

Pittsburg, December 15.—Has the State board of pharmacy the authority to refuse to grant a minor who passed the examinations a registered certificate? This question is agitating the most prominent druggists in this locality. They insist that the vital interrogation should be definitely settled. For some time the local dealers have been complaining about this phase of the power of the board. A few days ago a young student, aged 20 years, took the examination which was supposed to entitle him to a registered certificate, that is, if he reached the required average. His examination was favorable, but the board refused to award him the certificate. In a letter which Secretary Mr. Charles T. George of the State board sent to the aspiring student, he failed to explain the reason for refusing him the papers. In a second letter, Mr. George suggested that the student communicate with a local druggist who is a member of the board. Why this unclear method should be practiced is difficult for the pharmacists to understand. They argue that there is no State law against the granting of a certificate to a minor. One leading dealer was hot in his denunciation of the practice, and said that the board was unintentionally discriminating. He suggests that the controversy should be adjusted one way or the other.

THE CLERKS' ASSOCIATION AND THE P. A. R. D.

Philadelphia, December 15.—Since the meeting of the P. A. R. D., where the clerks' association presented their communication, there has been much lively talk. At the meeting there was an effort made to table the letter but better counsels prevailed. One of the most conservative members felt that the young men had approached the P. A. R. D. in a dignified and manly way and that their requests should, as far as possible, be granted. This was what finally led to the appointment of the committee to meet with them at their next gathering.

After the Friday session of the P. A. R. D. was closed one of the members said that it was necessary that these men should be met; if possible, more than half way. If they formed an organization with the intention of acting in a disagreeable and hampering way, matters would soon be in a worse state than they were in some other cities where the druggist was compelled to keep two men, or handle his place a portion of every day by himself, or worse than that, run the place single handed the major portion of the time. The association, he said, should be met frankly, and if, on examination, their objects proved worthy and the men at the head trustworthy, a helping hand should be held out to them and everything in the power of the P. A. R. D. done to make their association a success.

DRUGGIST'S STORE, HOUSE AND MAID BURNED.

Philadelphia, December 15.—Fire destroyed the drug store and dwelling of Theodore Campbell at Sixty-third street and Overbrook avenue, Philadelphia. A colored maid, who had been asleep in a room on the third floor, lost her life. The Campbell family, as well as R. C. Strode, the druggist's clerk, had a narrow escape. The loss amounts to about \$5,000.

It was about 4 o'clock this morning that Campbell awoke, and realized that the house was on fire. He

gave the alarm. Strode heard the call in his room and hastily threw on his clothes. Then he dashed into the hall past the colored maid's door and shouted to her. Supposing that she had heard he went on downstairs to aid Campbell in rescuing his family.

The two men wrapped Mrs. Campbell and a baby boy, twenty months old, in blankets and carried them down the smoke-filled stairway and out on to the lawn. A second child, Helen, a girl of eight years, was able to get out of the house unassisted. No one, except the men, however, had time to don any clothes.

What the origin of the fire was no one could say today. It started in the cellar, where drugs and rubbish were stored.

NO LIQUOR IN PROHIBITION TERRITORY.

Pittsburg, December 15.—Much interest among the trade in centered on Senate Bill 1526, introduced several days ago in the United States Senate, and which provides that the Federal Government shall not grant liquor tax receipts to persons, druggists or others, residing in prohibition territory, State or local. Following is the full text of the bill:

"That no collector of internal revenue shall receive any tax from, nor issue any special tax receipt to any wholesale liquor dealer in malt liquors, or retail dealer in malt liquors unless such dealer shall, at time of making his application to pay such special tax, exhibit to such collector a license or permit, issued with the laws of the State or territory in which such trade or business is to be carried on authorizing him to sell distilled spirits, wines or malt liquors as they may be, at the place where such trade or business is to be carried on, and such dealer shall register with the collector the date of such license or permit, the period for which it may have been issued, and the authority issuing the same.

EATING WITH PRITCHARD IN NEW CASTLE.

New Castle, Pa., December 15.—Under the auspices of the Lawrence County R. D. A., a most successful banquet was held on last Thursday evening in this city. The affair took place at Knox's Inn. Covers were laid for 25 guests, the majority of whom are members of the association. The guest of honor was B. E. Pritchard, president of the national association. Much humor and wit were displayed, and all present pronounced the event a complete success. The only incident which marred the celebration was the sickness of four members, who were taken suddenly ill before the dinner and were unable to attend. All have totally recovered. John C. Wallace, president and George W. Clutton, secretary, had charge of the arrangements and performed their duties to perfection.

OTHER HAPPENINGS.

—The third of the series of the pharmaceutical meetings of the Philadelphia C. P. will be held on Tuesday afternoon. The following is the program: "History of the Eelectic Resinoids and their Terminology," Prof. John Uri Lloyd, Cincinnati; "Gardens of Medicinal Plants," Prof. Albert Schneider, California C. P.; "Cocca, Its Production and Use," William B. Marshall, Smithsonian Institute; "John Morgan the Founder of the First Medical School and the Originator of Pharmacy in America," M. I. Wilbert.

—B. E. Pritchard, president of the N. A. R. D., is the recipient of nearly a score of communications from leading jobbers near Pittsburg, greatly landing the Western P. A. D. A. in its effort to abolish the annoyance caused by the introducing of new remedies into the district by manufacturers. The writers are to a man heartily in favor of the suggestion.

—Samuel C. Shannon and Miss Mabelle C. Christie were married at the home of the bride's parents. They will live at 4055 Girard avenue, Philadelphia. Thomas

L. Donnegan and Miss Nellie Haines were married also. After a wedding trip South, they will locate in the suburbs of Philadelphia.

—Another new drug emporium has been opened in Knoxville, by George Breckman, who has a handsome store. Mr. Breckman recently joined the army of Benedicts, marrying Miss Leaa Lorch, whose brother is owner of an apothecary shop on Carson street.

—David Stolz goes from Philadelphia to Charles W. Snow & Co. of Syracuse, N. Y. W. S. Stuck goes to Scottsdale, Pa., R. L. Welsh to Altoona, and J. K. Clemmer to Pittsburg.

—Two robbers were arrested early one morning last week after they had made a bold but unsuccessful effort to break into Eckel's drug store, at Broad and South streets, Philadelphia.

—Joseph Calhrese, 620 Webster avenue, Pittsburg, is putting in a new store at 68 Washington street.

THE SOUTH.

ALABAMA'S NEW POISON LAW.

Montgomery, Ala., December 15.—Alabama has a new poison law. It provides that:

"It shall be unlawful for any person to retail, arsenic or any of its preparations, corrosive sublimate, white or red precipitate, bismuthide of mercury, cyanide of potassium, hydrocyanic acid, strychnia, or any poisonous vegetable, alkaloids or their salts, or the essential oil of almonds, opium or its preparations, except paregoric, and other preparations of opium, containing less than two grains to the ounce, aconite, belladonna, colchicum, conium, nux vomica, henbane, cotton root, cantharides, creosote, veratrum, digitalis and their pharmaceutical preparations, croton oil, chloroform, chloral hydrate, sulphate of zinc, mineral acids, carbolic or oxalic acids without labeling the box, vessel or paper, in which the said poisons are contained with the name of the article, the word poison, and the name and place of seller, and enter in a book kept for that purpose the name of the purchaser, the date of sale, the name of the poison and quantity purchased."

These restrictions do not apply to poisons sold on prescription. The druggist must also find that the purchaser is aware of the poisonous character of the article, and the sale can only be made when the latter "represents" that the poison is for a legitimate purpose. The penalty is from \$50 to \$250.

KENTUCKY.

—H. A. Kampfmueller's drug store, Louisville, was damaged by fire to the extent of \$1,000 on last Tuesday afternoon. Gus Kregel, a clerk, was using gasoline in the preparation of a prescription. Loss fully covered by insurance.

—A negro entered Charles A. Edelen's drug store, Louisville, and began insulting several lady customers. Mr. Edelen sprang from behind the counter and knocked the negro to the floor. He then called a policeman.

—Fire by incendiarism destroyed the drug stock of J. C. Witherspoon at Auburn. Loss \$3,200, insured for \$1,500. Mr. Witherspoon will likely quit business owing to the owner of the building refusing to re-build.

—J. W. Fowler & Co., Louisville, are holding a sale in their old building. The board of safety last Monday authorized the building inspector to allow them to open the store.

—G. L. Currey, Dean of Louisville, C. P. reports a scarcity of pharmaceutical clerks. He has on file several good openings in this State.

—E. B. Spicer, general manager of the Paracamp Co., Louisville, spent last week in Cincinnati on business.

—The Louisville C. P., senior class, will hold a mid-session examination this week.

—Prof. C. Lewis Diehl of Louisville, has sold his drug store.

MARYLAND.

—Among the visiting druggists in Baltimore: Dr. D. M. Ragan, Conowingo; John P. Patton, York, Pa.; A. Eugene DeReeves, Washington, D. C.; W. R. Rudy, Mt. Airy; W. McCarrick, Norfolk, Va.; Edward Heib. Railroad, Pa.; W. C. Downey, Washington, D. C.; L. B. Smootz, Harrisonburg, Va.; W. D. Shaw, Westminister; W. A. Minna, St. Johns, Newfoundland; L. H. Diehlman, New Windsor.

—Druggist J. O. Harrison, York road and Twenty-second street, Baltimore, has returned from a gunning trip to the Eastern shore of Maryland, and, according to common report, the entire neighborhood has been eating nothing but rabbits ever since.

—Paul Muller, president of the bankrupt Maryland Drug Co., was to have been examined last Wednesday as to what he did with a large part of the assets, but the hearing was postponed.

—Dr. Robinson, formerly manager of the Martin Remedy Co. of Baltimore, has resigned and gone to New York.

TENNESSEE.

—Charles M. McCabe and Fayette G. Durr, have founded a partnership to enter the wholesale and manufacturing drug business in Nashville. The new firm has leased the building now occupied by the Spurlock-Neal Co. on Market street.

—Lenahan & Co., of Decherd, have sold their entire stock of drugs to the Decherd pharmacy.

—The Sword Medicine Co., of Pulaski, were granted a charter with \$25,000 capital stock.

—The Tennessee Chemical Co., of Nashville, suffered a heavy loss by fire.

—A. J. Jarrell has bought S. G. Butler's drug store at Shelbyville.

—J. O. Crump has opened a store at Decherd.

OHIO RIVER VALLEY.

CINCINNATI CLERKS' UNION.

Cincinnati, Ohio, December 15.—A number of drug clerks in this city are perfecting an organization to secure shorter hours, a general wage system, and better conditions in general, especially in the matter of time off. J. H. Barlow of Indianapolis, Ind., national organizer of the Retail Clerks' Union, has made several visits to this city within the last few weeks, and the movement is now in a fair way. It is the intention of the promoters to affiliate the organization with the American Federation of Labor. Several employers, when seen by the Era correspondent, were non-committal, saying that their views would be immaterial, and might give rise to a discussion which would benefit no one and perhaps do harm. About two years ago a similar movement of clerks failed to realize an organization.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

: 13 West Street - - - NEW YORK

WANTS BIG DAMAGES, THOUGH UNHURT.

Toledo, Ohio, December 15.—Another phase in a case of great interest to druggists in this State, was recorded last week when John C. Bennett filed an amended petition in his suit against Dr. Elmer W. Heltman, a prominent physician, and William North, a leading druggist of this city, for \$25,000 damages. According to the plea, the services of the physician were engaged for treatment of the eyes, and a bottle of medicine was given to him for application. It is alleged that carbolic acid was filled into the vial, instead of the medicine prescribed, and that though both defendants were later aware of this fact, they made no move to inform him of the true contents. The medicine was not used, so no damage resulted. The defendants denounce the suit an outrage and the statements untrue.

FOR OHIO STATE PH. A. MEETING.

Cincinnati, Ohio, December 15.—The board of control of the Ohio Valley Druggists Association at their last regular weekly meeting talked over arrangements for the convention in this city next June of the Ohio State Ph. A. From present outlook, the local association will do itself proud. A committee consisting of the following was appointed to nurture the ideas presented into definite shape: Messrs. Zorn, Voss, Greenland, Greyer, Wetterstroem, Kutchbauch, Linnemann, Plath, Holzlum, De Lang and Kipp. It was also decided to remove the association's headquarters from the Atlas National Bank Building to more commodious quarters in the Johnston Building, at Fifth and Walnut streets.

STATE COMMISSIONER WANTS DRUG BULLETIN.

Columbus, Ohio, December 15.—State Dairy and Food Commissioner Ankeney, in his report covering the last year has recommended to Governor Nash the employment of a State chemist for the judging of drugs, because there is no set standard established. Another feature that will interest druggists is that Mr. Ankeney favors a bulletin to be issued to the drug trade monthly, informing dealers of goods found to be below requirements.

OHIO HAPPENINGS.

—Prof. C. T. P. Fennel of the Cincinnati C. P., was called to Xenia on December 3, to testify in the case of a saloonist charged with selling what is known as "Bishop's Beer," which it was charged caused intoxication, thereby being sold in violation of the local option law. The professor made an analysis, and his testimony was used favorably by the defense.

—Albion J. Andrews has purchased the store of Henry Adams, Fifth and Main streets, Zanesville. For the present Mr. Adams will clerk for the new owner, and later may open a pharmacy in another city in the State; one of the terms of the contract being that he not embark in the drug business at Zanesville.

—William E. Simonson of Cincinnati, the well-known druggist and chemist, who is at present making a tour of the interior parts of Alaska, has written to his business associate, Louis W. Werner, that he will return from the frozen North in the early part of next year.

—Henry Wienecke, of Lick Run was married on Thanksgiving evening. The happy couple left for a honeymoon trip which will embrace a visit to Asheville, N. C. and Washington, D. C. The bride was Miss Rose Ries, popular in local social circles.

—Alfred Willard, for the last five years clerk at Weatherhead's, Cincinnati, will remove to Cleveland to start in business for himself. Mr. Willard recently married Miss Anna Schroeder, cashier in the same establishment.

—Gus. Fechter, formerly employed in different stores in Cincinnati, but now located at Toledo, stopped in Cincinnati for a few hours while en route to New Orleans, where he will become connected with a large jobbing house.

—The store of E. C. Bradshaw, at Warren, which was closed on a mortgage several weeks ago, was sold at a private sale to Esther Thomas of Niles, for \$2,500. Thomas was the mortgagee.

—J. E. Davis, the Alexandria pharmacist, accompanied by his wife, left in the early part of the month for California, to spend the winter.

—J. I. Mercer of Portsmouth, is seriously ill with a complication of diseases which threaten to terminate in pneumonia.

—Dr. John Mary has left the employ of Mrs. Virginia Howson at Chillicothe, to locate in business at Portsmouth.

—James Hager will open a pharmacy at Gallia and John streets, Portsmouth, this month.

—W. O. May and J. Gunther have opened a new store, "The Red Cross," at Piqua.

INDIANA.

—Z. U. Loop of Galveston, recently burned out at that place, has organized the Galveston Drug Co., of which he is the principal stockholder, and will continue the business.

—The store of A. C. Handy, Morristown, who died recently, has been bought by a Mr. Handy, a nephew, who will continue the business.

—Bert McDill has succeeded Herman Hass, Twenty-fifth street and Central avenue, Indianapolis.

—Earl E. Ensley of Indianapolis, has bought out Harry Chandler at Edinburg.

—F. D. Musselman of Macy, has sold to Dr. M. M. Boggs.

AROUND THE GREAT LAKES.**CHICAGO ASSOCIATION.**

Wholesalers Promise Retailers to Discourage Opening of Stores in Sections Already Overcrowded.

Chicago, December 15.—On last Tuesday afternoon the executive board and the auxiliary association of officers of the C. R. D. A. met at the Northwestern School of Pharmacy. President Avery reported that the debts of the association have been paid and \$161 remains in the treasury. Since the last meeting, Mr. Cusack had resigned and Mr. White had been appointed. He is now working in the fifth district.

The president said that the carbolic acid ordinance was "dying in committee, and the proposed drug clerks' ordinance, was still in status quo. The feeling of the meeting was that the clerks are over-reaching themselves in trying to pass an ordinance to force shorter hours down the throats of the druggists. The association had reached an agreement with the clerks' association to take up and compromise the questions at issue on condition that a certain person, who had, in the name of the clerks' association, maligned the C. R. D. A., be retired or dropped. But that person, it is said, has since held a prominent office in the clerks' organization. The executive committee therefore regards its agreement at an end."

It appears that the C. R. D. A. does not favor East St. Louis as the place for the next meeting of the Illinois Ph. A. It was recommended that the executive board meet in Chicago on December 28 or 29 and fix

the date and a place more convenient to the druggists of this part of the State.

Mr. Bodeman reported that A. Brendecke had been convicted of selling cocaine illegally. It was unanimously voted to take up the question of expelling Brendecke from the C. R. D. A. at the next general meeting of the association. Mr. Bodemann said that he had tried to secure the indictment of Brendecke on a perjury charge on account of Brendecke's "hush money" allegations, but the other members of the board had overruled him in this, deciding that the board had its hands full in the execution of the pharmacy laws without attempting any further administration of justice.

Attorney Dudley, prosecuting attorney for the board, made an interesting speech in which he outlined the difficulties the board encountered in securing convictions in justice courts, where the juries are judges of both the law and the facts. He advocated an ordinance to enlist the police of the city in crushing the cocaine evil.

The meeting adopted a resolution declaring Mr. Bodemann the unanimous choice of the association for member of the board of pharmacy to succeed himself. Mr. Bodemann said he was not seeking the position, but if appointed he would do his duty.

Letters were read from the wholesale druggists pledging their co-operation in discouraging the opening of drug stores in sections of the city where there are already stores enough.

HE "DIED AT PAW PAW."

But Will "Rise" (From Jail) in Thirty-five Days.—Other Michigan Druggists In Court on Liquor Charges.

South Haven, December 15.—William Remus, one of the "wicked" druggists of this city, who was given 35 days in the county jail at Paw Paw and fined \$125 and costs by Judge Carr last week, has sent his brother druggists here a black edged envelope containing the following letter:

"Died at Paw Paw a young druggist of South Haven whose name is unknown. It is predicted that he will arise in about 35 days.

"Floral decorations \$ 62 50

"Funeral expenses 125 00

\$187 50

"Many thanks to friends kindly remembering him, and especially to those who witnessed the last sad rites."

Decatur is getting a taste of the dose being administered to South Haven disciples of the pestle and mortar, Edmund Peterson and Malcolm S. Carney, well-known druggists of that place, having been arraigned for alleged violation of the local option laws. They gave bail. Decatur is in the same county as South Haven, and it is intimated that other burghs will be given similar treatment, as the court is noted for non-partiality. Sheldon Coleman of Lawton, also stood trial, and was pronounced not guilty.

WISCONSIN PH. A. MEETING IN AUGUST.

Fond du Lac, Wis., December 15.—The dates for the twenty-fourth annual convention of the Wisconsin Ph. A., to be held in this city, have been set for August 2, 3 and 4. The decision was arrived at by a postal card vote in which all of the members forwarded cards to the president. The majority voted for August as the convention month. The local druggists will organize their entertainment committees next month and will make every effort to make the coming meeting surpass all former conventions, both in point of attendance and in entertainment features.

ILLINOIS.

—The H. S. McCracken Box & Label Co. is the name of a new concern making druggists' labels and boxes. It has just opened a factory at 52-54 West Van Buren street, Chicago. Harry S. McCracken is president, C. H. Harper, treasurer, and J. S. Henry, secretary. Mr. McCracken was formerly connected with the Randolph Box & Label Co. J. S. Henry was at one time in charge of the Chicago business of Lazell, Dalley & Co.

—William L. Marmon has sold his drug business and building at Bloomington, to Moore & Stevens Bros., of Memphis, Tenn. It is said the consideration was about \$75,000. The new firm takes possession January 1. Mr. Marmon had been actively engaged in the business for eighteen years. It is said the new firm were formerly employes of the Van Vleet Mansfield Drug Co., Memphis.

—The bankruptcy case of W. C. Frencksen, the well-known North avenue, Chicago, druggist, reached a speedy termination by his settlement at fifty cents on the dollar and immediate resumption of business.

—Islam Light, secretary of the Third Auxiliary Association, Chicago, recently extended his name to include a lady. In other words, he got married.

—Dr. Messerow, formerly in Milwaukee avenue, Chicago, has opened a new store at 58 Prairie avenue. It is said that his son may be put in charge.

—E. W. Johnson of Albia, Ia., who was burned out not long ago, was in Chicago last week, purchasing goods and fixtures for his new store.

—Maurice O'Connell, a graduate of the St. Louis C. P., 1900, has taken the management of the Rives pharmacy in East St. Louis.

—A. M. Reis has bought George Schreiner's drug store at 1072 Lincoln avenue, Chicago.

—W. F. Busse has announced the opening of his new store at Alton.

MICHIGAN.

—Oscar Larkins, a young drug clerk employed in the drug store of R. W. Rennie, in Detroit, attempted suicide last week by firing a bullet into his head at the home of his sister in Plymouth. He was desperately in love and worried considerably over the fear of being jilted. The doctors believe he will recover. On Thursday he made another attempt to end his existence. One of the sisters coming into his room unexpectedly discovered that he had removed the bandages from his head. He was trying to stick one of the pins into his jugular vein, for the purpose, as he stated, of bleeding to death.

—The newspapers delight in taking falls out of druggists in local option counties, as is shown by the following item in the Grand Rapids Press: "Another Montcalm county druggist started in business this week with \$200 worth of fixtures, \$250 worth of drugs and \$400 worth of liquor. He ought to make a living."

—John DeBoe of the DeBoe Mfg. Co., Grand Rapids, is under arrest again on complaint of the State food commission, charged with the sale of vanilla extract containing 90 per cent. wood alcohol. The previous arrest was for a similar adulteration of lemon extract.





A DRUGGIST GLOBE TROTTER.

There are many druggists in the United States who would dearly enjoy the trip W. W. Fordham has just finished, from Elmira, Mich., to Spokane, Wash. He is now an overland tourist with a globe-trotting record. He writes to the Era:

"The photo of the Knox car and myself was taken by A. M. Poutroy, Dickinson, N. D., who has a fine pharmacy there. I enclose a clipping from the Anaconda Standard. I was the first tourist across the northern part of the continent, and was, of course, a great curiosity. I crossed the Crow Indian reservation a short distance from where General Custer's last battle was fought. The Crows are warlike and treacherous. I also crossed the Flathead Indian reservation—they never killed a white man. Many have farms, and the squaws do the work. I saw many curious sights in the Yellowstone River valley which I followed for 400 miles. Crossed the main divide of the Rockies near Butte, Mont., on October 5. The next day, while in this high altitude, I ran into a blinding snow storm, and was obliged to stop on account of severe cold and wait until the storm was over. Saw snow-capped mountains for 200 miles. There were many dangerous places along the sides of mountains. Sliding rock does much harm both to railway tracks and wagon roads, the latter of which are usually just above and near the railroad. I traveled many miles over sharp rock which continually slide into the road. In descending the Bitter Root mountains, nine miles, my auto tires were cut more than in all the previous 2,200 miles. They were a sad sight when I arrived at Murray, Ida. At one place in Idaho I came to the end of the wagon road and had to run upon the railroad ties for one-fourth of a mile. A freight train came behind me, but halted till I found a way off the track into an old meadow, from which I followed a creek for thirty-five miles, across farms, letting down and putting up bars. At Harrison, Ida., I shipped the car on a small steamer across Coeur D'Alene Lake, 22 miles. The balance of the way to Spokane was fine going.

Mr. Fordham is a member of M. Fordham & Co., druggists of Elmira, Mich., and is removing the business to Spokane.

—H. E. Harrison, for the last thirteen years the leading druggist of Vassar, has sold his drug business and is now officiating as the cashier of the State Savings Bank of Vassar.

—C. J. Rouser is doing a rousing business at Lansing. He has put in another pharmacist, Edward Patter of Saginaw, whose name is also significant of briskness.

—Frank Gillespie, member of the drug firm of J. H. Nicholson & Co. at Hart, has taken a position with Muir & Co. at Grand Rapids.

—Joseph E. Naregan, pharmacist at Van Vranken's store, Cadillac, was married to Miss Mabel M. Stilwell of Edmore, on Wednesday.

—James Bruce, former clerk in the pharmacy of James G. Johnson at Traverse City, has opened a drug store at White Cloud.

—Francis Van Dugteren, night clerk at West's, Grand Rapids, is in St. Mary's hospital with typhoid-pneumonia.

—Burglars having designs on the cash drawers at J. G. Stoketee's, Grand Rapids, were frightened away.

—A. C. Tiffany, formerly with Moon & Co. of Boyne Falls, will open a drug store at Boyne City.

WISCONSIN.

—The twenty-second annual report of the State board of pharmacy is being distributed by Secretary A. F. Menges. Among other things it shows that six examinations were held, at which 167 were examined and 66 passed. At the present time there are 1,570 registered pharmacists holding Wisconsin certificates and 439 assistant pharmacists. There have been thirteen deaths during the year and twenty-eight have allowed their certificates to elapse.

—Many Milwaukee retail druggists have begun a warfare against owners of penny in the slot machines. The proprietors of the machines have in several instances endeavored to cut down the druggists' commission from 25 to 15 per cent., and as a result their machines have been ordered taken out.

—The State board of pharmacy last week examined one of the largest classes that has ever appeared before it. There were sixty-nine who took the examination. The sessions were held in the City Hall and at the laboratories of the Wisconsin Pharmaceutical Co., Milwaukee.

—The creditors of Charles Gundlach, the Racine druggist, who was declared bankrupt, have appointed Frank Kradwell and John Schulz, two well-known druggists, as appraisers.

—W. R. K. Johnson of Spring Valley, has purchased the City drug store at Independence. This is the second of a chain of stores that Mr. Johnson will establish.

—S. H. Brownlee of Hudson, has purchased a large drug store at Fargo, N. D., and will remove to that city on January 1.

—Jewell Bros., the Brodhead druggists, have sold to Albert J. Wagner of Tomah. A. J. Jewell will locate in Chicago.

—John Witt, a graduate of the Minnesota Institute of Pharmacy will open a drug store at Tomahawk.

WASHINGTON PROMISE COMMITTEE IN DES MOINES.

Des Moines, Iowa, December 15.—The war in patent medicine prices in Des Moines is at an end. For more than a year cut-throat prices existed.

Certain proprietary manufacturers ended the war by sending a letter to each cutter notifying him that the scale of retail prices sent out with the goods must be absolutely adhered to. It was further stated that no more supplies would be furnished unless the war was declared off.

A meeting was held in the office of the Des Moines Drug Co. last week to discuss the circular. The druggists are allowed until January 1 to put "right" prices on their wares. President J. R. Hurlburt was brought to task by the local retail association for a system of gifts and prizes carried on in connection with his sales, and an agreement was entered into to discontinue the plan. Mr. Doble of Philadelphia, representing the N. A. R. D., addressed the meeting.

WEST OF THE MISSISSIPPI.

PROPOSED IOWA LEGISLATION.

Des Moines, Ia., December 15.—Three bills to be presented to the coming legislature are of more than ordinary interest to druggists.

Ex-Governor S. B. Packard of Marshalltown, and M. J. Wragg of Waukeo, propose to incorporate in the pure food law, which has been endorsed by the Iowa board of agriculture, a section making it a crime to sell adulterated medicines. The intent of the section of the proposed law is to punish manufacturers of proprietary medicines who represent that stuff is contained in their mixtures when it is not, or furnish an adulterated article for the real. Owing to the lack of such a law Mr. Packard claims that Iowa is the dumping ground for all sorts of adulterated drugs and medicines. It is proposed to govern the sale and distribution of medicines in the same manner that the State compels manufacturers of foods and baking powders to leave out all deleterious materials.

Iowa druggists will also be interested in the proposed State marshal law for the enforcement of the liquor laws. It is proposed to have district marshals, whose sole duty it shall be to see that liquor laws are enforced. The portion of the law which applies to pharmacists is the section requiring monthly reports of all purchases and sales. Such report, if the new law is passed, will have to be made under oath and be in addition to all reports now demanded to State and county authorities.

LOCAL COMMITTEES FOR A. P. H. A.

St. Louis, December 15.—Local Secretary Joseph C. Wirthman of Kansas City, has announced the appointment of the committees for the national meeting of the A. P. H. A. to be held in Kansas City, September 5, 1904. The committees are:

Executive—Joseph C. Wirthman, chairman, Eighteenth street and Troost avenue; Ferd L. Crampton, treasurer; Paul L. Hess, S. B. Carey, all of Kansas City, Mo.

Finance—Ferd L. Crampton, chairman, 2301 Lexington avenue; J. George Wirthman, A. Breunert, F. D. Mitchell, H. C. Arnold, all of Kansas City, Mo.

Reception—William M. Fedderman, chairman, Twelfth and Main streets, Kansas City, Mo.

Membership—Paul L. Hess, chairman, 1127 Independence avenue, Kansas City, Mo.

Committee of Ladies—Mrs. Joseph C. Wirthman, chairman, Eighteenth street and Troost avenue, Kansas City, Mo.

Kansas City, Kan.—Frank E. Pellette, chairman, 8 North James street; C. E. Abraham, Samuel Gordon, G. Q. Lake.

Independence, Mo.—O. H. Gentry, chairman.

"HERBIST" IN COURT, TALKS TOO MUCH.

St. Louis, December 15.—Dr. C. Brand of 2011 Franklin avenue, who was fined several weeks ago in police court for conducting a drug store without a city license, had his case reopened by setting aside the default. He tried to convince Judge Pollard that he was not a druggist, but an "herbist," practicing a profession that he learned in London many years ago at great cost. Judge Pollard pleaded ignorance of "herbists" and Brand undertook to show him. The demonstration was very much on the order of a lecture on materia medica. He told much that was interesting if not instructive as to manufacturing liquid medicines from herbs. It was not until Dr. Brand began to tell of the diseases he could cure with the wonderful remedies that he made, that Judge Pollard awakened to the fact that he was listening to a talk that had undoubtedly been given before crowds of prospective purchasers many times. Then the speech stopped. The previous fine was again imposed.

TAKING AN EXAMINATION BY PROXY.

St. Louis, December 15.—It is said that the Missouri board of pharmacy will make every effort to cancel a certificate of registration held by a St. Louis druggist who has never been before the board. Apparently, the man was before the board three times for examination. His name was on the list and a much younger man representing him was there, it is alleged. He failed twice, and the third time made good grades. Some one reported to the board, and they went to the store to see the druggist. They saw the certificate, but not the man they knew. It is said the board members have learned the identity of the Illinois man who took the examination and will cause him to come back and explain why he did it.

MISSOURI.

—C. G. F. Meyer, president of the Meyer Bros. Drug Co., celebrated his seventy-third birthday at his home, 2733 Keokuk street, on December 9, quite informally. Last year Mr. Meyer celebrated not only his seventy-second birthday but also his semi-centennial in the drug business and it was made quite a gala occasion. At that time it was suggested by some that Mr. Meyer would retire from active business but he has not. He is still president of the immense business that he has guided to such large proportions in more than name.

—No more proprietary disinfectants for the city of St. Louis, according to the announcement of Mayor Wells. The city has been experimenting with many disinfectants, and one preparation for which \$2 a gallon was paid, was subjected to an analysis by the city chemist and found to cost in the neighborhood of five cents a gallon. That gave rise to considerable newspaper discussion and some serious consultations among the city officers. City Bacteriologist Snodgrass made a number of experiments and decided upon carbolic acid, and his recommendation was adopted.

—Ten cents for ice cream soda will be the price to confront the World's Fair visitors, if the present plans of many of the workers in the St. Louis R. D. A. have their way. During last summer many of the local druggists secured that price for cream soda and in the best residence suburbs ten cents was the usual price.

—Dr. H. M. Whelpley, professor of microscopy at the St. Louis C. P., has secured a particle of radium, which he is showing to his classes at night. There was much rivalry among the two hundred students to get on the early divisions of the class to see the radium exhibit at night.

—The annual ball given by the St. Louis R. D. A. is announced for the Odeon on January 28, the date being subject to change. The committee of arrangements is, Prof. H. M. Friedewald, Prof. E. A. Bernius and Theo. F. Hagenow.

—Scott Wilson has purchased an interest in the Reinhardt-Miller Drug Co. store at Union. The Reinhardt-Miller store is one of the best properties and most up-to-date stores in any of the inland Missouri cities.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

—C. O. Schleiter has purchased the Funke brothers pharmacy in East St. Louis and will take immediate charge. Mr. Schleiter is a brother of A. G. Schleiter, who owns three drug stores in the East Side cities.

—Miss Kathryn O'Kife and Miss Emma Walker are the feminine members of the St. Louis C. P. senior class, and Miss A. E. Kaye is the sole lady member of the junior class.

—A. R. Shuttles of the correspondence department of Meyer Bros. Drug Co., was married to Miss Agnes Wakeman, a stenographer in the same department.

—Adolph W. Biltz, druggist at Soudard street and South Broadway, has returned from an extended hunting trip in Arkansas and reports excellent shooting.

