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# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JANUARY 7, 1909

No. 1

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES:

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

## Re Photographs for "Era Album" Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

### FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.  
McMonagle & Rogers,  
Ex-Pres. N. Y. State Phar. Assn.

When additional photographs of partners and clerks are sent, each one should have written on it the name of the subscriber who sends it, as well as the name of the person in the photograph.

### Cabinet Photographs Only

The style of photograph we require is the so-called "Cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA,

For Era Album 90 WILLIAM ST., NEW YORK.

Conditions in the drug trade remind us of that critical moment in a ball game when both teams gather around the home plate to wrangle over some close decision, and just as everybody expects to see a free fight the foghorn voice of the umpire rings out those welcome words—PLAY BALL!—and the players hustle back to their places and the game proceeds.

Hard times are productive of discontent. Poor business, slow collections and small profits are irritating, and the cause for much dissatisfaction. It is the oil of prosperity that makes the wheels of contentment run smoothly. With the outlook for good business growing brighter and brighter it is about time that the drug trade should stop talking, forget its troubles and "get busy," or in the ball players' vernacular it is time to "play ball."

In offering this advice we want to say that the ERA proposes to take it unto itself. If the other fellows want to continue their wranglings and hot air discussions over the N.A.R.D.'s theories, the A.D.S.'s cut prices, the Manufacturers' discounts, the Jobbers' duplicity and the Retailers' ingratitude—they are welcome to the field.

As for ourselves, we have our hands full to carry out our plans for giving the drug trade a live, up-to-date weekly publication, and to help everybody—but particularly the retail druggists—to take advantage of the tide of prosperity which is surely coming in. These are our resolutions for the New Year and we hope that our motives will not be misunderstood, for in our feeble way we are anxious to do what we can to promote peace and prosperity, and to assist every reputable business house in the drug trade to cross the "home plate."

## PLACES OPTOMETRY ON A HIGHER PLANE.

There can be no doubt of the earnestness of the opticians of New York State in their efforts to elevate the standard of their profession if the new rules and regulations, which became effective January 1, can be taken as a criterion. In the educational requirements the qualifying requisites compare favorably with those governing preparation for the practice of medicine or pharmacy, being in one respect, at least, more stringent than the latter, for thirty regents' counts are necessary in order to enter a school of optometry, while only fifteen are needed to gain admission to a school of pharmacy in New York State.

The new law exempts from operation physicians and persons who sell optometrical goods, so that it

will not interfere with the sale of these goods by pharmacists who carry them as a side line, except that they cannot examine the eyes or prescribe glasses without qualifying as optometrists. Druggists doing a certificated business in optical goods will find their trade increased and the public will have more confidence in the opticians who are permitted to hold certificates, for it is notorious that many charlatans have at times masqueraded as opticians to the detriment and suffering of their victims. The law will surely send the quacks to other pastures where they can probably do less harm than they have accomplished in tinkering with the human sight.

#### THE SODA FOUNTAIN'S JANUARY ISSUE.

The January issue of *The Soda Fountain*, now in press, contains over sixty pages of advertising, by far the largest number of trade announcements exclusively for the soda fountain trade, ever carried by a trade publication.

In addition to the large number of these pages the quality of the advertisements is worthy of special mention. The cover of the journal is printed in four colors from process plates, with a grade of workmanship and material equal to that of any of the popular magazines. Inside of the covers the most conspicuous advertisement is the sixteen page section of the Liquid Carbonic Company printed in two colors on India tint, coated paper, making one of the most attractive advertisements ever seen in a trade publication.

Following this in quantity is the eight pages of the L. A. Becker Company; then comes the J. Hungerford Smith Company with three pages, including the back cover. There also are innumerable announcements in pages, half pages and smaller spaces, altogether offering the buyers of the soda fountain trade the greatest collection of wares to select from that has ever been brought together in a single issue.

There are three points in connection with this edition that should interest all manufacturers who supply goods to the drug trade.

For the past year the soda fountain houses have been timid about advertising. The larger houses have their representatives in all parts of the country and they are in a position to forecast business conditions. By coming forward at this time so liberally with their announcements they show, in a most practical and emphatic form, their confidence in the return of prosperity. This should be encouraging to all firms who sell their goods through the drug trade.

Secondly, it is a significant fact that most of the soda fountain manufacturers spend the volume of their advertising appropriation on the dealers. A few of them advertise to the general public, but most of these houses advertise only to reach the dealers. In other words, they depend upon trade advertising for their success and some of them are successful to a remarkable degree. This shows most conclusively that trade advertising pays, and that it pays to advertise to the drug trade. If the soda

fountain supply houses can get such results through the trade journals by advertising, does it not stand to reason that the manufacturers of drugs and chemicals, pharmaceuticals and sundries and all other lines handled by druggists can accomplish the same results, if they but know how to go about it?

