

Many of those analytical procedures introduced during the past few years have proven worthless. But it is just as well to realize that certain others have stood the test and have proven priceless to the man who desires to diagnose best and treat best his patients.

There is a feeling among many of the older practitioners that the field of laboratory work is for them an impossible field. This is not correct. For the really valuable test may be easily carried out by the ordinary practitioner with but little study, which he will find absorbing; with but little expense, which will prove a good investment for the future, and with very little trouble or loss of time, which will more than repay for the slight effort he will put forth.

Where do you stand? If the ink on your diploma dried many years ago, it is not even yet too late to insure your future. Even though you may never have looked through a microscope nor held a test tube in your hand, it is easy for you to learn. Purchase some of the more valuable and inexpensive bits of apparatus and the smaller and more practical guides, and you will have no trouble. Many others, even the older men, are doing this and are becoming enthusiastic in the work. I have carried on a large correspondence with men who are fitting themselves in this line of work, and am always willing to answer questions, providing return postage is always enclosed. I have demonstrated that the little laboratory in the physician's office is just as reliable as the one with marble walls and mahogany desks or nickel-plated apparatus. Though asphalt pavements do not lead to success, the feeble rays of a tiny lantern may illuminate many a stone which would otherwise stub the toe. Step by step one goes a long way. Avoid the big books intended for the student and research worker and the encyclopedia with its countless embroidered descriptions, where much whittling of the bark would be necessary to reach the pith.

Secure the simple but necessary apparatus. Start your work not by idle reading, but by carrying out the tests, and soon you will marvel at your progress. Stick to it. It will pay you. It will save you. Your neighbor's "bosh" will be but as the kick of the ass and will not kill. Do not have the temerity to kick against the pricks.

Save your patients and your future. To-morrow the whole world will be awake. To-morrow, just as you are in the prime of your practice, do you wish to be shelved as incapable? It is in your journals and your books. Short talks with your colleagues will drive home the truth. Do not eat and do not sleep until you have made the start.