

his preferences. What if he is overly particular (another name for "cranky"), if you gain his trade and with it that of his patients, you can well afford to "put yourself out" to please him. All these different phases go to make up a successful business.

It goes without saying that all packages should be wrapped neatly, and labels written plainly, with no doubt whether five is five or three.

Put up an ironclad rule that as far as consistent yourself and all your drug store will not be allowed for a moment to counter prescribe. One such patient refused and sent to a physician does more to bring that doctor's business to you than hours of talk.

The sum and substance of the whole prescription business is to have a high ideal and bend every effort to attain it.—*National Druggist*.

Prompt Payments.

The National Druggist, in a recent issue, says: There is no one thing that helps a business man more than a reputation for the prompt payment of bills. It makes his custom desirable and sought after, and the competition for it among rival jobbers oftentimes enables him to buy much more advantageously than another man can who is known as "slow pay."

It is better, if you cannot otherwise arrange it, to borrow the money from your local banker with which to meet your bills as they become due, than to let them lag behind and increase, until your jobber grows uneasy, and begins to wonder whether or not he will ever collect the account.

It matters not how well off you are, if you are in debt for any considerable amount, and through negligence or some other cause you have allowed the time for its payment to go by, you are under more or less moral obligation to the man whom you owe, and to that extent you are not free to buy where you will.

This the jobber knows, and is, perhaps, one of the reasons which induce him to extend your credit. He is aware that you will say: "Well, these people have been very kind to me, they don't push me for money, and I can't afford to go back on them."

Now, the purpose of the jobber in granting you these indulgences is to make you feel that you are under obligations to him, and he will be pretty apt to use the opportunity which is thus afforded him to put off on you some undesirable goods, or to charge you a little more than he would if you paid promptly and owed him nothing.

Every business man calculates on losing a certain percentage of his charged sales.

It is not the jobber who bears this loss, for he has already considered it, just as he has his rent and other expenses, when he put the prices on his goods, but it falls

on those retailers who honestly pay what they owe.

An account, however, against a man who is known as "prompt pay," who, perhaps, discounts his bills, is justly regarded as being as safe as money in a bank, and, therefore, the jobber can afford to, and will, give him inside prices.

The Druggist as a Business Man.

The question which now seems uppermost in the professional mind is that of higher education. There is an unmistakable tendency in our schools toward an extension of both the time and the curriculum, and all reports that come to us from the various pharmacy boards record the adoption of more stringent methods of examination, which will call for more extended attainments on the part of the candidates for registration. There is no prospect that the path to the practice of pharmacy will ever be less difficult than it is at present; the indications all point the other way. While this good work is going on, and all efforts are concentrated to one end, is there not danger that some of the essential qualifications for the practice of pharmacy will be overlooked? Is there not danger that the graduate will become so well grounded in the decimal scale of grams and centigrams that the demical scale which runs dimes into dollars will fall into neglect? In other words, how is the pharmacist to obtain a business education? In a business world, where the failures are said to bear a ratio to the successes of nineteen to one, is it not within the bounds of propriety to insist upon an acquaintance with the rules which govern commercial transactions? It may be said that such knowledge may be gained from a preceptor. But are the majority of preceptors competent instructors in such matters? The fact that the man is in the drug business, and has an apprentice, cannot be accepted as evidence that he is a successful business man. There are many brilliant successes in the ranks of the retail druggists, and there are quite a number of equally brilliant failures, and it is feared that the former are not numerous enough to furnish separate educational institutions for the instruction of the throng of embryo proprietors, upon whom we must depend for the future conduct of our drug stores. The subject is one which may well engage serious attention. It is believed that there are many successful druggists who take pride in their success, and are disposed to give others the benefit of their ideas. The druggist as a business man is a subject which is far from exhausted. The purchase and selling of goods, book-keeping with its debits and credits, the arrangement of the store, the advertising, the treatment of clerks and customers, and the stoppage of many little leaks in the money drawer, are themes upon which much can be said and to which thorough attention should be given.—*Notes on Pharmaceutical Products*

The "Warren Hastings."

The following poem by Mr. J. F. Kellock, druggist, of Perth, Ont., well deserves a place in *THE DRUGGISTS'* pages:

[The British troop-ship, "Warren Hastings," was wrecked off the Island Reunion on January 14th, 1897. It was pitch dark, stormy, and the rain falling in torrents. She had on board soldiers and others to the number of 1,232 men, and in addition a number of women and children. She struck a rock at 2.20 a.m., and after the first alarm the most perfect discipline prevailed, although the men knew that the ship was fast sinking, yet they stood in ranks between decks quietly waiting while the women and children were being landed.]

The Storm-King was abroad that night,
And marshalled well his forces;
He laid his plans with awful skill,
Commanding wind and rain at will,
And laughing at destruction.

Fierce and yet fiercer grew the storm,
And higher rose the water;
The sky was hid, the lightning flashed,
The wind howled loud, the thunder crashed,
And rain came down in torrents.

The troop-ship "Warren Hastings" staunch,
Was speeding o'er the sea.
On board was a brave and daring crew,
And a regiment of British soldiers true,
With wives and little children.

She felt the storm, it tried her sore,
But gallantly she faced it;
With wind and wave she fought for life,
And seemed a winner in the strife,
But fate was sad against her.

She strikes the rock with frightful shock,
And all looks wild confusion,
Till high above the storm is heard
The officer's commanding word,
And soldiers quick obey it.

On battle field 'gainst fearful odds
Oft have the British soldiers,
Stood firm and fast while shell and shot
On comrades brave destruction wrought,
And dead lay thick around them.

But here's a scene their courage tries,
Beyond the field of battle;
With ranks as straight as on parade,
In silence facing death they stayed,
While wives and children landed.

And thus 'tis now as it has been,
When duty calls or danger;
Britannia's sons will never fail
In nature's storm or bullet's hail,
To uphold the nation's honor.

J. F. KELLOCK.

Perth, Ont., Feb. 4th, 1897.

New "X" Rays.

Professor E. Friedrich, of Elbing, Prussia, informs the Vienna Academy of Science that he has discovered some new kind of rays, by which it is possible to determine definitely whether death has taken place. Professor Friedrich maintains that these rays, which he calls "Kritikstrahlen," are so sharp that they pass through the body almost in a moment, and produce pictures on the photographic plates differing according to whether the body is dead or living.—*Daily Chronicle*.