—Frederick W. Grabenschorer, who has been manager of the City Hall drug store, St. Louis, has opened a new store at Tower Grove and Hunt avenues.

—Dr. Henry M. Whelpley, well known in the drug world, gave the first St. Louis exhibition of radium at the Academy of Science on December 7.

—The St. Louis Drug Clerks' Society has announced the annual ball to take place at the Masonic Temple in the Odeon, tonight.

Put Them All on Record.

Frederick Stearns & Co. are not only in accord with the spirit of Resolution C, relative to asking manufacturing chemists to abstain from selling to dispensing physicians, etc., passed by the N. A. R. D. at its Cleveland meeting last year, but they would have the association go still further and make a straight unqualified demand upon manufacturers to abstain from selling at all to physicians. They have always refrained from selling directly to physicians themselves and they believe other manufacturing houses could do business in the same manner if they would.

Their attitude towards the retail trade in this respect should be appreciated by every retail druggist. The local druggist is the one who should supply the physician with what he needs, and Frederick Stearns & Co. are logical when they say they believe the manufacturer has no moral right to compete with his own customers. If he wishes to encourage physicians in dispensing by supplying them with his own products, that is his own affair; but he should then cut loose from the retail drug trade and not ask for their support also. The N. A. R. D. through its executive committee should call upon every manufacturer to declare his attitude on this question and thus put himself on record. The druggist should know who his friends in the trade are. There is no chance for the retailer to retain his physicians' supply business if the manufacturer will quote closer prices to the physician than he does to the pharmacist on precisely the same orders. Frederick Stearns & Co. have never sold directly to physicians and their policy in this matter should be supported.

Tullar Co. Victorious.

The Tullar Co., manufacturers of the well-known Tullar syringes, health appliances, etc., this city, advise the trade of the decision of Judge Hoyt H. Wheeler of the U. S. Circuit Court in the suit brought against them by the Marvel Co. and others. It was in connection with this suit that representations were made that the Tullar Co. would be put out of business and the trade was warned not to deal in the Tullar goods. The final decree of the Court dismisses the complainants' bill, the costs to the Tullar Co. to be taxed. This is a victory for the defendant, and the trade need have no fear of being made parties to royalty litigation.

THEORY VERSUS PRACTICE.

Theory is not bad, but practice is better in any business. If you have planned to keep posted by reading the Era advertising columns each week, do not let anything interfere in carrying out your plans, for the week you miss may mean a financial loss to you which might have been averted if you had done as you planned to do. Are you familiar with the following, which appeared in the December 10th issue?

PROTOS—Claimed by the manufacturers, the Protos Co., 1052 Madison St., Chicago, to be a great food for children and adults who are deficient in muscular development. If your wholesale druggist does not handle it write direct to the manufacturers for particulars and samples, and don't forget to mention the Era when doing so.

NAILTRIM—Made by the firm who pay the expressman and claim to treat you right, The Rochester Metal Mfg. Co., Rochester, N. Y., who say that it is the best of its kind in many ways. It is made of German silver, has three files instead of one, and a removable knife. Sold on handsome display stands at \$2.00 per dozen.

COLD PUSH—This is the season when you need it. It is recommended by Dr. Chas. A. Pusheck, 1619 Diversey Blvd., Chicago, Ill., as a cure for all colds, coughs, croup, bronchitis, etc. This popular remedy has been reduced from \$1.75 to \$1.35 per dozen.

SYRUP OF FIGS—The genuine, made by the California Fig Syrup Co., San Francisco, Cal., who furnish advertising matter free of charge on application. The price is \$4.00 per dozen to the trade, but a discount of 5 per cent. is allowed on all single orders amounting to \$24.00 or over.

DRUGGISTS' RINGS—Very attractive and suitable presents for members of the drug trade; made of sterling silver oxidized with ruby or emerald eyes. They are sent prepaid to any address upon receipt of the price. Note the J. Arthur Co. advertisement on page 21 for further information.

PYROLIGNEINE—A product of the Pyroligneine Co., Winchester, Tenn., who claim that it is a new wood derivative which reduces pain and inflammation in the most expeditious manner without injury to the tissues. The manufacturers also claim that it is being liberally advertised and that you will have calls for it.

WAYSIDE RHYMES—A book which contains the jolliest and funniest rhymes and epigrams ever written. For further description and price see page 20.

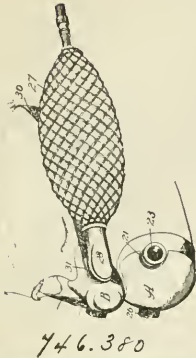
THE SANITARY STILL—Manufactured by the A. H. Peirce Mfg. Co., 127 N. Green St., Chicago, Ill., and claimed by them to be the only still recognized by the U. S. Government, and to differ from the other stills upon the market in that it not only purifies the water, but aerates it at the same time. You should have one. Write them for catalogue and prices.

DRUGGISTS' PINS—They are unique, emblematical and attractive; made of oxidized silver with ruby eyes, and sent prepaid upon receipt of 25c in coin or stamps, by the Bryan Supply Co., Bryan, O. A cut of this pin appears upon page 21.

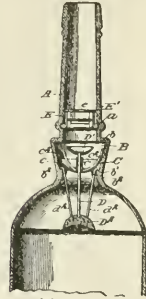
THE RELIANCE PRESCRIPTION FILE—Made by the Reliance Cabinet File Co., 1010 Dayton St., Cincinnati, O., and claimed by them to be the only practical device on the market; has a capacity for 1,000 prescriptions. If you are interested, write the Reliance Co. for testimonials and their catalogue showing their line of druggists' filing devices and specialties.

DECORATED TIN BOXES—The Savage Mfg. Co., Richards & Coffey Sts., Brooklyn, N. Y., submit free of charge original designs for decorated tin boxes. If you are in need of anything in this line, it would be to your advantage to secure some of this firm's bright, snappy ideas for new designs.

PATENTS, TRADE MARKS, ETC.



746.380



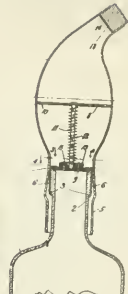
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746.103



746.313



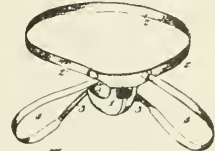
746.492



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746.474

PATENTS.

Issued December 8, 1903.

- 745,988.—Henry W. Avery, Cleveland, Ohio. Non-refillable receptacle.
- 746,102.—Samuel C. Kindig and Thomas J. Spicer, Baltimore, Md. Non-refillable bottle.
- 746,103.—Samuel C. Kindig and Thomas J. Spicer, Baltimore, Md. Non-refillable bottle.
- 746,313.—Henry Engel, New York, N. Y., assignor of one-half to Morris Brown, New York, N. Y. Non-refillable bottle.
- 746,374.—Thomas S. Philpott, Newtown, New Zealand. Non-refillable bottle.
- 746,380.—Frank M. Richardson and John F. Field, Chicago, Ill. Apparatus for administering anaesthetics.
- 746,405.—Karl Thum, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y., a corporation of New York. Purpurin-alpha-sulfonic acid.
- 746,474.—Edwin R. Drake, De Land, Fla. Suspensory bandage.
- 746,492.—Harry E. Gavitt, Topeka, Kans. Card game.
- 746,551.—Daniel H. Monks, Fishkill-on-the-Hudson, N. Y. Valve mechanism for bottles.

- 41,634.—Toilet powder. Charles A. M. Wells, Hyattsville, Md. The word "Talcutine."
- 41,635.—Tooth-paste and a tooth-powder. William A. Dumas, Detroit, Mich. The word "Queen."

LABELS.

Registered December 1, 1903.

- 10,549.—Title: "Dropsy Wine." (For medicine.) Juano L. Dezebault & Co., Cleveland, O.
- 10,550.—Title: "Lung Tonic." (For medicine.) William B. Hopkins, Lou'sville, Ky.
- 10,551.—Title: "Wootton's Menthol Cough Syrup." (For cough-syrup.) Frederick W. Wootton, Hartford, Conn.
- 10,552.—Title: "Pes Paea." (For foot-powder.) John Rovane, Sr., Keokuk, Iowa.
- 10,553.—Title: "Bader's Infallible Hair Grower." (For hair grower.) Henry P. Bader, East St. Louis, Ill.
- 10,554.—Title: "No-Bald." (For hair tonic.) Crosswell Co., New York, N. Y.
- 10,555.—Title: "Liliskin." (For toilet preparations.) Crosswell Co., New York, N. Y.

Registered December 8, 1903.

- 10,583.—Title: "Egg Skin Balm." (For an emollient.) Eastarling Print Shop, Jacksonville, Ill.
- 10,584.—Title: "Dan-do-line." (For hair-tonic) Albert N. Jewel, Baton Rouge, La.
- 10,585.—Title: "Dr. Lang's Uterine Balsam." (For medicine.) The Guarantee Medicine Company, Pierre, S. D., and Chicago, Ill.
- 10,586.—Title: "Mentho-lyptol." (For medicine.) The Universal Home Treatment Co., Worcester, Mass.
- 10,587.—Title: "No. 227,887 Rheumatic Mixture." (For medicine.) Carl E. Kessler, New York, N. Y.

TRADEMARKS.

Registered December 8, 1903.

- 41,625.—Tonics. Fairchild Bros. & Foster, New York, N. Y. The word "Phosphara."
- 41,626.—Preparation of hypophosphites. The Fellows Medical Mfg. Co. (Limited), New York, N. Y. An ornamental elliptical figure surmounted by a crown and having across the same the facsimile signature of James I. Fellows, deceased.
- 41,627.—Medicinal and chemical preparations for prevention and cure of diseases. Estate of Dr. D. Jayne, deceased, trading as Dr. D. Jayne & Son, Philadelphia, Pa. The signature of Dr. D. Jayne.
- 41,628.—Pills for certain named diseases. George Bertram Regar, Philadelphia, Pa. The words "Morning Glory," a representation of a spray of morning glories, and a rectangular figure.
- 41,632.—Skin preparations. Catharine J. Amelung, Pittsburg, Pa. The words "De Arma."

**TIN BOXES
SCREW CAPS, ETC.**

Plain, Lacquered, Lithographed. Special Sizes and Designs made to Order. New and Up-to-date Machinery. All orders promptly attended to.

BURDICK & SON, Rose & Hamilton Streets ALBANY, N. Y.



BUSINESS RESTRICTED TO CURRENT NECESSITIES.

New York, December 15.—As usual at this season, holiday affairs, stock taking, and annual settlements are receiving considerable attention. Consequently business is restricted almost entirely to actual current necessities of the consuming trade, and the market presents little in the way of new features of important price changes.

OPIMUM.—Only a light consuming demand is reported and jobbing quotations are nominally steady at the decline noted last week to \$3.15@3.40 for 9 per cent. and \$3.25@3.50 for 11 per cent. Powdered is finding a moderate jobbing outlet at 4.00@4.25 for 13 per cent. and \$4.50@4.75 for 16 per cent.

MORPHINE SULPHATE.—Dealers' report a continued steady trade demand with jobbing quotations unchanged at \$2.60@2.70 for eighths in ounce-boxes, \$2.25 @2.35 in 2½-oz. boxes, \$2.35@2.45 in ounce vials and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—Jobbing quantities continue to find a fair consuming outlet but there is an absence of new features and prices are unchanged but steady at 25@25½¢ for bulk in 100-oz. tins, 25½@26¢, in 50-oz. tins, 26@26½¢, in 25-oz. tins, 27@27½¢, in 15 or 10-oz. tins and 32@32½¢ in ounce-vials.

CAMPHOR.—Refiners have advanced their prices 1c. per lb. and the revised jobbing quotations are 56½@57c. for bulk in lbs., and 57@57½c. for cakes in cases for broken lots the quoted range is 62@65c.

SIMARUBA BARK.—Supplies are more abundant and the market is easier, with jobbing quotations showing a decline to 60@70c. for whole and 65@75c. for powdered.

OIL PEPPERMINT.—Primary markets in the West are stronger and with local stocks under better control, spot values are decidedly firmer, the quotations in a jobbing way showing an advance to \$3.05@3.30 for Western, \$3.15@3.40 for Wayne County and \$3.85@4.10 for H. G. H. or redistilled.

SILVER NITRATE.—Owing to weaker markets for metal, the prices of manufacturers have been reduced 1¼c. per oz. and jobbing quotations show a decline to 43@48c. for crystals and 45@50c. for fused.

SARSAPARILLA.—Mexican is easier owing to freer arrivals from producing markets and local jobbers have reduced quotations to 19@24c. for whole, 21@26c. for cut or crushed and 23@29c. for powdered.

IPECAC.—Rio is easier in sympathy with corresponding conditions in European markets and jobbing quotations show a decline to \$1.70@1.95 for whole and \$1.80@2.05 for powdered.

UNION SALAD OIL.—Values at producing points have reacted since the decline noted last week. Manufacturers have advanced prices 2c. per gal. and the jobbing quotations are 47@52c. in barrels and 62@72c. For less, according to size of order.

OIL SASSAFRAS.—Natural is exceedingly scarce both on spot and in producing markets and values are decidedly higher. For strictly prime the jobbing range is 70@75c. but for inferior grades the inside figure could probably be snared.

YERBA SANTA.—Supplies are very light and concentrated in few hands, and jobbing quotations have been marked up to 18@28c.

Resigned Presidency of National Licorice Co.

Owing to the continued ill-health of F. P. Scudder, necessitating the relinquishment of his official duties, he resigned the presidency of the National Licorice Company on Dec. 8, retaining his membership on the board, the personnel of which remains unchanged. The officers elected on that date and members of the board are as follows: President, Adolphe E. Smylie; vice-president, Henry Rowley; secretary and treasurer, H. W. Petherbridge; F. P. Scudder and Milton Hopkins.

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Carbolic Acid that Melts at 40 Degrees Centigrade.

The U. S. Pharmacopoeia requires that purified carbolic acid shall melt at not lower than 35 degrees C. A lower melting point indicates more hydrated acid, and a higher melting point indicates less hydrated acid and a purer product. Therefore, when we are informed by responsible manufacturers that their product has the high melting point of 40 degrees C. we can but infer that this product is one of the purest, if not the purest one of the kind upon the market. Such a product as the one spoken of is claimed by the Mallinckrodt Chemical Works, St. Louis, Mo., to be exemplified in their Gilt Label brand of carbolic acid. The "M. C. W." products have always had the reputation of being among the leaders, and as such they should have the druggist's careful consideration.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXX.

NEW YORK, DECEMBER 24, 1903

No. 25

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

"We are all learning more or less every day, and wide reading in one's chosen field is imperative."

But there is a great difference both in the quantity learned and the manner of reading.

The newspaper habit, the careless reading of many headlines in many dailies, does not lead to great learning.

On the other hand careful systematic reading is the medium of all education.

Why does the college student read to better advantage than the newspaper habitué?

Because his reading is selected and systematized.

System and selection in reading is, however, also possible outside college walls. The main thing is to get the right person to arrange it for you.

The Era Course in Pharmacy has been selected and systematized for the use of home students by educators of wide experience.

Write to the Pharmaceutical Era, 8 Spruce Street, New York City.



THE STRENUOUS LIFE AND DRUG ABUSE.

An Omaha divine last week announced that fully ten per cent. of the population of the surrounding territory was composed of drug habitues. The proportion seems very large but the reverend speaker produced evidence of startling character. He said that one drug firm in the neighborhood purchased cocaine in lots of \$5,000 worth at a time, and that a drug clerk testified that his first duty after opening the store in the morning was to put up the alkaloid in five and ten cent packages in preparation for the active demand of the day. That indicates a state of affairs in the prosperous West which has no parallel in the eastern part of the country. We hope the report is exaggerated, and that the condition is not so serious as it seems, but it is impossible to deny that the evil is far more threatening than most of us realize. If the abuse is one-tenth as widespread as this report seems to show, no sacrifice on the part of reputable druggists which will save their calling from disgrace can be too great. It is an evil that threatens the good name of the entire trade, and no entirely successful measure for its suppression has yet been devised. Illinois has a drastic cocaine law, and the campaign has been prosecuted with vigor and ability, yet there are many who doubt that the means adopted are sufficient to effect a cure. An authority recently declared that evils like the abuse of drugs and alcohol take a more violent hold upon Americans than upon persons of any other nationality, and that this fact is due to the excessive strenuousness of American life. The truth of this statement is probably a matter of opinion, but in any case the evil is no common abuse that can be met with mere resolutions and propaganda. The monster is an extremely vigorous reality and it must be met with equal vigor.

BODEMANN, THE STRENUOUS.

Probably no one is by nature and temperament better fitted to cope with the cocaine evil than our friend Mr. Bodemann of Chicago, and the druggists of his town have shown good sense in trying to secure his services at the head of the board of pharmacy for another year. He has given the enemies of pharmacy no rest, and he has in consequence suffered all possible manner of abuse. He has been slandered and

threatened and vilified in the papers. Last week he was arrested for having caused sundry injuries to an eye that had probably been resting upon him apprehensively for some weeks. Not even an alibi was necessary to prove our friend's innocence. No doubt all this would be very annoying to the average citizen and we are sorry to see abuse heaped upon the head of one guilty only of having done his duty, yet we do not pity Mr. Bodemann overmuch. We have a strong suspicion that he is having the time of his life, to use a pretty colloquialism. We do not believe that he has had so much fun since he was a boy, and we are pleased to think that his peculiar abilities will continue to operate in the interests of decent pharmacy for many years to come.

TRADING STAMPS, TRADE DEMORALIZERS.

Of all the devices for compelling the feet of customers to one's own place of business, the trading stamp is the most insinuating and diabolical in its ingenuity and its possibilities for evil. As a means of advertising it is now so effective that no single merchant can afford to ignore it, and as a form of price-cutting it promises to be more insidious and difficult of control than all others. Its attractiveness and its astonishing effectiveness are largely due to its power of appealing to several of the universal human weaknesses at the same time. The stamp giving dealer appears to give something for nothing, an attraction which only the exceptionally strong can resist; the element of uncertainty mildly excites the gambling instinct of the purchaser and the anticipation of a gift of unknown qualities at some vague time in the future keeps the imagination pleasantly occupied. People flock to stores where stamps are distributed because they seem to make two purchases for one expenditure, and the delightful wonder as to what particular splendor will result and the pleasing task of selecting an apparent gift are irresistible, especially to the average feminine mind. All branches of trade in and about New York are suffering from a trading stamp epidemic. Not only department stores but groceries, meat shops and retail stores of all sorts have surrendered to the common demand. Strange tales of curious developments of the stamp nuisance have been going the rounds. A New Jersey undertaker shop is said to have displayed a stamp sign, but as it soon disappeared we may assume that some wag merely tried to create a smile at the expense of a solemn establishment. In another town a corner saloon advertised a popular brand of stamps with the result that many wives urged their husbands to "take a drink" at a certain bar, and enthusiasm ran so high that the police were obliged to interfere, upon what legal grounds we can not imagine.

THE ENDLESS POSSIBILITIES.

The trading stamp as a means of advertising is an unmitigated success. An announcement in the morning papers that a double portion of stamps will be distributed at a certain time and place will be eagerly read by thousands of women who never look at the conventional lists of bargains, a form of advertising which no longer seems to enjoy popular confidence. A very clever trick employed by some of the larger

firms to induce people to visit the stores or even certain counters is to print coupons in the daily advertisements, the coupons to be cut out and exchanged at the place designated for trading stamps. Diligent readers may thus collect quantities of the little squares without making a single purchase, but in the mean time the store has accomplished its purpose. The stamp's wonderful possibilities are, perhaps, best exhibited in its ability to focus attention upon any particular article of merchandise. In this respect it is far superior to the ordinary bargain sale announcement. All that is necessary to stimulate the demand for any article is to offer extra stamps. In order to secure stamps representing three dollars with a purchase involving one dollar in cash, many women will travel several miles and forego a too critical examination of the goods. These are only a few of the many ways in which an ingenious merchant may employ trading stamps to lure his rival's patrons to his own counters. Perhaps this monstrosity is only a passing fad which will disappear as suddenly as it has risen, but in the meantime the effects are sufficiently serious. It is a deadly weapon in competitive warfare, one that is far more easily taken up than laid aside, and one which is nearly as dangerous at the breech as at the muzzle.

TO ABOLISH THE TRADING STAMP.

The trading stamp has been roundly denounced on all sides, but its virulence has apparently not yet reached its height. In one week recently several druggists' associations condemned it by resolution, but at the same time another body of pharmacists felt compelled to adopt its use, let us hope as a business expedient for self-defense. Movements are on foot with a view to putting a stop to the nuisance by legal enactment, but whether any of these campaigns will be successful remains to be seen. The merchants of Massachusetts last year secured the passage of an anti-trading-stamp measure, but it never became a law. Possibly the same difficulties will not be encountered in other places, but it is well to recognize the fact that there will be no smooth and easy sailing. No doubt legislative bodies can be found who will be willing to declare the giving away of trading stamps and coupons illegal, but upon broad grounds it is difficult to see how any law can deal effectively with the question. It is a means of advertising that differs in no essential from the giving of cards, calendars, etc., and it will be difficult to forbid one without also rendering the other illegal. It will be a courageous legislator who will dare undertake the regulation of advertising not in restraint of trade, yet this is precisely an action which must be taken in the not distant future if competition continues to run riot as it has done during the past few years. The multiplication of trade association all for the purpose of combatting evils of competition shows that independence and rivalry have created conditions which are no longer tolerable. The trading stamp in the drug trade is a serious problem. It threatens to neutralize all the good accomplished by years of association work. Everyone recognized in it a form of price-cutting, but it is a form which is extremely difficult to control. Probably the most effective weapon that can be employed against it is organization and mutual

agreement, a weapon which has hitherto also been the most effective means of controlling prices. Organization is the only remedy available for most of the evils of trade and it is strange that the rank and file are so slow to recognize its benefits.

TRADING STAMPS AND THE CONTRACT PLAN.

Some one propounds this question: "Does the druggist who gives trading stamps with goods sold under contract to maintain prices violate his contract?" Whenever this question has been brought up at association meetings, the giving of stamps coupons or premiums has always been declared equivalent to a cut in prices equal to the value of the premium given. The value of the trading stamps given with a dollar purchase is usually supposed to be about four cents. Stamps, therefore, represent a four per cent reduction in price. This is the common sense view of the matter, but it is quite possible that the courts might not recognize common sense as good law. If a dealer under contract to maintain prices may not add to the goods sold any gift of recognized value, would he be permitted to give advertising matter of other forms, perhaps of trifling value? It is not at all certain that the law would recognize any distinction whatever. And if a druggist can legally give away the usual number of stamps with contract goods, what will prevent his giving a greater number equivalent to any reduction in price which he may see fit to make? All good druggists will recognize in the trading stamp an ingenious invention of the evil one, and studiously avoid it—if they can.

PHILANTHROPY GONE WRONG.

The Interdenominational Committee Organized for the Suppression of Drug Addiction has gone out of business. As our readers will remember, the committee with the long name and the lofty purpose was composed of a large number of gentlemen prominent in different church organizations. The secretary of the committee and promoter of the enterprise was a retired doctor of divinity, who had discovered, or, at least, knew some one who had discovered a cure for the opium habit, and wished to devote his life to the philanthropic occupation of rescuing the perishing—for a consideration, of course. The enterprise gained the support of the church authorities and was heralded far and wide in religious and secular newspapers as a noble effort to drag victims out of an abyss from which no one seemed disposed to save them. Only a few weeks ago a prominent Chicago daily printed a column editorial about the cure of the drug habit, lauding the semi-theological undertaking to the skies, and entirely ignoring the real work accomplished by Mr. Bodemann and his heroic band. Either the reverend promoter was plentifully supplied with cash persuasives or his press agent possessed uncommon ability, for he received more lovely free notices than any ordinary saint could reasonably expect to merit after death. But in spite of all these advantages the business refused to prosper, and the promoter has been cast adrift by the reverend committee. The fact that their secretary had been fined as a law breaker and had been shown to be a charlatan and a fraud seems not to have influenced them in the least. Their resolution suggests tears rather than righteous indig-



C. F. G. MEYER, St. Louis, Mo.
President, Meyer Bros.' Drug Co.

nation. They sorrowfully resolved to discontinue "partly because the newspapers could not be made to appreciate the uprightness of its motives and partly because the contributing public has held the purse strings too tight." The long resolution closes with an expression of confidence in the philanthropic secretary who will continue the business and who admits that he organized the committee as a business venture. The remedy promoted turns out to be a "shot-gun" secret preparation, good for nearly all the evils under the sun and of admittedly doubtful value in the treatment of morphinism. It was perhaps too much to expect of the distinguished members of the committee that they acknowledge to the world that they had been misled, but to dismiss their deceiver with a gratuitous recommendation seems to the ordinary, crude, commercial mind slightly queer as to ethics.

JOURNAL OF THE DRUG CLERKS' CIRCLE.

The Drug Clerks' Circle of this city has a pleasant habit of publishing a journal to commemorate and enliven its annual hall. The year's production is an unusually successful issue, and reflects credit upon everyone connected with its preparation: It brings to the fore those things which it is designed to make known, entertains the initiated with pleasant gossip, and all without wearying the reader. It proclaims the hopes and purposes of the organization, presents a number of portraits of prominent members and is printed "only for our friends." Yet there is much between its covers to interest any one who is neither a drug clerk nor a resident of New York. The Circle is a body of pharmacists who take their work seriously, and are determined that it shall be estimated at its true value. The journal gravely announces that the Circle will no longer be content to endorse candidates of other associations; it expects to present its own candidate, a drug clerk who will look after the interests of the drug clerks. In order to secure sufficient support it is prepared to employ canvassers to perform the necessary organization work. In its energy and the abundance of its financial support, this society of clerks might serve as a wholesome example to older pharmaceutical associations. The battles of this world are not won without earnestness of purpose.



The Handsome Interior of John J. Strasser's Drug Store, Trenton, N. J.

The above photograph represents the interior of the store owned by John J. Strasser, at Pennington and Princeton avenue, Trenton, N. J. This store occupies one of the best positions in the city, overlooking the monument erected in memory of the battle of Trenton, where the American soldiers defeated the Hessians during the Revolution. As one enters he is impressed with the unique and, at the same time, luxurious fittings. The wood-work is of heavy, dark-stained oak with a background of dark green. The ceiling is of metal, heavily panelled and decorated in green and old gold. The floor is of yellow tiling, inlaid with star-shaped blocks of red. In the center is a large basin, some ten feet in diameter and filled with water, from which springs a cluster of artificial lily pads, illumined by small vari-colored incandescent lights. This basin,

contains innumerable gold and silver fish. The basin is surrounded by a number of large natural palms and rubber plants and many of these are placed at other points in the store. The afternoon brightness shining in through the windows, gives a softening touch to this scene and makes of the store a literal sun parlor. Mr. Strasser, who is to be seen in the illustration standing by the fountain and who owns the building of which his store forms the first floor, does a large and successful prescription business and believes in entertaining his customers while they wait. To add to this he has installed a mellow-toned Regina music box which plays the latest and most popular airs. The large soda fountain is closed on Sunday. On being asked the reason, the genial proprietor replied that he believed in giving his clerk a rest on at least one day in the week. Many strangers are turned away on this account, but the rule is never departed from.



READS THE ERA FROM COVER TO COVER.

We have received a letter from our mutual friend Mr. Bruno Batt, who is still interested in the affairs of his pharmaceutical friends, although other interests have weaned him away from the drug business.

Mr. Batt is now presiding over the Sanecura Wells Co., Mineral Wells, Texas. He writes among other things:

Although I am out of the drug business, I find myself perusing the Era from cover to cover as of yore. It is always a welcome messenger from my old friends and acquaintances.

Mr. Warren's death shocked me. The success of the N. A. R. D. with the proprietors elated me; and the "phenactine" plea before Commissioner Allen amused me. The commissioner's reply did not disappoint me. The result reminded me of the happy termination of your attempt to reduce the alcohol tax—none of the druggists would have wanted it had they received it.

THE PROPRIETORS AT WORK.

The results of the anti-cutting campaign recently inaugurated by "individual" manufacturers are still below the surface in this city, but reports from distant points indicate that something substantial is being accomplished. Des Moines, Iowa, has already felt the beneficent effects. It seems that cutting of the most vicious sort has been going on in that town. Last week the cutters received letters from proprietors couched in vigorous language insisting that their product be sold only at prices sent out with the goods. This action has had the desired effect, and the druggists are probably feeling grateful to the N. A. R. D., although that body waives all claims to credit for the activity of the only real controllers of prices.

SHOP TALK

CHRISTMAS IS WHAT WE MAKE IT.

The boy who cleans bottles and graduates and saves steps generally in Brown's drug store, was a little late on Christmas morning.

"Hello Tommy!" shouted the junior clerk. "What did you get?"

"Oh, lots of things!" replied that important personage hurrying out with a broom to sweep the walk clear of snow before the arrival of the proprietor and early customers.

The clerk stood looking after him, dust-cloth in hand. He did not feel very brisk, for the day promised little to him. He could hear the boy stamping and scraping out in the cold and from time to time sending vociferous greetings up or down the street. When he heard Tommy kicking the balls of snow from his heels upon the edge of the curb preparatory to coming in, he leisurely resumed his dusting.

"Do you mean to say that you are having Christmas at your house?" said he to the boy now warming a pair of chapped hands at the radiator.

"Of course!" replied Tommy, his eyes round with astonishment.

"Presents and all that?"

The boy could only nod.

"I never knew you had any rich uncles or aunts."

"We haven't!" said Tommy. "I bought most of 'em myself."

"You!" said the clerk. "On two dollars and a half a week?"

"Huh!" sniffed the boy. "It's a good deal. My mother says so."

"Well, what did you get for yours?"

"I got these," holding up a pair of red mittens. "My mother made em—and a pair of car-muffs—and a book to write my examples in—and an eraser—and a pencil. What did you get?"

The clerk exhibited a shining scarf-pin.

"Gee!" said Tommy. "That's fine all right."

"It's from my sister."

"She's mighty good to you," said Tommy.

"Oh, I don't know," replied the clerk. "I gave her more than that—a fine cut-glass punch bowl. Besides, she's rich. She married a dentist."

"What's a punch-bowl?" asked the boy presently. "It's to make punch in. Don't you know anything?"

"Make punch?"

The clerk nodded. "It's to drink—got wine in it."

"Do rich people drink that? We drink coffee."

"Oh, not all the time, you idiot. I don't know if my sister knows how at all. It's a nice thing to have anyway."

The proprietor and the head clerk came in quite in their usual manner without particular bursts of enthusiasm, which surprised the boy not a little. He supposed Christmas was of the highest importance to everybody. The druggist informed him that after he had delivered one or two bottles of medicine, he might make a holiday of the remainder of the day.

Tommy trudged away through the snow thinking himself the most fortunate person in the whole world, and who shall say that he was not? When he returned he found Dr. Jenkin's horse and sleigh at the door.

"Cold!" inquired the old doctor cheerily, as Tommy came in.

"Not very!" said the boy pulling his cap from his tousled hair.

"That prescription is urgent, is it?" called the druggist from the other end of the store.

"I'm afraid so," replied the doctor. "I have not seen the patient, but from what the little girl told me,

I think it ought not to wait. It looks like pneumonia and I ought to call there, but the people are so poor—you know how it is—I am not sure that they can pay for the medicine."

"I'm very sorry," said the druggist to Tommy, "but this bottle ought to go at once—to Mrs. Blake, over the river. Do you know where that is?"

Tommy nodded.

"It's a shame," said the doctor, "to make the boy tramp away out there, in this weather too. Hold on, my boy! Do you want a ride? I simply must see that case. I can't let people suffer even if they are poor."

So Tommy had a sleigh-ride. Tucked under the big robe and his face sheltered behind the doctor's shaggy shoulder, he did not feel the cold, nor did he mind the snow which the best horse in town threw into their faces.

"It's a bitter day," said the doctor. "You'd better come in to get warm."

They picked their way through the broken fence to the poor little house which looked dreary enough. Once inside, the doctor disappeared into a doorway to a bedroom beyond, and Tommy was soon perched upon a rickety chair with feet propped upon the edge of the little stove which seemed sadly unequal to the work it was expected to perform. Three children hung timidly on the other side of the room.

"Merry Christmas!" said Tommy. "Hope your stockings were full."

The largest little girl shook her head.

"Santy didn't come here," said she. "Mommy's sick, p'raps that's why," glancing knowingly at her small charges.

Tommy was overcome, for after all, a boy is a savage only on the surface. He felt in all of his pockets, but not even a peanut did he find.

"Hurry up, Sonny!" said the doctor buttoning his overcoat. "I'll take you back to the store. H-m," he mused to himself when they were again rushing into the wind. "I wonder if I ought not to notify the authorities. Lack of nourishment, pure and simple."

"What have you in the line of prepared foods?" said he stamping into the store.

While the boy stood huggin' the radiator, there was a great bustling behind the prescription case and the head clerk made one or two trips out into the cold.

Tommy made a second trip across the river that day, this time accompanied by a big basket. And he was not sorry to go although it consumed nearly half of his holiday.

