

How to Buy.

"Goods well bought are half sold" is one of those old saws which has been and still is largely misapprehended. The reason for this is not in the maxim itself, but in the manner in which it is applied. Some think that well bought means cheaply bought; others, again, apply the idea to quantity, and still others to quality. While I must say that the latter class comes nearest to grasping the real truth of the above saying, there is still one more point to be considered in buying, namely, the source of supply.

Quite a number of articles which the druggist of to-day handles are practically beyond his judging power as far as quality is concerned. We may be able to judge a cigar, a sponge, a fountain syringe, etc., and yet there are some points about these goods which only an expert can understand, and where the reputation of the house from which the article in question is bought has to stand as a guarantee of quality to the buyer.

A pedler sells us a quantity of fountain syringes; they are cheaper than we can buy from the jobber. The first syringe comes back within a day as unsatisfactory. We have nobody to fall back on. In a similar case the jobber would either repair or replace it; but what can the pedler do? Ten chances to one, he does not show up in that store any more.

Again, another instance. We buy a lot of sponges. Can we examine every one of them? No—it is impossible. Where, then, is the saving when we have to throw away 25 per cent. of the sponges thus bought? Buying such goods with the intention of selling them off cheap on a special sales-day looks all right at the first glance, but how does it compare with results?

From close observation I have found that people, as a rule, do not look for and do not expect bargain sales in a drug store; the goods, therefore, stay for some time in the store, and are sold and bought as regular stock. The lower price charged for these goods remains in the memory of the customer, and when that quantity of job goods is gone and an attempt made at selling regular goods at regular prices the people will resent the "increase in price," and, perhaps, withdraw their patronage.

And there is another point, which, although purely sentimental at first glance, still is so much interwoven with business that I think it worth mentioning, namely:

What protection does the pedler give us against himself? A legitimate jobbing house will, as a rule, not sell direct to the people and help us keep the profits. Will the pedler do as much? Indeed not! He will sell to anybody one-twelfth of a dozen at the dozen price, and thus deprive us of what is justly ours. So that the point is, Is it professional to patronize the pedler and is it profitable?

I believe that careful consideration and the perusal of my few remarks on that point will convince the reader that well bought applies, not only to price and quality, but also in no small degree to source of supply. With a good house to stand with its reputation behind the goods, offering quantity and cash discounts, the old maxim still stands that "Well bought is half sold."—*J. Diner, in Druggists' Circular.*

An Interesting Chemical Lecture Experiment.

We find the following in the *Chemiker Zeitung*: Pour into a test-tube 3 ccm. concentrated sulphuric acid, and let a similar amount of alcohol trickle down the glass and form a layer over it. Now, without shaking the glass, drop in a few little crystals of potassium permanganate. There follows immediately the development of small bubbles of gas, and in the course of two or three minutes there appear in the zone of activity or perturbation flashes of light, resembling lightning, and which reproduce in miniature all the phenomena of electrical discharges. This continues a little while, the flashes gradually growing stronger, when suddenly the liquids mix. By letting the tube stand perfectly quiet the phenomena will last an hour or more, with little pauses. If a longer pause than usual occurs, and the phenomena appears to have ceased altogether, give the tube a little shake and they reappear and continue *da capo*. The temperature of the liquids rises, but so little and so slowly that the increment is scarcely perceptible. The phenomena are not entirely explainable, satisfactorily, at least. Ethylene is probably first formed, and this, coming in contact with the nascent oxygen of the $K\ Mn\ O$ at the moment of separation, oxidizes, producing light phenomena without igniting the alcohol.

Tannopin is another name for tannon, a condensation product of tannin and urotropin which is used for intestinal catarrh.

Two Kinds of Men.

The American Machinist, of New York sends out a card which reads:

Some men won't advertise when they are busy—think it will last forever.

Some men won't advertise when times are dull—think the crack of doom is just about to the city line.

There are others who advertise all the time.

The latter attract inquiries and others, and in good times can pick what they want.

In dull times they get all there is going—the other fellow is out of business.

One is an optimist in prosperity, a pessimist in adversity, and a narrow-gauge weakling all the time.

The other is just a plain, common-sense business man.

What kind are you?

The Nourishing Part of Meat.

The only nutrient portion of meat is the solid part. Hence beef tea, although stimulating, has no food value. The only portion of the flesh of an animal which is possessed of real nutritive value is that part which has been alive and active before death. These living structures are not soluble; if they were, an animal which happened to fall into the water would dissolve like a lump of sugar. During life there is a small portion of nutritive material in solution in circulation in the body. After death this small amount of soluble food material is rapidly converted into excrementitious matter and as the skin, kidneys, and lungs cease their action, these poisonous substances rapidly accumulate within the body, the molecular or cell life of the body continuing some hours after death.

It thus appears that beef tea, as a French physician recently remarked, is a veritable solution of poisons. The only portion of the flesh which has any nutritive value is that which is thrown away in making beef tea or extract. The popular faith in beef tea as a concentrated nourishment has, however, become so thoroughly fixed and rooted that some time will be required to rid the world of this erroneous idea; but it is highly important that information upon the subject should be disseminated as rapidly and as widely as possible, for there is no doubt that many lives are annually sacrificed by faith in the superior nutriment value of meat juices.—*The Public Health Journal, New York.*