

In defence of our own rights, and in order that you may take such means as you deem best to protect yourself and your patients, we advise you of these facts. We further respectfully request that in prescribing Fairchild's Essence of Pepsine, you will kindly send the prescription to pharmacists, of whom there are many, who will faithfully respect their legal and professional obligations to physicians and to the public.

These prescriptions, sealed and certified, are in our possession, and we stand ready to still further substantiate these statements.

Very respectfully yours,

[Signed]

FAIRCHILD BROS. & FOSTER.

In explanation of their action, a member of the firm states as follows :

We have suffered very great injury by reason of this substitution, especially in the case of our Essence of Pepsine. Endurance has now ceased to be a virtue, and we shall take aggressive steps to protect our interests.

The principal product of ours for which substitutes are most sold is our Essence of Pepsine. This preparation we originated sixteen years ago, and we may fairly say that it is to-day one of the best known and most used of pharmaceutical products. Time and time again we have detected druggists substituting inferior preparations for it. The attitude taken by these druggists showed very well that they fully realized what they were doing. When first charged with substitution, the druggist becomes very indignant, and is apt to state that "he does not do that sort of thing." "always puts up what the doctor orders," etc. Upon being confronted with the proofs, he then throws himself upon our generosity, and begs of us not to expose him, promising not to do so again. Here is a recent illustration. A doctor wrote that he had stopped using our preparations because, in endeavoring to prepare some milk with Fairchild's Essence of Pepsine he spoiled two gallons of it in a hospital, was greatly annoyed, and lost confidence in our products. Upon investigation we proved to the doctor the repeated substitution of another and inferior preparation supplied upon the hospital requisition, which plainly called for Fairchild's Essence of Pepsine.

Another instance : One of the most prominent doctors in New York wrote a prescription which called for Fairchild's Phenolated Essence of Pepsine." The druggist made some mixture with creasote, and the patient's complaint of ill effects caused the doctor to investigate, when he discovered that liberties had been taken with his