MONKEY-SHINES IN EVANS DRUG STORE WINDOWS.

Arrayed as monkeys and with the pranks and capers of the real article, two boys attracted large crowds to one of the windows of Evans' drug store, at 1012 Market street, Philadelphia. Their acrobatic feats and juggling interested the onlookers and caused great laughter. In the rear of the window stood a cabinet, with a placard bearing the information that during the next ten days an illusion called "The Disappearing Monkey" would be exhibited in the gift room on the second floor of the store. The illusion is calculated to puzzle the spectators. One of the monkey impersonators opens the cabinet and shows his companion within. He then closes the door, opens it again, and the monkey inside has disappeared and so on. The change is accomplished with great rapidity, and is calculated to defy efforts to determine how the monkey gets in and out. Between times the artificial monkeys go through their tricks, and a boy plays the piano.

THE STAMP PROBLEM STILL UNSOLVED.

"The troubles of a druggist," said a Syracuse drug store proprietor the other day, "are on the increase." Not the least among our bogies is the stamp nuisance. People are getting so they come in, throw a \$5 bill on the counter and ask for a two cent stamp. They pocket their change and walk out without even saying thank you. Strange to say many people believe that we make a profit on every stamp sold and I suppose they wonder why we don't have special bargain days in stamps."

"The other day I started in to put up a prescription that would ordinarily take me twenty minutes. I was interrupted twelve times, eight times for stamps once for the directory and three times for the use of the telephone. It took me an hour and a quarter to put up that prescription."

Stamp selling is an especial nuisance to a certain Syracuse store located near the postoffice. The proprietor of that store in speaking of the time required to wait on the stamp-buying population said:

"On Sunday I sell \$6 worth of stamps. I figured out that one stamp to each applicant means 300 trips to the cash drawer and then back again for the change. This takes about a half minute at least. Divide 150 minutes by 60 that makes 2½ hours. That is a low estimate of the time expended most any Sunday in accommodating people with stamps. Week days, of course, there is not such a demand." The other day a nice old lady entered a drug store to get some stamps to put on a small package. A pipe had burst in the soda water fountain and the two clerks were busy trying to repair it.

"Can I get some postage stamps?" she asked. "Certainly," replied the clerk, climbing down from the top of the fountain. "How much will this cost," she asked, handing him the package.

After weighing it he replied, "seven cents, madam, but I haven't any stamps so I will have to give you four two's."

"But," began the nice old lady as she gave him seven cents, "I only wanted three two's and a one."

The clerk finally convinced her that she would have to give him another cent, since she had put the stamps on the package. She rummaged about in her purse and something dropped out.

"There it goes," said she. "It's a penny and went right down there on the floor. Don't you see it?" After searching some time with indifferent success the clerk suggested meekly: "Perhaps it was a button, madam."

"I beg your pardon, sir, it ain't no button I dropped. My buttons are all sewed on, I thank you."

After another search the clerk found a button on the floor. Showing it to the nice old lady he said triumphantly, "It was a button, madam." The nice old lady murmured something and paid the final installment for the stamp.

"Talk about your unabridged nerve," said the clerk after she had gone out, "that's the limit."

In their efforts to get bills changed some people go into a drug store and ask for a stamp and put it on the letter before paying for it. They often feel abused and offended when the druggist gently but firmly informs them that he cannot change the bill and that they still owe him two cents.

In spite of its many inconveniences the druggists generally agree that their business is improved by extending this courtesy and besides they think so long as the public has the habit they might just as well indulge in it or, perhaps, rather tolerate it.

CORRESPONDENT GETS MIXED ON STORES.

An Era man was waiting for a car on a St. Louis street corner the other day, when an attractive sea of show windows caught his eye, and, from the display of bottled goods, jars and bright boxes, his first impression was, "a very pretty drug window." He started over to make the acquaintance of the druggist. Half way across the street he stopped. It was a grocery store. A large jar of walnuts, smaller jars

of nut kernels, bottles of syrups, oils, condiments and fancy cake boxes made the display. Has it ever occurred to you how much the lines are getting alike in appearance?

THE GUM BLASTED CONSTABLE HAD SIX CENTS LEFT.

"Alf" Hammer, who has a big drug store in Des Moines, Iowa, got the best of a Dallas county constable a few days ago. Mr. Hammer has a happy faculty of turning defeat into victory, and this is one of the secrets of his business success. Hammer had been told that hunting was good in the vicinity of Campbell, and, being a devotee of the rod and gun, he shouldered the latter, and, with his faithful pointer started to look for trails. He found the spot which had been recommended to him, and was soon on a hot scent. A constable from Adel was also on a hot scent and the constable succeeded in bagging Hammer before Hammer bagged his game. Hammer was taken to the county seat and fined \$1 and costs, amounting to \$7 in all.

The justice took the \$1 and the constable took the costs.

"Looks like I ought at least to get a supper out of this," said Mr. Hammer.

"Sure," said the constable, and a few minutes later constable and druggist and several friends were cramming down oysters and celery with a wash which is said to have been procured by signing a certain "permit."

When the constable paid the bill and set up the cigars for the druggist and his Adel friends he had spent Hammer's \$6 and \$2 more.

"I think I have had my money's worth," said the druggist, as he took a train for Des Moines.

"And I'm afraid I'll not be able to arrest many more druggists hunting near here," said the constable as he made a desperate effort to jingle a penny and a five cent piece, which was all the change he had left in his jeans.

FAMOUS CHIEFLY FOR ITS FAMOUS PATRONS!

Connor's drug store, Philadelphia, has gone out of existence. For many years after its opening it was the leading drug store of Philadelphia, and as such ministered to the wants of the present King of England while, as Prince of Wales, he visited the city. Possibly a royal headache was relieved by one of those famous powders made in the store, of which a sign states that "150,000 have been sold, curing 150,000 headaches." Clara Louise Kellogg was one of the original stockholders in the store when it was opened under the proprietorship of Helmboldt, who afterward made a fortune in the business in New York. General Grant purchased cigars in the store. President Lincoln frequently sent bell boys to the store for articles he needed. The Emperor of Brazil was fond of a brand of cough drops made there and patronized the store frequently during the Centennial. Practically all the noted generals, politicians, singers and actors of the last half century knew the store. Helmboldt, who first had charge, turned the business over to a brother, from whom it was purchased by George P. Conner. The latter's lease expired this month.

Sentence Sermons.

Gentleness is genuine.

Love knows no limitations.

Every deed is a seed.

Meekness magnifies the manly.

There is no sanctity without sense.

The sword revenge has a sting in the handle.

A church membership certificate is not a sleeping car ticket.

There are no good points about a porcupine character.

Kindness is the master key to all hearts.

Those things are not worth seeking that are not worth keeping.—Chicago Tribune.

MODERN THERAPEUTICS.*

DR. A. HERZFELD.

NOTWITHSTANDING the enormous progress we have made in medical science, the internal treatment of a great number of diseases is still empirical. Knowing this in sufficiency, every scientifically educated medical man ought to endeavor to give the empiricism a scientific basis and to adapt the treatment of a given disease to the latest researches and discoveries in that particular department.

In our modern therapeutics we pay more attention to hygienic and dietetic treatment than in former years, and the medicinal treatment is often only a small measure of our therapeutics in combatting disease. Our older therapeutics consisted largely in big quantities of decoctions, infusions, etc., but to-day we have more accurate dosage, stricter indications in the use of alkaloids, extracts, coal tar preparations, sera and organoherapeutics. Every physician can find in these preparations one of which may assist him in his therapeutic measures.

In view of these facts, is not the modern therapeutic pessimism which we so frequently meet, as much unjustified as a polypragmasia? Although in the medicinal treatment there is a golden rule, "ne quid nimis," I do not by any means agree with one of our great medical professors in therapeutics and materia medica in this city that a half dozen drugs will answer all purposes in the treatment of diseases. Such an assertion tends to increase the ignorance already prevailing about the better and accurate knowledge of drugs, and intensifies this pessimism in our therapeutics.

This I find is the main reason for the enormous multiplication of medicaments going on at the present time. Gigantic is the number of patent medicines ready to come to the assistance of the medical man insufficiently educated in materia medica and therapeutics. Chemists, pharmacists, laymen, even our professional brethren, work so eagerly and invent so rapidly that the ordinary mortal cannot find his way through the chaos, and the ordinary homo sapiens might waste a lifetime merely in following up the literature of the wonderful inventions.

A large number of these secret preparations are a direct humbug. Still, there are others which have a certain value, based upon the cause mentioned above that is, the insufficient knowledge of the medical man in materia medica. Prescribing is simplified, the proprietary preparation is very convenient, the doctor prescribes no physiological or chemical antagonists, the mixture seemingly satisfies all requirements of the patient, is up to date, and, last but not least, the physician is not compelled to overstrain his already seriously overtaxed gray matter. It is apparent, therefore, that the manufacturer of proprietary medicine looks out for the welfare of our patients more than the ever-busy medicus who continues his life in the dolce far niente of his pessimism, and does not make the least attempt to perfect himself in this very important branch of medical science, but wastes his time in discussing why the forande rotundum is not a perfect circle.

Now, let us see what products the manufacturer of proprietary medicines brings to our attention. Adorned with a more or less scientific or mysterious name the patent medicine begins its career usually with success. Sometimes it finds an early grave, but then it reappears on the surface in a new attire better prepared, restored and strengthened to take up the fight with its competitors and bring its ingenious inventor high respect and a handsome fortune.

What do we understand by the term, proprietary medicine or nostrum? All preparations consisting of one or more mixtures of several chemical or pharmaceutical products, brought into trade under a new

name, which, when the formula is known, can be made by any pharmacist, and whose composition is unknown to the physician employing them. Name and composition are as a rule protected by law. This definition excludes all chemical and pharmaceutical products, which, even when protected by law, do not represent mechanical mixtures, but products of pharmaceutical and chemical research, as all coal tar products and many iron preparations, and all such chemical and pharmaceutical mixtures as bear their accurate formula on the label. This definition has been made a law for all proprietary articles in all states of the German Empire.

Every preparation is secret or nostrum whose contents are not known. The manufacturer of proprietary medicines ostensibly makes us acquainted with the mysterious contents of his mixture, so as to satisfy inquisitive science. He mentions several or even all ingredients, but without their respective quantities. Some manufacturers are even so ingenious as to give names of chemicals unknown to chemical science.

It is an interesting fact that often the newly-invented name of the mixture has nothing to do with its composition. A favorite method of naming a preparation is the combination of two or more syllables of the combining bodies. In this way are originated very peculiar pseudo scientific names. The formulas of many mixtures are not always the same, the manufacturer finding it necessary to effect a change at times. The combination may be subject to slight chemical changes, the valuable combination may be imitated, or it may be changed on general principles.

Most in favor are fluids and tablets. The former keep better, with a sufficient addition of alcohol or glycerin. The latter owe their popularity to their agreeable and convenient form. In the addition of alcohol the manufacturer is often not over particular; a very frequently prescribed food contains, according to the analysis of Bruns, over twenty-five per cent. of alcohol; it can, therefore, be prescribed conveniently for sick people who are strict anti-alcoholists.

The very convenient tablets, some of them as hard as flint, allow the stamping of initials on the surface, so that the mentally burdened physician may readily see which valuable medicament he is handling, and thus prevent the waste of mental potential energy.

Proprietary medicines in powder form are not in favor, as they undergo decomposition caused by chemical reaction more readily.

Pills in all colors of the spectrum and gelatine capsules are more in favor, as both conceal their age, a fact of the greatest importance to the manufacturer of secret medicines.

The era of patent medicines began with pills, iron or cathartic. Shortly afterward, wines, tinctures, elixirs—nothing but ordinary pharmaceutical products such as any pharmacy apprentice can prepare when the formula is known—were added. The appearance of coal tar products again marked a sudden and considerable increase in the number of proprietary medicines. For this purpose the cheapest and most convenient are selected, and endless is the number of secret preparations whose most important constituent is the cheap and convenient acetanilid. We all know that among others this one cumulative, very often, produces even in very small doses, symptoms of poisoning, and serious disturbances in the circulation as a cardiac depressant. I will have occasion to speak on the properties of acetanilid at another place in this paper.

Even mixtures of opium and its alkaloids are manufactured and brought into commerce as proprietaries. Some of you will recollect a patent medicine analyzed by Dr. Eccles of Brooklyn, that contained a considerable quantity of morphine, to be used as a remedy for opium, morphine, alcohol and tobacco habits. In Germany, Prof. Levin of the University of Berlin, only a short time ago analyzed a preparation containing a large quantity of morphine that was used con-

*Read before the Manhattan Pharmaceutical Association and the German Medical Society.

stantly in a sanatorium for the morphia habit and by those who had left the institution "perfectly cured."

A frequently prescribed mixture is used for nervousness and contains bromide of potassium, a considerable quantity of chloral. extr. Cannabis indica, extr. hyoscyamus, alcohol and water. Not thinking or knowing that this preparation contains chloral, the innocent physician adds more of this dangerous drug. Such prescribing may lead to the convenient announcement, "Death due to heart failure." The very latest in the field of secret medicines are the phosphoglycerin food mixtures and organic therapeutics, brought out by the enormous demand which the legitimate product in such therapeutics have created in the last few years.

At this point I would like to state that I do not desire to attack honest and honorable manufacturers, whose good and standard preparations are well known and who publish the contents of their preparations and modus operandi, but only those who abuse legitimate pharmacy, chemistry and medicine. It is certainly not difficult to tell the difference.

When did this prescribing, so profitable for the manufacturer and fatal for medical science commence, and what progress have we made in the retrograde metamorphosis? To obtain a positive basis for an answer we have examined a large number of prescription books, collections in various pharmacies in New York, Brooklyn and Newark in totally different localities, going back to 1850. The following are some of the results obtained:

No secret medicine appeared from 1850 to 1873. The prescriptions of those days consisted exclusively of pharmaceutical preparations, made by the pharmacist on the doctor's prescription. As yet the M. D. himself did not dispense machine-made tablets of inaccurate composition. In the year of our Lord, 1874, the first proprietary article put in its appearance, and in 1,500 prescriptions from 1874 to 1880, the percentage of prescriptions into which patent medicines entered was 2. From 1880 to 1890 it was 5. Up to 1895 it was 12; in 1898, was 15, and in 1902-3, 20.

The high tide of this form of prescribing has not yet been reached, for one of the largest pharmacies of this city, where from 250 to 350 prescriptions are prepared daily, reported to me that from last January to September the percentage of proprietary medicine in prescriptions was 25. The proportions given above are obtained from nearly 50,000 prescriptions. Gentlemen, consider for one moment—all prescriptions one quarter are proprietary preparations! And only "nostrums" were counted, whose accurate composition was unknown to the physician at the time he prescribed.

I saw some wonderful things among those prescriptions, and one which particularly struck my attention I will not hesitate to save from oblivion. It was prescribed by a well-known colleague, an apparent lumen among those who believe in him, a visiting physician in two hospitals, a professor and teacher in a New York medical school, ergo not a lesser light. The remarkable prescription reads as follows:

R
Remedium spontaneum Radway, one bottle.
Sig.—Use as directed.

This is the way to prescribe Radway's Ready Relief in the language of old Rome. The druggist who called attention to this wonderful and rare prescription told me that he could not understand the use of the lingua Latin in this prescription. The capitals, R. R. R., would have been entirely sufficient, and no substitution would have been practiced. Gentlemen, I call your attention to this prescription not merely as a curiosity, but for another and more important reason, and that is to show that medical men who claim to be scientifically educated and often think themselves superior to other humans, are not ashamed of prescribing patent medicines advertised in the daily newspapers.

Let us now consider patent medicines from the

commercial standpoint. For that purpose we analyzed some of those most prescribed. The first specimen appears in powder and tablet form, the latter stamped with initials to aid the brain of the medical man. It consists of Sodii bicarbonate, 2; acetanilid, 7; caffein citrate, 1. An ounce costs the pharmacist one dollar. The actual value is about three cents an ounce. Another is a similar product of an inventive mind and greatly enjoys the consideration of medical men. It is sodii bicarbonate, 3; acetanilid, 6; ammon. carbon. 1. Same cost, but worth one cent less than the first. As you see, gentlemen, acetanilid is the main ingredient here as it is in most of the patented headache powders. Acetanilid dissolves only slowly in the stomach and intestines, the succeeding dose finds the first only partially dissolved, and in this way cumulative symptoms of poisoning are produced by the liberated anilin.

The next sample consists of magnesium and epsom salts, precipitated in aqueous solution of carbonate of soda the resulting milky fluid contains the magma of carbonate of magnesium in suspension after the washing out of the sulphate of soda. This proprietary medicine is extensively prescribed for acid indigestion. It cost 34 cents a bottle and is actually worth five.

Another specimen is a frequently prescribed and extensively advertised plaster, beneficial in pneumonia, bronchitis, pleurisy, and all other diseases that end in "itis." Contains kaolin (formerly fuller's earth) glycerin and boracic acid. After a sufficient heating of these chemicals to remove the H₂O and to improve the odor, oils of peppermint, wintergreen and eucalyptus are added. The idea of this mixture is based upon the affinity of glycerin for water, and when brought in contact with the skin absorbs the water and thus acts as an irritant. This odoriferous paste cost 68 cents a pound. Actual value about 8 cents.

These specimens of proprietary medicines may prove to you gentlemen that if the ingenious inventors and manufacturers of such products can well afford to supply the medical fraternity with calendars, prescription books, lead pencils, note books, picture books, and pictures for children and adults, they should give you an automobile.

Leaving the commercial standpoint, I want to call your attention in a few words to patented pills, coated with sugar, gelatin or keratin. To tell their age is entirely beyond human power. My friend, Dr. I. Noble of New York, succeeded in shooting a number of sugar coated pills into a board one inch thick without injuring any of the projectiles. Dr. A. Jacobi told us a similar incident; he found a number of gelatin coated pills in the faeces of a patient. Dr. Sidney A. Stein of this city reports a case of a bicarbonate of soda tablet which resisted every attempt to pulverize with the heel, but left a dent in a hard wood floor. These pills remind me of the antimony family pills of our fathers, intended as cathartic for generations, a valuable heirloom in each family.

The "sample" is the keynote which leads and introduces the physician into the mysteries of secret medicaments. This sample is of the utmost importance. The valuable materia morbi is demonstrated ad oculos, hence the physician will not be able to prescribe the same in powder form, when such a liquid, and vice versa, not infrequently occurs in legitimate pharmaceutical and chemical preparations.

After the medical man has sufficiently admired and thoroughly digested the sample, if such is possible, a prescription for the same will soon appear. One such prescribed bottle will pay the expenses of a dozen samples and the necessary advertising literature. In this literature we are sure to find a number of names of obscure physicians, but, not infrequently, also that of a so-called medical authority, or well-known specialist, whose services were obtained by the old reliable handshake.

Only a short time ago, a number of physicians in a neighboring town decided to manufacture their own proprietary medicines and to divide the spoils, which,

as you have seen, are not small. A number of my colleagues have received their pharmacopœia or formulary, and I intend to subject their products to a nearer inspection. Their foremost and most important discovery is an elixir containing pepsin, trypsin, rennin, amylopsin, and diastase, in an aromatic solution of hydrochloric and distearyl-glycero-phosphoric acid. So reads their introduction to the drama.

I am extremely sorry that I received my sample too late for closer inspection, but by only superficial examination one recognizes at once the therapeutic jewel. The secretions of the stomach, mouth and pancreas are held in solution by hydrochloric acid and in this wonderful, so-called distearyl-glycero-phosphoric acid. The discovery of the latter product is left to the chemistry of the future. Their label reads, "Before eating, in excessive acidity from any cause; after eating, in a deficiency or absence of acid secretion." As you like it! "For infants, five drops with each artificial feeding, in flatulence, colic and green stools. It contains lecithin, is capable of digesting all foods and has a tonic action on the cells of the mucus membrane. As vehicle highly recommended for all drugs and is very good in the making of junket. Vomiting in pregnancy is easily relieved by it, and externally it is splendid in the washing and disinfection of wounds and ulcers." Even the most capricious medical man cannot expect more of a medicament than this!

These wonderful products of our progress in science are manufactured by physicians. There is now existing a Caesarian firm, that tries to solve the money problem by drawing the medical men into its mysterious circles. The M. D. can take as many ten dollar shares as he feels like. They paid 20 per cent. dividends last year, to the doctors connected with the concern. All the doctor is requested to do is to prescribe their tablets as often as possible, if not oftener. After the medical men are sufficiently interested in this secret preparation, and their attention is called to it by advertisements in medical journals and even in the directories of several medical societies, there will occasionally appear an advertisement in the daily papers, with the notice: "Indorsed by physicians."

Gentlemen, the practice of prescribing medicaments of unknown composition is objectionable. Such practice is an insult to all science, art and progress. The prescriber loses all criticism, all initiative, all therapeutic effort. By this objectionable practice he brings medical science into disrepute, he harms his patients bodily and financially. How can he individualize by working with an unknown quantity? Does not the physician stamp himself as an ignoramus, and does not the prescribing doctor consider for one moment that if the patient finds out what wonderful, ingenious product was prescribed for his good money, the doctor will himself be the loser, as the patient can very often buy such prescriptions in any department store. The physician becomes a walking advertise ment of a patent medicine factory.

It not rarely happens that a pharmacist secures the attention of the doctor's patient, and as he is well acquainted with nostrums, tries to sell him something better. In this way the senseless prescribing of secret medicaments leads to swindle and substitution. It seems to me that our present materia medica contains drugs which may be of service in the treatment of disease, even to the worst pessimist, and that we do not yet need to have our prescriptions dictated to us by a patent medicine manufacturer. Short and concise are the following words of Dr. A. Eschner of Philadelphia, in the Journal of the American Medical Association, No. 18, 1903: "It must be clear that the prescribing of medicines of unknown or concealed composition is unscientific, unprofessional, unfair, if not prejudicial to the sick, unprogressive, unstimulating, and, most of all, unnecessary."

The cure of the plague lies alone with the physician. As soon as he stops prescribing these senseless products, this mysticism in our modern therapeutics will come to an end.

QUESTION BOX

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION, neither do we answer queries to this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at two cents each, except a few issues which are out of print, for which we charge twenty-five cents each.

Chlorodyne.

(A. G. S.) Any number of formulas have been published for this preparation; that one under the title of "chloroform anodyne" in the National Formulary being about as good as any of them. The British Pharmacopœia gives a similar formula under the title "Tinctura Chloroformi et Morphinae." It is as follows:

Chloroform	.....	1 fl. ounce
Ether	.....	2 fl. drams
Rectified spirit	.....	1 fl. ounce
Hydrochlorate of morphine	.....	8 grains
Diluted hydrocyanic acid	.....	½ fl. ounce
Oil of peppermint	.....	4 minims
Liquid extract of liquorice	.....	1 fl. ounce
Treacle	.....	1 fl. ounce
Syrup	.....	a sufficiency

Dissolve the hydrochlorate of morphine and oil of peppermint in the spirit, and add the chloroform and ether. Mix the liquid extract of liquorice and treacle with three fluid ounces of syrup, add this to the previously formed solution, mix them thoroughly, add the hydrocyanic acid, and increase the volume to eight fluid ounces by further addition of syrup.

Dose.—5 to 10 minims.

2. Here is a formula taken from a paper read by A. B. Stevens before the Michigan Pharmaceutical Association in 1892:

Chloroform	.....	2 fl. ounces
Ether	.....	½ fl. ounce
Tincture cannabis indica	.....	2 fl. ounces
Tincture capsicum	.....	1 fl. ounce
Sulphate of morphia	.....	18 grains
Oil of peppermint	.....	16 minims
Hydrocyanic acid dilute	.....	1 fl. ounce
Glycerin	.....	2 fl. ounces
Water	.....	1 fl. ounce
Alcohol, enough to make	.....	16 fl. ounces

3. Chandler's Chlorodyne:

Muriate of morphine	.....	8 grains
Fluid extract of cannabis Indica	.....	½ dram
Oil of peppermint	.....	30 drops
Tincture of capsicum	.....	15 drops
Chloroform	.....	2 drams
Alcohol (68 per cent.)	.....	1 ounce
Pure glycerin	.....	1 ounce

Kaposi's Ointment for Eczema.

(Bern) There are a number of formulas for ointments ascribed to Kaposi, but it is quite likely that one of the following will answer your purpose:

Naphthol	.....	1 dram
Green soap	.....	5 drams
Pulverized kaolin	.....	40 grains
Prepared lard	.....	1 ounce

Make an ointment, to be used in eczema, where the skin is thickened by the persistency of the disease. Commence by lathering the affected parts daily for every two or three days, and if the skin is thickened the froth of the soap may be allowed to dry on, so as to hasten the falling of the horny crust.



H. C. BOCKOVEN, Clark, S. D.
Treasurer, South Dakota Mutual Fire Insurance Co.

Ointment for Scaly Skin Diseases (Kaposi).

Simple lead plaster.....	1 ounce
Vaseline	1 ounce
Essence of bergamot or lavender.....	15 minims

Make an ointment. Said to be useful for detaching the scales and crusts in certain skin diseases, especially in eczema squamosum, when the skin is dry and covered with scales of epidermis. "Does not cause any burning sensation, even on excoriated surfaces."

Secretaries of Boards of Pharmacy.

(C. Drug Co.) The following is a list of the secretaries of board of pharmacy of the States and Territories of the United States: Alabama, E. P. Galt, Selma; Arizona, A. G. Hulett, Phoenix; Arkansas, J. W. Beidelman, Little Rock; California, John Calvert, San Francisco; Colorado, C. H. Wells, Pueblo; Connecticut, W. L. Mix, New Haven; Delaware, A. Dougherty, Wilmington; District of Columbia, H. A. Johnston, Washington; Florida, E. Berger, Tampa; Georgia, G. F. Payne, Atlanta; Illinois, L. T. Hoy; Springfield; Indiana, H. E. Glick, Lafayette; Iowa, C. W. Phillips, Des Moines; Kansas, W. E. Sherriff, Ellsworth; Kentucky, J. W. Gayle, Frankfort; Louisiana, F. C. Godbold, New Orleans; Maine, P. L. Lord, Calais; Maryland, D. R. Millard, Baltimore; Massachusetts, C. F. Nixon, Leominster; Michigan, John D. Muir, Grand Rapids; Minnesota, H. G. Webster, Minneapolis; Mississippi, S. L. Caine, Columbus; Missouri, A. Brandenberger, Jefferson City; Montana, Frederick A. Woehner, Great Falls; Nebraska, E. L. Wilson, St. Paul; Nevada, F. J. Steinmitz, Carson City; New Hampshire, G. F. Underhill, Concord; New Jersey, H. A. Jorden, Bridgeton; New Mexico, A. J. Fischer, Santa Fe; New York, Warren L. Bradt, Albany; North Carolina, F. W. Hancock, Oxford; North Dakota, W. S. Parker, Lisbon; Ohio, W. R. Ogier, Columbus; Oklahoma, F. B. Lillie, Guthrie, Oregon, A. Yerrington, Eugene; Pennsylvania, C. T. George, Harrisburg; Rhode Island, H. A. Pierce, Providence; South Carolina, M. H. Sandifer, Rock Hill; South Dakota, E. C. Bent, Dell Rapids; Tennessee, R. L. Eves, Nashville; Utah, C. H. McCoy, Salt Lake; Vermont, J. G. Bellrose; Burlington; Virginia, T. A. Miller, Richmond; Washington, P. Jensen, Tacoma; West Virginia, A. Walker, Sutton; Wisconsin, A. F. Menges, Madison; Wyoming, Griff H. Maghee, Rawlins.

Liquid Depilatory.

(R. J. M.) In further reply to your query, this journal, December 10, 1903, page 604, we are pleased to print the following formula communicated to us by Dr. W. E. Dreyfus, chemist to the department of Public Charities, this city:

Sodium sulphide	25-35 parts
Glycerin	25 parts
Water, enough to make.....	100 parts
Oil of nutmeg, q. s. to perfume.	

Dr. Dreyfus says that aromatic vinegar is one of the best applications for the skin following the use of a depilatory. It neutralizes the caustic action of the base and possesses valuable antiseptic properties.

Caring for a Tile Floor.

(Manager) "What is a good substance to lay the dust in sweeping a tile floor?"

A retail druggist we know says the most satisfactory substance he has used is damp hardwood sawdust, not too wet. This is sprinkled upon the floor and afterward swept up with a soft floor brush, not with a broom. Besides this treatment he washes the floor once or oftener a week with hot water in which a little sal soda has been dissolved. May be some one of our readers has a better method.

Union Salad Oil.

(W. D.) "Union salad oil" is a cottonseed oil manufactured by the Union Oil Company, Providence, R. I. An "olive flavored" cottonseed oil is also marketed by the same company.

Books on Window Dressing.

(L. L. K.) We are not familiar with the book on "window trimming" you name and suggest you write to the Merchants Record and Show Window, 324 Dearborn street, Chicago, Ill., for information.

GATHERED FORMULAS.

Chocolate Worm Cakes.

Jalap, in powder.....	3/4 ounces
Mercurous chloride.....	3/4 ounces
Santonin, fine powder.....	87 grains
Essence of vanilla.....	4 fl. drams
Chocolate, powdered.....	4 1/2 ounces
Refined sugar.....	72 ounces
Mucilage of acacia.....	q. s.

Mix to form a mass, and divide into 720 cakes.

Petroleum Emulsion.

Calcium hypophosphite.....	160 grains
Sodium hypophosphite.....	1/2 ounce
Gum acacia, powdered.....	4 ounces
Elixir of gluside.....	80 minims
Essence of almond.....	40 minims
Liquid paraffin.....	8 fl. ounces
Distilled water.....	12 fl. ounces

Liver Tablets.

Iridin	24 grains
Dry extract of enomyms.....	24 grains
Extract of cascara sagrada.....	48 grains
Extract of nux vomica.....	3 grains
Green extract of hyoscyamus.....	16 grains

Mix and divide into 48 tablets.

Compound Damiana Tablets.

Ferrous hypophosphite.....	1/4 ounce
Quinine sulphate.....	1/2 ounce
Extract of coca.....	1 ounce
Extract of damiana.....	2 ounces

Mix and divide into suitable tablets.

Blood Purifying Tablets.

Calcium sulphide	1 ounce
Milk, sugar, a sufficient quantity.	

Mix and divide into suitable tablets.

NEWS DEPARTMENT.

AMONG THE BOWLERS.

The work of Howe of Dodge & Oleott was the feature of Saturday's games in the W. D. T. B. A. His scores were 218, 170 and 187 for the three games, two of which his team won. Thomas, Lanman & Kemp's leader, also did splendid work, averaging 186 for three games. The team and high individual scores: Lanman & K. 839 725 700 Dodge & O. 765 775 797 Thomas 190 Howe 218 R. & H. 741 845 773 Nat'l Lead. 665 769 772 Bode 195 Agneau 197

Standings:

	W.	L.		W.	L.
Parke, D. & Co.	8	1	Dodge & O.	4	5
Seabury & J.	6	3	Lanman & K.	5	7
Bruen, R. & Co.	6	3	Roessler & H.	5	7
National Lead.	6	6	Sharp & D.	2	10

Philadelphia, December 22.—Johnson & Johnson, the old New York winners, are playing in their regular form among their new associates in the Philadelphia W. D. B. L. They have won fifteen and lost no games thus far, and have the high team three-game score of 2,577. Stevens of J. & J., has the high three-game score of 603. Buchanan has the high score of 236 for one game, and the J. Ellwood Lee Co. has the high team score for one game, 943. The standings are:

	W.	L.		W.	L.
Johnson & Johnson	15	0	Wanderers	4	8
J. Ellwood Lee Co.	12	3	P. D. A. Blue	6	15
Smith, Kline & P.	9	3	P. D. A. Red	2	13
Phila. C. P.	9	6	Hance Bros. & W.	0	9

Baltimore, December 22.—The D. T. B. C. closed the first third of its season last week with five of the six teams not very far apart. As for the Calverts, they are plucky, and defeat does not in the least discourage them. It is their first season.

Scores for the last series:

McCuk & Co.	893	820	820	Sharp & D.	874	812	869
E. Smuck	.....	219	Leffler	.....	.....	198	
Stanley & B.	708	823	834	Calvert Drug	627	740	637
Lockwood	.....	192	Ellicott and Parker, ea.	176			
Jas. B. & Son	797	871	919	Root & H.	859	862	867
Fairley	.....	226	Beaumont	.....	232		

Standings:

	W.	L.		W.	L.
James B. & Son	25	8	Sharp & D.	17	16
Root & Herbs	21	12	Stanley & B.	15	18
McCormick & Co.	20	13	Calvert Drug Co.	1	32

Detroit, December 22.—The coming champions of the League, the Parke, Davis & Co. team, were not up to their usual form last week, and the lucky team to catch them in a crippled condition was the Michigan Drug, which ran off with two games out of three. This is the first series the P. D. & Co. team has lost this season. The league has decided to take a rest for the next two weeks on account of the holiday season. High team and highest individual scores:

P. D. & Co.	817	786	853	Mich. Drug	761	828	859
Deity	.....	193	Cole	.....	.....	203	
Ingram & Co.	860	788	798	Stearns & Co.	817	747	738
Cosgrove	.....	202	S. O'Donnell	.....	178		
P. W. & Co.	708	697	687	N. P. & Co.	725	789	804
Gendernilk	.....	193	Walsh	.....	194		

The standings:

W. L.	W. L.		
Parke, D. & Co.	23 4	Stearns & Co.	11 11
Nelson, B. & Co.	15 9	F. F. Ingram & Co.	11 10
Mich. Drug Co.	13 11	F. W. & C.	5 22

The Parke-Davis league games developed great interest during the week owing to close competition between several of the teams. The Chemicals, the leaders, lost two and Stock won three games, thus leaving only three games between first and second places, while the Pharmacenticals, by winning three games from Mechanical, pulled up to two from second place. The high score for the evening was rolled by J. Smith, of Publication, 225, and his team had the high team score of 870.

