

compounding. Personally, but few doctors or druggists would be willing to be designated as they deserve, yet they thoughtlessly imitate and practise the methods and habits of conduct which they condemn in others. The pharmacopœia does not savor of empiricism, a thorough knowledge of it inspires confidence and ensures that deference from the public which is always paid to authoritative experience and skill. So widely is its merit recognized, the principal nations of the earth have sought by conference to harmonize such variations as their standard showed. Through it and it alone the physician and pharmacist are brought together to mitigate the sufferings of humanity. Any departure from it causes confusion. It is definite, trustworthy, and complete. A careful study of it from this standpoint may secure for it a use which will make it even more generally useful than it has yet been. Read it carefully.

Little Pointers to Win By.

If you are a druggist of limited experience and have an earnest desire to succeed, study well the following :

Understand your business thoroughly from a scientific standpoint.

Observe closely the habits and business conduct of men in other pursuits who are succeeding, and profit by the knowledge you gain.

Have everything about your business as neat and tidy as possible.

Get your customers to understand that nothing you keep in stock can be too good to supply the wants of the sick and suffering.

Pay close personal attention to every detail of your business, and when possible, speak to every customer, even though you may not be personally attending to their wants.

Never show temper in your establishment, or permit it to be shown by any of your employees.

Do not govern your employees by harshness, treat them civilly, win their respect, encourage them to take a personal interest in your business. Show your customers that you have confidence in them and they are sure to.

Be punctual in all your business engagements and rigidly fulfil all promises made ; enjoy the reputation of being always as good as your word.

Recollect that your business is a serious

one, and allow no unbecoming levity to lower its dignity.

Under no circumstances encourage loafing in your store or permit the privacy of your dispensing department to be invaded.

If you live behind your store, and any of the ladies of your household should come into your dispensary while customers are waiting, be sure to caution privacy and silence on their part.

Remember that ladies are sure to be your best customer, if you can win them, and recollect that their sensitiveness or suspicion should not be wounded or aroused by any remark to your employees which they may not distinctly hear, as they are apt to suspect personal reflections.

Under no circumstances should a titter or a laugh be indulged in behind the dispensing counter while ladies are waiting in front.

Be extremely careful of your reputation and habits ; remember you are apt to be judged by the company you keep.

Avoid personal or home extravagance ; your business is one which can rarely afford it.

Keep your prices moderate, but be as ready to defend them as the quality of goods you supply.

Avoid assuming positions of public trust unless you are endowed with the unusual faculty of being able to do more than one thing well at the same time.

Never go upon a bond for an amount greater than the cash value of your assets ; it is usually good business policy to refuse signing any bonds which you are not obliged to.

Be sober, be earnest, be active, be honest and attend to the above pointers, and you are sure to win success.

Editorial Notes.

Mr. Geo. S. Davis, general manager of the house of Parke, Davis & Co., Detroit, Mich., has retired from his position, and is about to leave for California for a holiday. He is succeeded in the management by Mr. William M. Warren.

The Universal Trade Association, with headquarters in Detroit, Mich., is being vigorously denounced by many leading pharmacists and the pharmaceutical press. The association was formed ostensibly for the purpose of regulating the prices of proprietary medicines. At the annual meeting held

recently, J. N. Hayes was re-elected chief organizer, through holding a preponderance of stock. It is estimated that over 3,000 pharmacists joined the association, but the members have been unable to get particulars as to what has been done with the money.

It is a lesson which cannot be too strongly impressed on persons who rely on the *personnel* of any management, to see that the books are at all times open for the inspection of investors, not of a board alone, but of all members, and that no money is being needlessly or carelessly expended.

Notwithstanding the fact that the Centaur Company, of New York, have obtained an injunction against Heinnsfurter & Daggett, of Fargo, N.D., to restrain them from using the word Castoria, *The Era* informs us that the latter firm are making arrangements to form a joint stock company, capitalized at \$50,000, to go on with the business, on the assumption that the word Castoria is not a trade-mark, but merely the name of a recognized article of commerce.

It has been suggested to establish inter-Australian pharmaceutical reciprocity. It is claimed that the only obstacle is the want of a common intercolonial examination. It is proposed that a Board of Examiners be appointed, consisting of a representative from each of the Australasian Colonies, that a common examination be agreed upon, and that the examinations be held at the same time in the respective Colonies. The suggestion is looked upon as a practicable one. Although there are difficulties in the way of such reciprocity between the several provinces of Canada, principally that of the French language in Quebec, still we believe a feasible scheme might be adopted and one which would be acceptable to all parties concerned.

According to the *Chemist and Druggist* the matter of regulating the prices of specialties is a problem for French pharmacists as well as ourselves. It says :

The Speciality Question in France remains dormant for the moment. It will be remembered that there is a strong feeling, principally in the provinces, in favor of the total suppression of the sale of specialties by pharmacists. The majority of French pharmacists, however, are against such a radical measure, but agree that prohibition of sale at discount is necessary. The difficulty to be overcome is that the law in France looks upon trade combinations for maintaining artificial prices of products as illegal. M.