

pharmacist who is full of his business. One of the vital essentials of successful advertising is that it shall contain originality and individuality. It is not enough to go to the physician, or to send advertising matter to him. Write and press him to come to your store at any and all times to suit his convenience. Keep every nook and corner of the store in a condition ready to undergo the closest eye of your most particular doctor-customer. Treat him royally when he comes. If he seems interested, show him the store, upstairs and down, in and out, before the case and behind. Frankness breeds confidence. See that the physicians meet and know personally all of your prescription men. Accommodate the doctor by any legitimate means within your power. It is well to make it plain to every physician that you aim to, and will carry in stock any particular kind of drug he may want to prescribe, if he will inform you of his preferences. What if he is overly particular (another name for cranky) if you gain his trade, and with it that of his patients, and you can well afford to 'put yourself out' to please him. All these different phases go to make up a successful business."

Bed-bugs are difficult to exterminate, on account of their habits of concealment. Kerosene has been found useful, and the cheapness of the article, combined with its harmless character, recommends it for general use. By macerating a few pieces of alkanet root in benzine or kerosene, a liquid is obtained of an attractive red color, which may be flavored with cassia oil or a combination of cassia oil and citronella oil, as desired. This is put up for sale in 8 oz. and 16 oz. bottles fitted with sprinkler tops and appropriately labeled. Corrosive sublimate applied in watery solution, as is often done, is worthless. Oily compounds are most effective, as they penetrate the breathing pores, choking and poisoning the bugs at one operation. A satisfactory all-round insecticide for insects of this class could

doubtless be prepared by making a solution of camphor in strong carbolic acid, the resulting liquid to be introduced into all crevices by injecting with small syringes or oil cans. Similar combinations of camphor and turpentine will suggest themselves to those interested.

(Extracts from American Druggist and Druggists' Circular.)

### FURNITURE POLISHES AND CREAMS.

The amount of these preparations used annually is very considerable, and, with a little effort, there is no reason why the druggist should not be able to command at least a portion of this trade.

The polishes most generally sold vary widely in their composition and utility, and it is difficult to devise a formula for any one polish to give uniform satisfaction. Formulas are, therefore, given for a number of polishes and creams, any one of which produces a tolerably good article.

Perhaps the most widely-known and generally used of furniture polishes is the one commonly designated as

#### "CHEMICAL" POLISH.

Linseed oil .....	40 parts
Alcohol .....	4 parts
Vinegar .....	16 parts
Antimony chloride .....	2 parts
Ammonium chloride, Spirits of camphor, as .....	1 part

Place the oil in a large bottle, and add successively the antimony chloride, the spirits of camphor, the vinegar and the alcohol, part by part, and with constant shaking; when thoroughly incorporated add the sal ammoniac.

This, perhaps, as an "all around" polish gives better satisfaction than any other. The following simpler formula has, however, during the trial of some four years proven very satisfactory. It is sometimes sold as

#### ACME FURNITURE POLISH.

Boiled linseed oil .....	4 pints
Alcohol .....	2 pints
Turpentine .....	1½ pints
Antimony trichloride solution ..	10 drs.

Mix the linseed oil and the turpentine;