Indianapolis, December 22.—Indianapolis is the hot bed of bowling clubs this winter, the sport having received a great impetus from the fact that the National Bowling Association met in this city a few months ago. The last to organize as a bowling league were the drug clerks and pharmacists of this city who heretofore have not been noted for indulgence in pastimes of any kind except on the rarest occasions. The Druggists league, organized five weeks ago, consists of four clubs of 20 members each, and, of these, ten men from each club knock the pins every Tuesday. The names of the clubs are the "Y-P's", made up for the most part of employes of the Mooney-Mueller Drug Co.; the "Kieferettes" of the A. Kiefer Drug Co.; "The Lillys" of the Eli Lilly & Co., manufacturing pharmacists; and the "White Elephants," a local organization of retail druggists. The boys who call themselves "Colts" are all willing to achieve great scores, but as yet have not made any remarkable records. A few have made good individual scores though averages are all low. Thirty games have thus far been rolled. The highest average was made by George Morrison of the White Elephants, 161.

St. Paul, December 22.—The Minnesota Retail Drug Clerks' association has organized a bowling league and will follow the popular sport for the winter. The members bowl every Friday afternoon at the Pfister alleys. St. Paul, playing three games each afternoon, the season being ten such afternoons. The losers of this league will buy the winners something which they may choose, such as a banquet. The two teams are called the Tinctures and the Spirits. In the first day's play the Spirits took two games from the Tinctures. Watins of the Spirits, made high score in the last game with 204.

JOHN THOMAS FARR, an old resident of Philadelphia, died recently. He was a native of England, and came to this country in 1842. He entered the employ of Farr, Powers & Weightman, taking charge of the manufacture of their quinine department. In 1861 he opened a pharmacy in Frankford avenue, Philadelphia, where he continued until he retired in 1887.

BELL-CAP-SIC CALENDAR

OFFER NOW READY

SEND FOR SAMPLE CALENDAR AND PARTICULARS

J. M. GROSVENOR & CO.
148 Pearl Street, - - - BOSTON, MASS.



ROBERT J. C. WALKER DEAD.

He was General Manager and Junior Partner of the Firm of Powers & Weightman, Philadelphia, and a Man of Great Ability.

Philadelphia, December 22.—Robert James Cochran Walker is dead. He was born in Cochranville, Pa., in 1838. He received his education in Massachusetts, attaining the degree of L.L. B. in 1858 from the Harvard Law School, and was admitted to the bar on his twenty-first birthday.

His first business location was in New Orleans, but not suiting him, he came to Philadelphia, qualifying before the Pennsylvania bar, and entering political life. He served two terms in councils, acting as chairman of the finance committee, and was a member of the original building commission. He removed to Williamsport in 1878, and was in 1880 elected to congress from that district, serving with distinction but declining a second nomination.

He was married to Mr. William Weightman's only daughter in 1862 and went into the firm in January, 1893. At that time Mr. Weightman was seriously ill and for several months the care of that enormous business devolved upon him. His previous training had been on entirely different lines, but with ripe experience he administered affairs there in a manner that evoked admiration.

He was a traveler in many lands, going abroad frequently, and twice made trips around the world. He was possibly better known to the trade in New York City than in Philadelphia, as he was in that city two or three days each week, looking after the New York branch.

He was a member of the Union League and Art Clubs of Philadelphia, and the Players and Metropolitan in New York. He leaves no living descendants, his son having died in 1891. His home life was perfect and the charming hospitality dispensed at his palatial dwelling at 1336 Walnut street, brought a large circle of intimates about him.

As owner of the Saturday Evening Post, in the management of which he was very active, and of which he was for some time the editor, Mr. Walker greatly extended his circle of acquaintances. His health had not been good since an operation, five years ago, for appendicitis. A heavy cold aggravating the condition of his health, added to weakness of his heart, caused his death.

NEW COMMITTEE OF THE N. A. R. D.

The following committees have been appointed by President B. E. Pritchard of the N. A. R. D.:

National legislation—John G. Beck, Baltimore; John C. Gallagher, Jersey City; W. H. Gale, Chicago; J. B. Sutton, Mobile, Ala.; H. B. Guilford, Rochester, N. Y.; J. Ferris Belt, Wilmington, Del.; W. J. Bullock, New Bedford, Mass.; F. A. Snow, Topeka, Kan.; V. H. Chastian, Milton, Ore.; F. B. Haymaker, Clarksburg, W. Va.

Commercial and Fraternal Relations—P. W. Vaughan, Durham, N. C.; Wm. McIntyre, Philadelphia; Edw. Williams, Madison, Wis.; O. C. Bastian, South Bend, Ind.; J. C. Burton, Stroud, Okla.

Pharmacy Laws—Lewis C. Hopp, Cleveland; A. H. Webber, Cadillac, Mich.; F. C. Godbold, New Orleans; John K. Williams, Hartford, Conn.; Geo. M. Pederson, Harlem, Ia.

Form of Organization—Geo. D. Case, Milledgeville, Ga.; Dr. J. L. Ormsbee, Springfield, Mo.; A. D. Smith, Manchester, N. H.; W. W. Parr, Spokane, Wash.; Geo. B. Williams, Albuquerque, N. M.

Auditing—Edw. L. Baldwin, San Francisco; Robt. M. Soper, Providence, R. I.; H. C. Groves, Ocala, Fla.; A. M. Robinson, Bangor, Me.; F. G. Stuckles, Mellette, S. D.

Transportation—P. E. Wolcott, Indianapolis; A. J. Schumacher, St. Paul; E. R. Sparks, Burlington, N. J.; C. A. Willenbrink, Covington, Ky.; D. J. Kulu, Nashville, Tenn.; John Leverty, Bridgeport, Conn.; F. J. Mobbs, Hot Springs, Ark.; W. S. Kirby, Dallas, Tex.; E. Muir, Quebec, Can.; W. S. Parker, Lisbon, N. D.; P. H. Haile, Lynchburg, Va.; G. R. Lewis, Cripple Creek, Mo.; Chas. E. Lathrop, Omaha; A. C. Smith, Salt Lake City; R. E. Harris, Helena, Mont.

IS VIRTUE ITS OWN REWARD?

The following plaintive protest is funny. It is from a letter mailed to pretty nearly all of the patent medicine manufacturers of the country by the San Francisco Call. The Call in last July decided to reject the cut rate advertising of the Owl and No Percentage drug stores of San Francisco, because those advertisements contained matter detrimental to the patent medicine manufacturers, who were, of course, Call advertisers. This is the protest:

"For years it has been the policy of The Call not to permit one advertiser to attack another in its columns. In the long run, this policy which is based on justice, pays, but in the light of the action of manufacturers at present it would appear that they are perfectly content that virtue should be its own reward. Ask yourself what extra inducement you have made to this paper to help you in this menace to your business which exists in San Francisco. For five months we have declined quarter and half page ads from the Owl and No Percentage drug companies, some of them containing the name of but one remedy advertised in our columns, and yet, with barely a single exception, the manufacturers have sent no increased orders, and, during all this period, have given the other papers the same full line of their advertising. I submit it to you to inform me if it is really any advantage to a newspaper to strive to protect the business of proprietary medicine manufacturers, and if they really desire to see the cut rate practice of druggists discontinued."

—ALABAMA.—The Federal Court has adjudged the Lily Drug Co. of Eudley, a bankrupt after a prolonged fight made by the defendant company against this ruling. The board of pharmacy has registered the following: Theo. Gwens, Gurley; J. J. Moore, Montgomery; E. C. Jackson, Glenwood; J. G. Connell, T. V. Ordway, F. L. Ward, R. D. McGuire, J. C. Lauders, Amistown; M. F. Mooly, Jr., Piedmont; A. J. Clayton, Eufaula; R. D. Shuprine, Safford.

NEW YORK AND VICINITY.

INTERDENOMINATIONAL DRUG COMMITTEE DISBANDED.

The Interdenominational Committee to Suppress Drug Addiction, which as the Era told in the issue of December 10, was only a private business enterprise of Dr. W. N. Ritchie, an ex-minister, has disbanded.

This action is announced and explained by the committee with the long name in a preamble and resolutions. The preamble says that it gives up because the newspapers failed to appreciate the uprightness of the work and because the public was not prodigal enough in its aid. The newspapers were bled for free advertising for some time, however, in the belief that the work was philanthropic.

So the splendid advertising Dr. Ritchie's private business had by the committee, containing such names as, the Rev. K. F. Sample, D. D., ex-Moderator of the Presbyterian General Assembly; Thomas O. Conant, LL. D., editor of the Examiner; the Rev. Francis E. Marston, D. D., pastor of Bethany Presbyterian Church, New York, W. W. Westervelt, elder in the Dutch Reformed Church; the Rev. William T. Sabine, D.D., Bishop of the Protestant Episcopal Reformed Church; Gen. Horatio C. King, clerk of Plymouth Church, Brooklyn, and the Rev. Alfred Blewitt, chaplain of Manhattan State Hospital, is withdrawn.

The resolutions "resolve":

First, That we recommend to the Rev. W. N. Ritchie, D. D., that hereafter he conduct this institution strictly as a business, eliminating its so-called charitable feature.

Second, That in the future in all documents and advertisements regarding the cure no use whatever be made of the names of the committee in connection with it, either individually or collectively.

Third, That this committee be and is hereby dissolved and that we adjourn sine die.

Nothing in the above shall in any wise be deemed as reflecting on the integrity, character or motives of the Rev. W. N. Ritchie, D. D., or on the value of the remedy.

DRUGGIST HOLDS UP HOLD-UP MAN.

He was a very foolish burglar to try to rob Dr. Marlborough Hall, the druggist at 1322 Broadway. He made a purchase of the doctor, who, while wrapping it up, remarked a seeming intimacy between the customer and a counter case. Dr. Hall walked around in front of the counter. "Kindly disgorge," he commanded. The customer stared. "It pains me greatly, but you really must not run away with any of my store," the doctor insisted. The customer grew indignant. It failed to work. One hand found his collar and another pulled the confiscated articles from his pockets. There were three packages of Lister's fumigators and several other articles, including a bottle of bay rum from Rafter's pharmacy at Fourth avenue and Twenty-fifth street.

Dr. Hall found that the rascal had 50 cents. He transferred it to his till, allowing the fellow to keep goods to that value. Then he told him to walk up Broadway very fast. Mr. Rafter soon had his bay rum again. Burglars should not forget that Dr. Hall is an athlete.

BOARD OF PHARMACY UNDER CIVIL SERVICE.

The State board of pharmacy has been declared by the attorney general to be amenable to the civil service laws.

Though the full text of the decision has not been received here it is believed by the local members of the board that the sole effect will be that hereafter any new employe must be chosen from an eligible list, which will be made up from the usual civil service examina-

tions. It is not believed that the ruling is or can be retroactive, and therefore there is expectation that present employes will be immune.

A NOTE OF ENCOURAGEMENT.

An encouraging result of the activity of the board of pharmacy has become manifest in the analysis of the last batch of drug samples. These show that Manhattan pharmacists average very much, possibly 60 per cent., better in their showing than formerly. That means vindication of the board's policy in vigorously prosecuting all offenders, whether they be offenders through carelessness or intent.

That, as previously stated in the Era, the last samples will assay nearly 50 per cent. bad is due to the fact that they are mostly from a district not accustomed to inspectors' visits, where the same sort of carelessness, or whatever it should be called, obtains now as did obtain in other parts of the city previous to the recent shaking up of the board. But now these districts must share the board's attention, the members say, and the sooner it is realized the better. "Brooklyn will soon be in as good shape as Manhattan," a member of the board said on Saturday, "because we are going to pursue the same course there as we did here."

Two retail druggists who didn't see how their samples could be had, disputed Dr. George A. Ferguson's analysis, and hired one made on their own behalf. The first the board heard of it was when Secretary Charles S. Erb received letters from them, in which they said Dr. Ferguson was all right, they were sorry to say, and, "please find enclosed \$25," etc.

AMERICAN CHEMICAL SOC. ANNUAL MEETING.

The annual meeting of the American Chemical Society will be held at St. Louis on December 28 to 30. The American Association for the Advancement of Science will have a meeting at the same time and place, and the two societies will share the auspices. President Long and Dr. J. U. Nef of the A. C. S. are among those who will deliver addresses. Headquarters will be the Southern Hotel. There will be balloting for the election of four three-year councilors for the A. C. S., the candidates being T. W. Richards, Edward Hart, Marston T. Bogert, Charles Baskerville, T. J. Parker, George C. Stone, Henry P. Talbot, L. M. Dennis and Edmund H. Miller.

CHANGES AMONG THE ARMY PHARMACISTS.

R. E. Hale, to Camp Thomas, Ga.; R. E. Gregg, to U. S. A. T. 'Kilpatrick'; W. McFarland, to Ft. Mansfield, Mass.; D. B. Miller, to General Hospital, Presidio; T. Schuman, to Ft. McKenzie, Wash.; G. Westerdaal, to Ft. Yellowstone, Wyo.; J. Dykstra, to Ft. Des Moines, Iowa; H. J. Walls, to Ft. Preble, Me.; J. Waters, to P. I.; W. Peake, to P. I.; W. Baigent, to Cuba; E. Hartman, to Ft. Wadsworth, N. Y.; P. J. Maloney, to P. I., and G. W. Morgan, to Wash. Bks., D. C.

WHEN YOU NEED

TIN BOXES

Write to the folks who make them for Cascarets, Huyler's, Vaseline, Runkel, Dr. Charles, and 992 other proprietaries.

AMERICAN STOPPER COMPANY

150 Water Street, Brooklyn, N. Y.

THE LARGEST MAKER OUTSIDE THE TRUST

HOLIDAYS HALTED BY THE HOLIDAYS.

The organizers for the proprietary manufacturers of the Washington Promise plan, Lee M. Evans of the Peruna Co., and E. C. Pease of the World's Dispensary Medical Association, have found themselves up against an unsurmountable obstacle—the holiday season—when department store men are as accessible as the Sultan's harem. So there will be a cessation of work for a few days. After the first of the year, Mr. Evans believes, it will not take long to get the schedule established.

G. A. S. BALL WILL BE GREAT EVENT.

If the German Apothecaries' Society ball at Terrace Garden on January 21 is not better attended than any of its predecessors it will not be the fault of S. V. B. Swann, chairman of the entertainment committee, who has mailed invitations to hundreds of druggists and traveling men of the city, requesting the latter to serve on the reception committee. The unbounded hospitality of the society is extended, and wives and sweethearts should be present. The affair promises to be a magnificent success.

NEW YORK NOTES.

—Drug Trade Club guests: E. B. Jackson, M. D., Houston, Tex.; J. H. Chambers, St. Louis; M. de Rambaiville, Paris; P. Kreisemann, Milwaukee; J. K. McDermid, London; R. W. Woodward, Elizabeth, N. J.; J. B. Booth, Pittsburg; D. M. Parry, Indianapolis; James Inglis, Detroit; H. Chamberlain, Chattanooga; T. N. Jeffrey, Columbus, O.; A. N. Farquhar, York, Pa.; D. A. Tompkins, Charlotte, N. C.; E. F. Hartshorn, Newark, N. J.; Daniel Davenport, Bridgeport, Conn.; Homer P. Clark, St. Paul.

—The importance of complying with the law was strikingly shown the other day when two men died after an alcohol orgie. The bottle they had drunk from contained wood alcohol and bore the label of Druggist N. Wolfert. But the label also read: "Poison—for external use only." Non-compliance with the law would have meant great trouble in that case.

—The thief had barely thrust half of him through the glass door of Charles S. Erb's pharmacy at Sixty-fifth street and Amsterdam avenue at midnight, when the faithful St. Bernard bestirred himself. The intruder didn't tarry. The board of pharmacy records are under that dog's pillow, and the dog weighs 250 pounds.

—A burglar entered Clifford E. Anthony's store at 384 Seneca street, Buffalo, and stole \$3 from the cash register. On the same night an attempt was made to enter the drug store of Charles E. Martzloff, William and Jefferson streets, Buffalo, by cutting the glass around the window lock.

—Judgments lately secured in this city: Crescent Chemical Manufacturing Co. against Charles Glaubach, \$28; J. Elwood Lee Co. against the Merchant Marine Hospital service, \$274; Sharp & Dohme against Aguilla J. Wells, \$116.

—Joseph B. Glenn, druggist at 76 Fourth avenue, and the National Surety Co. as his bondsman were losers in a suit brought against them for violation of the State excise laws, the forfeit being \$500 and the costs \$208.

—Don't forget to register your store in January. The board of pharmacy has forwarded necessary papers to every pharmacist in the Eastern section, but there will be no further concessions than the law allows.

—R. W. Reid, brother of the senior member of Reid & Yeomans, 752 Union street, Brooklyn, and Reid, Yeomans & Cubit, Manhattan, has opened a new store at 300 Clinton street, Brooklyn.

—A. Moses, Sr., of A. Moses' Sons & Co., the sponge

firm, left with Mrs. Moses for a trip to the sponge fisheries in Carribean waters.

—Tonight the Drug Clerks' Circle are wearing dress suits at Terrace Garden. It is the fifth annual ball, and a half-thousand couples are expected to participate in the Grand march.

—J. F. Doring has left the Manhattan pharmacy on Broadway where he was manager, to join Otto Boediker's force at Fifty-fourth street and Sixth avenue.

—E. J. Crammond, for several years with Julius Kalish, has succeeded J. F. Farley at Eighth avenue and One Hundred and Thirty-ninth street.

—Richard Hillier, son of the late James K. Hillier of R. Hillier's Son Co., this city, has entered the employ of J. L. Hopkins & Co. as buyer.

—J. C. Schmitt, formerly clerk for R. J. Owens, has bought out Joseph Mueller at DeKalb and Nostrand avenues, Brooklyn.

—The jobbers report outside holiday trade as exceptionally good, something that cannot be said for the city trade.

—The French Drug Co., proprietary medicines, 29 Beekman street, were damaged by fire to the extent of \$1,500.

—Joseph Ostrewicz has added to his possessions in the acquirement of another store, at 44 Madison street.

—The store of the late Justus Liebel at 2035 Amsterdam avenue, has been sold by the heirs to A. F. Wiggers.

—Vitold Drossness, formerly of Drossness & Taub, has succeeded C. A. Henrichsen at 1,800 Amsterdam avenue.

—Lewis A. Lotz has bought the store at Tinton avenue and Home street of Mr. Itho.

—Edwin E. Faiber succeeds Ludwig & Faiber at Inwood, L. I.

—Aaron Singer has opened a new store at 68 Rivington street.

—Jacob Halpern has opened a new store at 34 Fulton street.

NEW ENGLAND.**CONDITIONS BETTER.**

Annual Report of the Massachusetts Board of Pharmacy Shows Improvement in Conditions.—High Standard Maintained.

Boston, December 22.—The eighteenth annual report to the governor by the board of pharmacy shows that conditions have improved. Commercially, the improvement during the last year has been notable. The cut-rate evil no longer exists in many of the towns and cities. A more fraternal spirit has been established everywhere. In the larger cities department store rivals still are found, yet not to the great extent of former years.

Examinations have been on the same lines as heretofore, special emphasis being given to identification. More careful preparation is advised, and all candidates are urged to attend a school of pharmacy. Experience gained in a drug store is of little value, the report says, if there has not been good early schooling.

Enforcement of liquor laws has been rigid and a better condition now prevails. The board received many

FREE RUBINAT WATER
OFFER LIMITED. GET IN QUICKLY

J. N. FERRER, P. O. Box 71, New York City

complaints regarding sales of poisons, but has no jurisdiction, as this is in the hands of the board of health.

During the year there were 34 examinations, for 329 candidates, 92 of whom were accepted. Twelve certificates were suspended for periods ranging from three months to five years.

The report of the board's agent, Simon B. Harris, gives the names of the twenty druggists in the State who died during the year, and there is a fitting tribute to F. H. Butler, whose term recently expired, after a continuous service lasting eighteen years.

THE BAY STATE.

—Dennis J. O'Brien, a well-known pharmacist in Lowell, was arrested on the charge of violation of the liquor laws by an inspector who entered just as a customer was about to receive a pint bottle, which, it is asserted, contained whiskey. To hustle a man off to the station and book him there has never before been done with druggists complained of for violation of the liquor laws. Mr. O'Brien secured bail immediately. There is general indignation in Lowell regarding the treatment he received.

—H. J. Sorel, a Fall River druggist, because of the prevalence of burglaries, purchased a "warranted" watch dog. First night that the dog was left in the store he wrecked the place. All the burglars in Massachusetts would have done less damage. Next morning the place looked as if it had been struck by a cyclone. The dog is for sale, and is guaranteed to be "full of playful tricks."

—Dr. P. N. Brunelle, a Lowell druggist, brought suit against an electric light company for \$15,000 damages for injuries sustained. Some months ago the Era told of the accident which befell Dr. Brunelle, who, while in the cellar of his pharmacy, came in contact with a live and exposed electric wire, as a result of which he was severely burned, and lost four fingers.

—Albert L. Gardner, a druggist in the Brighton district, Boston, is a voluntary petitioner in bankruptcy. His liabilities are nearly \$2,500, assets \$5,600, in which he includes a \$3,000 life insurance policy. His son, Albert L. Gardner, Jr., is a creditor for \$110 for services, and Emma W. Aiken claims \$400 for services as a servant.

—A large building owned by Leandre Bolduc, a Fall River druggist, and occupied in part by him for a pharmacy, has just been moved to an opposite corner. Curiously, the movers stupidly set the building "wrong end to" in its new location, and it had to be turned around again.

—P. Elmer Doliber, for ten years employed by C. H. & J. Price, Salem, has resigned to go to Fall River to become manager of Anthony's drug store. In leaving Salem, Mr. Doliber carried several prescriptions representing the good feeling of his old-time employers.

—C. E. Woodward's store at 129 Summer street, Boston, has been purchased by Jaynes & Co., who now have several retail stores in the "Hub." E. S. Kelley, formerly of Kelley & Durkee, Boylston street, has been placed in charge of the prescription department.

—A fire which partly destroyed two business blocks in Fall River did considerable damage through water and smoke to the drug store of Charles A. Baker, where an explosion of chemicals added to the danger and helped to spread the flames.

—Clinton B. Wasgate, 1024 Saratoga street, Boston, pleaded guilty to a charge of illegally selling liquor and paid a fine of \$50. M. J. O'Connor, clerk for Edwin J. Marsh, 536 Saratoga street, on a similar charge pleaded not guilty.

—By mutual consent, the drug firm of Sunter & Millane, in Holyoke, made up of Alexander E. Sunter

and Martin F. Millane, has been dissolved. Mr. Millane retires and Mr. Sunter continues.

—Charles L. Dean of Dean, Foster & Co., druggists' sundries and glassware, was re-elected mayor of Malden. This is Mr. Dean's sixth term as mayor. He is thought to have Senatorial ambitions.

—Springfield druggists recently received friendly calls from John P. Merrill, now engaged in the hotel business in Augusta, Me., but who formerly was prominent as a druggist in Springfield.

—William J. Lewis, long a druggist in the employ of G. E. Blanchard of Whitinsville, has decided to study medicine at the Bowdoin Medical College. He is succeeded by Josiah J. Gibbs.

—The stores of Samuel A. Neil and G. S. Cheney & Co., in adjoining buildings in Union street, Boston, were ransacked thoroughly by burglars, though very little was stolen.

—F. E. Brooks' store in Woburn was damaged considerably by fire. The insurance people settled to Mr. Brooks' entire satisfaction, and he is now having a half-price sale.

—Two young men were arrested for stealing from Callan's drug store in Cambridge. One was fined \$15 and the other was sentenced to thirty days. Both appealed.

—Frank E. Willard, until recently manager of the Cunningham Drug Co.'s West Somerville branch, has been transferred to the Inman Square store of the company.

—Notable improvements have been carried out in the pharmacy of F. M. Pease & Son, in Lee, giving the store an entirely new appearance.

—Louis D. Poirier, a Fall River druggist, is now well settled in his own building near the corner of Pleasant and Chaffin streets.

—Damage to the amount of from \$350 to \$400 was done by fire in the drug store of Thomas R. Grimes in South Boston.

—The Norwood Drug Co., a new enterprise in Franklin, has assigned to G. A. Streeter for the benefit of creditors.

—The drug store of Seward L. Stickney, Beverly, has been sold to Charles and Ernest Burton of Amesbury.

—Russell G. Melville, a druggist in Lynn, has assigned to Frank N. Danforth for the benefit of creditors.

—The store of the late Frank Smith, East Bridge-water was sold to Hiram P. Gerald of Whitman.

—Three men in Malden tried to get into Sheldon's drug store. They did not succeed.

NEW HAMPSHIRE.

—At the last examination by the State board of registration, the following succeeded: George A. Foster, Dover; Robert W. Cushing, Manchester; Robert E. Allen, Canaan, and Fred S. Lovis, Boston, Mass., in the senior class examinations; and John H. Turcotte, Manchester, in the junior class.

—Arthur H. Merchant, a young clerk in the employ of the E. Brewster Company, at Dover, broke into his employers' place of business in the night time, expressly



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to secure prussic acid, several ounces of which he swallowed. Despondency.

VERMONT.

—The Supreme Court of Vermont will be asked to determine the constitutionality of the law forbidding the issuing of trading stamps by one firm to be redeemed by another. The case is the outcome of the arrest of a drug clerk at Burlington, who gave stamps which a regular trading-stamp company later redeemed, instead of the pharmacy itself receiving them back.

—Z. B. Hopkins of Brandon, is a new member of the State board of pharmacy. He was appointed by Governor McCullough. His commission covers a term of five years and begins on December 1.

—Frank Eldred, a Burlington druggist, recently convicted of selling liquor to minors, has determined to go out of the drug trade.

PENNSYLVANIA.

SOME CRITICISM OF PHILADELPHIA SCHEDULE.

Philadelphia, December 22.—Several members of the P. A. R. D. were together in an informal gathering. One of them, discussing the work that the association had done, said that for his part, had it not been for looking mean, he would have pulled out of the concern long ago. They had succeeded in organizing, or rather affiliating an organization with the national association, he and his friends paid their dues, and that was the end of it.

Another followed with the complaint that, although the concern had coerced the major portion of the men into signing a schedule that was dictated by a cutter who boasts of keeping a small sized department store as well as a drug store, and who, having fixed prices and kindly printed the schedule for the committee on his own presses, they had failed in one or two little instances that were pertinent.

There has been much criticism along this line. At the time the schedule was prepared, no ten-cent articles were placed in it. When, however, the various members signed it, they put their signatures to an agreement fixing the absolute price of ten and five-cent articles, as a class by themselves. As the major portion of these goods are not and cannot be placed on the cut-off list, there are many men who feel that they should not be restricted as long as one or two concerns are actively engaged in marking down prices on the lesser articles.

Sooner or later a discussion is bound to arise that will threaten the peace and harmony of the present happy family.

THE PHILADELPHIA COLLEGE HOUSE.

Philadelphia, December 22.—The success of the college house of the Philadelphia C. P. grows each day. Since its establishment the men living there have shown their appreciation by tendering a reception and dance to the ladies who have, as an auxiliary committee, been so painstaking in bringing the house to its present high standard. This was followed by an entertainment given to the senior class. At the latter function, the entire programme was rendered by the student residents.

The house has now been running about two months and is almost full, the students not being slow to appreciate the genial, homelike association that it provides. It is the intention of the committee to add in the near future a recreation room, which will contain among other things a hand-ball court. With this, it is expected that the building will be nearly perfect.

PHILADELPHIA COLLEGE OF PHARMACY MEETING

Philadelphia, December 22.—The meeting on last Tuesday afternoon was a notable one on account of the number and importance of the papers presented, and was exceedingly well attended. Prof. Samuel P. Sadtler occupied the chair.

The first speaker was Prof. John Uri Lloyd of Cincinnati, who gave an address on "The History of the Eclectic Resinoids and their Terminology." He said that Prof. John King was the first one to attempt to establish a nomenclature concerning a class of products that came into existence through his experimentation and influence. Professor King first called these substances "resins" to differentiate them from the alkaloids, and when the cry was for a single word, he uniformly used for them the termination "in" in contradistinction to the termination "ia," which was then generally used for alkaloids.

M. I. Wilbert gave an illustrated talk on the "Early History of Medicine in America." Prof. Albert Schneider of the California College of Pharmacy, sent a communication on "Gardens of Medicinal Plants." William B. Marshall of the Smithsonian Institution, presented a comprehensive paper on the "Production and Use of Cocoa." Professor Kraemer exhibited hides or so-called "Ceroons" used for packing Honduras sarsaparilla, which were received from Lehn & Fink; some specimens of ginseng received from Jacob Suttler; a large aquarium, presented by Whitall Tatum & Co.; and specimens of a Hercules beetle and a Green Tiger beetle, which he had received from Luis Javier Guier of Costa Rica.

OTHER HAPPENINGS.

—With the announcement that Winfield Scott Smith, a prominent pharmacist, has opened a spacious new establishment at Homewood and Frankstown avenues, East End, Pittsburg, develops a general dissatisfaction among the proprietors of ten drug emporiums, who have been in that section for from three to twenty years, and have established a fair trade, but who say that there is no room for another store.

—Gustave Apenzeller, one of the oldest and best known German apothecaries in Philadelphia, was stricken down with apoplexy on Thursday last. He was removed to the Methodist Hospital, where he lay unconscious until Saturday, when he recognized Mrs. Apenzeller for the first time. He was about concluding arrangements for the purchase of a fine place in the northern part of the city.

—The mid-season examinations at the Pittsburg C. P. will be participated in by two of the largest classes in its history. The senior class consists of 64 aspirants for the distinction of registered pharmacists, while the junior class boasts of 87 candidates. At present there is a scarcity of clerks in this district.

—J. S. Gleghorn, of 125 Brushton avenue, Pittsburg, has just finished extensive improvements, among them a fine new laboratory on the second floor. Since the repairs have been made Mr. Gleghorn has decided to name the store the "Woman's Drug Store" because the women customers are in the majority.

—Lorenz Riott, the well-known Washington avenue, Pittsburg, druggist, has remodelled his store. Besides installing a new electric light plant and fountain, he has enlarged to 50x19 feet, and now has one of the finest stores on the "Hilltop."

—James Kerr, Jr., one of the oldest druggists in Pittsburg, has disposed of his establishment to Theodore Cappel was formerly located at Atwood and Forbes streets.

THE SOUTH.

KENTUCKY DRUG CLERKS "AGITATING."

Louisville, December 22.—The drug clerks of Kentucky are seriously discussing the probability of a Drug Clerks' Union, which is believed, will be formed in a very short time. The clerks throughout the State are said to be strongly in favor of organizing, should a competent leader appear, and they would immediately join.

Local clerks say the long hours are the most objectionable feature of their work. They go on duty at 7:30 o'clock in the morning and remain at the store until 11 o'clock, with only an occasional night off. The average salary is \$45 a month. This they consider a slender return for the preparation required. They say if they organize and determine to strike they would without doubt tie up the drug business of the State.

KENTUCKY DRUGGISTS' FIRE INSURANCE.

Tomsville, December 22.—Simon N. Jones, of the committee for the organization of the druggists' insurance company, said that he believed the company would be organized within a very short time and would result in a large saving to the druggists. Most of the druggists in the State are now paying a rate of from one to two dollars a hundred for insurance in the old line companies. Mr. Jones also said the promoters of the new company have gathered statistics to show that the fire loss in drug houses is no higher than in most other lines of business, although the insurance companies consider this business as extra hazardous. The headquarters will probably be in Louisville.

KENTUCKY.

—The Renz Drug Co., Louisville, having bought the stock and fixtures of the bankrupt firm of L. C. McDaniels, will shortly occupy the store. Mr. Renz said that he would make extensive improvements. Byron Davidson and Walter Renz, formerly connected with its other store, will manage the new business.

—Dr. J. W. Fowler, president of the J. W. Fowler Drug Co., Louisville, is about to take legal measures to secure the possession of their store, recently gutted by fire and smoke for a longer term, pending the tearing down of the walls.

—George B. Myers purchased from the Louisville Trust Co. the stock and fixtures of Joseph Wagner who recently assigned. Mr. Myers will also have a store at Eighteenth and Southgate.

