

Philadelphia, for dressing a drug store window. To gain a prize of this kind over all competitors in Canada and the United States is certainly something to be justly proud of.

A new company has been incorporated by Dr. A. E. Dickinson, formerly manager of the department of digestive ferments of Parke, Davis Co., of Detroit. The capital stock of the company has been placed at \$50,000, and it is contemplated to prepare a full line of pharmaceutical preparations and specialties originated by Doctor D. The headquarters of the company will be at Detroit.

Advice on Credit-Giving.*

"A retail credit man should know when to say 'No,' and should have the force of character necessary to say it; moreover, he should make the refusal in a way that will give no offence."

"It is a conceded fact that frequent settlements between debtor and creditor contribute to better profits in all lines of trade; whereas laxity in making credits and collections is the direct cause of a large portion of the failures of retail merchants throughout the country."

"The custom of allowing people of means to suit their own convenience in making payments has gradually grown until it seems to me that a reform should be instituted, and they should be taught that the mere fact that they are possessors of wealth does not entitle them to exceptional privileges, to the detriment of those not so fortunately situated."

"One should insist upon the payment of all bills in accordance with the terms of sale, and no necessary expense should be spared in forcing the wealthy delinquent to a settlement. He may take umbrage and withhold his patronage, but, in my judgment, accounts that require extra effort to collect are not desirable."

"Extreme care should be exercised in trusting people of narrow means, dependent upon moderate salaries, that are received with a regularity that renders continuous credit unnecessary, for the mere fact that they are seeking credit, except in rare instances, is evidence that they are living beyond their means. Extravagant habits are a more prolific source of loss than dishonesty, and, of course, should be discouraged at much as possible."

"Credit should always be refused to those who spend their income before it is earned, and the man who drinks to excess or gambles should not be allowed to buy goods on the promise of future payment, notwithstanding family connections, which often play altogether too important a part in crediting."

"As a rule, no incentive is offered by the retailer in the way of discount or re-

duction in prices for cash or prompt payment of bills. If he would offer a concession for prompt cash, it would work to his advantage, by indicating who are his best customers, and at the same time providing him with cash with which to discount his bills."

"Some small tradesmen do not send out bills promptly on the first of each month; consequently, they have great difficulty in securing the money due them, which operates to their disadvantage, with those from whom they make their purchases. It naturally leads to the impairment of their credit and may finally accomplish their ruin."

"The advantages of the cash system, however, are not all with the merchant. He shares them with the consumer, who is able to satisfy his wants cheaper and is spared the temptation of living beyond his means, which is always placed before him where credit is too easily obtained."

Ancient Remedies.

Perhaps the most ancient of medicines is hops, which were used in the dual capacity of an intoxicating beverage and as a medicine in 2000 B.C. This is attested by pictures of the plant on the Egyptian monuments of that date.

Creosote was discovered in 1830 by Reichenbach, who extracted it from the tar of wood.

Potassium was discovered in 1807 by Sir Humphry Davy.

Alcohol was first distinguished as an elementary substance by Albucasis in the twelfth century.

Scheele discovered glycerine in 1789.

Nux vomica, which is nearly as old, is the seed of a tree indigenous to India and Ceylon.

Peppermint is native to Europe, and its use as a medicine dates back to the Middle Ages.

Myrrh, which comes from Arabia and Persia, was used as medicine in the time of Solomon.

Hemlock, the extract of which killed Socrates, is a native of Italy and Greece.

Iodine was discovered in 1812 by Courtois, and was first employed in a hospital in London in 1825.

Ipecac comes from South America, and its qualities are first mentioned in 1648 by a Spanish writer, who refers to it as a Brazilian medicine.

Ergot is the product of the diseased seeds of common rye, and is one of Hahnemann's discoveries.

Aconite grows in Siberia and Central Asia, and was first used as medicine by Storck in 1762.

Hasheesh, or Indian hemp, is a resinous substance produced from the tops of the plant in India. It has been used, as has opium, since Indian history began.

Caffine, the active principle of coffee, was found by Runge in 1820. Ordinary coffee contains about 1 per cent., Java coffee 4.25 per cent. and Martinique 6.25 per cent.

Arnica hails from Europe and Asia, but the medicine is made from artificial plants grown for that purpose in Germany and France. *Public Health Journal*.

Food Values of Nuts and Fruits

Blanched almonds give the higher nerve or brain and muscle food, no heat or waste.

Walnuts give nerve or brain food, muscle, heat and waste.

Pine kernels give heat and stay. They serve as a substitute for bread.

Green water grapes are blood purifying (but of little food value), reject pips and skins.

Blue grapes are feeding and blood purifying, too rich for those who suffer from the liver.

Tomatoes, higher nerve or brain food and waste, no heat, they are thinning and stimulating, do not swallow skins.

Juicy fruits give more or less the higher nerve or brain, and some few, muscle food and waste; no heat.

Apples supply the higher nerve and muscle food, but do not give stay.

Prunes afford the highest nerve or brain food, supply heat and waste, but are not muscle-feeding. They should be avoided by those who suffer from the liver.

Oranges are refreshing and feeding, but are not good if the liver is out of order.

Green figs are excellent food.

Dried figs contain nerve and muscle food, heat and waste, but are bad for the liver.

The great majority of small fresh seed fruits are laxative.

All stone fruits are considered to be injurious for those who suffer from the liver, and should be used cautiously.

Lemons and tomatoes should not be used daily in cold weather, they have a thinning and cooling effect.

Raisins are stimulating in proportion to their quality. — *Public Health Journal*.

Gleanings.

THE CHEMISTRY OF ASA-FETIDA.

The percentage composition of asafetida has been found by Polasek to be: Ether soluble resin (ferulic acid ester of asaresinol tannol), 61.4; ether insoluble resin (free asaresinol tannol), 0.60; gum, 25.1; volatile oil, 6.7; vanillin, 0.06; free ferulic acid, 1.28; moisture, 2.36; foreign matter, 2.5. The formula for asaresinol tannol was found to be $C_{24}H_{32}O_4 \cdot OH$. — *Archiv. der Pharm.*

EKA IODOFORM.

A mixture of iodoform and paraform has been named eka iodoform, and is stated to be an improvement in antiseptic properties on iodoform. Gottstein states that the eka iodoform is absolutely sterile and possesses antiseptic properties. Thoma has obtained favorable results with it in the treatment of wounds — *Pharm. Zeit.*, xlii., 483.

*From an address given by J. G. Cameron, before the National Association of Credit Men, at Kansas City, Mo.