

Frederick Stearns & Co.

Short Talks on
Pharmaceutical Subjects.

No. 9.

An Argument in Favor of Assayed Fluid Extracts.

WHEN a man pays a dollar for 20 pounds of sugar he expects to get 20 pounds of sweetening material, not starch or inert substance. Similarly, when anyone pays a dollar for a pound of Fluid Extract, they expect to get a dollar's worth. In other words, when one pays \$1.00 for a pound of any given fluid extract, the medicinal virtue of which is represented by, say, 1 per cent. of active principle, another sample containing $\frac{1}{4}$ per cent. of the same constituent is certainly not worth more than one-fourth that price. This stands to reason. The same argument holds good for other drugs the therapeutic value of which can be established by assay. External appearances and other physical characteristics are extremely deceitful, and hence the careful pharmacist will see to it that his shelf goods—and we speak more particularly of fluid extracts—shall be of guaranteed standard strength. Now the finest-looking specimens of drugs are by no means always the best, for such may often be almost inert in active principles, while actual experience has shown that poor-looking drugs frequently produce the best fluid extracts. The proof of the pudding is the eating of it; the proof of the value of a given drug or galenical is the actual examination, when practical.

We believe that we are especially entitled to the confidence of the pharmaceutical profession, having made the assay of alkaloidal plant drugs a special study. Our line of Assayed Fluid Extracts can always be relied upon to correspond with the label, and purchasers can be assured that they will not pay for anything they don't get.

Fluid Extracts may be briefly defined as fluid preparations of drugs so prepared as to represent the drug in the proportion of fluid part for solid part taken. To secure this result it is obvious that (1) correct methods of exhaustion must be employed; (2) proper menstrua must be used, and (3) skilled labor employed to conduct the process from beginning to end. As a general thing, we believe that most manufacturers who have complied with the above requisites feel that they have done their duty, and that their products ought to be satisfactory.

Now, we do all the above and still more. We purchase only the highest grades of drugs from selected samples, from first hands only, and in such large quantities as to warrant being "standard" and uniform in character. Moreover, our finished preparations are assayed, thus insuring the fluid extract to be a true equivalent therapeutically of the prime drug itself.

Thus our Fluid Extract of Coca is adjusted to a standard of 0.5 per cent. of Cocaine, whereas we have found fluid extracts of this drug on the market to contain as little as 0.1 per cent. of the alkaloid; hence one pound of our make at \$1.20 per pound is worth five pounds of the lower strength product; or, inversely, if the 1 per cent. article is worth a certain figure, ours is worth five times as much. The same point might be justly made in regard to Fluid Extract Aconite, Belladonna, Hydrastis, Ipecac, Nux Vomica, and others too numerous to mention here, which are standardized in definite relation to the active principles present, by recognized methods of assay.

In short, Stearns' Assayed Fluid Extracts are perfect ones, and strictly represent the drug, fluid part for solid part, and are the true equivalents, therapeutically, of the drugs they are made from.

A special feature of interest and value are the back descriptive labels on our packages, which furnish instructions for the extemporaneous preparation of syrups, tinctures, wines, infusions, etc., thus obviating all need of special formula books. The front label has a broad gold border, similar to the shop furniture labels, and is very elegant and attractive.

We allow a discount of 40 per cent. from list on fluid extracts, and in fair sized orders we pay the freight.

FREDERICK STEARNS & CO.,

Detroit, Mich.
New York City.
London, Eng.

Manufacturing Pharmacists.

WINDSOR, ONT.

Canadian Druggists' Exchange

Offers For This Month

INTIMATE BY NUMBER THE ONES
YOU WISH DETAILS OF.

No. 1 is a \$2,000 stock in a city of 15,000. A good chance for a young man to work up. Stock is offered cheap. County of Brant.

No. 2 is a \$4,500 stock in a city of 10,000 population, averaging from \$15 to \$20 per day. Silent partner wishes to retire. This will be found a very inviting offer upon investigation. Terms to suit yourself. County of Lincoln.

No. 3 is a stock of \$2,000 in a town of 3,500 population, averaging from \$7 to \$10 per day cash. Ill health forces principal to retire, and a good offer is held out. County of Brant.

No. 4 is a \$6,000 stock in a city of 20,000 population in British Columbia, averaging over \$20 per day cash. The owner, owing to ill health, offers special price and invites inspection. A very inviting proposition.

No. 5. The proprietor of three proprietary medicines which have a fine sale offers them owing to his advancing age. They pay a profit of \$3,000 per year, and that with almost no effort to push them. A first-class credit is established throughout Canada with the newspapers and no hitch can possibly occur. The formulae, letters patent, stamps, etc., etc., are offered for less than half their value and at a figure upon which 30 per cent. can be cleared the first year.

No. 6. Is a request from a purchaser to procure him a stock of not over \$2,200 in a town of from 1,500 to 4,000 population, where the sales average decently, and the town is not overdone. He has cash and security to put up for anything which suits him, and desires early response to this enquiry.

No. 7. Is an enquiry by a medical man for a drug store doing at least \$10 cash a day, and where an opening presents to practice his profession. Price no object so long as place suits.

Vendors' blanks for description and details of their offers furnished free by this office.

Two stores were sold this month during interval of issue of journal. Parties (vendors or vendees) have many advantages by using this office as a medium to secure their wishes, and at a minimum expense of time and money.

Letters must enclose stamp for reply, otherwise they will remain unnoticed. Address

DR. W. E. HAMILL

ROOM 11

JANES BUILDING, TORONTO