—The drug firm of Schlosser Bros., Louisville, has been dissolved by mutual consent, J. J. Schlosser retiring. The business will be conducted under the old style by Peter Schlosser.

VIRGINIA.

—R. L. Harrison has moved into a handsomely equipped new store on the site of his old one in that part of Richmond known as Fulton. Mr. Harrison gained quite a wide reputation last Spring by doing business and keeping up water, gas and telephons connection while his store was being moved across a block.

—Hot drinks are growing in demand in Richmond, and nearly all the pharmacies that run soda fountains during the warm months have put in chocolate boilers and other apparatus for dispensing hot drinks during the cold season.

—The T. A. Miller Drug Co. have opened a very handsome retail pharmacy at Franklin and Shaffer streets, Richmond. The Broad street store of the same firm has been remodeled.

—Both wholesale and retail druggists report increased

business for December and prosperity is indicated by many improvements.

—The Owens & Minor Drug Co., Richmond, has put in a handsome soda fountain and hot drink apparatus.

—A. S. Briggs, Main and First streets, Richmond, has refitted his store.

MARYLAND.

—Dr. Daniel Base, of the faculty of the Maryland C. P. lectured last week on radium and radio-active substances. He illustrated with experiments on the X-ray machine, showing the characteristics of the X-rays, which are also found in radium, and those of the cathode rays, which are given off by radium.

—Druggist J. P. Sullivan, Carey and Mulberry streets, Baltimore, last week received a cablegram, announcing the serious illness of his mother in Ireland, and immediately engaged passage on the next steamer sailing out of New York. Some months ago he went to Ireland on a similar errand, his father being critically ill.

—A representative of Dr. Munyon was in Baltimore last week and conferred with officers of the R. D. A. relative to complaints made that the house was violating the tripartite agreement. The representative promised that the plan would be faithfully lived up to in the future.

—Henry W. Fehsenfeld has sold his retail drug store at Clinton and Boston streets, Baltimore, to W. A. Fryor, formerly located at Greenmount avenue and Madison street.

—John Söhl, one of the oldest druggists in Baltimore, has sold his pharmacy at Stricker and Fayette streets, to Joseph McDonald, formerly a clerk in the employ of John Wiesel.

—Mr. Kaiser, agent of the N. A. R. D., was called to Frederick last week to investigate demoralization by prize price-cutting. He returned to Baltimore.

PLANS FOR NEXT OHIO MEETING.

Cincinnati, December 22.—The entertainment committee of the Ohio Valley D. A., has been busy during the last week making preliminary arrangements for the State Ph. A. convention in this city next June. Popular subscriptions will be asked for. Plans are also under way to give a series of entertainments to help raise the necessary funds. The following sub-committees have been selected:

Lectures—Theo. D. Wetterstroem, Emil Zorn and Julius Greger.

Emkrest Dances—Ed. Voss, Carl Plath, L. P. Holzhauser, J. F. Kuchbauch, Frank H. Freericks.

Subscriptions—John H. Linnemann, Theo. D. Wetterstroem, Alfred DeLang, Ed. Kipp, H. B. Waltermann, Robt. Broenland and A. O. Zwick.

The Era Course Helped Him.

Medford, Ore., December 14, 1903.

Gentlemen:—Thanks to the Era Course in Pharmacy and a little hard work, I passed the Oregon State Board of Examiners. With kind regards, I remain, respectfully yours,

J. RALPH WOODFORD.

E. I. Santal Perles

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OHIO RIVER VALLEY.

DR. THOMAS' APPOINTMENT PLEASES OHIOANS.

Zanesville, Ohio, December 22.—The news received her last week to the effect that Dr. Charles E. Thomas, a negro, has been appointed one of the three commissioners to represent the State of Alabama at the International Tuberculosis Conference to be held in Washington, D. C., next April, has caused considerable gratification to a number of veteran pharmacists in this city. Twenty years or more ago, "Charley" Thomas arrived in this city from Pomeroy, friendless and without a cent, and secured employment in the drug store of the late Kennedy M. Bausch, as a porter. At Mr. Bausch's suggestion Thomas began the study of medicine in 1888 at Ann Arbor University and took a degree in medicine. In 1896 he matriculated for a post graduate course in a Brooklyn, N. Y., college, and upon graduating located at Annstow, Ala., opened a small drug store, and also practiced medicine. The small store grew under his able management and in later years was made a wholesale house.

THAT OVERBECK CASE POPS UP AGAIN.

Cincinnati, December 22.—Era readers will remember the Overbeck case, in which a verdict against Druggist B. H. Overbeck of this city, was misread by the judge. The jury had intended an unfavorable verdict, but the judge's error saved Mr. Overbeck, temporarily, at least from paying damages.

The plaintiff was a nurse who had partaken of coffee that was dosed with arsenic by a servant, who had bought it from Mr. Overbeck. The nurse charged that the pharmacist was negligent in making the sale.

DRUGGISTS ENTERTAINED BY DR. HARTMAN.

Columbus, December 22.—The members of the Columbus D. A. were the guests of Dr. S. B. Hartman of the Peruna Co., at the latter's commodious hotel. The first part of the evening was spent in card games, for which six prizes were distributed by the host. At the conclusion of the card playing an enjoyable luncheon was served. Nearly one hundred druggists were present, and, through President G. B. Topping of the association, Dr. Hartman was officially thanked for his hospitality.

NEW PHARMACY SCHOOL FOR OHIO.

Lebanon, Ohio, December 22.—The plan of the National Normal University, located here, to organize a school of pharmacy, is still in the process of formation. The idea seems to have met with favor, and its success is looked upon by the faculty as a foregone conclusion. The dean will be Dr. F. H. Frost, State inspector of drugs, and the other members will be selected later.

OHIO HAPPENINGS.

—Andrew W. Bain, pharmacist at the City Hospital, Cincinnati, saved his sight, by exercising his learning. As it is, he will have to wear a bandage over his left eye for some time. The accident occurred while Bain was emptying sulphuric acid from a larger into a smaller bottle. A portion of the acid was spilled, splashing into his eye. He applied cold water and soothing lotions until the hospital physician arrived.

—The Columbus Drug Co. of Columbus, were victimized last week by a swindler, who has been operating in this State for several months, numbering among his victims quite a few druggists. He represents himself as an agent for a certain directory, secures \$5 to bind

a contract for the purchase of the book and that is the last heard of him.

—The store of C. E. Crute on South Main Street, Mansfield, was sold at assignee's sale on December 11 to William G. Black of Mansfield for \$2,700. The new owner took immediate possession and will open for business within a short time. Guy Lantzbaugh, formerly head clerk for W. M. Barton, will act in a similar capacity for Black.

—The New Mercantile Library Building on Walnut street, between Fourth and Fifth streets, Cincinnati, is rapidly nearing completion, and the quarters which will be occupied by Miss Cora Dow as a drug store will then be ready for occupancy. This will make the sixth store, all cut-rate, that Miss Dow controls.

—Druggists from near-by towns in Cincinnati recently were: W. R. Fee, Milford; R. A. Brown, Dover, Ky.; Homer Sayers, Xenia, Ohio; Henry B. Osborne, Manchester; L. N. Dole, North Vernon, Ind.; A. H. Cochrane, Berea, Ky.; John Ulrich, Aurora, Ind., and C. W. Montgomery, Bethel.

—Wirster Bros. of Portsmouth, suffered the loss of a number of valuable articles, through a visit of two shoplifters. An investigation developed the fact that the perpetrators were the wives of prominent business men.

—The pharmacy of Harry Bristle at Spring Grove avenue and Toffner street, Cincinnati, has undergone entire remodeling, giving it an appearance of which the owner is deservedly proud.

—J. I. Mercer, the Portsmouth druggist, who has been seriously ill for several weeks with a complication of diseases, has taken a turn for the better, and is now on the high road to recovery.

—Howard N. Gillard of Milford, colored, who recently passed the State examination as assistant pharmacist, is the only colored person in the Southern part of Ohio who holds that honor.

—J. J. Brown has retired from business at Springfield, to engage in the manufacture of chairs at Hillsboro. Roth & Livingston purchased his store.

—George A. Chambers, the Mt. Pleasant druggist, aspires to be postmaster, and the town paper says his opponent will end in the post mortem class.

—J. C. Firmin, the Findlay druggist, presented the police department with a punching bag last week and was officially thanked for his generosity.

—James Hager has opened his new store in Portsmouth and has secured for clerk John Rapp, recently with Fisher & Streich, in the same city.

—William Eger, in partnership with his brother at 1933 Central avenue, Cincinnati, quietly married Miss Johanna Mueller several weeks ago.

—Charles Tobey has succeeded to the management of the store of N. Tobey & Co. at Troy, through the recent demise of his father, N. Tobey.

—J. H. Bohn will celebrate the Sixtieth anniversary of the establishment of his Camden store in the early part of January.

—Newton Garrett of Hillsboro spent several days in Cincinnati in connection with the affairs of the State Ph. A.

—P. F. Vollnogle of New Waterford, was seriously burned on December 10, by the explosion of a gasoline lamp.

—Ray Richey has become associated in the management of his brother Ross' store at Toledo.

—The Dennis Medicine Co. of Portsmouth, recently suffered loss by fire.

—Haley & Distel, Portsmouth, have installed new fixtures.

AROUND THE GREAT LAKES.

SWIFT THE NEW HEAD.

Elected General Manager of Parke, Davis & Co.—Was Manager of Canadian Branch—His Progressive Career—Professor Ryan a New Director.

Detroit, December 22.—Ernest G. Swift, for eleven years general manager of all the Canadian business of Parke, Davis & Co., was elected at a special meeting of the board of directors of that concern to succeed the late William M. Warren in the general management of the business. This recognition of Mr. Swift is a deserved compliment to his ability and energy. He is only forty-two years of age, being born in Rawden, Quebec, in 1861, yet he has spent more than a quarter of a century in the drug business, his experience having embraced every phase of the trade.

Mr. Swift spent several years in the wholesale drug house of Lyman, Clare & Co., now Lyman, Sons & Co., of Montreal. Then he took a four-year course in the Montreal College of Pharmacy, meanwhile serving in a retail store. He came to Detroit and to Parke, Davis & Co. in August, 1883, to a position as assistant in the finishing department, where, through his energy and willingness, he, by successive degrees, was promoted to foreman of the capsule and gelatine coating department, purchasing agent, assistant superintendent and, in 1892, nine years after, manager of the Canadian business. This meant not alone the management of the manufacturing laboratory in Walkerville, but carried with it the management of all the Canadian business, advertising, manufacturing and selling, the supervision of the traveling salesmen, and the management of the branch house in Montreal. Suffice it to say that Mr. Swift has, in eleven years, made the Dominion of Canada one of the strongholds of Parke, Davis & Co.

In 1897 he was made a director of the corporation. For some months he will be obliged to manage the Canadian business in connection with the discharge of his new duties. He is regarded by the directors as a man of remarkable executive ability, and a man whose personality attracts and commands attention and confidence.

With this appointment Mr. Swift forswears his allegiance to King Edward and comes back to Detroit again, where he has been active socially and politically ever since his assumption of the Canadian business of the firm. During his residence in Walkerville he has three times been elected mayor of that town, and its people are planning to give him a great farewell reception.

Prof. Frank G. Ryan has been elected a director to succeed Mr. Warren, Mr. Swift already having been a member of the board. Professor Ryan is very well known and highly esteemed by the retail trade from his connection with the A. Ph. A. and his former connection with the Philadelphia College of Pharmacy. He is chief pharmacist in Parke, Davis & Co.'s scientific department.

BODEMANN DIDN'T BLACK BERNAUER'S EYE.

Chicago, December 22.—The fight against cocaine sellers in Chicago will go merrily on. Numerous attacks on the board of pharmacy culminated in the arrest of President Bodemann on a warrant sworn out by one Joseph Bernauer, who charged Mr. Bodemann with having assaulted him and imparting a variegated black, blue and green tinge to one of his eyes. Mr. Bodemann said he never saw the man until the case came up in court. The matter was disposed of before Justice Gib-

son, before whom the complaining witness appeared in court and apologized, admitting that his black eye came from a fall. He admitted he had not seen Mr. Bodemann since November 11, whereas the optical decoration had been acquired something over two weeks after that date. Bernauer, it is said, is being prosecuted for non-registration, or rather, for practicing pharmacy without the necessary registration. Just why his attorney, Brillow, permitted him to bring such a suit is not known. Brillow, who recently admitted that he advised Bredecke, the cocaine seller, to continue selling the drug, on the ground that it would be impossible to prove the presence of cocaine chemically, asserts that he is attorney for the Druggists' Protective Association. It is believed that this organization begins and ends with Bredecke, Bernauer and their friends. A few years ago an organization similar in name was started, and \$1,000 was collected by its attorneys, Brady & O'Donnell, who made way with the money and were indicted for it.

THE FIRST COMMENCEMENT.

Northwestern University School of Pharmacy is the First, and Graduates a Brilliant Class.

Chicago, December 22.—Graduating exercises of the School of Pharmacy of Northwestern University were held in Assembly Hall, University Building, on Friday afternoon. The program opened with music, which was followed by an invocation pronounced by the Rev. Amos W. Patten, D. D.

The address of the day, by Prof. Francis E. Lloyd of the Teachers' College, Columbia University, on "The Scientific Attitude in Every Day Life," was one which was peculiarly adapted to the day and the occasion and gave scope for the expression of views on the relation of the sciences to modern conditions and surroundings and the duties and privileges of men of scientific training.

A musical number followed the address, after which the degrees were conferred by President James of the university.

The announcements and music were followed by the presentation on behalf of the senior class by Frank Alex. Milne. The exercises closed with a benediction.

Degrees were conferred as follows:

Pharmaceutical chemist—H. V. Bonicel, Buenos Ayres, Argentine Republic; C. A. Hammett, Portchester, N. Y.

Graduate in pharmacy—L. N. Alt, Chicago; R. E. Bates Grinnel, Ia.; C. R. Clothier, Polo, Ill.; L. F. Good, Salem, S. D.; C. P. Hallam, Shabbona, Ill.; W. A. N. Hieber, Chicago; C. L. M. Klinck, Bristow, Ia.; G. S. Kolar, Chicago; A. G. Macomber, Cascade, Ia.; W. C. Magoun, Sioux City, Ia.; H. C. Metzger, Cairo, Ill.; F. A. Milne, DuQuoin, Ill.; J. P. Nolan, Chicago; J. B. Pendergrast, Hogansville, Ga.; M. H. Potter, Piggott, Ark.; F. C. Sheeran, Fairbault, Minn.; H. W. Sublett, Bowling Green, Ky.; W. W. Thiedohr, Streator, Ill.; W. B. Wetzel, Waukegan, Ill.; C. D. Wheeler, Belvidere, Ill.; F. P. Wray, Pella, Ia.

Northwestern is the first of the season among the pharmacy schools to graduate a class.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

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President, Council of the Quebec Ph. A.

MICHIGAN.

—Frank W. Hoyt, president of the A. H. Lyman Co. of Manistee, has disposed of his interests in that concern and has accepted a responsible position with the Yahr & Lange Drug Co. of Milwaukee. C. B. Sherman, former secretary of the A. H. Lyman Co., has been promoted to the general superintendency of the Manistee company.

—Leonard Short, head clerk for the last five years for the A. H. Lyman Co. of Manistee, has gone to California to engage in fruit growing. Mr. Short is six and a half feet tall, in spite of the family name, and is as fat as a match.

—A. A. Jackola is the latest addition to the drug force at Calumet, having opened a new store in the Sorsen block. His store has some of the finest fixtures in the copper country.

—The Charles Drug Co. of Paw Paw, run full page ads in the papers of that town during the holidays. The druggists of Van Buren county are nothing if not enterprising.

—C. H. Houghtaling of Quincy, is again in the drug business after a rest of six and a half years. He has purchased the R. D. M. Turner stock, taking immediate possession.

—Frank L. McClintic, formerly in the drug business at Charlotte, has organized a medicine company at Battle Creek and will turn out a remedy called "Salax."

—Oscar P. Goodrode, another indicted South Haven druggist, was arraigned and gave bail for his appearance for trial at the January term.

—A new fountain was added to the equipment of the Glass drug store at Schoolcraft in time to have hot soda on tap for the holidays.

—Jams G. Johnson of Traverse City, is in Kentucky for a short time, looking after his oil interests there.

—W. H. Stone, druggist at Portland for many years, has sold to W. D. Crane and will remove to Allegan.

—W. H. Vaughn formerly on the road for Henry Thayer & Co., has opened a store at Muskegon.

ILLINOIS.

—Gus. A. Grigsby, a chemist's helper for M. C. Barrett & Co., 219 Lake street, Chicago, was arrested, charged with stealing \$400 worth of goods. His salary was \$9 a week, yet he paid \$45 a month rent, it is said, for his flat at 3012 Indiana avenue, and had much valuable furniture. When arrested he is reported to have had \$40 worth of vanilla beans in his pockets.

—Henry Cook, for twenty years assistant sundries buyer for Morrison, Plummer & Co., Chicago, but for the last three years in charge of the sundries department of the Yahr-Lange Co., Milwaukee, will, on January 1, become buyer for the Houston Drug Co., at Houston, Tex.

—M. Gold & Co. have bought Houts' drug store at 425 West Seventy-first street, Eggleston. Mr. Gold was at one time in the drug business at Elsdon. Mr. Houts has proprietary medicine interests to which he will devote his time.

—In the Era of December 10 it was erroneously reported that B. T. Van Alen was elected secretary of the Chicago Drug Trade Club. Instead Harold Sorby was re-elected secretary, and Mr. Van Alen was elected treasurer.

—The drug store of Harris C. Nelson at Van Buren and Halsted street, Chicago, was robbed on December 12, the burglars securing about \$75 in money and some goods.

—The next meeting of the Illinois board of pharmacy will be held at Springfield on January 12 and the one following in Chicago on February 16.

—Pellikan Bros, succeed V. L. Blahnik at Twenty-Sixth and Troy streets, Chicago.

INDIANA INCIDENTS.

—Wood & Haney at Peru, have dissolved partnership. Mr. Hood retains the old location. Joseph Haney has opened a new store.

—Samuel A. Barrow of Harrison, O., has sold his store which is on the Indiana side of the town, to Rudolph Kern.

—The drug store at Morristown owned by the late A. C. Handy, has been bought by his nephew, W. P. Handy.

—J. M. Ball, formerly of Waveland, has started a store at Terre Haute.

—W. M. Baggs has bought the store of F. D. Musselman at Macy.

WISCONSIN BOARD OF PHARMACY EXAMINATION.

At the last examination there were sixty-nine applicants of whom thirty-nine were successful, as follows:

Frederick H. Gielle, Ashland; Leonard G. Elleg, Manitowoc; Ira G. Brownell, Palmyra; Adolph A. Shaper, Milwaukee; Harry C. T. A. Koerner, Janesville; Herman H. Jewett, Iron River; William H. Hoessler, La Crosse; Joseph B. Holzer, Green Bay; Ottmar T. Birck, Milwaukee; Max R. Hummel, Milwaukee; Robert G. Williams, Tomah; George W. Prandel, Wausau; Frank A. Harris, Milwaukee; John H. Williams, Oconomowoc.

Assistants pharmacists—James H. Mahoney, Waukesha; Frederick J. Baker, Janesville; Samuel W. Stephens, Milwaukee; H. August Langenhain, Ableman; A. A. Meyer, Superior; William N. Nussbaum, New London; Almer O. Anderson, La Crosse; Emil A. Rasmussen, Marshfield; Henry J. Grevesmuehl, Milwaukee; Willard R. Demme, Madison; J. Paul Dennett, Janesville; M. J. Knrzer, Milwaukee; Alvin E. Peters, Milwaukee; A. Rheinhold Wardin, Redesburg; Matthew Jorgenson, Kenosha; William B. Philbrick, Wausau; L. C. Wareham, Baraboo; Arthur W. Splitz, Milwaukee; Mathew D. Boehm, Shawano; Miles W. Avery, Friendship; Arthur Tuttle, Oconomowoc; H. H. Adams, Milwaukee; Cliff Russell, Milwaukee; Frederick G. Weichmann, Wausau; Edwin W. J. Fenelon, Waukesha.

WEST OF THE MISSISSIPPI.

LOOKING IN THE OLD DIRECTORIES.

St. Louis, December 22.—Even the worm will turn. St. Louis R. D. A. members have rebelled against the advance in price of \$2 for directories, and those who have not already purchased will allow their customers to look through old books. The directory company this year asked \$7 for the book that has so long sold for \$5. Few druggists ordered. At the quarterly meeting of the R. D. A. the subject was brought up. The advance was universally condemned by the fifty members present, and, while no definite action was taken, one member who took part in the discussion said of the effect: "I'll wager the contents of my cigar case against an ice cream soda that not a member that was present at the meeting buys a directory."

The annual ball was discussed and a revised committee on arrangements appointed as follows: J. W. Johnson, chairman; H. W. Friedewald, Leland Miller, T. F. Hagenow, Otto Ude and Emil Bernius members. The date is January 28.

MUST RE-LABEL REFILLED BOTTLES.

St. Louis, December 22.—The St. Louis Court of Appeals affirmed a judgment against Frank H. Westman, a druggist at 2744 Cass avenue, and set forth the duty of druggists to re-label, when refilling a bottle of poison.

In the case in question, a bottle bearing a carbolic acid label was refilled in the Westman store and the scratched and marred label not changed. The Court held that, had the label been renewed, there would have been no question as to the contents. The plaintiff had mashed a finger while at work and sent his 12-year old son to Westman's for some arnica, giving him a bottle that had contained carbolic acid. The testimony as to what the boy asked for was conflicting and was discarded. Peterson used the acid as a dressing for the wound on his finger, and as a result was compelled to have the member amputated.

In deciding the case, the court dwelt entirely on the failure of the clerk to re-label the bottle.

ST. LOUIS CLERKS ENJOY THEIR DANCE.

St. Louis, December 22.—The St. Louis drug clerks' twenty-fifth annual ball on December 17, was the most successful of the series. More than 120 couples were on the floor at the Odeon entertainment hall. Although the program was long, many extras were danced. N. J. Pieppert is president of the society; R. Roesewetter, vice-president; George H. Somers, secretary, and H. A. Wolf, treasurer. The ball committee was: Reception—George M. Sebeu, Leon A. Phillibert, Doctor S. Rehfeldt, J. G. Gibson, William S. Barnickel and Oscar A. Bausch; Charles Witt, C. G. Mueller, I. S. Schulherr, F. A. Christopher, Price Mansfield and R. Roesewetter.

NEW MEMBERS OF THE A. P. H. A.

St. Louis, December 22.—Dr. H. M. Whelpley, secretary of the A. P. H. A. Council announces the election of the following new members: Henry Donohue, 702 Washington street, San Francisco; John D. Muir, Grand Rapids; Charles Edward McCauley, Oak Park, Ill.; Alfred L. Walker, Detroit; John S. Hogue, Macon, Ga.; Julius Greenthal, 1174 Michigan avenue, Detroit; Charles F. Mann, 960 Woodward avenue, Detroit; Arthur H. Webber, Cadillac, Mich.

MISSOURI.

—The annual dinner of the St. Louis Paint, Drug and Oil Club, at the Mercantile Club, was a most enjoyable event. The year has been an especially good one

for St. Louis merchants in these lines. M. T. Davis and D. K. Blair of the World's Fair commission, were the guests of the club. The dinner was arranged by H. P. Fritsch, A. A. Eberson and Fred Sultan. President P. Hanamar presided.

—The Senior class of the St. Louis C. P. this year is known by the usual name, Omega Psi. Charles E. Kraeger of Pekin, Ill., who has for several years been the owner of a good store, is president; James E. Stone of Warrensburg, Mo., vice-president; Arthur F. Zahn of St. Louis, secretary; Henry F. Sum of St. Louis, treasurer; L. Y. Rogers of Center, Texas, sergeant at arms.

—The Christmas vacation of the Barnes Medical College Pharmacy department began on December 18. The first half year of the school's existence has proved a pleasant surprise to those in charge. Much better results have been secured than was expected, owing to the late announcement that the school was to be organized for work this winter.

—Drs. Alexander McCulley, Emanuel Urban and P. T. Kuapp, formerly connected with the city dispensary system, St. Louis, and arrested on charges of stealing drugs from the poor house supply department, were discharged in court last week. The superintendent of the poor house failed to prosecute.

—The St. Louis C. P. students have adopted the following as a college yell:

Ipecac, Opium, Syrup of Squills,
Jalap, Gentian, to cure your ills,
Razze, Dazze, Conium, Zea, St. Louis Pharmacy.

—St. Louis druggists have been sharp competitors for Christmas trade. The freedom with which signs and window displays have been used has excited much comment among salesmen. Almost without exception, the druggists report good business.

—Dr. H. G. Van Aller, for some time manager of Judge & Dolph's St. Louis, has been succeeded by O. W. Lauburg. Dr. Van Aller has withdrawn from active business to promote some interests of his own that will be announced shortly.

—The Mutual Benefit drug store at Ninth and Chestnut streets, St. Louis, has been closed and the stock moved back to the parent store, the Anti-Monopoly at Sixth and Market streets.

—A. W. Panley, St. Louis, is the owner of two stores and is contemplating the opening of a third at Grand avenue and Herbert street. He has already purchased ground for a building.

—Cyrus W. Wallbridge, wholesale druggist and ex-mayor of St. Louis, presented that City's claims for the next Republican National Convention.

—O. D. Meyer, well known to St. Louis druggists as a relief clerk, announces the opening of a store at Delmar and Taylor avenues.

—B. H. Blumpe, druggist at 804 North Broadway, St. Louis, has returned from a three days' hunting trip in the Ozarks.

—J. K. Lilly, president of Eli Lilly & Co., Indianapolis, made his annual call on the St. Louis jobbers last week.

—Otto C. Hanser, a St. Louis boy, has been placed in charge of the Frick-Hahn Co.'s store in Baden.

—J. M. Hutchinson of Troy, has opened a store at Carrollton.



OBITUARY.



DR. FRED J. ROTHACHER.

Dr. Fred J. Rothacher, one of Detroit's best known physicians and pharmacists, and brother of ex-City Pharmacist Dr. Jacob W. Rothacher, is dead. Late in the afternoon of his death he was called up at his office on the telephone by a young woman friend. They were chatting gaily when, she says, the doctor remarked: "I feel strange." Then she noticed his voice was growing fainter, and finally he did not answer at all. Feeling that something was wrong, she called up a grocery store under his office. The grocer hurried up and found Dr. Rothacher lying on the floor in a semi-conscious condition, the receiver still in his hand. He died about midnight. For a number of years Rothacher was proprietor of a drug store at 1202 Gratiot avenue. He was graduated in medicine only a year ago. He was 36 years old, and a Mason in high standing. Apoplexy was the cause of his sudden death.

J. B. ATKINS, the Omaha, Neb., pioneer druggist, died at Los Angeles, Cal. Mr. Atkins went to Omaha in 1886 and had been prominently connected with the drug trade of the city from that time until last August when he was compelled to retire from business on account of ill-health. He was born in Detroit, 65 years ago, and during the earlier years of his life was engaged in the drug business in Iowa, Idaho, Montana and New Mexico. He fought in the Union army during the Civil War, and afterward made a short stay on the Pacific coast where he was engaged in mining. He went to California last October hoping that the change of climate might benefit his health. He was a prominent Mason.

DR. CORNELIUS N. O'LEARY of New York City, was killed by a motor train in Brooklyn, on Saturday night. Dr. O'Leary was born in Ireland sixty-four years ago, and came to this country with his father when a boy. Upon the death of his father in 1864 he succeeded him as professor of philosophy and classics at Manhattan College. In 1870 he was connected with the board of health in the capacity of inspector, and resigned that position to become one of the old city commission of pharmacy.

HENRY REUTER, for many years traveling salesman with the wholesale house of the Winkelmann & Brown Drug Co., and afterward with its successor,

the Stanley Brown Drug Co., Baltimore, died last week after a protracted illness. He was a native of the Monumental City and a prominent member of the Masonic fraternity, which was represented at the funeral by Monumental Commandry, Knights Templar. He was 59 years old and enjoyed great popularity.

BEDFORD B. HOPKINS died at his home in Milwaukee, Wis., on December 2, aged 69 years. Mr. Hopkins was born at Clarence, Erie county, N. Y. Early in life he moved to Owego, N. Y., where he worked for J. L. Pinney until 1852, when he removed to Milwaukee. He first entered the employ of the wholesale drug company of H. Bosworth & Sons, and in 1866 became a partner in the firm.

WARREN SMITH, long prominent as a druggist in Chicopee, Mass., died from Bright's disease, in his sixty-seventh year. He was born in Vernon, Conn. His store was burned last Summer, but he never knew it, being too ill to be told. He was prominent in the Masonic fraternity. Three daughters and two sons survive him.

ROBERT G. SMITH of Waterloo, N. Y., died last week. Mr. Smith went to Waterloo in 1867 and was engaged there in the drug business until 1895 when he was succeeded by his son. He was seventy-six years of age. His wife survives him. He was for over sixty years a member of the Presbyterian Church, being ruling elder and Sunday-school superintendent.

J. M. GIVEN, prominent druggist of Chandlerville, Ohio, died on December 15. He was born in 1837 at Chandlerville and embarked in business there in 1870. He was a well-known Odd Fellow and funeral services were conducted by that lodge. A wife and two children survive.

JAMES F. THAYER, a well-known druggist doing business on Richmond street, Providence, died on Thursday morning. His death was caused by dilation of the heart, superinduced by a badly ulcerated tooth. He was in his twenty-eighth year and leaves a widow.

CHARLES REID of Wauseon, Ohio, died from exposure at Napoleon, Ohio, on December 15, at midnight, while delivering a message from one town to another. Medical aid was secured, but too late to render aid.

CHARLES W. TOMFOHRDE, a native of St. Louis and for nineteen years proprietor of a drug store at 1827 Cass avenue, that city, died on December 14. He was 45 years old, and is survived by a widow.

JOHN J. SMITH, the oldest employe of the New York branch of Parke, Davis & Co., for whom he was shipping clerk, died of apoplexy last week, aged 55 years.

STEPHEN B. PAPPAZOGLU, junior member of Rotu Pappazoglu & Cie., Kazanlik, Bulgaria, for whom Ungerer & Co. of this city are the American agents, is dead.

DR. J. R. ADAMS of the firm of J. R. Adams & Son, Petersburg, Ind., is dead. The business will be continued by his son, McCrillis Adams.

E. O. AUSTIN, for 25 years a prominent druggist at Morrice, Mich., is dead, aged 70 years. He was a veteran of the Civil War.

N. J. HALPIN, druggist in Brandon, Man., Can., is dead.

The Latest Suppository Machine.

The old-fashioned method of making suppositories by hand and the use of molds can now be relegated to the past, for the accompanying cut is a reproduction of a new and improved suppository machine which the F. J. Stokes Machine Co., Ninth and Thompson streets, Philadelphia, Pa., have just placed upon the market, and which is said to be so low in price that no druggist can afford to be without one. The Stokes Co. claim that this machine is the best of its class, and that it combines strength and neatness of design with facility of operation. An Era representative who saw the machine in operation predicts that it will soon share the reputation held by the Eureka Tablet Machine, also made by this firm. Druggists who are interested in a good suppository machine at a low price should correspond with the Stokes Co. for prices and information specifying the No. 10 machine.



We are in receipt of "Mycological Notes," Nos. 10 to 14, inclusive, published by C. G. Lloyd, Cincinnati, Ohio. In these are recorded the work that is being done in this interesting field by Mr. Lloyd and his collaborators. No better description of the character of this work is needed than to say that if you collect "puff balls" and will send the specimens to C. G. Lloyd, 224 West Court street, Cincinnati, Ohio, he will undertake to see that they are described, published and illustrated in a satisfactory manner and that due credit will be given you in "Mycological Notes."

KAMINSKY WINS SUIT AGAINST JUNGMAN.

A suit for \$174 in payment for "solidified formaldehyde," etc., brought by the Dr. George Leininger Chemical Co. of Chicago against J. Jungman the big druggist of this city, was won by the plaintiff. It was tried before a jury.

Saul H. Kaminsky, vice-president of the company, represented his firm during the suit.

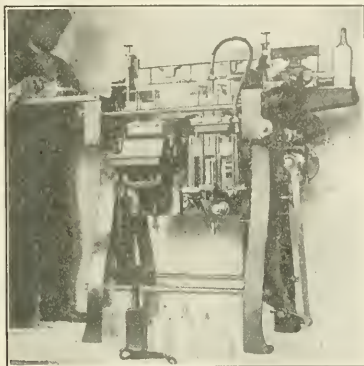
Mr. Jungman claimed the shipment he received was on consignment and was not a sale, and that he was induced to take the consignment through the turning in at the time by Kaminsky of about a dozen "orders" from physicians and hospitals, most of which orders were fraudulent, and by Kaminsky's representations that he had from eight to a dozen detail men among the 1,000 physicians in the neighborhood, not one of whom Mr. Jungman ever received an order from. For his side two physicians showed that the orders from them, turned in by Kaminsky to Jungman, had been filled by the company and paid for before Jungman got the goods to fill them with. William C. Bolton, president of the Bolton Drug Co., vice-president of Wm. B. Riker & Son Co., officer of the United Drug Co. and the Drug Merchants of America, said the drug was not in general use in Brooklyn, and that of \$1,000 worth he, through his five stores, Rikers', and the two thousand members of the Drug Merchants of America, had managed to dispose of about \$400 worth. Mr. Kaminsky asserts that he is in good favor elsewhere than here.

