

Business Maxims.

Mark Twain says you may put all your eggs in one basket, in spite of the proverb, but "you must watch that basket." This means, whether there is one basket or more than one, that careful watching is indispensable to successful business.

It used to be said: "Of all ships avoid partnership." But that depends on your own peculiar genius, and your selection of a partner.

The two most successful men of business this country has produced never made their plans public. To tell your plans in advance will either let others get ahead of you, or make the plans worthless.

Rome was not built in a day, nor will anyone, unless it be one in a million, get rich in a day. As Longfellow says: "Learn to labor and to wait."

Don't think you have found it all out in one year of experience, for some things you never thought of will occur later.

Be reasonably cautious, but be not over-cautious. Not to move until you are absolutely certain is to dismiss all profit.

The business instinct, like the poet's gift, partly born; but diligent study improves it.

The colloquial advertiser makes each reader feel that he is personally addressed, and not made one of a multitude. A brisk talk is therefore more influential than a labored essay.

To make your customer feel that he has made a pleasant visit, as well as a good trade, is a paying investment.

Some people sell well who cannot buy well, and *vice versa*. In a wise partnership the two functions are divided.

One shelf of last year's goods may add a stale flavor to the store.

An impatient clerk may undo half his best work.

Do not yield to peevishness or sarcasm over a customer's criticism. Your side of the counter must be dedicated to politeness.

What your rivals do you should know; not for comment, but for instruction.

Do not say too loudly that you are selling the very best goods ever known at the cry lowest prices ever offered. Perhaps you are, but it is better to make your claims seem more probable.

An advertisement is not made merely to say things. It ought to convince the reader that they are true.

A dealer who does not know from day to day just how his business is going, is like a captain who is ignorant of navigation taking a vessel to sea.

Antiseptic Dressings and Surgical Accessories.*

SUBLIMATE GAUZE, 1 PER MILLE.—Purified gauze, 100. Moisten in a solution of sublimate, 0.1; sodium chloride, 50; distilled water, 120; glycerine, 20. Subject to pressure for some hours, then dry in the dark.

SUBLIMATE GAUZE, 2.5 PER MILLE.—Purified gauze, 479. Moisten uniformly with a solution of corrosive sublimate, 1, vaseline oil, 20, ether, 200. Place in a jar, press to distribute the liquid uniformly, and dry.

ARNICATED COURT PLASTER.—Made as the above, medicating the second half of the basis with tincture of arnica, 50. Other medicated taffetas may be prepared, such as iodoform, boric acid, phenol, on similar lines. French taffeta differs from court plaster (known on the Continent as taffeta d'Angleterre) in being spread on gold heaters' skin.

ANTISEPTIC PAPERS.—Tissue paper or cigarette paper is employed for medication. *Carbolic Paper*: Hard paraffin, vaseline, of each 2; phenol, 1. Melt, and dip the paper in the mixture. *Salicylated Paper*: Hard paraffin, vaseline oil, of each 50; salicylic acid, 1. Melt, and dip the paper in the mixture. *Sublimate Paper*: (a) Sublimate, 2; distilled water, alcohol 90 per cent., of each 500; glycerine, 50. Moisten blotting paper with the solution. (b) Sublimate, 20; boiled distilled water, 1,000, glycerine, 50; blotting paper, *q. s.* Moisten the paper, and dry in the sun. *Hæmstatic Paper*: (a) Solution of perchloride of iron, 18; alum, 1. Moisten absorbent paper in the mixture, and dry. (b) Sulphate of aluminium, 2; hydrate of aluminium, benzoic acid, of each 1; solution of ferric chloride, 6; distilled water, 4. Apply hot with a brush to the surface of absorbent paper.

ADHESIVE ANTISEPTIC PLASTER.—Gum acacia, 15; distilled water, 55; salicylic acid, 1. Paint cigarette papers with this mixture.

ANTISEPTIC COLLODIONS.—These are used as applications to wounds to ensure healing by first intention. The majority of the medicaments, such as iodoform, phenol, iodol, may be simply dissolved in official collodion. The following is the formula for *salol collodion* of Ferrier and Perdire: Ether, 225; alcohol, 90 per cent., 25; pyroxylin, 10; salol, 10; serves as a type for other medicated collodions.

*From the *Bulletin General de Therapeutique*, (P.A. J.)

STEATINES.—In preparing these a large piece of wet parchment paper is laid upon the smooth surface of a table and wiped dry with a cloth. A piece of gauze is laid on this paper, and on this the nearly cold ointment is painted evenly with a brush, a uniform smooth surface being finally obtained by means of a warm spatula. *Boric Steatine* 10 per cent.: Benzoated suet, 70; benzoated lard, 20; powdered boric acid, 10. *Carbolic Steatine*, 10 per cent.: Benzoated suet, 90; carbolic acid, 10. *Sublimate Steatine*, 0.2 per cent.: Benzoated suet, 900; benzoated lard, 50; sublimate, 2; alcohol, 90 per cent., 50. *Sublimate Steatine*, 1 per cent.: Benzoated suet, 85; benzoated lard, 5; sublimate, 1; alcohol, 90 per cent., 9. *Mercury and Carbolic Steatine*: Benzoated suet, 35; mercurial ointment, 50; carbolic acid, 5. *Ichthyol Steatine*, 10 per cent.: Benzoated suet, 80; benzoated lard, 10; ichthyol, 10. *Iodoform Steatine*, 10 per cent.: Benzoated suet, 85; benzoated lard, 10; iodoform, 5.

ADHESIVE AND ANTISEPTIC PLASTERS—*Carbolic Plaster*: Simple adhesive plaster, 19; phenol 1. *Salicylic Plasters*: Simple adhesive plaster, 95; melt and add a mixture of salicylic acid, 2; lard, 3; *Iodoform Adhesive Plaster*: Lead plaster, 65; suet, 10; gum dammar 7; pine tar, 7; Venice turpentine 1; melt, cool, and when nearly set, add iodoform in finest powder, 10. *Iodoform Adhesive Plaster*, 20 per cent.: Lead plaster, 35; suet, 6; yellow wax, 6; gum dammar, 6; pine tar, 6; Venice turpentine, 1; melt, and when nearly cold, add iodoform in finest powder, 25. *Iodol Adhesive Plaster*: Lead plaster, 65; suet, 3; yellow wax, 7; dammar, 7; pine tar, 7; Venice turpentine, 1. Melt, and when nearly cold, add powdered iodol, 10. *Sublimate Adhesive Plaster*: Corrosive sublimate, 2; alcohol, 90 per cent., 10. Dissolve and add castor oil, 15, and pour into adhesive plaster, 100. *Iodoform Rubber Plaster*, 20 per cent.: Dammar 15; benzoated suet, 30; anhydrous lanoline, 20, rubber, 5; glycerine, 10; iodoform, 20; benzine (to dissolve the rubber), 45. *Boric Rubber Plaster*, 20 per cent.: Dammar, 20; benzoated suet, 25; white wax, 15; rubber, 8; anhydrous lanolin, 12; boric acid in powder, 20; benzene to dissolve the rubber, 72. *Ichthyol Rubber Plaster*, 20 per cent.: Dammar, 5; benzoated suet, 5; yellow wax, 5; rubber, 2; anhydrous lanolin, 3; ichthyol, 5; benzine to dissolve the rubber, 18.