

the perfect practice of medicine requires, as a chief part of its sub-structure, a real knowledge of scientific botany. Division of labor having influenced the profession of medicine no less than other departments of human activity, the practical application of this knowledge has devolved upon the pharmacist, to whom it should in his every-day routine be as much a living reality as his knowledge of chemical facts.

If students will work steadily at the subject, they will find in time that the study of botany practically is of advantage to them, in that the mastery of numerous details increases the powers of observation, while the application of numerous facts in the methods of classification insensibly leads to the acquirement of orderliness in all things. As business men they will speedily realize the value of the ability to see a little further or a little more than most people, and to keep a place for everything and everything in its place. These necessary corollaries afford fairly substantial evidence of the value of the study as an abstract one.

It may also be urged that the health gained during country rambles, and the skill attained in discovering the lurking places of rare species, are equally desirable possessions. But it is when we approach the subject of vegetable *materia medica* that the special importance of this branch of science is disclosed. For an acquaintance with dried drugs should depend upon something more than a general idea of their appearance impressed by repeated inspections. And knowledge of them should include more than the ability to recall at will the name, natural order, part used, etc.

If we are to regard botany as a useless science so far as pharmaceutical students are concerned, then are we bound to include in the category of mental lumber such facts as that a certain drug is a root obtained from such a plant in such a natural order, that it should be collected at some particular time, and that certain definite points of structure should characterize it.

The skilled pharmacist has even less right to be heard in defense of this fable. He must be able to judge for himself of the quality of whatever he sells. So far he has been willing to give his personal guarantee with preparations of drugs and with chemical substances of definite composition. Henceforth, however, he will need, if he would maintain his position as a specialist, to give this guarantee with everything that passes through his hands. At first-sight this seems an irksome burden and a non-essential one. But if a pharmacist is to depend upon whole-

sale drug houses for the purity and quality of his crude and powdered drugs, he has no claim to other public recognition than may be fairly claimed by grocers and others. Anyone may buy from first-class wholesale dealers, and all who do so and proceed to retail the goods without further precautions are upon precisely the same footing.

From a purely economic point of view it will be a distinct advantage to the pharmacist to be able to apply botanical knowledge in his daily business. First he must master thoroughly the macroscopic and microscopic structures of the various vegetable products in their crude condition. Then he must learn to recognize the differing minute structures in the powdered drugs, and be able to detect sophistications as well as judge of the condition and fitness for use of the substance examined. Nothing but a thorough practical training in botany will enable him to accomplish such work with ease and satisfaction, and there is no shirking the fact that such work will every day be-

our knowledge of many drugs is very imperfect, and investigators are needed all along the line in *materia medica*. Our text-books make many statements that will not bear criticism, and it will be to the great advantage of all of us to have these statements confirmed or corrected. —*Bulletin of Pharmacy.*

Traits of the True Merchant.

A little boy once defined "salt" as the "stuff that makes potatoes taste bad when you don't put any of it on!" This delightful definition suggests that what not to do is as important a question in developing success as the question of what to do; and suggests also, that the negative qualities in a merchant's equipment may be as necessary to consider as his positive acquirements.

Let us name, then, some of these valuable negative methods of the proper merchant, confining ourselves to mental characteristics, and ignoring, for the present, practical details:

He does not pretend to know everything; he conveys the impression to his customer that he absorbs wisdom from that customer on all subjects outside his vocation.

He does not dispute with the customer; for he knows that "to win the argument is to lose the sale."

He is not brusque to strangers. He cannot fathom the stranger's business in advance, and may possibly close the door to a good buyer.

He does not boast of his extravagancies. There are more men of economical habits in the world than spendthrift fools,

and it is always well to "tie to" the good opinion of the good housekeeper. He does not interrupt; does not look bored.

He does not call people "cranks" who disagree with him; he knows that all, including himself, are cranks to some degree.

He is not fussy and demonstrative in his forms of politeness; and therein shows that he is well-bred.

He is not ungenerous in his comments on competitors. He recognizes the wit of "damning with faint praise"; possibly he goes even further, and praises to the point that carries a conviction to the mind of the listener that such generous mention of a rival could only issue from assured prosperity.

He is not insensible to the advantage of "keeping in" with society leaders, especially of the gentler sex. He knows the value of this potent medium of advertising.

He is not—so many things, that it would be safe to state, comprehensively, in describing the true merchant; he is not unlike the true man.—*Keystone.*



INTERIOR OF GEARY'S DRUG STORE, SARINIA, ONT.

come more imperatively necessary if the pharmacist is to be recognized as being entitled to a special position among tradesmen and professional men. Chemistry is undoubtedly the most important subject we have to deal with, but botany may not with impunity be left in the background.

Those who keep pace with the times in matters scientific will find it greatly to their advantage to pursue one fast-extending branch of the science which has almost assumed the position of a science in itself. It is now well known that the ubiquitous microbe in his numerous varieties is technically classified as a vegetable organism. Hence the botanical student has a natural claim to deal with these minute bodies. Commercially the pharmacist will find it repay him to extend his knowledge of them, and intellectually he will find a vast field open for investigation. Little has been done, and in a brief time as yet, but the results are very numerous, and it may surely be anticipated that an enormous harvest yet remains to be reaped. Apart from this, however,