

Drug Clerks.

To the Drug Clerks of Canada :

This page is set apart for your especial benefit. We ask you to write for it, to ask questions through it, to give your fellow clerks the benefit of your experience, your observations, and your researches in pharmacy.

You, the drug clerk of to-day, will be the proprietor in the near future. What can you do for the benefit of your *confrères* in pharmacy? What can you learn for your own benefit? Much may be said in this page that will repay you a hundred-fold for your reading it, and much that you may say in it may likewise benefit others. This is no selfish, narrow-minded age; it is an age of development, an age when one man is endeavoring to show others what has been done and may be accomplished, and yours it is to make this not only one of the most useful, but the most entertaining pages in the whole of our issue. It will pay you to "cast your bread upon waters"; it will return to you multiplied.

Accuracy.

Look three times! An esteemed subscriber writes as follows: "When I reach for a shelf bottle I look at the label and do not trust to luck; as I pour or weigh out its contents I look again, and as I set it back on the shelf I take a final look. By constant practice this operation is now a fixed habit; it keeps my mind on my work, it takes no extra time, and it prevents mistakes. My advice to pharmacists who desire to be accurate is: Have your wits about you and look three times."—*Era*.

Diligence.

A diligent clerk can always find useful and profitable work for spare time.

Hunt and look up prices and price lists; study and make yourself conversant with the trade price lists and discounts.

This desire to profitably turn to account spare time will meet with ample reward, and will pay you with compound interest on acquiring industrious habits alone; at the same time you rise in the estimation of those around you and become important.

You know the condition of the stock and where to put your hand on everything.

You are intelligently enlightened and can speak of the quality or quantity, sizes and kinds that sell and give satisfaction; you become a reference to consult as to the condition of the stock—what is required to replenish and keep the stock up to the times and demands of the public.

All this acquired information not only establishes confidence in yourself, but commands the confidence and respect of your fellow salesmen, customers, and employer.—*Exchange*.

Perseverance.

None should be discouraged because they do not get on rapidly in their calling from the start. A clerk earning ten dollars a week has an idea his services are not appreciated merely from the fact that other clerks are earning more salary. It does not occur to him to make his work invaluable to his employer by mastering all the details of the business, which will enable him to earn a competent salary.—*Denver Tribune*.

Bear all troubles patiently.
Do not reckon upon chance.
Make no useless acquaintances.
All men are dust—some gold-dust.
A good advertisement is good advice.
The wise man sees when the fool but looks.

The brighter the light the darker the shadow.

Truth is the highest thing a man may keep.—*Chaucer*.

Be not simply good, but good for something.—*Thoreau*.

Cultivation is as necessary to the mind as to the body.—*Cicero*.

—*Exchange*.

Look at the Practical.

Too many druggists resemble literary men in that they know nothing about bookkeeping. They have made such a study of the scientific side of pharmacy that they have come to look upon dollars and cents as unworthy of their consideration. Bookkeeping and buying and selling are to them matters of no consequence, and are usually turned over to the tender mercies of some poorly-paid assistant. It is a great distinction to be able to sit down and write, without rising, a learned monograph upon some newly-discovered chemical reaction, but it is quite as important to be able to tell if one is making a dollar or losing a thousand a year. Watch your money-drawer first, and you. test-tubes and retorts afterwards.—*Spatula*.

"Do Unto Others," etc.

Did you ever reflect what a splendid rule the golden rule, "Do unto others," etc., is for the conduct of the druggist and his clerks, and that if it is observed no other rules are necessary? Directed toward customers it is a trade winner, and puts hard, cold dollars of profits into your pockets. This rule is capable of broadest extension and widest application. It means that you should treat customers politely, and really strive to meet their wishes and please them, that even the ragged urchin, who requests a picture card, is not to be roughly driven away with words of contumely and abuse. It also means that you are to be just and honest in all your commercial dealings, but it does not debar you from tempering justice with mercy when occasion de-

mands, especially when dealing with the poor, whom necessity and want oppress. Think it over, and you will realize what a complete set of rules is embodied in this single one.—*Pharmaceutical Era*.

Pharmaceutical Examinations.

The preliminary examinations of the Pharmaceutical Association of the Province of Quebec were concluded on Saturday, July 6th. Of the twenty-five candidates who presented themselves, only two—J. N. Farley and R. H. D. Benn—passed in all the subjects; J. B. Bisailon failed in Latin, and will have to present himself at the next examination for this subject, and two others were held over for the consideration of the board.

Be Prompt.

Be prompt in attending to customers.
Be prompt in dispensing prescriptions.
Be prompt in delivery of goods.
Be prompt in meeting your obligations.
Be prompt in keeping your appointments.

Be prompt in ordering goods when needed.

Promptness in the master inculcates promptness in the clerk, and ensures promptness in all branches of the business, whether at the counter, dispensary, office, laboratory, or wareroom.

Turpentine in Cholera.

A correspondent writing in the *Indian Medical Gazette*, speaks very highly of the properties of oil of turpentine in the treatment of cholera. He gives the following prescription:

R	Oil Terebinth.....	℥xxx. of xxx.
	Mucilage.....	qs.
	Spts. ether int.....	℥xxx.
	Spts. camphor.....	℥iv.
	Tr. Digitalis.....	℥iv.
	Aque.....	℥i.

To be given every hour or two, according to the severity of the attack.

The writer claims that "turpentine as an antiseptic acts upon and destroys the cause, the bacilli, on the one hand, and on the other its astringency controls the evacuations, and as a diuretic it promotes the secretion of urine."

PRESERVATION OF SYRUPS.—A writer in the *Bollettino Chimico Farmaceutico* recommends benzoic acid as a preservative for syrups. It acts well as a preservative, he says, in the small proportion of 1 to 1,000.

The average merchant, if asked to make a speech, would require time enough to prepare it carefully before delivering it, and yet most of them will write an ad. on the while-you-wait plan, without stopping to think that every ad. is expected to convince a greater audience than could ever be reached by one human voice.—*Printer's Ink*.