The Leininger company's suit against the Kalish Pharmacy will come up in a few days. It was postponed from last Saturday because Oscar G. Kalish had been erroneously named as defendant instead of the Kalish Pharmacy, a corporation.

A NEW LABELING MACHINE.

It Should Interest Druggists and Proprietary Medicine Manufacturers.

People living in this progressive age, as a rule, are never surprised at the magnitude of any invention, and it could not, therefore, be expected that any of our readers would be surprised when their attention was called to even as novel an invention as a bottle label-



ing machine. Nevertheless, if they are not surprised they will undoubtedly be interested in so valuable an invention as the original of the above cut. This machine is made by the New York Labeling Machine Co., at 407 Broome St., New York City, and is designed for labeling flat, panel or square bottles on one or two sides. It will label from 80 to 110 gross of any of these style bottles in nine hours, is adjustable for different sizes of bottles, and when front and back labels are used, it puts them on simultaneously. An Era representative who saw the machine at work says: "While running at its slowest speed, this machine put on \$4 labels on 42 bottles in one minute, and did it better and neater than could be done by hand. It even placed one label on top of another so perfectly that the edge of the under label could not be seen at all. No one of the labels showed any sign of a wrinkle or a particle of oozing paste, and the labels were put on to stay." The manufacturers claim that this machine is the only perfect automatic bottle labeling machine in the world, and that several big proprietary medicine manufacturers who are using them at the present time say that they are perfectly satisfactory in every way. As every machine is guaranteed, a purchaser runs no risk, and it therefore seems as if every concern labeling many bottles must see the advantage of owning such a device. Any of our readers who are interested in this machine should write to the above firm for particulars, or call at their factory and see the machine in operation.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

MORE BUSINESS NEXT YEAR.

Present conditions indicate that the coming year is to be a very prosperous one for the live druggist. The campaign against price demoralization is producing good results, prices are gradually getting better, and the incompetents are being weeded out of the business. The country is prosperous, and natural conditions could not be better. Taking all things into consideration, there does not seem to be any plausible reason why the retail druggist should not have a better business in 1904, and now that the holiday rush is over he should prepare for next year's business at once by laying out his plans and going after it in earnest. Don't delay, but rather start out this minute by reading this column and getting posted on the good things you didn't see in last week's issue.

THE NEW CALUMET PRESCRIPTION SCALE.—Made in cherry or oak, has 3 1/4 inch pans, with swing tray for weights, also sink for weights cut into the marble slab. A cut of this scale may be seen in Robert Stevenson & Co.'s advertisement on the outside of the back cover.

PROTECTICHECK.—This machine is made by the Rochester Metal Mfg. Co. at Rochester, N. Y., who claim that it has several distinct and original improvements and that it not only insures your check against being raised, but increased your credit standing, as its use looks and is more business-like. For special introductory price, note their advertisement on the inside of the back cover.

DR. BRUSH'S KUMYSS.—The late Professor John H. Ripley in a lecture to the nurses said: "I say Brush's because that it the best Kumyss made. In a certain proportion of cases it even excels all other food." The New York depot for Kumyss is 217 W. 123rd St., and the Philadelphia depot is at 1109 Cherry St.

SYRUP OF FIGS.—The original and reliable product made by the California Fig Syrup Co. at San Francisco, Cal. Costs \$4 per dozen and retails at 50 cents per bottle. A special discount of five per cent is allowed on all single orders amounting to \$24 or over, and advertising matter is furnished free of charge on application to the manufacturers.

SERGEANT'S DOG REMEDIES. They are made by the Polk Miller Drug Co. at Richmond, Va., who claim that all dog troubles are easily and surely remedied when these preparations are used. They may be obtained from all drug jobbers, or direct from the manufacturers.

STAINOFF.—A sample cake and particulars may be obtained from the D. M. Steward Mfg. Co. by application to their New York, Chattanooga or Chicago office.

HUNTER'S SIFTER AND MIXER.—The J. H. Day Co., Cincinnati, O., make this popular machine, and claim that perfect powdered preparations always result from its use. This firm also make hand machines of all descriptions for the use of retail druggists, and power machines for larger manufacturers. Write for Catalogue E.

NEEDHAM'S RED CLOVER.—Claimed by D. Needham's Sons, Inter-Ocean Bldg., Chicago, Ill., to have been a standard blood purifier for twenty-five years. It is put up in three forms, Blossoms, which cost \$4 per dozen; Fluid Extract, \$8 per dozen, and Solid Extract, \$20 per dozen. The manufacturers supply literature upon demand.

DRUG MILLS.—Messrs. Mead & Co., 19th St. & M. C. R. R., Station B, Detroit, Mich., claim for their drug mills that they will grind more material with less power than any other machine, and will grind more

uniformly. This firm will grind samples of any material sent freight prepaid, and will return with statement of the time consumed in grinding. Send for illustrated catalogue, mentioning the Era.

TOOTHACHE GUM.—The product of the Steratol Chemical Co., Oceanus, New York City, sells at 10 cents per bottle, and is marketed on attractive show cards at 35 cents per dozen. The manufacturers claim that Steratol Toothache Gum is the best advertised, best in looks, best in quality and by far the best seller.

ARDENTER MUSTARD.—Has been for years one of the most reliable brands of mustard upon the market. Made by W. G. Dean & Son, 361 Washington St., New York. This firm also manufacture D. & S. Licorice.

SIMON'S TOILET PREPARATIONS.—They have made France famous the world over. Druggists who desire expensive imported samples free of the Simon face cream, powder and soap, should correspond with Geo. J. Wallau, Inc., 4 Stone St., New York.

DUROY WINES.—Fifty bottles free with every 12 gallon keg of Duroy Port Wine at \$1.75 a gallon, and 12 quart bottles free with first order for 12 gallons at \$2.00 per gallon, also labels for bottling, is the offer made in the Duroy & Haines Co. advertisement on page 7.

Change of Plan Favoring Those Who Wish to Win an Automobile.

Owing to the fact that Dr. Pierce has received so many letters from pharmacists in the United States complaining that they did not receive his prize book describing his offer of \$30,000 in Automobiles and Cash Registers for the best window displays until late in December—only two weeks before Christmas—and as those two weeks are the most important weeks for a window display in the whole year, he has decided to make a change. As one prominent pharmacist put it: "The discontinuance of the display of perfumery and Christmas articles just before Christmas would mean quite a loss to me in holiday sales. Then, after Christmas, of course I would have just one week to make your display if everything would be ready. But, as you probably know, the last two weeks before Christmas is a very busy time."

For these reasons the President of the World's Dispensary Medical Association has decided to extend the time for the first display to the month of January for all those who did not have a display in December. Thus, those who wish to win an Automobile or Cash Register will have to make a week's window display for Dr. Pierce's medicines during January, 1904—if they have not already made it in December. Then a week in February, a week in March, and a week in April. This is the biggest window display offer made by any proprietary house, being ten (10) automobiles and a hundred and fifty (150) cash registers of the very finest type.

Send to Prize Department, World's Dispensary, Buffalo, N. Y., for copy of the prize book.

FROM VARIOUS STATES.

—WASHINGTON.—The Farmers' drug store of J. J. Hoepfner at Colfax, was recently robbed of valuable watches and chains and other articles. Robert Maxwell, a druggist of New Orleans, married Miss Mary Shallenburg of Spokane. The couple will live in the latter city.

—NEBRASKA.—A chattel mortgage has been foreclosed on George W. McColl of Belden. K. C. Roderts of Hastings, has sold. Jones & Emick Co. succeed A. A. Weigel at Winnetoon.

—NEVADA.—R. J. Reese and H. J. Duncan have opened a pharmacy in Reno.



HOLIDAY AFFAIRS RECEIVING ATTENTION.

New York, December 22.—Business in all departments continues restricted mainly to current requirements of consumers and holiday affairs are receiving increased attention, but the general market is without discouraging feature, and the outlook is considered of a satisfactory character.

OPIMUM.—The consuming demand is light and unimportant and the undertone of the market is easy in sympathy with corresponding conditions at primary sources of supply, but jobbing quotations are nominally at \$3.15@3.40 for 9 per cent. and \$3.25@3.50 for 11 per cent. Powdered continues to find a moderate jobbing outlet at \$4.00@4.25 for 13 per cent. and \$4.50@4.75 for 16 per cent.

MORPHINE SULPHATE.—Jobbing parcels are moving moderately into channels of consumption, but buyers are keeping close to actual wants when making purchases, and prices remain unchanged at \$2.60@2.70 for eighths in ounce boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce vials, and \$2.30@2.40 in 5-oz. cans.

QUININE SULPHATE.—Dealers report a continued absence of new features. At the Amsterdam bark sale on Thursday last the average unit value was a shade lower but the market for quinine rules steady with jobbing quotations well sustained at the old range of 25@25½c. for bulk in 100-oz. tins, 25½@26c. in 50-oz. tins, 26@26½c. in 25-oz. tins, 27@27½c. in 15 or 10-oz. tins, and 32@32½c. in ounce vials.

CAMPHOR.—Jobbers have revised their quotations and the figures are 56@56½c. for bulk in bbls. and 62@65c. for less, 59½@57c. for cakes in cases and 63@65c. for less, 58@58½c. for ounce-cakes in cases and 64@68c. for less, 61½@62c. for 24s in cases and 67@70c. for less, 59@59½c. for ounce cakes in pound boxes, by the case and 65@67c. for less, 62½@63c. for 24s in pound boxes, by the case and 68@72c. for less.

QUICKSLYME.—Foreign markets are easier and jobbers have reduced quotations to 70@75c.

CHICLE.—Values are easier owing to manipulation in first hands and jobbing parcels are obtainable at 52@57c.

CANNABIS INDICA.—Higher prices in London have influenced a stronger feeling here and jobbing prices show an advance to \$1.35@1.50.

SILVER NITRATE.—Values have reacted slightly and jobbers have advanced quotations to 45@50c. for crystals and 47@52c. for fused.

COTTON ROOT BARK.—The market is better supplied and jobbing quotations have been reduced to 22@27c. for whole and 27@32c. for powdered.

ALON.—Stronger crude material has influenced a firmer feeling and jobbers have advanced prices to 50@55c.

ROCK CANDY SYRUP.—Owing to an easier market for sugar jobbing quotations have been reduced to 48@49c. in bbls., 50@51c. in half-bbls., 54@55c. in 10-gal. kegs, and 58@59c. in 5-gal. kegs.

MENTHOL.—Keen competition and unsettled foreign markets have caused jobbers to reduce quotations to 86@87c. per lb. and 48@55c. per oz.

OL. PEPPERMINT.—Jobbing quotations for H. G. H. and redistilled have been reduced to \$3.50@3.75 as to quantity. Western is unchanged at \$3.05@3.30 and Wayne Co. \$3.15@3.40. The outlook is considered favorable to early improvement.

GRAINS OF PARADISE.—Slow trading has resulted in an easier market, and quotations for jobbing parcels have declined to 20@25c. for whole and 25@30c. for powdered.

CASSIA BARK.—Values are lower in primary markets and spot jobbing quotations have been reduced to 14@18c. for whole and 16@20c. for powdered.

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GOOD PLACE TO HAVE A DRUGGIST.

Des Moines, Iowa, December 15.—Dell G. Morgan of Council Bluffs, president of the Iowa Ph. A. and mayor of his town, has been honored with a place on the legislative committee of the Iowa League of Municipalities and will be a conspicuous figure before the Iowa legislature this winter. Mr. Morgan, because of his aggressive attitude in municipal affairs, is regarded as one of the foremost mayors of Iowa, and his friends among the druggists are very proud of the record which he is making.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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BUSINESS NOTICES.

THE ERA DRUGGISTS' DIRECTORY.

The 10th revision of the Era Druggists Directory, now ready, is the best edition we have yet offered. It is the standard work of its kind in this country and includes a complete list of the druggists in Costa Rica and the principal drug stores in Chile, Peru, Bolivia, Ecuador and Colombia.

The list of retail druggists in the United States does not quite reach the 40,000 figure which the last edition showed, but this loss is made up by increased numbers in Part III. (Manufacturers, Jobbers, etc.)

This Directory will be found invaluable to any merchant or manufacturer who does business with the trade. It is sold only by subscription, and until further notice the price will be \$5.00 per copy, net, postpaid.

The edition is limited, and we are obliged to reserve to ourselves the right to raise this price at any time.

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THE CLOSE OF THE YEAR, 1903.

The date of the present issue marks the close of another year. In pharmacy it has been a eventful year in many ways. The profession or calling has been passing through something of a crisis and the outlook has often been ominous, but 1903 has shown clearing skies and brighter prospects for the future. The new methods developed in the course of industrial progress, improved processes of manufacture and more effective exploitation by means of skillful advertising and highly specialized salesmanship, had disturbed the relations between the people and the pharmacy developed during the last century along purely scientific channels. For a long time medicine and pharmacy had developed along parallel lines by the accumulations of scientific inquiry, and while the former has been able to continue its growth without serious disturbance from purely commercial enterprise, the latter has been subjected to the stress of all the competitive forces that have transformed the industrial world. The element which busied itself with the progress of the calling in the fields of education and research, has long either ignored these altered conditions or has regarded them purely as evils which must be overcome, and has sought to eliminate forces which are as relentless and as indifferent to mere human propaganda as the precession of the equinoxes. It has gradually been borne in upon the more alert minds that scientific development and commercial enterprise are not hopelessly antagonistic, and this has led to a more thorough adaptation of methods to actual and inevitable circumstances. It is now admitted by even the most conservative teachers, that the pharmacist best fitted to survive in his calling is not the student poring over his books and test-tubes in the seclusion of his study and laboratory. He must be equipped for the struggle for commercial existence, an equipment in which a scientific training may serve as a weapon of both offense and defense. He must be both a professional man and a man of business. One of the most hopeful lessons of the year is the evidence that modern conditions are developing men of precise, by these abilities, who are not only ready to make use of the latest discoveries of science but are at the same time also able to guard their interests in the world of competition.

PROFESSIONAL SIDE NOT LOSING GROUND.

In the eighteenth annual report of the Massachusetts board of pharmacy, we find the following encouraging statement. "Pharmacy of to-day is a combination of science and business, and the pharmacist is both a business man and a professional one; but we think the professional side is not losing ground, and that the pharmacists of Massachusetts as a rule, take pride in their calling, and are willing to do all they can to help us maintain a high standard of pharmacy in our Commonwealth." One means of maintaining a high standard which has been much denounced and ridiculed in other states and has the confidence of the druggists of Massachusetts is high educational requirements for registration. Not only are the board of pharmacy examinations relatively severe, but the only college of pharmacy in the State is maintained in a high degree of efficiency and enjoys the hearty support of the calling. There has been considerable hardship due to scarcity of registered clerks but no concessions in the matter of professional training have been made to the demands of commerce. Under these conditions the professional standing must of necessity rise. While the scientific side of the calling is receiving additional recognition, the commercial interests of the pharmacists are not suffering from neglect. The state is now thoroughly organized under the fair profits banners of the N. A. R. D. and the improvement in trade conditions is marked. Similar changes may be observed in other parts of the country, although it may be in a smaller measure than in Massachusetts. Pharmacy laws are more rigid in requiring a thorough professional training and, what is of far greater importance, are more generally enforced than ever before.

THE N. A. R. D.

The movement for better prices of which the N. A. R. D. is the chief agent and exponent, has gained very substantially in strength during the past year. Early in the year the direct contract and serial numbering plan was put into operation in the face of considerable opposition and was received with enthusiasm by the entire retail trade. The working of the plan has been uniformly successful and has been highly satisfactory both to the firm which undertook its introduction and to the retail distributors. The adoption of this plan by the N. A. R. D. and the support of its methods as the only certain means of controlling the cut rate evil has done much to restore the waning confidence of the rank and file in their national organization. Almost equal in importance to the adoption of a practical method of maintaining prices was the recognition accorded to the association's demands by the wholesale and manufacturing branches of the trade. Until the present year the N. A. R. D. has been obliged to carry on its anti-cutting campaigns unaided and even hampered by indifference of the jobbers and proprietors. Now all this is changed. The wholesale druggists as represented by their national association have endorsed the N. A. R. D. and the proprietors have appeared at a convention of retail druggists to explain why they preferred not to adopt the plan and pledging them-

selves to accomplish results in their own way. The resulting campaign is under way and success is promised definitely. Whether the proprietor's present methods fail or succeed will not affect the very important victory gained by the N. A. R. D. which has merely suspended judgment on the manufacturers effort and has not modified its demands for the contract in the least. In this respect the national association now occupies an enviable position. It is no longer urging the adoption of untried schemes amid the sneers of the incredulous, but is demanding results leaving the formulation of plans to others. In one particular, the situation of the N. A. R. D. has not been materially improved during the past year, and that is in the matter of financial support. The druggists of the country still fail to grant it sufficient support, but that also promises to cease from troubling before long. The successes of the last few months can not fail to strengthen confidence in the national body, and the executive committee now has an opportunity to consider ways and means for placing the treasury upon a more satisfactory basis.

VOLUME XXX.

The present issue contains the index to volume XXX. of our journal. A glance through its columns gives one a realizing sense of the vast number of subjects which have received attention in our columns during the past six months. The drug business has grown to mammoth proportions during the last few decades, and its interests are now so manifold that even a weekly journal must select its material carefully to present a correct history of current events. Things move rapidly now-a-days, and the druggist who ignores the markets and the doing of his fellow-craftsmen for weeks at a time is not as progressive as the times demand that he should be. A review of trade happenings once a week is none too often, and it is not improbable that in the near future the American pharmacist will demand news of his special line of business even more frequently. The apothecaries and druggists of Germany and Austria have their pharmaceutical news twice a week, and are the business men of this country less progressive than those of Europe? The need of frequent publications seems to be more generally recognized in the older countries abroad than upon this continent. Most of the principal European nations have their weekly pharmaceutical journals. England has at least three. Yet the Era is the only publication of its class that appears every week upon this continent. While much of the news which interests the trade is purely ephemeral, losing its value after it becomes a few days old, there is also much that no progressive druggist can afford to forget permanently. It is this current history together with the purely technical article that renders a file of journals far more valuable than any text-book. The journal presents all events and discoveries in the actual present, while the text-book takes a more distant and perhaps a more coldly critical view in which accessory events do not appear. No file is of much value without an index, and the present number with its index completes our semi-annual history of the drug trade.

SHOP TALK

GET OFF MY FIELD! WHOSE VINEYARD IS THAT!

"More counter-prescribing cases!" remarked the druggist, laying aside his journal.

"Yes," replied the C. P. "that is one of those everlasting things, like the sea and the hills and the war between capital and labor."

"I don't understand you."

"I mean that the question is an eternal one. As it was in the beginning and always shall be, it is a perpetual problem for the medicine man to whet his moral sense upon."

"Do you mean to say that there is any question about it?"

"It is a problem that in the nature of things will never be entirely solved. The ancient calling of the apothecary will never be completely carved up to the satisfaction of everybody."

"Shucks! It is simple enough," said the druggist with the air of a scholar about to recite a well-learned lesson. "The patient has an ailment, the doctor finds out what is the matter with him and prescribes the remedy, and the druggist prepares the medicine."

"Theoretically, yes! It looks simplicity itself. Let me advise you to beware of all theories that are too all-fired simple. There are always a thousand or more strings tied to them to keep them from blowing away."

"Isn't that all there is to it?" inquired the druggist with some surprise.

The C. P. shook his head. "That much of it is all on the surface where everybody can see it. Let me ask you a question. Are all your sales on prescription?"

"Of course not! Only a small proportion."

"Who prescribes the medicines that are never ordered by the doctor?"

"Why, nobody! The people themselves, I suppose."

"Friends, relatives, newspapers, patent medicine advertisements, all of them less competent to prescribe than the druggist."

"People don't run to the doctor for every little thing."

"Why not?"

"Because it is not worth while. Most of the ailments are too trifling and doctors' visits are expensive."

"So your theory doesn't always hold. As a matter of fact the doctors do only a very little of the prescribing although they think they ought to have a monopoly of it. Everybody prescribes for himself more or less, and every mother is constantly at it, deciding daily and hourly about the needs of her children, regulating their diet, putting flannel and kerosene on Johnny's throat and feeding cough-syrup to Susie. According to your scheme, the law ought to forbid all that. It is the doctor's business."

"As a general thing, it would be better, you know," said the druggist.

"I doubt it," replied the sage. "The average mother is a tip-top doctor. She knows her patient from top to bottom. She has made a study of them. Besides, if your theory were to be applied rigidly, the average father of a family could not earn enough to pay the doctor's bills. The medical men would gobble the entire income of the country."

"Oh, it wouldn't be as bad as that."

"No, because people must eat and have things to wear before they dose their insides. But apply your rule anyway, and there would be mighty little prescribing at all. It would knock the entire medicine business endwise."

"How?"

"If no one could prescribe but the doctors, there wouldn't be much call for medicines. All the cough mixtures, patent tonics and the thousands of other preparations would have to go to the rubbish heap. That would be the end of a vast, flourishing business."

"Then what is all the trouble about?"

"It is the same old fight between the doctor and the apothecary. The medical man knows that the drug man can often prescribe very intelligently, and is afraid of his competition. It is the old cry. 'This is my field; get off!' The doctor has his own field pretty well fenced in by this time and is beginning to look hard at his neighbor's vineyard. In some cases, the druggist is, of course, unable to do the best thing. The theory is applied to him by law, and there you are. The part of the scheme that applies to the other fellows is not enforced by law, so that the druggist gets squeezed, as usual. It is contrary to law even to advise about the goods one is selling."

"But no druggist can avoid doing a little of it"

"Of course not. And nobody can really object to that, you know. What the doctors kick against is competition, and even a mother's advice to her small son to stop eating green apples is that."

"Pharmacists don't charge for advice."

"Not as a general thing. The intent of the law is to prevent the half-educated pharmacist from posing as a doctor to the injury of the public. As usual when such beautifully simple theories are involved, the thing is applied too rigidly."

"Still we must have some law about it."

"Why must every law squeeze the druggist hardest of all? Suppose I have a cold, and ask a friend what to do. 'Quinine and whisky,' he will say most probably. I go away and dose myself accordingly, and no one has the least objection. But let a drug clerk do the same thing, and he may go to jail."

"And besides all that," said the druggist, "the doctors can compete with the druggists all they please. In some places they dispense all their medicines and buy them direct from the manufacturers at that."

"That is where the druggists failed to protect their interests. They should have secured a law prohibiting dispensing by physicians."

"They have laws like that in some countries," said the druggist. "I wonder if it will ever come to that here."

"I believe," said the sage, "that pharmacists ought to look out for legislation likely to cut into their rights rather than to work for the gouging of the other fellow. Powerful legislation committees is what they need."

"That will not stop all legislation."

"The mills must have their grist to grind," said the sage, "even though nobody needs the output. Perhaps in time no one will be allowed to put anything into his mouth without first consulting a registered and triple-diplomated practitioner. Then the doctors will own the earth and the fulness thereof."

TYPES AND PECULIARITIES OF CUSTOMERS.

The old drug clerk was in a reminiscent mood. For the years he had followed his occupation he had seen the ups and downs of human life. He had prepared the medicine for the mother who had brought to the world the child whose life was to cloud hers with trials and disappointment. He had sold the dainty perfume to the charming high-born maiden, with her dreams of the noma of power and lordly castles where wealthy nobles dwell. With his own hands he

had put up the remedy that had restored to health the aged minister of the Gospel who had officiated at the christenings, marriages and obsequies of more than half of the community. He was qualified to talk on some of the phases of life, and his listener knew that he would prove interesting.

"I believe that this kind of a life gives one more opportunities than any other to see into the true inwardness of humanity. What do you know about the personality of another individual? Can you justly estimate his conceptions of hope or fear, his sensations of pleasure or pain, his ideas of happiness or misery? Embark in the drug business and I think you will be able, if you are observing, to understand more about the personal make-up of the community than you ever did before."

"I have answered night-calls for all classes of individuals. The physician hurrying to make an emergency call, the frightened mother who wanted a doctor for her sick child, the father who wished an undertaker to lay out his dead son, the 'rounder' who must have his 'pick-me-up' to put him in shape for the morrow's duties, the convivial individual to whom a 'bracer' would prove a god-send—all have called on me for assistance."

"I have witnessed comedy that verged on the ridiculous. Once I was called up by a man who wanted some corn plasters. I wrapped them up and he threw down a two-dollar bill to pay for them. I started to get the change, when he said, 'Here you poor devil, keep the change for yourself. You look about half-fed, and you appear to need the money more than I do. I made a few hundred on the races to-day and expect to win some more tomorrow. Brings a fellow luck to give to charity.' First time I ever hear of a drug clerk taking the place of the traditional hunch-back to bring a gamester luck."

"I have had squabbles with cranks who wanted to use the telephone and then cursed me because they could not get the people they called. I even had counterfeit money passed on me in the night. Why, once I was called up to give a man a quarter of a pound of linseed meal, and when I told him it would be a quarter of a dollar he said it was too much, threatened to call on the 'boss' the next morning and to use his influence to have me discharged on the ground of 'extortion.' Said I took advantage of his necessity and would rue the night I met him. There might be 'people' I could 'work' but he wasn't one of them. He finally took the package and had it charged. Sure enough, he came down the next morning with vengeance in his eye. I had taken the precaution to post the proprietor and he said that I did right. I was out to breakfast when the interview took place, but from what the proprietor afterward told me it was a stormy one. I retained my place and we never saw anything of our friend until one day about eight months later when he came in and purchased five cents' worth of Epsom salt. I weighed out two ounces and although he looked at the package as though he expected to get a pound or so, he never said a word. He had learned his lesson."

"After working behind the drug store counter for years you will never be surprised at any exhibition of character; the types and peculiarities of customers run the whole gamut of humanity."

FOUND A SCHEME FOR DOING FAVORS.

"I made a hit this year, and it didn't cost me anything," said a Columbus avenue druggist on the day after Christmas, "I believe the idea I followed out was original with me, too."

"Every day for two weeks before Christmas in the years back I had been requested for boxes, boxes of all sorts and shapes, weights and colors. They were desired, of course to wrap gifts in. After a few successes in meeting demands my stock always would run out, and I would have to say, 'I am very sorry, but I haven't a thing that you could use.' Sometimes

especially with old customers, these refusals hurt, and I could see them looking toward my shelves when just what they wanted was visible—but full—in a manner that plainly showed that they doubted both my veracity and my willingness to oblige.

"But I prepared this year—I began six months ahead of time. That is, simply, I destroyed no conveniently-shaped cartons, but, packing them into a small space as possible by making them hold each other when they would, I stored them in a dry corner down stairs. They were not in my way.

"By the time the demand began this fall I was ready. I got a nice assortment up stairs in the back room. 'A box?' I would reply to a request. 'Let me see, I don't know for certain whether I can find what you want, but I'll do my best if you'll just be patient for a moment,' or something on that order. Then I would post into the back room, after a moment or two of visible meditation, and get the box, never in a hurry, however, often filling a prescription, copying one or doing some one of the other innumerable things always cropping up in a prescription room. When I returned, after a few moments of ostensible hunting, with the coveted box and the cheerful assurance, 'I believe I've found just what I want, Mrs. Brown. I emptied this.' Of course I had emptied it—at some time or other.

"I thought, as long as I was trying the experiment, that I would put in another. So I dropped in each box a neat little card containing a printed statement of a few bargains in toilet accessory gifts. They are sure to be read, for they are picked up just at the moment when the finder's mind is on the subject of presents.

"I've given away two or three hundred of these boxes, that is, have done that many distinct favors to the people of my neighborhood, more than I could do during all of the rest of the year put together, and it hasn't cost me a cent. Does it pay? It certainly will, and pay big."

AN ARGUMENT FOR WOMEN CLERKS.

"Every drug store of any size should have a clerk of the gentler sex," said a Syracuse druggist. "My neighbor across the way taught me that lesson. I noticed for some reason that he had a flock of women falling over each other to get into his store at times when I had only a few. I couldn't understand it, since I had a good stock and displayed it as well as he. I asked my wife about it and she, as usual, helped me out of my difficulty. She began asking questions among her friends and soon found the root of the trouble.

"The best thing you can do," said she, "is to get a woman clerk in your store before your rival gets all the trade."

"I thought she was poking fun at me, but she was in earnest.

"You see," she continued, "there are lots of things a woman wants to buy that she is too modest to ask a man for and, other things being equal, she will go where she can make her wants known to a woman. Perhaps the drug clerk does not think anything about it, but a modest woman always experiences a severe shock when she has to buy certain articles and medicines of a man."

"It did not take me long to discover that my wife was right. I kept watch the next day and saw several ladies come in and look around to see if there was not a woman who could wait upon them. There was none, and they had to tell their wants to a man. Of course, it may be a false modesty and all that, yet if your wife or daughter had to buy any one of many things I might mention you would feel much better if you knew she could deal with a woman rather than a man, perhaps a fresh young upstart of a clerk who would giggle to himself after she is gone. I now have a young woman in my employ and am fast working up a trade among the women."



COUNTER PRESCRIBING NOT THE WORST CRIME.

Beaver Falls, Pa., December 20, 1903.

To the Editor:—In the past month I have read several articles regarding the arrest and conviction of drug clerks accused of counter prescribing.

It seems to me that a man has a perfect right to compound simple remedies for customers who state that they need a laxative, have a cold, headache, or other trifling ailment, but it seems as if the doctors want all the money to be had when a man is in need of medicine.

Take the average doctor. He carries his own medicines, or has them in his office; he compounds prescriptions for patients, charges them for the same and leaves the druggist to look out for his own prescriptions. If this practice continues there will be no use for a prescription counter in a drug store.

My opinion is simply this: A druggist has as much right to prescribe as a doctor has to compound his own remedies. A man cannot always afford the cost of medical advice when by stating his case to some reliable druggist he can get something to benefit him and in most cases effect a cure. I don't believe in druggists taking upon themselves the responsibilities of cases of sickness and attempting to diagnose and treat them, but I refer to those cases which are simple and in which the customer explains his own ailment.

If for instance, a man came in, said he had a bad cold in his head, and the druggist were to say, "Why, you had better see a doctor," he would go to the medical man, have his pulse felt, his tongue examined and get some quinine and some laxative. The doctor charges him \$1.00 for his fee and 50 cents for medicine and the druggist sits in his store and whistles for the prescription.

One doctor recently came into the store and showed us a new case he had just bought. It contained 30 or 40 bottles and he left it to be filled. We filled it for him. Before that time he had sent a goodly number of prescriptions, now he is using our medicines and when he needs more he will probably order from the wholesaler.

Talk about your "easy marks," but the druggists are IT, especially here.

C. E. HARRINGTON.

SOCIALISM THE REMEDY.

Frankfort, N. Y., December 21 1903.

To the Editor:—Socialism is the remedy not only for the drug man but for the world. Rent, interest and profit are the causes of all crime, misery and unhappiness. Abolish the cause—do not cut off the thistle tops but dig out the roots and social order will come out of the present chaos.

The drug man uses wood alcohol in vanilla extract, also sells whiskey, adulterates, etc., etc. The grocery man and every other man in trade does wrong for profit. I know our brothers will say "lack of incentive"; but never fear! The present generation will not disturb this crazy system—future generations may be more wise. The big stores will grow and there is no hope for the small fry—the survival of the slickest, you know.

A factory here has just laid off 400 men—middle of winter—the average workman is 30 days from the poor-house and so it goes on. Paupers and millionaires, and he who cries out against present injustice is a traitor!

CHAS. WILLIAMSON.



DR. OTTO A. WALL, St. Louis, Mo.

TRY DECENT JOBBING HOUSES.

Vailsburg, N. J., December 22, 1903.

To the Editor:—On page 624 of the Era a pharmacist complains that jobbers substitute. Let him deal with decent jobbing houses, and he will not get it in the "neck," but will get "what he asks for."

Pharmaceutically yours,

JOHN PEEFFER.

JOTTINGS FROM A PHARMACIST'S NOTE BOOK.*

By PROF. C. B. LOWE, Philadelphia, Pa.

I HAVE been thinking within recent years that these state meetings should be made as practical as possible and to further that end, that the majority of the papers read before us should be of a practical nature. One or two state associations go further than this and exclude all purely scientific papers, claiming that the proper place for them, is the Scientific Section of the American Pharmaceutical Association. I think the latter view an extreme one, but I am certain that the papers which elicit the most discussion are those which touch us in our every day life. With that end in view I give you today some jottings from my mental note book. First.

