

Correspondence.

Editor CANADIAN DRUGGIST:

SIR,—I must say that I was not a little surprised at the views advanced by "An Apprentice" in your last issue. I would not have wondered had such ideas come from some one in the seventeenth century; but it does seem to me they are entirely out of keeping with this more enlightened age.

He says: "Many advocate a higher standard of matriculation to the College of Pharmacy; but I think that would be useless. It points towards selfishness in those who think of it, and is a true evidence of a crammed but narrow mind. They say it would keep many from entering the calling of a pharmacist; but is that an unselfish idea?"

Such sentiments seem to me to be true evidence of an empty, not even crammed, and narrow mind. Is the drug profession to be lowered to the level of ditch-digging, so that any man, whatever his educational qualification might be, can enter it? One reason, I believe, why pharmacists have been and are to-day looked down on more or less by the learned professions, is because so many of them are comparatively ignorant men. And is this likely to be improved, I ask, by lowering the standard of matriculation, and thus allowing those who possess the mere rudiments of an education to enter on their professional career? If the standard of matriculation were lowered, what would be the result? Only those who were too lazy, or whose mental ability would not allow them to take up the higher work taught in our schools, would then enter the drug profession; while those whose mental ability and energy led them to grapple with more difficult problems would be found entering fields that would afford their talents a wider scope. I see no reason why matriculation for a druggist should not be as high as that of any other profession. There is nothing to hinder any young man of moderate ability and energy to fit himself for a much higher matriculation than is now required.

Again, he says, "In place of raising the examination for an apprentice, I would say make the apprenticeship a term of seven years instead of four." Here, again, the fossil displays itself. My friend seems to have the idea that knowledge, in the drug business, is acquired by the time spent at it, and not by the amount of mental work done. Had he been a little better qualified on entering the business, I think he would have found the four years' apprenticeship quite sufficient. Indeed, it seems to me that compelling all students to spend even four years as an apprentice is more or less of an imposition, for there are some who would be as well qualified in three years as others would be in four, or as some might be even in seven. If the term of apprenticeship were lengthened, students would simply put off studying that much longer, and would have to

spend that much more time in doing what is commonly known as "soup work." Even with a four years' term the majority of apprentices do very little studying during the first two years, and if the term were lengthened they would simply be that much later in starting. This, I think you will concede, might lead to many fatal mistakes. For clerks who possessed the mere rudiments of an education to begin with, and who had done very little studying in the different branches necessary to make a competent druggist, however long they had been in a drug store, could not be expected to do intelligent work.

Again, he says, "There should be a two years' college course"; but he adds, "The course should not include much more than is now gone over." He seems very anxious that the standard of education should not be raised, but that students should be compelled to spend two years in doing one year's work. No doubt it will be necessary for some to clerk seven years, and spend two years at college, before they will be the proud possessors of an O.C.P. diploma; but why should those who have the mental ability and energy to become competent pharmacists, in the time now required, be forced to take a much longer time to cover the same ground? I think that all intelligent druggists and apprentices will agree with me when I say that the standard of matriculation should be raised! That every man should have an intelligent understanding of Latin, chemistry, and botany, before he is allowed to become an apprentice! Then, by studying from the very beginning of his apprenticeship, he might be expected to do intelligent work, and blunders would be much less likely to occur.

Further, he says, "More Latin is not necessary for a druggist, but anatomy, physiology, and therapeutics, should be taught in our college." I say emphatically that more Latin is necessary. For it is impossible to be a competent druggist without first having a clear understanding of the Latin language. Let more anatomy, physiology, and therapeutics be taught if you will; but do not dispense with the Latin at any cost.

As to the time coming when the "druggists will do all the prescribing and the doctors only diagnose the case," I think it is a long way distant. I have watched the drug business closely for the past few years and see no signs pointing in that direction, even with the present standard of education. But much less will such a time be likely to come if the standard of education for the druggist is lowered, even though the term of apprenticeship be lengthened to seven years.

I say, raise the standard of education! Keep abreast with the times! But give intelligent and energetic men a chance to reap some benefit from their labors. Let those who are able to take the course in the time now allotted to it do so; but those who are unable will be compelled to wait.

A. M.

Photographic Formulæ Wanted.

Editor CANADIAN DRUGGIST:

I am very much interested in the Photo,raph department of the CANADIAN DRUGGIST. Will you kindly give me some information through the department in July number? and very much oblige,

Yours, respectfully,

CHAS. HONAN.

Wolfville, N.S., June 27th, 1895.

(1) A method of making sensitive glass plates—an economical and *reliable* way that can be done by an ordinary amateur?

(2) A method of toning and fixing collodion paper to give it a purple-black finish same as professionals get?

Absolute Reliability.

That is the keynote to success. It wins and holds the confidence of consumers; it makes them advertising friends; it gives tone, character, and style, to the store and its service; it never tolerates any deviation from a high standard—and the result is an attractive store, a pleased constituency.

Customers are not long in discovering that it pays to buy the best. If the palate and eye are pleased, the price is rarely questioned. And, right here, we would emphasize the fact, that absolute reliability must apply to the credit department—the pass books, the rendering and collection of accounts. No matter how excusable the error, it will always arouse suspicion, especially where a bill or statement is rendered for an account settled. There must be such a system or supervision of details as will practically insure against mistakes. Many a customer has been lost because asked to pay a bill the second time, through the neglect of the clerk or cashier to credit the first payment.

Absolute reliability means a one-price system. This is the unwritten law in all large stores. Dickering over a price is unknown in the large department stores, because the people have been trained and accept that as the rule.

Absolute reliability means keeping up with the times. New goods and novelties are always to be found in stock. The best methods in the handling and delivery of goods are adopted. There is no suggestion of the "old fog" about the reliable store. He finds that it pays to avoid every appearance of wear and tear. Progress is suggested by everything connected with the store of the absolutely reliable dealer.—*American Grocer.*

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