

### Little Things.

Little things are the secrets of success in business, in science, in art, in morals, in knowledge—in every pursuit in life. Careful attention to little things brings to a successful performance of big things. In the universe there are no trifles. As Angelo said: "Trifles make perfection, and perfection is no trifle." Most of the great discoveries of the world have resulted from attention to little things. Study the history of bankruptcies and failures in business and in life, and you find them largely men who had no talent for looking after details. Moments are the golden sands of time. An hour every day withdrawn from frivolous pursuits would make an ignorant man a well-informed man in ten years.

The happiness of life is made up of little things, little courtesies, little kindnesses, little deeds, pleasant words, genial smiles, a friendly letter and good wishes. It is so in character.—*Exchange.*

### Medical Practitioners in Austria.

Statistics recently published by the Superior Sanitary Council of Austria show that in the various kingdoms and countries represented in Reichsrath there were, at the end of 1893, 8,149 medical practitioners. Of these, 6,728 were doctors of medicine, and 1,421 were grade practitioners.

### Let Us Reason Together.

When goods don't turn out exactly as ordered, don't forget the Golden Rule—treat the shipper as you would wish him to treat you. Consider that he is anxious to fill your order right—that he wants to give you just what you ordered, and that he has used all possible diligence to have this done, but that mistakes are liable to occur. The wrong brand may have been shipped; a case may have been shipped instead of a dozen; you may have ordered a box, thinking of one size, and he may have sent you what he considers two half boxes to fill the order. Many things may happen, and if you suspect the shipper of evil intentions and a desire to get the best of you, instead of giving him credit for having done the best he could, you will not act genteelly. You will ship back without notice. You will put him to perhaps unnecessary expense; the goods may be perishable, and by the time they get back be utterly worthless. Therefore, do what is *right and fair*. Take the goods, care for them, write the shipper at once fully what is wrong. Don't wait for a salesman, that may be several days. Write at once, and explain clearly. Don't simply say to him, "The goods are not as ordered, and are here subject to your order." How can he tell what is not as ordered? Explain, then he can understand and write you intelligently. If the goods are perishable, assort them at once and save the good; and if there should be

a small part in bad condition, don't say the whole lot is spoiled. Be fair. This you are entitled to be as a man, and as a merchant.—*Mercantile Journal.*

*A Manual of Organic Materia Medica and Pharmacognosy.* An introduction to the study of the vegetable kingdom and the vegetable and animal drugs, etc., etc. By Lucius E. Sayre, 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 United States Pharmacopoeia. Philadelphia: P. Blakiston, Son & Co. A volume of 550 pages with over 500 illustrations, the majority of which latter are from original drawings. An extended review of this work will appear in our next issue.

Kola is both a necessity and a luxury to the inhabitants of a large portion of Equatorial Africa, where the fresh seed is employed as a masticatory with a view to overcome fatigue, hunger, and thirst. The main reason why it has not obtained the position it deserves in this country as a tonic stimulant is that it has usually heretofore been imported in a dried condition. F. Stearns & Co., of Detroit, Mich., are the first to prepare a preparation made from the fresh (undried) Kola nuts, and offer "Kolavin," a delicious tonic wine and powerful cerebrospinal stimulant. This retains undiminished the same peculiar properties possessed by the fresh Kola nuts, and physicians desiring to test this new product can easily obtain samples for chemical experiments by making application for same.

**SODA WATER APPARATUS.**—We would call the attention of our subscribers to a new style of soda water apparatus, designed and manufactured by the Fletcher Manufacturing Company of this city, whose advertisement appears on another page. This fountain has been especially designed for druggists' use, offering many advantages over the old style marble fount, not the least of which is the small cost compared with the marble fountain. The pneumatic patent syrup jar has many points to recommend it. Among others we may mention its great superiority for rapid serving, and for keeping the syrups cool. The jars are made from pure block tin, silver-plated inside and out. The jars are sunk through the marble into the cooling box, which fits directly under the counter, where main coolers for fountain are placed. Thus the soda water and syrups are kept cool by same ice. The Frigid Fount (new this season) has, besides the main coolers, a series of coil coolers placed inside the body of the fount. The body of fount is filled with ice, which must of necessity ensure cool soda water. We understand that Messrs. Hooper & Co., of King street west, in this city, have ordered one of these fountains. We predict a large sale for this apparatus, which is bound to

become popular, and must congratulate the manufacturers on producing an article which is a credit to Canadian manufacturers.

**AMYLOCARBOL.**—A mixture composed of 9 parts of carbolic acid, 150 parts of soap, 160 parts of amyl alcohol, and water enough to make 1,000 parts, is designated amylocarbol.

**CHLORAL-CAFFEINE** is a soluble compound of chloral and caffeine (*Phar. Centralb.*), obtained by uniting in an alcoholic or aqueous solution by process claimed to be patented.

### WANTS, FOR SALE, ETC.

*Advertisements under the head of Business Wanted, Situations Wanted, Situations Vacant, Business for Sale, etc., will be inserted once free of charge. Answers must not be sent in care of this office unless postage stamps are forwarded to re-mail replies.*

#### BUSINESS WANTED.

**DRUG BUSINESS WANTED.** MANITOBA OR British Columbia preferred. Can pay spot cash. All communications confidential. Give full particulars. Address Box 205, Omemee, Ont.

#### BUSINESS FOR SALE.

**DRUG BUSINESS FOR SALE IN A THRIVING town, N.W.T.** Stock consists of drugs and stationery, amounting to \$1,800. For information write to the CANADIAN DRUGGIST.

**FIRST-CLASS DRUG BUSINESS FOR SALE,** east of Toronto. Stock about \$6,000. Good reasons for selling. Apply to R., care of CANADIAN DRUGGIST.

**LONG-ESTABLISHED, PROFITABLE, AND** successful proprietary articles for sale. An excellent opportunity for a live man to secure good business, capable of great extension at very low figure. Apply to Box 20, office of CANADIAN DRUGGIST.

#### SITUATIONS WANTED.

**SITUATION BY DRUG CLERK, 4½ YEARS' experience;** can furnish good references. Am ready to fill position by the 15th inst. Address, D. W. H., care of this journal.

**SITUATION WANTED BY DRUG CLERK,** with about four years' experience; can furnish references from present employer, good dispenser. Address, H. S. FANNELL, 248 Alfred Street, Kingston.

**SITUATION WANTED AS MANAGER OR ASSISTANT,** by graduate of O.C.P. and Phm.B. Five years' experience, city and town. Good references. Moderate salary. Address, "Pharmacist," Angus, Ont.

**WANTED POSITION IN DRUG STORE BY A** young man with four years' experience. Best of references; strictly temperate. Address, W. O. HILAN, Walkerton, Ont.

**SITUATION WANTED AS DRUG CLERK;** three and a half years' experience; attended one term at Ontario College of Pharmacy; good references from present employer. Address, B. M. Copeland, 136 Catherine St., Hamilton.

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