

where accommodation can be provided in the hospitals. Candidates for Dominion diplomas must have spent four years in studying medicine at some university and one year in clinical work. Men of eminence, like Professor Osler, of Johns Hopkins University, are to be chosen as examiners. The outline presented by Dr. Roddick was regarded as entirely satisfactory, and the speaker was loudly cheered on resuming his seat.

#### Discounts, Freight, Etc.

Human nature seems to be alike in all business men so far as paying express cartage, boxing, freight, and similar charges is concerned. In fact, so much is the item freight generally dreaded that the traveller who offers to prepay charges will, as a rule, influence the prospective buyer to a greater degree than were he simply to offer a discount, even though in amount it might greatly exceed the other. The buyer in the one case considers that the offer to pay freight is, in reality, a gift, but that the offer of discount is merely a part of the deal. Business practice has undoubtedly caused the seller to arrange his prices subject to discounts, and the commonness of the custom has diminished its alluring influence over the buyer. To the purchaser who considers carefully his profits in buying as well as in selling, all such items are important, and fortunate is he whose account is so good and whose payments are so prompt that he can stand a chance to ask and obtain them. The majority of buyers are obliged to pay their freights, but none should be obliged to lose their discounts.

The druggist who buys at four months instead of taking his discount of 5% at the end of thirty days, is placing the 5% against the three months' extra time. He is just three months behind in his financing, and if no other way could be found to catch up, commercial wisdom would induce him to borrow the sum needed. There is not a druggist in Canada who would be willing to mortgage his future by paying his bank 5 per cent. each three months on a loan, yet in losing it he is practically doing the same thing to his supply house. Money at such a rate of interest has a great appetite for absorption. It makes the gainer fat and the loser thin financially, but, unfortunately for the loser, he feels rather than sees his loss while the other both sees and feels his gain.

## Books.

**MANUAL OF ORGANIC MATERIA MEDICA AND PHARMACOGNOSY**—An introduction to the study of the vegetable kingdom and the vegetable and animal drugs, comprising the botanical and physical characteristics, source, constituents, pharmacopoeial preparations, insects injurious to drugs and pharmaceutical botany, by Lucius E. Sayre, B. S. Ph. M., dean of the School of Pharmacy, professor of materia medica and pharmacy in the University of Kansas, member of the Committee of Revision of the U. S. Pharmacopoeia; 2nd edition, revised, 374 illustrations. Price, \$4.50. Philadelphia: P. Blakiston's, Son & Co., 1012 Walnut street. This valuable work, which has already been noticed in our columns, has now reached its second edition, and its value to the practical pharmacist has been much enhanced by the revisions made and the additional matters treated of. As stated in the preface, "Pharmacognosy is destined to make notable progress along with the development of microchemical technic" and "skill in the use of the microscope and a knowledge of the minute anatomy of plant structure is becoming more fully recognized as the science of pharmacy advances." The author has introduced in the present volume chapters on histology and microtechnic in place of the chapters on elementary botany, as in the former edition. The present work, although containing over 150 pages of new material, is not greatly increased in size.

**QUALITATIVE CHEMICAL ANALYSIS: A system of instruction in—**by Arthur Elliott, Ph. D., professor of emeritus chemistry and physics in the College of Pharmacy, of the city of New York, and George A. Ferguson, Ph. B., professor of analytical chemistry and director of the chemical laboratory in the College of Pharmacy, New York. Third edition, revised and enlarged. Price, \$1.50. Published by the authors, 115-119 West 68th street, New York City.

In this, the third edition of this work, the original methods, as outlined in the first edition, have been adhered to, viz., to present a work which would be a "hand book to be used with the living teacher." The present edition has been revised, and several important changes

are apparent, the scope being widened, and in several instances schemes have been substituted which have been found shorter and to give better results when used by beginners. The work consists of nineteen chapters, and fully covers the ground necessary in a course of instruction in chemical analysis.

#### Letters of Recommendation.

The giving of letters of recommendation should always be attended with great care and a conscientious regard for the truth. The recipient of such a letter is necessarily aware of its contents and depends upon it to place him in a true and disinterested light before the person he seeks to influence by it.

The true object of such letters is the promotion of the material welfare of the recipient by recommending his character and abilities in such a way that the person to whom he presents his credentials may unhesitatingly take him into his service and confidence without further enquiry as to his antecedents. If such a letter cannot be given conscientiously it had better not be given at all.

The young man whose record is not worthy of commendation should be obliged, like more worthy persons, to earn it before he receives it.

It is wrong to pen a character which the recipient either cannot or will not sustain. It is wrong to induce a stranger to accept and act upon representations which he finds to be false, but which he has no means of finding whether deliberately so or not.

It is wrong to stultify your own reputation by doing, even in kindness, a favor whose results are limited to your own act.

It is wrong to lie for anybody.

As announced by advertisement on another page of this journal the Optical Institute of Canada will follow its former custom of giving one advanced class only each year. *Retinoscopy* is the principal subject taught and the class is, of course, for graduate opticians only. The date set for the class to commence is Jan. 29th, a very opportune time as there is always a lull in business after the holidays. No graduate optician who prides himself in keeping abreast of optics should fail to acquire Retinoscopy under such a teacher as Dr. Hamill.