The Prescription Department.—This should not have merely the room that is left after the wants of the other departments of the store have been provided for, but it should be sufficiently commodious for two or three (in the average store) to work at the same time without getting in each other's way. It should also be well lighted if possible, and kept clean, neat and orderly, for order should be the first law of the drug store as well as that of Heaven. The manager of my store is a crank in this respect. I hardly dare lay anything down on the prescription counter without its being whisked out of sight. I sometimes get provoked at his ultra zeal. I don't know how many times a day he sweeps the floor of the prescription department. I tell him sometimes that the dust would not look any worse on the floor than it does on the bottles, but if he errs at all, it is in the right direction, the chances for mistakes are much less in an orderly store. I know a store where the unwritten law seems to be to never put anything away, as it takes less time to hunt for it when you want it.

*Read at a meeting of the Pennsylvania Pharm. Assn.

I have noticed a difference in the manner of weighing at the prescription counter, some use a spatula tapping it gently, as I was taught to others weigh directly from the bottle. The former method seems more accurate, the latter more expeditious. Duplicates of all the powders in the store should be kept on the prescription counter and the liquid preparations as near as possible. A good way of designating similar looking drugs, especially salts of the same base which would naturally be grouped together, is to paste upon the container a large capital letter, for example, B for Potassium Bromide, C for Potassium Chlorate, I for Potassium Iodide. A modern way for arranging pill cupboards is to have the shelves attached to doors, the bottles being kept in their places by stout wires. One row is upon the inner side of the outer door, then an inner door with a row both upon the outer and inner sides and finally a row against the wall; the doors should be hung upon stout hinges and open away from the window, thus allowing the light to shine into the cupboards. This question of light was not thought of in one case that I know of, hence the bottles are always in the shadow. The keeping of prescriptions is a somewhat hackneyed subject. When proprietor of a city store I used to bind them in books which were kept in binding cases that preserved them perfectly; but the cases were somewhat expensive, took up considerable room and were not very convenient in renewing on account of being bound so closely together. The heavy brass wire answers well. I keep the files in a hallway adjoining the store, 5,000 prescriptions of renewals being kept on each file, the numbers being stenciled on the wall in large black letters over each file. My method of keeping account of renewals is illustrated by the blanks shown you. It has proven of much value in keeping our charge accounts straight and in the renewing of prescriptions.

Capsules continue to be prescribed much more largely than pills. As a rule I think I prefer to fill them dry, as probably a less troublesome method for the pharmacist and a better one for patient on account of their greater solubility, but care must be taken to wipe them carefully, especially if they have been filled with a bitter substance. We always make a note on the margin of the recipe of the mode of filling and size of capsules, e. g., dry No. 3, or mass No. 2. We lately had a prescription calling for 2 grains of ichthyol and 2 drops of gualiac in each capsule. The ichthyol is a solvent for gelatin and the gualiac on account of its oily nature is difficult to make into a mass. I made the ichthyol into a mass with powdered licorice root, divided and placed in the capsules, then dropped in the gualiac and sealed the capsules.

The telephone while at times a nuisance because it always seems to ring in the imperative mood, is proving increasingly valuable, for besides the calls which you would naturally expect to get from nearby customers, it brings us into touch with more distant ones, thus enabling a good store to extend its business. It is a great time saver in case of doubtful prescriptions, and we are frequently called to the phone by a physician to take down a prescription; such prescriptions, however, should always be verified by being called back to the doctor.

Shop Furniture.—I have lately had my attention called to some shop bottles purchased by a pharmacist about two years ago, they are square with a groove just above the bottom. He thought on account of their low price that he was getting a bargain, but through want of proper annealing many of them have broken at the base of the neck so that he is utterly disgusted. Moral: The lowest priced goods are often the dearest in the long run. My attention has also been called to some elegant shop furniture made by a manufacturer of good reputation, which has split badly. It would seem to me wise in purchasing shop furniture that the manufacturer be required to give a written guarantee that this will not occur.

Printing.—I was lately impressed with an article in one of the drug journals which spoke of the drug-

gist's printing being to some extent an index of the character of the store. I show you some bill heads, note heads, telephone prescription and renewal blanks which I think are quite neat. You will notice that the color of the paper is light blue and that of the ink dark blue. I am thinking of adopting (in time) the same color and style for all my labels thus making the printing of the store entirely distinctive and characteristic.

The Drug Store Grounds.—If the printing may be made characteristic (if you cannot the grounds adjoining the store (if so fortunate as to have them) be made also an advertisement of most pleasing character. From various reasons I have never been able to do much with plants in the store, although my wife has had fine success in the house, but I think the Pelham Pharmacy grounds do reflect credit upon the care which my son has bestowed upon them and indirectly have been an excellent advertisement for the store.

The Sunday question has been a perplexing one in Philadelphia the past year, for between the municipal authorities and the Sabbath Association the poor pharmacist has been "between the devil and the deep blue sea," fines having fallen upon both the just and the unjust. I have never sold soda water on Sunday because I have felt that the day should be as far as possible a day of rest, and it certainly would not be that if my clerks have to dispense soda water from early till late. I think it possible to educate your customers into supplying their wants on Saturday. I am sure that our Saturday business has been greater since the Sunday laws have been more strictly observed.

The proper treatment of the customer is a question of much importance, for it may make all the difference between success and failure. Pleasant words for each customer, especially for the children are "trade winners." Don't, however, go to an extreme and sloop over. I know a brilliant lawyer who on account of an entire absence of dignity has impressed the public far less than his ability warrants. How shall we treat our cranky and fault-finding customers? Shall we allow our bosoms to be riled, lose our tempers and say sharp things in return? As I get older I am becoming more of a philosopher, I am able to see that these unpleasant peculiarities simply differentiate mankind from one another and keep us from coming down to the dead level of uniform pleasantness. I do not advocate allowing your customers to run riot over you; a pleasant explanation is frequently all that is necessary. Complaints are often made through ignorance or misunderstanding. When I am sure I am right I always maintain my position firmly but gentlemanly. My manager who is younger and quicker tempered has hard work sometimes to maintain a judicial temper, but I tell him life is too short to get angry very often, besides anger is injurious to health, and to some extent a confession of the weakness of your side of the argument.

SENTENCE SERMONS.

Shining lives seldom come out of soft circumstances.

Denouncing sin is not the same as renouncing it.

Half of life's sorrow is but weeping over weeds. A good push will scare the devil more than a whole lot of preaching.

Pride dies in the heart when love looks out of the eyes.

The best way to pray for the poor is with your own basket and store.

You cannot make clouds for others and live in the clear light yourself.

Men who are great on little things are apt to be little on great things.

The Christian is sure to be lean if he keeps his manna laid up in a museum.—Chicago Tribune.



Native Vender of Opium in Camp.

PREPARING OPIUM IN THE ISLANDS OF THE PACIFIC.

By An Ex-UNITED STATES SOLDIER.

The Natives of the Southern Islands Have Odd Processes.

THE writer has been travelling in the islands of the southern Pacific ocean for nearly three years. During this time I visited the islands of the Philippine archipelago, the Sulu group, Borneo, Gilbert islands, Guam and other places, and the following notes on the processes of gathering and preparing opium were suggested by the scenes I witnessed while making this tour.

The poppy head of the opium-producing plant is not an uncommon sight in many of the countries referred to, for there are Chinese and Japanese residents and also many natives of the different tribes who smoke opium. In fact, I found it quite common for large numbers of persons in these southern islands to partake of the drug. Most of the drug is supposed to be imported from China, but there are numerous portions of the islands in which the Chinese, native Indians, and occasionally some Europeans have begun opium growing.

The poppy head is usually lanced about three or four o'clock in the afternoon of the day of collection, and as soon as this is done, the opium-forming juices exude. This substance collects upon the plant growth in such a manner that it can be removed next morning in a cake-like form.

The exuded material is collected into kettles, the form of the kettle varying in the different islands. The general design is that of an open-top arrangement, in which some dozen pounds of the collected and dried oozing can be placed.

Sorting and Manipulating.

After the collection follows the operation of sorting according to color, density, fiber, smell, taste, fineness, etc. This process requires skill and judgment, and usually the work is done under the direct supervision of the owner of the opium lands or the overseer. After the grades are separated, the processes of storing for future use are arranged for.

One of the retaining pots is illustrated on this page. It consists of a stone vessel which is adjusted

in a bamboo frame. The stone is sometimes only the sand-stone of the country, but is sometimes solid rock, cut out with much labor with native tools. In a few instances the storage devices consisted of small pots resting upon wooden stands upon which rows of the pots are placed.

Working.

The first actual mechanical or manual processes through which the opium passes is a sort of kneading upon a smooth board. The natives use a board of one of the big trees of the southern sea islands. It is sometimes placed on the ground and sometimes on wooden legs. The manipulating begins with a dark, putty-like ball of stock containing one or one and one-half lbs. of opium. The ball is heated upon a small oven. These ovens are made from the remarkable sandstone abundant in the Philippines. A fire-clay mixture unites the stones, and this bakes hard under heat and results in a very servicable oven.

The Golden Yellow Tint.

What is known as the golden yellow tint marks the completion of the process, and is usually developed as the last stages are reached. The workmen must now knead the opium by hand until the proper shades are secured indicating that the stock is near the required standard.

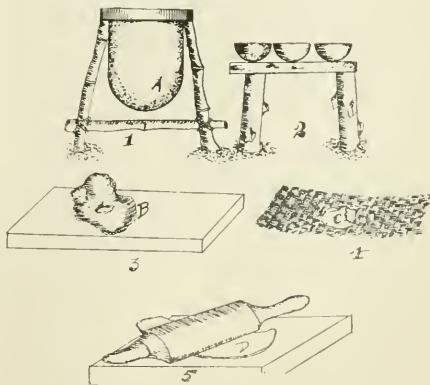
Preparing for Markets.

The final operation involves the making up of the stock into forms for sale in the markets. The Chinese and the natives of all these islands consume quantities of the home-made article, although this grade is not so good as that imported, and is much less expensive. The cakes of opium are made into one-pound packages for shipment, or for sale to the large agencies in Borneo, or other points, while for local trade among the Moros of Mindanao, or the natives of the more northern portions of the Philippines, packages of smaller sizes are made. In fact there are packages as small as pills. In packing, poppy chaff is mixed in between the packages to keep the load equal, and steady.

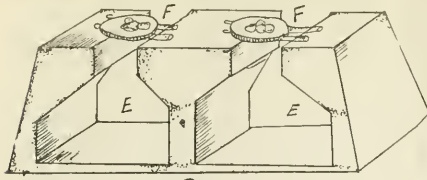
Transportation.

The native carriers of the Isla de Mindanao, the Sulu archipelago and other sections have strange ways of trotting over the mountain trails with packages of opium put up in loads having much the appearance of tea chests. There are very few vehicles in this part of the world, and the native runners and packers are the freighters. Two men carry about 80 pounds suspended from a pole on the shoulders.

Some of the native opium manufacturers put up the packages in skin cases, consisting of a series of little packages of the stock sewn up in one large package



Collecting Pots and Apparatus for Working Opium.



6
Oven Used in Heating Opium Mass.

with the hide as shown in the figure. The hide of the water-buffalo, or the native caribou is commonly used. This makes a very tight package that can be shipped.

Signs.

There are, of course, laws forbidding the use of opium in all of the municipalities of this part of the world and smoking is not carried on openly. But there are thousands of small towns, barrios and hamlets in all of these islands of the Southern Pacific where the natives are without law or order, and here the people smoke opium without restraint. They do not smoke only when they have no stock. There is no law or any official to prevent. I refer to the barrios of the river ex-pirates, the ladrone villages of the jungle, and the interior hamlets of the Moros of lake Lanao where white man has as yet never had authority.

These observations apply to the use of opium among the natives of the islands of the southern Philippines, and such islands as are within an area of some two or three thousand miles.

THEORY AND PRACTICE

TWO COLOR REACTIONS OF YOHIMBIN.

G. Meillera (Journ. Pharm. et Chim.) reports that yohimbin gives with cane sugar and sulphuric acid the same color reaction as the gallic acids. To obtain the reaction a small particle of the alkaloid is dissolved in a few drops of sulphuric acid diluted with an equal volume of water in a small porcelain dish, and treated at once with a trace of saccharose, glucose or furfurol. The mixture is then warmed upon the water bath, until a wine red color, develops. After cooling it is tested with the spectroscopie. A broad absorption band is observed in the blue between 110 and 135 of the Saletsch spectroscopie. Another color reaction of yohimbin is similar to that of other alkaloids; upon heating with nitric acid a yellow residue results which with ammonia yields an ochre color.

ANILINE POISONING.

Wrzosek, St. Horosziewicz and Rzegocinski (Apot. Zeit.) state that aniline is a poison of the central nervous system as well as a blood poison. Poisoning may occur through the lungs, stomach or the unbroken skin, and is eliminated from the organism in the urine partly unchanged and partly converted into other bodies. The compound, and a decomposition products act upon the central nervous system as well as a blood poison. Poisoning must be referred to changes in the central nervous system except the decrease of red blood corpuscles, cyanosis, the formation of methemoglobin and jaundice. The anatomic changes following aniline poisoning are not very characteristic. In acute poisoning death results, at least in animals, from paralysis of the central nervous system.

EUMYDRIN, A NEW MYDRIATIC.

Lindenmeyer (Berl. Klin. Wechschr.) describes eumydrin a new mydriatic prepared by converting the tertiary base of atropine into a quaternary base. In this way the action of the alkaloid upon the central nervous system is said to be suppressed while its activity upon the peripheral system is retained. The toxicity of the new modification is claimed to be less than one-fiftieth that of atropine. Eumydrin forms a white odorless powder which is easily soluble in water. In dilute solution it is intermediate between the usual one per cent. homatropine solution and atropine; in more concentrated mixtures it approaches the activity of atropine.

RADIUM, THE RAREST OF ELEMENTS.

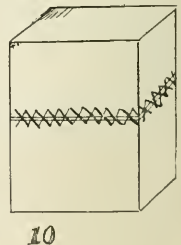
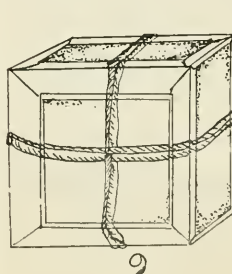
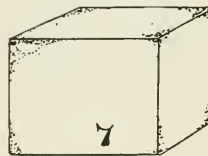
Sir W. Ramsay in a recent address before the London Institution states that radium is by far the most rare of all known elements. It forms only ten-millionth part of the pitch-blende in which it is found. This mineral has been largely worked by the Austrian Government for uranium, and radium itself was found in the residues to which Madame Curie had access. Since the discovery of the element the exportation of the residues has been prohibited with the result that pure radium is now £50,000, or about \$250,000, for the fifteenth part of an ounce.

THERAPEUTIC YEAST PREPARATIONS.

J. L. Baker (Jour. Fed. Brew. Inst.) states that the efficacy of yeast as an internal remedy depends upon the enzymes present, also to a certain extent upon the improved nutrition derived from its easily digestible constituents. As a lotion its action depends upon the bactericidal power of the products of fermentation. The therapeutic value of permanent yeast preparations is measured by the quantity of enzymes present.

NEW COLOR REACTION FOR SESAME OIL.

H. Kreis (Chem. Zeit.) in an article on sesame oil describes a new color reaction useful in detecting this material in mixtures. Five C.c. of sesame oil shaken with 5 C.c. of 75 per cent. sulphuric acid and 3 C.c. of hydrogen peroxide solution, yield an intense olive-green color. This reaction depends upon the presence of a characteristic body named sesamol and is said to be capable of detecting 5 per cent. of sesame oil in olive, cotton-seed, arachis, almond, peach, linseed or castor oils.



9
Opium Packed for Export.

NEWS DEPARTMENT.

AMONG THE BOWLERS.

Philadelphia, December 29.—In the last games rolled the J. Elwood Lee Co. took three straight from Hance Bros. & White. The highest totals for the series were won by C. L. Wells of J. Elwood Lee Co., 555, and Hendrickson of H. B. & W., 454. The scores are:

J. E. Lee Co., 722 857 829 H. B. & W., 672 641 590

Standings:

	W.	L.		W.	L.
Johnson & J.	15	0	Wanderers	4	8
J. Elwood Lee Co.	15	3	P. D. Blue	6	15
Smith, K. & French	9	3	P. D. A. Red	2	13
Phila. C. P.	9	6	Hance Bros. & W.	0	12

Baltimore, December 29.—The players of the Baltimore Drug Trade Bowling Club rolled only two games last week, Friday's contests being omitted on account of Christmas. The total and high individual scores:

Root & H. 735 839 826 Stanley & B. 798 758 745
 Beaumont 194 Lockwood 188
 McCik & Co. 810 780 815 Calvert Drug. 753 745 731
 Brauer 235 Ellicott 203

Standing:

	W.	L.		W.	L.
James B. & Son	25	8	Sharp & D.	17	16
Root & H.	23	13	Stanley & B.	16	20
McCormick & Co.	23	13	Calvert Drug Co.	1	35

Detroit, December 29.—Last week was an "off" one among the bowlers. The men have been doing a little practice work, however, as one team is afraid of the other, and is determined not to let any advantage slip by. The P. D. & Co. averages were officially announced on Saturday night. Lawrence held first place until the final round, when Smith succeeded in ousting him. Chemical kept their position as leaders from the beginning, but Stock is hammering along, and is proving dangerous to them now. Canada, the tail-enders, have taken their expected brace, and from this time on will cause trouble all along the line. The individual averages of the four leaders of the league are: J. Smith, 174; Lawrence, 172; Siffer, 165; Helme, 161. These are for 36 games.

AMONG THE TRAVELERS.

Carragan's New Loving Cup.—Things Pretty Nice in St. Louis.—Christian a Millionaire.—

Love's New Position.

Sydney H. Carragan, popular leader of the Parke, Davis & Co. travelers, received from "the boys" a splendid cut glass punch bowl and stand, with all its accessories. A little dinner at the Drug Trade Club was made the occasion for the presentation, which was made in a neat speech by Frank Cuddy, and was followed in short speeches by Drs. Takamine and Tuthill and Messrs. Mariager and Carr.

The head of the traveling men's department of a St. Louis drug house reported last week that there will be remarkably few changes in the hustlers this year. He said that his traveling men had been doing well and he was able to come to terms with those who had presented their requests for next year, and believes other houses must be doing the same, as he has had few applications.



A. V. HENNICKE.

Mr. Hennicke, in the picture is sitting in the Christy drug store dispensary, Pittsburg, Pa., and the camera was worked by the capable manager of the store, Miss Juliet Jennings. Mr. Hennicke is a traveler for McKesson & Robbins, celebrating his twentieth year with them last summer, and needs no introduction to most of our readers in Pennsylvania, with whom he has become an old and trusted friend.

Among traveling salesmen in Baltimore last week were J. H. Wells of Ladd & Coffin, New York; C. W. M. Nicholls of David Green & Co., Arabics, New York; J. Frank Egerton, representing the Granitonic Hair Food Co., the Ozomulsion company and T. A. Slocum company; Robert L. Tye, Merck & Co., New York, and W. A. Munn of St. John's, New Foundland, manufacturer of cod-liver oil.

E. F. Cordell, Jr., a son of Dr. Cordell of Baltimore, will in the future represent William R. Warner & Co., of Philadelphia, in Baltimore, taking the place of Dr. E. C. J. Miller, who has gone to West Virginia to practice medicine.

Mr. and Mrs. John Paul Jones will celebrate the twenty-fifth anniversary of their marriage on Jan. 2, at 1304 West Lexington street, Baltimore. Mr. Jones, it seems almost unnecessary to say, is New York State representative for Sharp & Dohme.

Col. John W. Love, well-known and popular as a former New Haven, Conn., retail druggist and prominent in N. A. R. D. circles, is now in Boston for Eli Lilly & Co.

WE have some interesting literature on Konseals which we would be glad to mail with samples to physicians in your locality. Send us list and we will mention your name.

J. M. GROSVENOR & CO., - Boston, Mass.

J. P. Christian, the genial ex-Sharp & Dohme traveler, who recently went to the Transvaal as fiscal agent for a big mining promotion company, is back with an ultra-expansive smile. Mr. Christian, according to assays, is a couple times a millionaire now.

Charles A. Nichols, formerly clerk for the Ashland Drug Co. of Mansfield, O., and recently connected with Caldwell & Bloom of the same city, has accepted a position as traveling salesman with the Hess Medicine Co. of Ashland, Ohio.

NEW YORK AND VICINITY.

DRUG CLERKS' BALL.

Nearly a Thousand, Including Many Prominent Guests, Gather on Christmas Eve in Terrace Garden.

Nearly a thousand drug clerks and their friends spent Christmas eve at Terrace Garden, where the Drug Clerks' Circle held its fifth and most successful annual ball. The music was delightful, the gowns beautiful, the arrangements perfect in every detail. Dancing began early, the grand march started about midnight, and it was nearly dawn when the lights were put out.

Several hundred dollars, proceeds of the ball, will be used in hiring an organizer to canvass for new members and, possibly, to establish new quarters further uptown.

To these officers and members of committees is due the credit for the splendid success of the ball: Ph. Lewy, president; Louis B. Epstein, vice-president; Joseph Kahn, Ph. D., treasurer; Isidore Straffer, financial secretary; B. Colle, corresponding secretary; W. S. Sindy, recording secretary; I. Bernstein, trustee; J. Gollobin, sergeant-at-arms; arrangement committee—Jos. R. Beck, chairman; Jos. A. Hertenberg, J. M. Gordon, Oscar Bean, N. Klugman, H. Rudey, S. Rodin, H. Harkavy, H. Davidson, J. S. Gutkin, L. Wiener, S. Laurie, J. D. Robbins; reception committee—Harry Bookstaber, chairman; I. Luntz, S. Norman, S. Stein, D. Robinson, A. Deutch, H. Bletzler, A. Ratnow, N. Gillman, B. Thome, M. Levin, A. Tunen, M. Silverman; floor committee—D. A. Lutz, chairman; B. Levin, floor manager; H. N. Scheckman, assistant floor manager; M. Kupersmith, J. Ziporkes, J. A. Braudie, H. Blumenthal, Ph. Halpern, B. Kopolowitz, D. Katz, J. Sher, Ch. Hochlerner, J. Landes, R. Jaffe.

Among the guests present were: Dr. William C. Anderson, president State Ph. A.; Charles S. Erb, president Manhattan Ph. A., who also, with Dr. George A. Diekmann, represented the board of pharmacy; President Joseph Weinstein of the New York R. D. A.; Peter Diamond, A. Bakst, in whose store the circle was organized, and many others, including prominent retail druggists and their wives.

PRE-REQUISITE COMMITTEE MEETS.

When the board of pharmacy holds its annual meeting at Albany next week there also will be called a special meeting of the pre-requisite committee of the State Association. The committee consists of C. O. Bigelow, New York; William Muench, Syracuse; George Reimann, Buffalo, and A. B. Huested, Albany. Dr. William C. Anderson, president of the State Association will attend. A pre-requisite bill will undoubtedly be drafted.

Dr. Anderson anticipates much legislative activity this winter. While the pre-requisite bill and a cocaine bill which has been drafted by the Syracuse R. D. A. and was turned over by Dr. Anderson to the legislative committee, will likely be the only measures endorsed by the association, there probably will be, Dr. Anderson says, a plentitude of bills adverse to pharmacy.

WAGES NOT SO LOW AT HEGEMAN'S.

That part of a letter from "Pharmac," printed in a recent number of the Era, that relates to the internal affairs of the Hegeman & Co. store at 200 Broadway, is pronounced untrue by Mr. Ramsay, head of the company.

"There is not another store in the city which pays its employees better than we do," said Mr. Ramsay. "Our pay rolls prove it. Now here, in this store, we have 125 employees, instead of 100, as 'Pharmac' stated. There isn't a clerk on the patent medicine side who gets as low as \$12 a week. They get fifteen, eighteen, twenty, and each also receives a commission of from \$5 up on his sales. The manager of that department gets \$65. In our drug department the wages are never as low as \$15, as 'Pharmac' says, but these also range into eighteen, twenty, and more, besides each clerk getting a commission, not on what he sells, but upon the sales of the department. Prescription clerks are better paid. Soda clerks get \$12 and 14, the ones who have been with us longest, 16 and 18, and the head man \$22. Even the cigar men, who certainly are not registered, get \$16 and \$18. We haven't a 'six-dollar-a-week' salesman in the place, at so low a figure. One of them, a boy, gets \$7, but others get more. One of the laboratory men gets \$35 a week.

"We have about 35 registered people here, instead of 19, as 'Pharmac' stated. He must have simply counted the licenses displayed on the messenger department wall. Moreover, in the patent medicine department all but one, a boy who has been with me a long time, are registered.

"We always keep a man; as long as he is all right he is sure of his job. If we were such hard people to work for why is it that the clerks are always trying to get places here? The things that are true here are also true in our other stores—we pay good wages.

NEW YORK DRUGGIST'S FALL KILLS HIM.

Charles E. Monell, a wealthy and prominent druggist of 2 First avenue, New York, walked from a window in the sleeping apartments over his store on last Saturday morning falling to the sidewalk and breaking his skull and back. Mr. Monell was an old man, and had been almost blind for some time, though too sensitive to admit his affliction. Several times he had become lost when out alone. A year ago, to be nearer his business, he left his home with his son-in-law and daughter, Dr. and Mrs. Dana S. Hubbard of 143 West One Hundred and Third street, and moved into the rooms above the store. Mr. Monell died at Bellevue Hospital on Monday night.

WE WANT DRUGGISTS

To send us a list of physicians who patronize them, and we will write each physician that he can obtain Phenalgin from the druggist mentioned; we will also send the physician a sample, with literature.

ETNA CHEMICAL CO.

13 West Street - - NEW YORK

THIRD JUSTICE SITS ON EXCISE QUESTION.

Justice W. S. Andrews of Syracuse will soon give an opinion in a case brought against a druggist by State Excise Commissioner Cullinan for alleged illegal sale of liquor. This case is particularly interesting as already two other Supreme Court justices, Davy and Greenbaum, have rendered opinions in similar cases when the defense was the same as in the case before Justice Andrews, that is that the clerk sold the liquor in violation of a standing order from his employer, the latter therefore not being responsible. The opinions of Justice Davy and Greenbaum were conflicting, however, being respectively favorable and adverse to the druggist. The present suit is against John W. and Charles W. Barnes, who had a store in Syracuse, and the Fidelity & Casualty Co., their guarantors. John W. Barnes is dead, but his brother who continued the business, swore George W. Barnes, his son, made the sale. The attorney for the State said that the question at issue was most important, and that if the State loses the point, provisions of the liquor tax will be substantially null and void, as in not more than one out of fifty cases is any sale made by the proprietor, and that in practically all cases it could be claimed that instructions had been given as contended in the present case. He contended that the suit was an action on a contract. Mr. Barnes' attorney quoted from Justice Davy's decision, from which an appeal has been taken, and claimed the suit was to recover on a penalty and was in the nature of a criminal proceeding, rather than an action on a contract.

PRETTY CHRISTMAS PARTY TO EMPLOYEES.

One of the pleasantest events of the holiday season in the drug circles was a buffet luncheon given on last Thursday by Fairchild Bros. & Foster to their employees. It was a complete surprise to the guests, who numbered about 140. A big table in the work room on the fourth floor at 74 Laight street fairly groaned with all the good things prepared by Maresi's chefs, and was decorated with potted plants presented to members of the firm by the members of the office staff.

B. T. Fairchild welcomed the guests to the "Christmas party," as it was called, and E. W. Dusenberry responded, after which Messrs. S. W. Fairchild and M. G. Foster also spoke. There was music during and after the luncheon, which began at 12:30, and at three o'clock the annual presents in gold were distributed among the employees, and the rest of the day was declared a holiday.

NEW YORK NOTES.

—Seen down town: J. C. Pratt, manager Detroit section traveling service of Parke, Davis & Co.; Dr. E. M. Houghton of the bacteriological department, Parke, Davis & Co.; H. J. M. Ellis, Singapore, Strait Settlements; Ira Ulman head of Colonial Park Drug Co., retailers of this city, who is attending a medical school in Baltimore; John W. Jennings, Washington, D. C.; Frank P. Dalzell, Cold Spring, N. Y.; Messrs. Webb Souers and Ralston, who form the new Iowa Drug Co. at Des Moines, Ia., and came to buy.

—John R. Wall, druggist of 632 Sixth avenue, has confessed judgment for \$3,392 in favor of Anna Von Wollenrodt on nine notes dated November 20, 1901, payable at intervals of six months up to forty-two months from date, for a loan. He has been in business there since February 1, 1901.

—A reduction of 10 per cent in rates ordered on several classes of risks by the local Fire Insurance Exchange was announced on Tuesday. This affects many

of the wholesale drug trade and is a concession for which they have long been working through their brokers.

—The Drug Trade Club will have its annual New Year's celebration to-day. From noon to 3 o'clock a table d'hôte luncheon will be served, while Scherber's orchestra plays, and from 3 to 6 the Old Crow Quartette will amuse with recitations and song.

—A patent medicine firm, in advertising to the trade, includes the name of Henry P. Crosher, the Greenwich street drug swindler, in the list of jobbers from whom its goods may be obtained.

—Franklin H. Kalbfleisch, head of the chemical company that bears his name, was presented with a handsome barometer, thermometer and ship's-bell clock by his employees.

—Charles De Veau, for many years well known as a messenger between the retail druggists up New Rochelle way to the city wholesale firms, died recently from pneumonia.

—Magnus & Lauer, the essential oils and perfumers' supplies people, gave their regular annual luncheon to their employes at the Drug Trade Club on last Thursday.

—Drug Trade Club guests from out of town: M. J. Osborn, Chicago; F. P. Wölnlich, Detroit; V. A. Bradbury, Evanston, Wyo.; Charles E. Dodd, Albany, N. Y.

—One of the big department stores has been notified to pay \$25 for selling weak spirit of camphor, but promises to fight the matter out in court.

—Tomorrow night is "Christmas Tree" night with the New York Retail Druggists' Bowling Association.

—A slight blaze in A. Greenbaum's pharmacy at 2331 Third avenue resulted in damage of \$25.

—Because of no quorum there was no meeting of the Manhattan Ph. A. this month.

AT ROCHESTER.

—R. J. Strassenburgh & Co., who for eighteen years have been in the retail drug business and for ten years in the manufacturing and wholesaling of drugs and chemicals, have decided to sell out their retail business, with the sole exception of drugs proper. The beautiful new fountain set up a year ago will be displaced, the stock of cigars will be taken out and the shelves rid of all patent medicines. The store after this change takes place will close every day at 6 P. M. The retail store of Strassenburgh & Houghton at 418 West avenue, will be continued. Mr. Strassenburgh has only a part interest in this business.

—February 17 is the date of the next board examination in Rochester, under the supervision of B. M. Hyde. There will be no examination after that until May.

—Owing to its nearness to Christmas no bowling match was held last week. It is expected that a challenge will be forthcoming from the Buffalo team before long.

—There are rumors of many changes in local drug stores with the advent of the new year.

WHEN YOU NEED**TIN BOXES**

Write to the folks who make them for Cascarets, Huyler's, Vaseline, Runkel, Dr. Charles, and 992 other proprietaries.

AMERICAN STOPPER COMPANY

150 Water Street, Brooklyn, N. Y.

THE LARGEST MAKER OUTSIDE THE TRUST

NEW ENGLAND.

CLERKS DENOUNCE STAMPS.

The Springfield Union Announces That, Should Their Employers Adopt Stamps, They will Have to Handle Them Themselves.

Springfield, Mass., December 29.—Since the recent meeting the Worcester County Ph. A. at which it was formally voted to adopt trading stamps, the Drug Clerks' Union in Springfield held a meeting and emphatically voted not to handle stamps of any kind, nor coupons exchangeable for photographs, or any similar scheme, denouncing them all as cheap. The clerks declare they will not handle the stamps, even if their employers see fit to follow Worcester's course. If the druggists adopt the system, the clerks say, they will have to give out the stamps themselves. As the clerks belong to the Central Union they will have the parent body back of them.

HOAGLAND DRUG CO. NOT SOLD.

Boston, December 29.—Reports which have from time to time recently gained some currency that the Hoagland Drug Company of this city was considering the matter of selling out its business, or at least bringing about some change, appear to lack foundation, according to Ralph Hoagland, president of the company, who said positively to the Era representative that no change is even contemplated in the affairs of the company, and that the conduct of its business will continue as in the past, the officers of the company remaining just as they now are. Mr. Hoagland stated that some changes and improvements in the arrangement of their business offices might be brought about before long, but not in the business itself.

DRUGGIST ARRESTED ON COUNTERFEITING CHARGE.

Boston, December 29.—"Dr." Edward B. Wiggin of the West End, whose profession is ostensibly that of a druggist, with another "doctor" is charged with making and passing counterfeit money. Secret Service agents allege that the two prisoners have counterfeited \$5, \$10 and \$20 notes on various local banks. Their arrest was due to carelessness in passing counterfeit \$10 notes in Manchester, N. H., where both formerly lived. Wiggin's lodgings in Boston showed no evidence of being a counterfeiting plant, but in the rooms of the other were found a camera, acids and chemicals, scales, and paper similar to that used in making money.

