

value of all the tinctures in his store, and also note the amount of the same which he sells each month, he will come to the conclusion that about the dearest stock in his whole establishment is found in his tincture bottles.

I have thought this matter of sufficient importance to invite the attention of our members to it, and more particularly of the younger ones. If the conclusion to which I have arrived be correct, it is manifest that most of our stores are arranged to suit the business that was carried on a generation ago, and that the modern drugstore should have fixtures and arrangements widely different. Indeed, were I to fit up a new store at the present time, it would be altogether unlike any drugstore I have ever seen, for I should make ample provision for many articles that are now crowded away in closets without sufficient room for convenient handling, and should reduce the space allotted to galenical preparations and powdered drugs to at least one half of what they now occupy.

The question may be asked, if these galenical preparations, crude and powdered drugs deserve to be assigned to such a subordinate position in a drugstore, what preparations should take their place? This question must be answered by each man according to the business which he is doing; but, in a general way, I would suggest that many of the goods which we sell are unduly crowded in our cases and closets, lacking proper display, and so meeting with smaller sales than they would have had if seen to better advantage. The newer pharmaceuticals, such as gelatine and sugar-coated pills, tablet triturates, hypodermic tablets, various forms of suppositories, bougies, etc., should be more conveniently placed and even displayed. Much more room should be given to the storing and displaying of atomizers, syringes, inhalers, and all the modern appliances for medication. The pharmacist's own preparations—legitimate pharmaceuticals, not quack medicines—should be displayed so as to attract attention and secure sales.

It is not necessary that I should pursue this matter further. My intention in preparing this paper was simply to call attention to the fact that times are changing and in a certain sense we should change with them. Many remedies highly esteemed thirty years ago are fast going out of use; new remedies, and new forms of administering old ones, have come into use, and if we would keep up the business end of our calling as other traders do, we should keep the new articles to the front, at least to a sufficient extent to show the public that we have new goods and that we are live business men. Having done this, I content myself with leaving this stray thought chiefly for the benefit of the younger members of our body.

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What a Collogo of Pharmacy Does for a Drug Clerk.

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This title refers to the average Drug Clerk.

Not to one of those extraordinary persons for whom nothing can be done.

But for the ambitious, enterprising, average Drug Clerk, a College of Pharmacy can do much, and the work and training it provides will be invaluable to him.

A young man who is confined to the routine of business life, and consequently looks at things more from a business than from an educational standpoint—as, owing to the conditions which maintain, a clerk in a drug store more or less does—soon finds study irksome, and is not inclined to extend his investigations beyond the apparent necessities of the business.

In the early part of his career in the drug business the work and service of the drug clerk are of a character that demand most of his time and afford him little opportunity for study, investigation or experimentation, even if he be so inclined.

What time he has to himself is as a rule too limited to permit of his making constant and extensive progress in study. Such inquiries as he is inclined to make, as to reasons, rules or purposes in pharmaceutical methods, often those about him are either too much engaged to answer or have long since forgotten the answers, if they ever knew them.

Such conditions as these will soon check and stifle any ambition to know more than the bare necessary facts of the business. Thus the young drug clerk fails to lay a good pharmaceutical foundation, his professional ability is dwarfed and future success restricted.

As he rises higher in position in the store the business makes a less pressing demand upon him for study, and consequently he studies less, depends on observation, previous experience and short cuts in Pharmacy more, rather than study out principles and details.

Thus he is induced to make his knowledge of the business more or less superficial, rather than extensive and fundamental.

He imitates, not originates, depends on practices rather than is guided by principles; is more thrifty than thorough, more sagacious than studious, more clever than capable.

What study he does engage in is apt to be irregular and disconnected rather than regular and systematic.

The Drug Clerk's remedy for all these most unsatisfactory circumstances and conditions lies in a good College of Pharmacy education.

In such an institution his environments and the influences brought to bear upon him, will be in many respects different. He will be taught how to study. His flagging energies will be stimulated. If possible, a deep interest will be awakened.

Road before the Kings County Pharmaceutical Society, Brooklyn, N. Y., April 10, 1894.

His attention will be directed to methods and measures calculated to bring about the best results in the shortest time and surest way. He will be taught and have carefully explained to him the fundamental principles and requirements of the art he is to practice. He will be guided, encouraged and stimulated in his efforts to make himself a thoroughly capable Pharmacist.

In studying pharmacy, chemistry, botany, materia medica, microscopy, etc., at a College of Pharmacy, a student is led along carefully, steadily and regularly from simple principles to advanced investigations and ripe conclusions.

He is under the guidance, instruction and discipline of men who have each made an extended study of the subject he teaches; and each makes it his profession to know more about that subject than the average pharmacist does or can.

By study, experience and training each teacher has qualified himself to most advantageously present his subject to the student, has learned what difficulties are usually met and how to overcome them, the advisability of dwelling upon certain points, and the unwisdom of doing so upon others.

The college student usually deals with a subject in four ways—he reads it, hears a lecture upon it, is quizzed upon it and has laboratory practice in it.

By these means, he is thoroughly drilled in it.

By the dependent and sequent character of the college instruction, the student is taught to adopt orderly, thorough methods, and to employ deductive reasoning.

The right kind of help afforded him at the right time, as dictated by the experience, observation and knowledge of the teacher, begets in the student confidence, interest, energy and often even enthusiasm in his study and work.

The association with other students oftentimes begets life-long and cherished friendships, and is sometimes a material aid toward a social position.

The examples afforded by the teachers, learned in their various branches of Pharmacy, often have a very salutary effect on the Drug Clerk's life and future.

While there is always room at the top, it is usually crowded at the bottom. What takes little or no effort, there are always many ready to seize. Human nature seeks a sincere. That which is the result of long, careful and special training is most likely to be at a premium. As a rule, the more extended and laborious the process the higher the premium.

The more thorough, capable and successful a man becomes in a given line of work, the more difficult to replace and invaluable he becomes in it, the nearer does he stand in it; is the master of its rewards, having mastered it.

But in order to secure such results he must avail himself of every opportunity and advantage, must find his deficiencies and remedy them; his weak points and strengthen them; his strong points and increase their potency.

Therefore the intelligent, wise drug clerk turns to a College of Pharmacy as the means to secure all these desirable ends; as the place which can and does do all the foregoing good and great things for its students—for the drug clerk.