

names of the plasters do not appear on the ends of the box, labels written by hand are affixed, to differentiate between them easily. When the contents of a certain box is depleted, that of another is put into the first. A box is utilized until worn shabby. If desired, a door can be provided for the case; it would seem superfluous, however.

This system is as simple as it sounds. It is therefore strange that in so many stores confusion in the plaster department is permitted to exist, when it may be eliminated so easily by various methods. It has been suggested that more plaster-boxes be permanently affixed to a shelf beneath the counter, slanting like a terraced lawn. The writer, for one, disapproves of any mode of arrangement that prohibits a box of plasters being laid before a customer. During this epoch of department-store pharmacy, and percentages to the clerks, careful purchasers feel it incumbent upon themselves to be ever cautious; and they feel a better sense of satisfaction if they see the source of the particular plaster they seek.

PRESERVATION OF PRICE LISTS.

Judicious buying is often greatly governed by price-lists. If a representative of a certain commercial house calls on you soliciting custom, he quotes prices; if you are not familiar with the quotations of his contemporaries, you refer to their printed enumerations of the same; thus you trade diplomatically. But are these very desirable price-records always just where a hand may be laid on them in a moment? Can you at all times find "prices current"? Is there system observed in their preservation; method that means money by saving time which a search would entail? Too frequently price pamphlets and sheets are tossed into a desk drawer amongst papers, books and a heterogeneous mass of advertising and reading-matter; necessitating tossing and turning to locate a certain list in a hurry. To obviate this annoying factor of neglected discipline, or want of thought, one or the other of the following expedients will be of service.

Let a number of pigeon holes in a desk or case be apportioned to these price announcements; each space to accommodate the lists of prices-current of certain firms, whose names would be indicated or suggested by alphabetical arrangement. Such compartments may be designed in a capacious drawer or small closet. Cigar or other small boxes could be saved up

just to preserve them, one box to contain the advertising of firms whose initial letters were A, B, C, and D, for instance, another for those whose names begin with E, F, G, and H. A systematic disposition of these price reports will be found a great comfort and a time-saving feature of business.

SALE OF PHOTOGRAPHIC CHEMICALS.

There are delights in winter photography. If you are not selling many chemicals or other requisites now, then make a few preparations for the future, for next spring. For instance, cull interesting data from photographic and other prints, formulas, suggestions anent exposures, developing, etc., and paste them neatly in a large book with a durable back. On the fly-leaf address the reader in terms that tell of your desire to prepare all recipes mentioned therein at a low figure; also, that you are capable and properly equipped to illustrate their application. Those formulas which you know for a fact to be commendable, mark so with a well-defined word or symbol. Do not become sponsor for any recipe the efficacy of which you are not certain. Solutions for which there is, or is likely to be, a demand, and which will keep well, should be prepared in advance.

Such a volume as these words suggest would prove a mine of interest and a fund of knowledge to the amateur camera enthusiast, and would be the means of inducing many a sale. Laid in a conspicuous position on the foremost counter, or on a small table, with a well-worded notice that its pages were for the people, its intrinsic value would be considerable.

HERB CONTAINERS.

One quart glass preserving-jars are good receptacles for loose herbs. They are usually rendered air tight by means of the rubber ring within the metal cap that fits over the mouth of the jar, and present a neat appearance. Odd numbers of these containers are easily procured, so that when one or more extra ones are wanted, it means but the matter of a few cents and a few minutes. In the case of tin containers, symmetry of size and style in shelf-ware is often sacrificed because of failure to get just what is wanted to conform with the pattern in use. Labels adhere well to the glass, and the extent of stock is always evident to the eye. Jars of one pint capacity may be employed as receptacles for herbs for which there is but a meagre demand.

COVERS FOR GRADUATES, ETC.

Square pieces of pasteboard of various sizes should be kept handy in a drawer, for covering graduates, precipitating-jars, beakers, etc., the contents of which must be temporarily protected from flies and dust. A few square or circular pieces should have small, round holes cut in the centre, one hole in each piece, in which to rest a small funnel while filtering a few ounces of a liquid into a graduate or other wide-mouthed vessel. Pharmacists of photographic inclination will find some suitable pieces of pasteboard used as protections to sensitized paper packed in envelopes.

UNCLEAN BOTTLES.

Unightly dark streaks are oft-times left in bottles washed with muddy hydrant water. This is a particularly unfortunate blemish when the solutions to be put into them are colorless. A bottle in which an eye water is to be dispensed should always be rewashed just before the solution is poured into it, and preferably with filtered water. A perfect cork, of good quality, from which not the smallest matter may be dislodged, should be chosen as a stopper.

TO CLEAN LABELLED BOTTLES.

In cleaning a number of bottles preparatory to wrapping, or exhibiting unwrapped, a small damp sponge to remove dirt or superfluous paste, and a small clean rag for polishing the glass, are superior to a damp cloth alone. The sponge can be guided along the edges of labels nicely and can be more quickly handled, especially after a little practice, and a higher polish can usually be given the bottles by the aid of the extra cloth.

LABELLING PAPER BAG PARCELS.

Not infrequently such substances as ground flaxseed, copperas and Glauber's salt are put first into plain paper bags, the package then wrapped in white or colored paper to present a better appearance, and finally a label affixed to the outer wrapper. This latter action a misjudgment. The label should be pasted on the *bag*; this is the more permanent envelope of the purchase; the outer covering will be discarded and with it the label.—*Merek's Report.*

Homocresol is the synonym of guaie-thol.

Arsenic Caseinate is a new preparation of arsenic recently patented in Germany