MR. CANNING RETIRES FROM CHOIR.

Boston, December 29.—Henry Canning, one of Boston's old-time druggists and once a president of the old National Retail Druggists' Association, a precursor of the N. A. R. D., who has been a church singer for forty-three consecutive years, deciding to retire, made Christmas Day his last one in the choir gallery. He first sang for more than ten years at St. Joseph's Catholic Church, and later went over to St. Augustine's Church in South Boston. His voice is bass, and he long has been famous as a soloist.

THE BAY STATE.

—In Salem there are several drug stores which date back a half-century or longer. One in particular remains quaint and old-fashioned. It is that of Edward L. Rogers, in Essex street, and was established fifty-two years ago by Joseph Chamberlain, who later was succeeded by J. T. Tudbury, and he in turn by the present owner. The prescription books have been carefully pre-

served, and in them are prescriptions calling for things seldom heard of in these days.

—All the way from County Kerry, Ireland, an order came to George E. Fairbanks, a druggist in Worcester. It was in the form of a postal note remittance and asked for a dollar bottle of "Magic Oil" like one which the writer said he had bought of Mr. Fairbanks twenty years ago, and which helped his rheumatism. Mr. Fairbanks does not recall the "Magic Oil," but though he cannot fill the order he intends to reply to his writer.

—Suit has been entered in the District Court in Worcester against the Henry L. Green pharmacy in an action of tort in which the complainant, a woman, alleges that when in the store a month or so ago, one of the cigar lighters set fire to her clothing, damaging her dress and further resulting in her suffering bodily injury and pain. For all this she thinks she ought to receive \$500.

—Allan Adams, employed as prescription clerk in Hall's drug store, Somerville, recently became a father, and a number of leading business men in that city induced him to visit the Board of Trade building in West Somerville, where he was given, in behalf of his child, a handsome silver "Paternity Cup." It was announced that it must be considered as a "challenge cup."

—Abington has a new Law and Order League which is trying to make its influence felt by causing the sheriff to raid John Hanley's drug store in North Abington, but the officer merely served a summons on the druggist to appear in court to state his position regarding sales of liquors.

—The business of H. M. & L. W. Cross, Melrose, has been bought by Charles Bass, who has a pharmacy in Brookline. Lewis W. Cross of the Melrose firm died about a year ago and his brother Herbert M. Cross has since conducted the business.

—G. B. Moulton, a Danvers druggist who is about to move into a new store, is having a special closing-out sale of his stock so that in his new store he can begin with practically everything fresh.

—Dr. C. H. Shattuck, druggist at Balardvale, has been up before the court in Andover on a charge that he maintained a liquor nuisance at his pharmacy. He was discharged.

—At C. W. Blake & Co.'s store in Bedford Centre, burglars stole six or seven hundred cigars of the choicest kinds, ignoring the cheaper brands.

—Winslow W. MacMillan, a Gloucester druggist, recently slipped in the street and severely injured his knee cap.

—The first electric sign ever seen in Whitman is at H. H. Hovey's pharmacy.

—E. E. Wood, druggist in Millbury, is seriously ill.

RICHARD E. MORGAN, a druggist who has had stores in Springfield, Holyoke and Boston, Mass., died at the home of his daughter, in West Springfield. Death was due to that form of paralysis known as multiple sclerosis. He was sixty-four years of age, was born in Wales. During the Civil War he became a hospital steward in the Thirty-Seventh Massachusetts Regiment. He is survived by two married daughters, one of whom resides in San Francisco.

SIMON'S TOILET PREPARATIONS

HAVE MADE FRANCE FAMOUS THE WORLD OVER

CREME
POUDRE
SAVON

SIMON

Best Face Cream
Best Face Powder
Best Face Soap

Expensive imported samples of these three articles mailed to druggists FREE on request, by the U. S. Agents:

GEORGE J. WALLAU, Inc., 4 Stone St., N. Y.

PENNSYLVANIA.

NEW BOARD REGULATIONS.

Practical Tests Required of Applicants for Managers' Certificates.—Believed This will be Followed by Pre-Requisite Legislation.

Philadelphia, December 29.—The State board of pharmacy announces that it is ready to put into operation the plans that were foreshadowed exclusively in the Era. Mr. Cliffe, the Philadelphia member, officially gives notice, that at the next examination, on Saturday, January 16, a solid practical service will be required of each applicant for the registered manager's certificate. This will commence at 8:30 o'clock A. M., lasting in sections until 11:30, the examination will continue from 1 until 6 p. m. The practical work will not be required from the candidates for qualified assistants.

Since Mr. Cliffe became a member of the board he has vigorously fought for this extra qualification, with the backing of every pharmacist in the city, and the execution was postponed until this time solely for lack of facilities. The Philadelphia examinations have always been held in the old Central High School Building, but the new ideas being brought to the attention of the board of trustees of the Philadelphia C. P., it was taken up by Mr. Pile, one of the oldest and most influential members of that body, with the result that it was deemed wise to grant the examination board the privilege of the laboratories.

The board announces that all applicants must send written notice of their intention to take the examination, at least ten days in advance, to Dr. George at Harrisburg. This is imperative. The staff of assistants is now being selected, and the practical work will be watched with all the rigidity that characterizes the college tests.

The legislative committee of the Philadelphia A. R. D. are much pleased with the new stand taken by the board. One of them thinks the step so wise that it will be followed soon with a bill compelling every applicant to show some college experience. If successful in pushing a bill through making some experience necessary, it will be followed at the next session with one calling for a diploma showing a full pharmaceutical education as a pre-requisite to board examination.

BIG PREPARATIONS FOR ANNUAL MEETING.

Pittsburg, December 29.—Elaborate arrangements are being made for the celebration in an appropriate manner of the seventh annual election of the Western Pennsylvania R. D. A., which takes place on February 24. The following committee has been selected to arrange for the affair: Lester L. Lorch, H. O. Damer, L. E. Sutter, C. A. Schaefer, Edward Rosenmoyer, H. J. O'Donnell, Adolph Schmidt, J. R. Thompson, C. T. Bundy, Charles Heim, Jr., John Bailey, W. H. Forst, E. T. Morgan, J. J. Walker and J. W. Hyde, Jr. The event, which promises to be the most successful in the history of the association, will take place at the association headquarters, 624 Sixth avenue. Candidates for the offices have not yet announced themselves.

OTHER HAPPENINGS.

—The Pennsylvania Brewers' Association is out with the complaint that numerous local druggists are infringing upon their rights and are breaking the liquor laws. Under the Brook's law no druggist is permitted to sell malt liquor without a license. It is alleged that many

druggists are selling malt extract by the glass. This beverage, according to the brewers, contains 9 per cent. alcohol, while beer contains only three per cent. What the druggists will do in the matter is difficult to predict, but some who do not sell the beverage are under the impression that their competitors are treading on dangerous ground.

—There are many complaints from competitors because a Pittsburg retail drug firm on the day preceding Christmas distributed among the physicians in the neighborhood quart bottles of whiskey. Accompanying this token was a neat little card bearing the inscription: "A Merry Christmas and a Happy New Year," and a notice that the senders would be under obligations to the recipient for any patronage he could swing to their store.

—E. A. Schaefer and wife of Pittsburg, have gone to California to spend the winter. Both are in ill health and it is thought that the invigorating climate of California will greatly help them. Mr. Schaefer several months ago disposed of his store at 1436 Fifth avenue to Salbaum Brothers.

—The wife of Mr. James Sieling, who operates a drug store at 2129 Wylie avenue, Pittsburg, is dangerously ill from scarlet fever. Mrs. Sieling is known to the trade on account of her activity in the drug department.

—Edward Lecrone of Lecrone Bros & Clarke, the popular Hazelwood, Pittsburg, medicine men, is confined to his bed with typhoid fever.

—Fire destroyed the experimental laboratory of Harlan Page, Allen street and Green Lane, Mt. Airy, Philadelphia, on Wednesday morning.

THE SOUTH.

DENTISTS PROPOSE PATENT LAW CHANGE.

Washington, D. C., December 29.—A new bill in the house is very nearly in line with the patent law changes asked by the N. A. R. D. This bill is drafted for the National Association of Dentists, and provides that Section 4886, Revised Statutes, shall be amended by adding thereto this paragraph:

"But no patent shall be granted upon any art of treating human diseases, or ailment, or disability, or upon any device adapted to be used in the treatment of human disease or disability, or attached to the human body and used as a substitute for any lost part thereof, or upon any art of making such device, unless such device is adapted to be put on the market and sold."

A few words added to the above amendment would shape it to meet the requirements of the N. A. R. D. The dentists are very much in earnest.

KENTUCKY.

—The J. W. Fowler Drug Co., Louisville, have sued the owners of the Masonic Temple, recently destroyed by fire, for \$5,000 alleged to have been stipulated as a forfeit in the event of the tenants being forced to move out within a year after May, 1903, and ask a restraining order to prevent further work of remodeling or rendering the property untenable until the same is paid.

—The drug stores of H. L. McClean and Cox Brothers at Wilmore, Ky., were damaged by fire last Thurs-





ERNEST G. SWIFT, Detroit, Mich.,
General Manager, Parke, Davis & Co.

day. Dr. McClean's loss will reach \$10,000. There was no insurance, that on Dr. McClean's store having expired Wednesday the day before.

—A divorce was granted Dr. Deig, formerly a pharmacist at Jackson and Walnut streets, Louisville, from Mary Lillie Deig, upon the ground of abandonment. They were married on February 12, 1889.

TENNESSEE.

—The wholesale druggists report the largest "jug trade" in the history of the business, due to the liquor law, which allows the open sale of whiskey in any but six of the cities of Tennessee. The law is gotten around by sending the proscribed red-eye direct to the customer, although the order must come through a retail druggist who is responsible for the bill. The U. S. internal revenue department admits the information that since the passage of the law abolishing saloons in Tennessee, except in the larger cities, the revenue upon distilled spirits has increased 10 per cent.

—Fire recently destroyed the woman's dormitory of Walden University, colored, of Nashville, resulting in thirteen deaths and the wounding of thirty young women through jumping from windows. The students of the pharmaceutical and dental departments were aroused from their dormitory adjoining and saved several of the young women.

—On January 1 the Spurlock-Neal company moved into the building recently purchased by them in Market street, Nashville, and to which a \$25,000 addition was built.

AROUND THE GREAT LAKES.

WHAT CHICAGO DRUG CLERKS ARE DOING.

Chicago, December 29.—The Drug Clerks' Association has set out to compel the observance of the pharmacy laws, according to the statement of its leaders. It is reported that this matter is being urged before the trade unions of the city, the claim being made that women and children are employed to do the work of registered pharmacists and that the inspectors of the board of pharmacy are so few that it is impossible for them to ferret out all the violations. The clerks are emphasizing the importance of the enforcement of the pharmacy laws and the danger to the public health which arises from their non-observance. It is said that members of a number of labor organizations have pledged themselves to boycott stores which do not hire union help. The ordinance before the city council asking for shorter hours for drug clerks is fathered by the drug clerks' association, and, it is said, is in the special care of I. B. Kronberger, treasurer of the association. Ten hours a day and sixty a week are the hours asked.

MICHIGAN.

—A Port Huron druggist sold a valuable bottle of perfumery to a lady customer. In a few days the bottle was returned with the request that it be exchanged for another kind of perfumery. It was several days before the druggist found that his customer had filled the bottle with water before she had returned it.

—No show windows at Hancock this season presented a more beautiful appearance than those of George H. Nichols. The color scheme and the artistic taste exhibited in the arrangement of Christmas goods amid the holly wreathes, evergreens and palms were of a striking order.

—J. A. Skinner, druggist of Cedar Springs, means to have one of the largest stores in Northern Kent county. He has just bought out Wheeler & Sons, competitors, and will add the stock and fixtures to his already well-equipped store.

—Druggist Pleasant of Van Buren county has been arrested, charged with the illegal sale of liquor, and a newspaper wag remarks: "Why shouldn't a man with a name like that sell an occasional 'sniffle'?"

—While a clerk in Koon & Hopperstead's store at Muskegon was lighting a taper in the show window, some of the decorations ignited and the entire display was destroyed. The loss will reach about \$100.

—H. L. Labar has installed a row of modern all-glass show cases in his store at Fife Lake. Few villages of 450 inhabitants can boast of a drug store with such modern features.

NORTHWESTERN UNIVERSITY SCHOOL OF PHARMACY . . .

NORTHWESTERN UNIVERSITY BUILDING, CHICAGO.

Unsurpassed New Equipment. Seven Laboratories.
Twelve Teachers Thorough Course.

NEXT TERM BEGINS JANUARY 4, 1904.

Address Inquiries to

PROF. OSCAR OLDBERG, 87 Lake St., Chicago.

POLITICAL ATTACK ON MORGAN.

Des Moines, Iowa, December 29.—In the heat of political fighting at Council Bluffs, the otherwise highly respected name of Mayor Dell G. Morgan, president of the Iowa P. A., has been dragged into unpleasant prominence by Attorney S. B. Wadsworth, who is said to want to make the race against Morgan for the executive office. Mr. Wadsworth has filed charges with a court of jurisdiction alleging that President Morgan has been guilty of maladministration in office, and asks that he be ousted. It is charged that he permitted gambling houses to run. Those best acquainted believe that the attack is unjust and animated by political bitterness.

DEATH OF JOHN KEESHAN.

Cincinnati, December 29.—John Keeshan, the oldest druggist in the city, died Sunday night, aged 73 years. He had been ill for the past month with a complication of ailments due to advanced age, and his demise was not unexpected.

Mr. Keeshan was born in Ireland. His parents came to this country when he was only one year of age, and after a short stay in New York, made the trip in winter over the Alleghenies by wagon, and down the river in a flatboat from Pittsburg. The family settled in Cincinnati, and, after attending the public schools, Keeshan took a course in pharmacy and was graduated with high honors. He entered the pharmacy of Henry Harrison situated at Fourth and Main streets, and remained there until he was 21 years old, when he branched out for himself, opening a store at Sixth and Walnut streets. This store he operated over half a century, and then he removed to 611 Walnut street. Failing health caused him to give up the business, but after a short rest he re-embarked in the trade at Race and Commerce streets. This store he operated until recently, when he was forced to retire. Mr. Keeshan was married twice, and a widow and four children survive him.

ILLINOIS.

—William L. Marmon has sold his wholesale and retail drug business at 115 North Main street, Bloomington, to Moore & Stevens Bros. of Memphis, Tenn. This sale marks the termination of the control of this business by the Marmon family, in whose possession it has been for fifty years. The sale includes the three-story building.

—Dr. Dally and W. F. Hinds have bought the drug store of the late B. A. Harding at Blackstone. Dr. Dally visited Chicago recently to purchase new stock.

—J. W. Johnson of Pana, has bought the drug store belonging to the estate of the late Dr. M. H. Smith at Manchester.

—Louis J. Pelikan has bought out V. L. Blahnik at Troy and Twenty-fourth streets, Chicago.

—T. B. Dillon is reported to have opened a drug store at Cullom.

—Robert Endsley has opened a new drug store at Westfield.



A window display in the store of Chas. Leedom, 1403 Filbert St., Philadelphia, showing the lithograph arbor display turned out by Welch Grape Juice Co.

SELANI REEVE VAN DUZER, prominent in the wholesale drug business in New York City and England, died at his home in Newburgh, N. Y., on Saturday. He also had residences at Thomasville, Ga., and Alexandria Bay. He was born in 1823 in New York City. Mr. Van Duzer's paternal ancestors came to this country from Holland in the latter part of the seventeenth century and settled in New York State in the lower part of the valley of the Hudson River. Mr. Van Duzer is survived by a widow and three children, Frederick Van Duzer, president of the American Society in London; Henry Sayre Van Duzer, a graduate of Harvard and a prominent lawyer in New York, and Mrs. Frank V. Burton of Newbury.

GUSTAVE APPEZZELLER, Philadelphia, who was stricken with apoplexy recently, is dead. He was buried from his late home in South Twelfth street.



ANY BABIES IN YOUR NEIGHBORHOOD?

A word from you to parents and you can sell an
**ARNOLD MILK STERILIZER
AND PASTEURIZER**

for nearly every baby. Let us send you free literature
to distribute, with your name.

WILMOT CASTLE COMPANY,
26 Elm Street, Rochester N. Y.



"The Innovation"

The Modern SODA WATER DISPENSING
and DISPLAY APPARATUS

THE "INNOVATION."

The only new idea in soda fountain construction for the past seventy-one years.

Reference to the magnificent advertisement of the American Soda Fountain Company which is to be found on pages 2 and 3 of this issue will show the soda water dispensers of the United State an entirely new departure in the serving of the great American beverage. All operations are reversed. The soda water dispenser instead of turning round with his back to the customer and drawing syrups and soda from an apparatus against the wall, is now enabled to face the music at every stage of the game and to draw his syrups from clean porcelain containers and his soda water from handsome onyx drafts in plain sight of the customer, his syrup and soda drafts all being a part of the front or dispensing counter.

This dispensing counter is fitted with the latest and best workboards and contains a refrigerator or cooling device which keeps the front counter at all times cold.

There is ample storage for ice cream, fruits, extra bottles, etc., under the dispensing slab.

The display apparatus at the back is arranged to attract an extra amount of attention from the customer. The magnificence of the "Innovation Dispensing and Display Apparatus" cannot be described in words. The effect is simply dazzling.

The first one ever installed at Philadelphia for Mr. Stoeber of the great Broad Street Station Pharmacy has not only given satisfaction from the first moment of its installation, but Mr. Stoeber's letter on advertising page 2 will tell the soda water dispenser what he thinks about the "Innovation Dispensing and

Display Apparatus." He tells the whole story in a short sentence of twenty-four well chosen words. Mr. Stoeber could not have said more had he written a book.

We have known for months that as soon as the "Innovation" was placed upon the market that it would completely revolutionize the soda water business. Mr. Stoeber says exactly these same words in his letter and it is a prophesy which is bound to be fulfilled.

There are so many points in favor of the "Innovation" that they cannot be told in a short article. Sloppy floors caused by passing a full glass of soda water from the wall apparatus at the back to the front counter from the overflowing of glasses, ill smells resulting from rotting wood and sour cream and syrups, unsightly uncleanness, water bugs and disorder of all sorts are things of the past.

The "Innovation Dispensing and Display Apparatus" is built to order to fit space. The salesmen of the American Soda Fountain Company are completely equipped with photographs, plans, specifications, etc., and will give the dispenser any and all information he may require upon the subject on request.

If you are interested, and we know you cannot help but be, address at once the nearest office of the American Soda Fountain Company and you will have instantaneous attention.

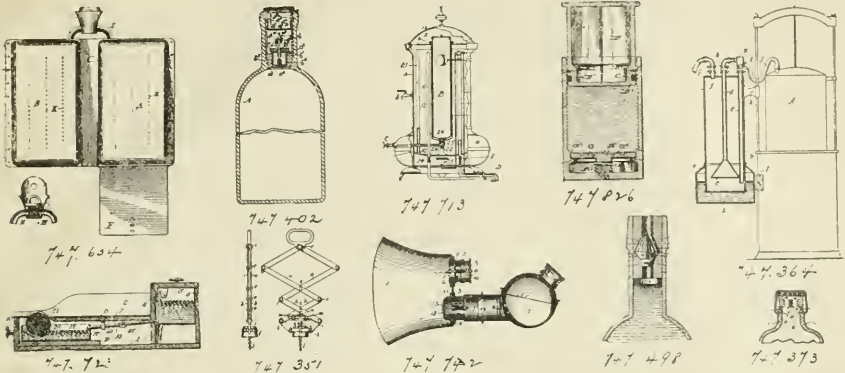
Eff. Lithia Tablets

Send for sample and special net prices on our carton package Aluminum Cap Bottles with your name on them.

Our Tablets made by a new process are very satisfactory.

BILLINGS CLAPP COMPANY, Boston, Mass.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 22, 1903.

- 747,351.—Henry D. Armstrong, London, England. Corkscrew.
- 747,364.—George L. Bennett, Chicago, Ill. Vaporizer for anesthetics.
- 747,373.—Earle E. Chapman, Los Angeles, Cal., assignor to the Standard Bottle Closure Company, Los Angeles, Cal., a corporation of California. Closure.
- 747,402.—William E. Forster, Lynn, Mass. Self-sealing bottle.
- 747,498.—Thomas R. Stetson, New York, N. Y. Bottle-stopper.
- 747,629.—Wilhelm Naschold, Uerdingen, Germany, assignor of one-half to The Firm Chemische Fabrik Uerdingen Liénau & Co., Uerdingen, Germany. Process of purifying pinene hydrochlorid.
- 747,634.—Harriette E. Neterson, Washington, D. C. Water-bag.
- 747,678.—Xavier Binder, Paris, France. Process of making milk extract similar to meat extract.
- 747,713.—Heber A. Hopkins, West Roxbury, Mass., assignor to American Soda Fountain Co., Jersey City, N. J., a corporation of New Jersey. Apparatus for dispensing hot beverages.
- 747,723.—David D. Jones, Pittsburg, Pa., and Arthur Francis, Swansea, England. Label-moistener.
- 747,742.—Edwin Marshall, Warrensburg, Mo., assignor to George C. Pitcher, Kansas City, Mo., and Henry C. Pitcher, Lakewood, La. Anesthetic-inhaler.
- 747,826.—Zachariah Wiseman, Redstar, W. Va. Non-refillable bottle.

TRADE-MARKS.

Registered December 22, 1903.

- 41,696.—Cosmetic ointment. Alfred A. Baldner, Cleveland, O. The word "Butela."
- 41,697.—Salve. Radical Remedy Co., Hickory, N. C. The hyphenated word "Cre-mo-la."
- 41,698.—Tooth-powder. Radical Remedy Co., Hickory, N. C. The word "Ivoryn."
- 41,699.—Medicine to cure headaches and neuralgia. Radical Remedy Co., Hickory, N. C. The word "Amphoria."
- 41,700.—Cough medicine. The Neptuna Co., Clinton, Iowa. The pictorial representation of Neptune upon the ocean and the word "Neptuna" extending across the representation.
- 41,701.—Remedy for eczema and other skin diseases. Carlo Chemical Company, Winona, Minn. The word "Kresomol."
- 41,702.—Remedies for cure of rheumatism and similar diseases. Michael H. McMahon, Bessemer, Mich. A portrait of the registrant.
- 41,703.—Pain-allaying medicine. Oilio Chemical Company, Great Bend, Kans. The word "Oilio."

- 41,704.—Certain named medical compounds. Alden Chemical Company, New York, N. Y. The word "Stym" printed or written in a square figure described within a diamond.
- 41,705.—Alterative. M. Arthur Wheeler, Troy, N. Y. The word "Echidna."
- 41,706.—Hematogenic or blood-forming iron compounds. A. Gude & Co., Chemische Fabrik, Berlin, Germany. The word "Gudonol."
- 41,707.—Tonic cordials. Nelson, Baker & Co., Detroit, Mich. The word "Eupetique."

LABELS.

Registered December 22, 1903.

- 10,621.—Title: "Aunt Betsy's Cordial." (For medicinal cordial.) Arthur L. Champlin, Warren, R. I.
- 10,622.—Title: "Queen Louise Face Massage Cream." (For complexion-cream.) N. Lopard & Co., New York, N. Y.
- 10,623.—Title: "Tamazula." (For hair-tonic.) Louise E. Warner, Los Angeles, Cal.
- 10,624.—Title: "Mountain Sage Bitters." (For medicine.) The Mountain Sage Malt Tonic Co., Denver, Colo.
- 10,625.—Title: "Hollister's Rocky Mountain Tea Nuggets." (For medicine.) Hollister Drug Co., Madison, Wis.
- 10,626.—Title: "Shepard's Lung Food." (For medicine.) Jas. C. Shepard, Wilmington, N. C.
- 10,627.—Title: "Smith's Wonder Worker." (For a medicine.) William K. Smith, Tiffin, Ohio.
- 10,628.—Title: "Greenough's Quick Cure." (For veterinary medicines.) Charles J. Greenough, Saranac Lake, N. Y.
- 10,629.—Title: "C. N. R. Plaster Preventive of Car and Sea Sickness." (For plasters.) Clara N. Reed, Kingston, N. Y.

PRINTS.

Registered December 22, 1903.

- 870.—Title: "Dr. Pierce's Golden Medical Discovery." (For medicine.) World's Dispensary Medical Association, Buffalo, N. Y.
- 871.—Title: "Dr. Pierce's Golden Medical Discovery and Dr. Pierce's Favorite Prescription." (For medicine.) World's Dispensary Medical Association, Buffalo, N. Y.

**TIN BOXES
SCREW CAPS, ETC.**

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PURCHASES LIMITED TO ACTUAL CONSUMING REQUIREMENTS.

New York, December 29.—As the year draws to a close the volume of business shows steady shrinkage, buyers as a rule limiting their purchases to actual consuming requirements. Consequently prices throughout the list show very little fluctuation and about the only important change is a further material advance in values of refined camphor.

OPIMUM.—Dealers report a continued light and unimportant consuming inquiry with the market easy in tone under the influences heretofore noted, but jobbing quotations remain nominally unchanged at \$3.15@3.40 for 9 per cent. and \$3.25@3.50 for 11 per cent. Powdered is moving moderately in small lots at prices within the old range of \$4.00@4.25 for 13 per cent. and \$4.50@4.75 for 16 per cent.

MORPHINE SULPHATE.—Jobbing parcels continue to move moderately into channels of consumption and quotations remain unchanged at \$2.60@2.70 for eighths in ounce-boxes, \$2.55@2.65 in 2½-oz. boxes, \$2.35@2.45 in ounce-vials and \$2.30@2.40 in 5-oz. cans, according to brand and quantity.

QUININE SULPHATE.—The volume of business is of about the usual average at this season of the year, but there is a continued absence of new features and the market has a quiet and uninteresting appearance. Jobbing quotations, however, are steadily maintained at the old range of 25@25½¢ for bulk in 100-oz. tins, 25½¢@26¢ in 50-oz. tins, 26@26½¢ in 25-oz. tins, 27@27½¢ in 15 or 10-oz. tins, and 32@32½¢ in ounce vials.

CAMPHOR.—Owing to the strong position of crude in foreign markets, refiners have further advanced their prices 2c. per lb. and the revised jobbing quotations have been marked up to 59@59½¢ for bulk in bbls. and 55@56¢ for less, 59½¢@60c. for cakes in cases and 60@61¢ for less, 61@61½¢ for ounce cakes in cases and 71@71½¢ for less, 64½¢@65¢ for 24s in cases and 71@73¢ less, 62@62½¢ for ounce cakes in pound boxes by the case and 68@70c. for less, 65½¢@66¢ for 24s in pound boxes, by the case and 71 @ 75c for less.

UNION SALAD OIL.—Manufacturers have advanced their prices 2c. per gal. and jobbing quotations are correspondingly higher, the revised range being 49@51c. in bbls. and 64@74c for less.

OIL CITRONELLA.—Strictly prime quality is scarce and higher both here and abroad, and jobbing quotations have been advanced to 42@52c. as to size of order.

WORMSEED.—Primary markets show considerable strength owing to scarcity and jobbers have advanced spot quotations to 23@25c. for whole and 27@32c. for powdered.

HARLEM OIL.—Owing to keen competition among importers the market is unsettled. Gross lots are obtainable at \$2.45@2.70 but by the doz. the quotation is unchanged at 35@50c.

ELM BARK.—Select of prime quality in 5-lb. bundles is very scarce and the jobbing range of prices has been advanced to 45@45c. as to quantity.

CULVERS ROOT.—Producers are firmer in their views, but jobbers are yet willing to sell at the old range of 20@25c. for whole and 30@35c. for powdered.

CARNAUBA WAX.—Spot stocks are exceedingly small and the market is stronger with jobbing quotations showing an advance to 35@40c.

COB LIVER OIL.—Values are lower as a result of keen competition and jobbers quote \$125@150 per bbl. for Norwegian and \$4.50@5.00 per gal. for less. Newfoundland is quoted \$3.00@3.15 per gal. by the bbl. and \$3.50@3.75 for less.

COCHINEAL.—Stocks continue to diminish and jobbers have further advanced quotations to 55@60c. for whole and 60@65c. for powdered.

OIL WORMWOOD.—Supplies are more abundant and the tone of the market easier with jobbing quotations reduced to \$4.00@4.25 for pure and \$3.25@3.75 for ordinary.

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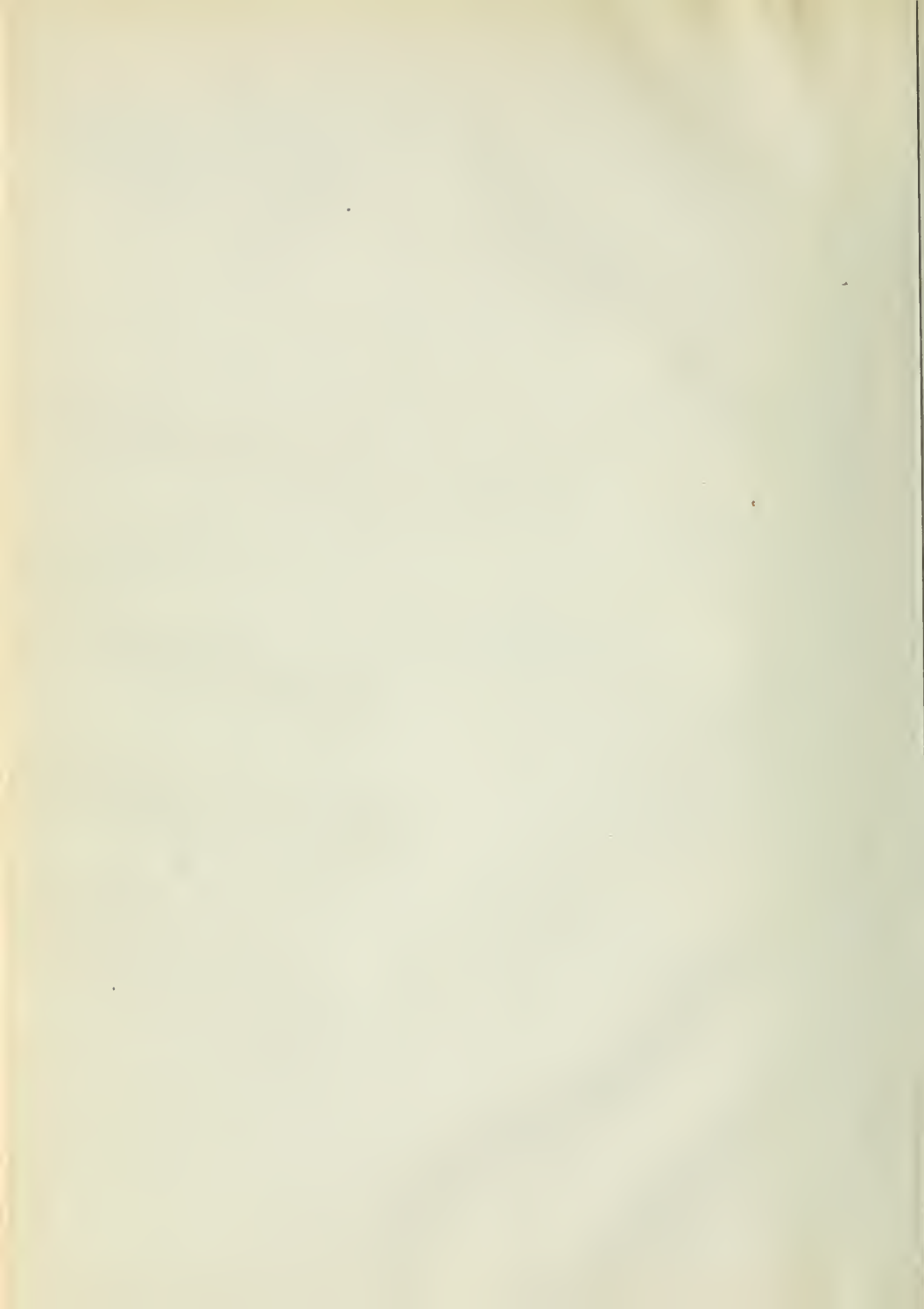
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CYRUS P. WALBRIDGE FOR VICE-PRESIDENT.

St. Louis, December 29.—Cyrus P. Walbridge, president of the J. S. Merrell Drug Co., is just now receiving considerable attention from the daily and weekly press as a possible candidate for vice-president on the Republican ticket. The first serious suggestion was made made in a local weekly of excellent standing this week and immediately there was a welcome chorus. At Washington where the National Committee met to select another city than St. Louis in which to hold the big meeting that was wanted as a World's Fair feature, Mr. Walbridge came in for much notice.

Mr. Walbridge has many strong points. His middle name is Patrick. He is a hustling business man who always finds time to do things for the public. He was an excellent mayor for St. Louis. He is now making an excellent president for the Business Men's League, and is known to the leading business and professional men of nearly every city in the Union.

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