creased sale. If the article were his own, he would still have the manufacturer's profit, although other retailers "cut" the price. The advance of education contributes to the success of this policy. Most traders now start business-life with an educational training sufficient to enable them to write up advertisements or descriptions of their goods without fear of making an exhibition of themselves in bad grammar, and travelers are not unwilling to support the efforts of local traders in this respect.

There is an old saying about making hay while the sun shines. With equal truth we may say that summer specialities should be made while the sun shines, for then the summer visitor is about from the smoky seat of industry, where the want of sun and air lets the physical health become low, and in consequence tender feet, blistered noses, crops of freckles, and wholesale sunburning ensue during the initial stages of the summer holiday. Midges, too, find the tender skin of the new-comer a much more manageable texture than that of the residents, and make the most of their opportunity.

The chemist who is well prepared may now proceed to reap his harvest.

The first day's walking is likely to result in a more or less painful condition of the visitor's feet. For this there is nothing better than :

Zinci oxid .... ½ oz.
Cretæ gallic, pulv.....3½ oz.
Ol. eucalypti..... .....m 20.
Mix.

It may be put up in insect powder tins at a price to suit the class of people for whom the chemist may cater. A label somewhat as follows will suit :

SEDATIVE DUST FOR TENDER FEET.

Those who take much walking or cycling exercise will find it invaluable for keeping the feet cool and comfortable even in the warmest weather.

Directions :—When the feet are very tender, the dust should be freely powdered over them, and into the heels and toes of the stockings, both before going out and after changing on returning from walking.

After the sedative dust has rendered walking a pleasure, the visitor will probably go further afield, and fall an unsuspecting victim to the midges, who will send him smarting for relief again to the chemist. If the bites be reasonable, the following will make him easy :

Liq. ammon. ·880 ....5ij.
Sp. rect .....5vj.
Menthol.....gr. 8.
M.

This may be conveniently put up in 2-drachm actinic stoppered vials with glass pegs, and labeled somewhat as follows :—

ANODYNE FLUID.

For relieving the pain of insect bites.

Directions :—Put a drop of the fluid on the bite by means of the glass rod ; repeat every half hour if necessary.

In case of stings from bees or wasps, the pain may threaten to produce feverishness, and for these the following will suit :

Cocain hydrochlor .. ..gr. 20
Sp. vini rect .... 3ss.
Aq. rosar .... 5iiiss.
Glycerin .... 3ss.
M.

Direct to be painted over the painful spots with a brush sufficiently frequent to maintain the local insensibility till the irritation subsides.

The victim, having obtained relief, will want to know if anything can be done to prevent a recurrence of the trouble should he inadvertently get into the enemy's camp again.

The following will lessen the risks considerably :

Sp. camphor .. .. 5j.
Ol. eucalypti..... ..... m 80.
Lin. saponis ad ....5ij.
M. Label :

ANTI-MIDGE.

A few drops lightly touched over the face and neck will keep off midges or other small biting insects.

For different taste of tourist or midge, the following is generally effective :

Tinct. absinthii ....5ij.
Eau de Cologne .... .5viij.
Glycerin .. . . 5j.
M.

Directions the same, but that it may be more freely used.

Ladies who may desire to combine an anti-midge with certain other utilities may prefer this :

Talci pulv. subtil. alb .....5j.
Ol. eucalypti .... gtt. x.
Carmine ....gr. ½.
M.

To be dusted over the exposed parts.

This may conveniently be sent out in one of those little watch-shaped metal cases with puff, supplied by some of the sundries' houses.

In hot sunny weather the new visitor is very likely to get severely sunburned. As a soothing and grateful application the following can be trusted :

Ammon. chlorid. .....5j.
Cocain hydrochlor .....gr. 12.
Glycerin ....5ij.
Sp. rect.....5iij.
Aq. aur. flor .....5j.
Aq. rosar. ad .... 5vj.
M. Label :

COOLING LOTION FOR SUNBURN.

Applied freely to the burned parts it speedily removes pain and all discomforts. It prevents the skin peeling, and contributes to a rapid restoration to the normal condition.

As in the case of the midges, a preventive is very frequently demanded. For this purpose a very elegant and efficient preparation may be made as follows :

Amygd. dulc ..... 1 oz.
Aq. rosar .....60 oz.
Aq. flor. aurant.....19 oz.
Tinct. benzoin simp..... 5x.

Soak the almonds for a few minutes in very hot water till the skins can be rubbed off. Wipe them dry in a soft cloth, then rub strongly in a Wedgewood mortar to a uniform and fine powder. Add a little of the rosewater, and rub again till a very white emulsion is obtained ; continue a gradual addition of rosewater till it be all added ; strain through muslin, wash the marc with the orange flower water. Get the strained product into a bottle that will hold half as much more, pour quickly the tinct. benzoin into the almond emulsion, and shake promptly. Let it stand for a day, shaking at intervals.

Label :

PROTECTIVE BALSAM,

(or any other name that may occur or that has not already been adopted by a neighbor.)

A delightful preparation for the skin to remedy or prevent the effects of sun and wind.

Directions :—After returning from exposure it may be applied freely over the exposed parts. To protect the skin it should be lightly applied before going out. This is best done by wetting the corner of a soft cloth or handkerchief and applying to the skin ; after a minute or so mop gently with a dry part of the cloth to prevent glazing. For ladies while yachting there is no preparation so serviceable. Shake carefully before use.—*California Druggist.*

Luminous Paints.

J. E. JONES.

Nearly every one has heard of luminous paint—the sulphide of calcium—but it is probable that comparatively few persons know much about the behavior of this interesting compound.

When of good quality it is quite white as seen by reflected light, but the light that is emitted by it in the dark immediately after exposure to the direct rays of the sun is quite blue, and the emitted light is of a lavender hue directly after subjection to the action of ordinary diffused daylight. Both of these colors, however, in a dark room, rapidly fade into a white light that is more luminous. A greater luminosity is produced by a short and near exposure to an ordinary artificial light, or by being placed near a window about sunset on a rainy day. The direct rays of a bright full moon falling on it for several minutes have very little effect, making it barely visible in a dark room.

After ten seconds exposure to good diffused daylight, which is as affective as an exposure of ten hours, this substance will give out a practical light for ten or twelve hours, and its luminosity will not disappear in less than thirty hours. This great difference in the times required for the absorption and the emission of light is quite remarkable, and makes it seem as if the light emitted were many times greater than that absorbed.

When luminous paint of poor quality is removed from light to darkness, the light