

11. In small places the closing of the stores at regular hours sufficiently early to permit both proprietor and clerk to secure the regulation of eight hours' sleep.

12. The prevention of dry goods stores selling drugs.

13. Mutual assistance in case a pharmacist is sued for damages for an alleged dispensing error.

14. Fire insurance at a reduced rate on account of mutual assistance and the establishment of a home company. The Wisconsin pharmacists can tell you more about this feature of trade association.

These are but a few of the desirable objects that can be accomplished by a live trade association. The degree of success will depend on how earnest the members are in their work. A good cash balance will prove a valuable incentive to work and a fine lubricant for the wheels of commerce in various duties falling upon the association.

In conclusion, permit me to say that the pharmacist must remember that he is a tradesman in business as well as a member of a profession.

Friendliness in Business.

By J. E. Atto.

Many men go into business with the idea uppermost in their minds that all their prospective business associates are their enemies, to oppose them at every step of their career. While this is a wholly false and foolish view, it is nevertheless true that if a man pertinaciously holds to this belief, he is rarely disappointed in realizing its fulfilment. But he is thus making his way unnecessarily thorny and unpleasant. The surest way to make a man an enemy is to treat him as such.

It is grossly unfair to be suspicious of a man's attitude towards you in a business way until you have had just cause for suspicion. We have no more right to distrust a man's motives or actions simply because we do not know them than we have to assail his reputation because his past life is unknown to us. Many men make it a rule to look out for "No. 1" to such an extent that they disregard utterly the rights of everyone else. If they present a bill for payment and the bill is not immediately forthcoming, they will admit of no extenuating circumstances whatever for the creditor's failure to cancel the obligation. But these same men are the most indignant fellows in the town if they are pressed to meet a demand at a time inconvenient to them, although they seem to take especial delight in making arbitrary demands of a creditor, simply because he is under obligations to them. Not that they are hard-hearted blood-thirsty creatures, or anything of the kind. They would seem to show unkindness, or even impoliteness, to the same creditor should they meet him in other than business circles; but in the latter place they regard men simply

as units—things without soul, to be dealt with as factors of profit and loss, and not as men. They are acting continually as if on the defensive. Should they receive an uncourteous letter from one with whom they have to deal, they feel in duty bound to match it with one still more uncourteous, and it is a practice with them to put the most uncharitable construction possible upon a man's actions—of course he has some underhand scheme brewing. Some seem to expect infallibility of their business associates, and fail not to show their contempt of any shortcoming in some fellowman who but proves fallible to no greater extent than themselves.

We have often seen men who scrupled not to discommodate another when it would not have cost them the veriest trifle to be accommodating, and not because of any ill-will toward the one they so misuse, but evidently from a feeling that it is their bounden duty to oppose everyone and everything with which they come in contact. Such a man will not make friends should he continue in business a thousand years. The sooner he gets free from his distorted views of life in the office, shop, and counting room, the better it will be for him both financially and socially.

The man who has the most friends and the fewest enemies in his professional life, who meets with the most courteous treatment from his associates, whose obligations will be longest tolerated, who finds it the easiest to obtain favors, and who meets with the least friction in his daily routine, is the man who is ever scrupulously accommodating, charitable, friendly, courteous, and kind in his treatment of his fellows.—*The Western Painter.*

Botany as a Business Investment.

By F. M. Holmes, F.L.S.

The keen competition of the present day is gradually narrowing the circle of article which can be sold by the chemist only, for other trades with more capital can sell many of the articles sold by the chemist at a lower price. But in those which require a knowledge of science and of the art of pharmacy, he can, if he will, still find a chance of a livelihood, since in these he has fewer competitors. The writer does not propose here to refer to the sciences of chemistry, electricity, or physics, or to the art of pharmacy, but to point out to those about to enter the craft as apprentices, how to turn to the best advantage their opportunities during apprenticeship, with the view of acquiring botanical knowledge which shall be of pecuniary value to them when in business on their own account, and which may accordingly be looked upon as a good investment.

Unfortunately the majority of apprentices regard botany as a dry subject, to be studied only as a means of passing the examinations which bar their entrance into the craft, and to be relegated to the

time, at the close of their apprenticeship, when they shall enter a course of study in a school of pharmacy.

To such I would point out that the time (from October to the end of June) now given to a course of lectures in a school of pharmacy is insufficient to obtain a good practical knowledge of the subjects treated of, and that there are difficulties attending the effort to compress into a limited time the rapidly increasing knowledge of these subjects, which the apprentice does not realize. In the first place the lectures on botany and materia medica are taken concurrently, and consequently botanical terms must be used in the lectures on vegetable materia medica which the student has not yet had explained to him in the botanical lectures. He is thus not in a position to intelligently keep pace with his work. In the second place, if the brain has not previously been trained to work regularly during apprenticeship, the power of apprehending and remembering all that has to be learned is much lessened.

It is advantageous, therefore, during apprenticeship to turn leisure hours to account in order to acquire gradually: (1) a knowledge of all the indigenous medicinal plants within reach, as well as of any wild or cultivated plants known to be poisonous. The condition of growth, such as soil, shade, moisture, altitude, time of flowering should be noticed, and every organ of the plants described, the distinctive characters being underlined. A knowledge of the parts or organs of plants will thus be obtained which would render it possible to follow intelligently lectures on materia medica, and a habit of careful observation will be cultivated that will facilitate all future work. A knowledge of our indigenous plants would prove very useful in the midland counties, where a large trade is done in herbs by uneducated people, but which should be largely, if not entirely, in the hands of those who have botanical knowledge. These plants are not easily met with in or near very large towns or cities, but those who are apprenticed in the country have exceptional opportunities of becoming acquainted with them.

(2) An elementary knowledge of histology. To use a microscope properly, and to cut sections of plants for examination, and to learn how to apply chemical reagents to distinguish the different tissues, requires time. The apprentice should therefore endeavor to obtain this knowledge before attending a school of pharmacy. He will then have the more leisure to learn there in detail the structure of the more important drugs. In every case plants used in medicine should be chosen in preference to others to work upon (*Pharm. Journ.* [3], xvii., p. 236). Having, then, thus increased as far as possible the time available during the nine months to be devoted to study at a school of pharmacy, the student should endeavor at that school to learn how to recognize the characteristic features of the drugs, whether in the crude state or in powder,