The third point to which we desire to direct attention, is the quality and the quantity of trade advertising which these soda fountain firms are doing. It is admitted that the manufacturers of the soda fountain trade are the most liberal, most progressive and most successful of all the business houses who seek the trade of druggists. Some of them have been at it for a great many years and new ones are following their example every day. These soda fountain houses have proven beyond all question of a doubt that it pays to advertise to the drug trade, and if the manufacturers in other lines would follow their example, by using liberal space and spend their money for good copy and attractive designs, they would secure equally large returns.

There never was a period in the history of the drug trade when it was more timely for manufacturers to cultivate the dealers, and there is no way in which these manufacturers can keep in friendly touch with the druggists except by advertising in the drug journals. The wonder is that more manufacturers who have large appropriations for advertising, and who fully appreciate the value of advertising, have not recognized the importance of spending more of their appropriations for cultivating the good-will of the dealers who handle their goods, instead of trying to force these dealers into line by advertising to the general public. This latter reminds us of the old saying, "that you can lead a horse to water, but it is quite another task to make him drink."

#### FIRST CASH AWARD IN ERA COMPETITION.

Interest in the ERA's *Cash Prize Competition* should take on fresh impetus in view of the fact that examination of the articles submitted by the competitors has already begun, with a result that the first award is made in this issue to O. R. Norris, of South Whitley, Ind., as will be seen by reference to page 6. It should be borne in mind that this Cash Prize Competition is open to *everybody*, without restriction except as stated on advertising page 6 of this issue of the ERA. This is a splendid opportunity for druggists and others with ideas to benefit the various branches of the trade and at the same time participate in the cash prize distribution.

In the desire to obtain the most useful suggestions possible the ERA has made the Competition *free to all*, not even limiting participation to our own friends, the feeling being that they would benefit by any acceptable contributions which might emanate from outsiders.

If anyone says that the souvenir post card fad is dying away, either gradually or otherwise, it is only necessary to point to the enormous numbers carried in the holiday mails, some of the post offices having been fairly and literally overwhelmed with them. In the Brooklyn (N. Y.) Post Office the glut of post cards amounted to more than two millions and

the service was seriously hampered. One of the chief causes for the reports of a decline in the popularity of the souvenir cards was the overproduction in Germany and the failure of the demand to increase with the more than phenomenal growth in the fact that over-savagine manufacturers had expected. Souvenir post cards have come to stay and druggists who are handling this line need have no fear of its future.

Some of us who think we are dissatisfied with the drug business are in fact merely dissatisfied with ourselves.

For adulterated drugs and fake goods go to the store of the man who is everlastingly blowing about honesty being the best policy.

Don't wait for opportunity to knock. Leave the door open and have dinner ready.

Occasionally a druggist who has a reputation for being "very deep" and "highly educated" is merely dull.

William J. Mooney, of the Mooney-Miller Drug Company, of Indianapolis, born in Indiana, but as his name would indicate, of Irish parentage, took a trip last summer to the land of his ancestors. Before starting, an Irish porter in his employ asked him if it were possible to visit his old mother and let her know how her lad across the sea was getting on. Mr. Mooney gave his word to do so, and drove across country several miles to the cabin of the old dame, a typical Irish woman, in a typical Irish cabin.

"The heartiness of my welcome," said Mr. Mooney, "is not to be described. When I told her of her boy she overwhelmed me with endearing epithets. I was the dear man, her boy's boss, and she began looking about her scantily furnished place, the poor woman, to make me a present. My son was with me, a dignified young collegian, and the present, she said, should be for him to take with him to America. The place was so bare that I was pretty sure that I should not be burdened with a gift, when just at that moment a sow with nearly a dozen pigs came round the house into the front yard.

"'Tis a pigzie ye'll have,' said the old woman, 'to take to America; a rare Irish pig. Sure there's not the likes of it in your country.'

"She started out to catch a pig. Meanwhile my young man was a picture. He was fancying, doubtless, how he would look walking up Meridian street, Indianapolis, with an Irish pig under his arm. Three or four lads joined the old woman in trying to capture the prize. Round and round the cabin they went. The prospect of capture seemed quite remote. Finally I told her I had to drive down the road a few miles and that when I returned I should stop for the pig. I did not return, and I do not know whether that pig was ever captured or not. It was a fine white pig. The old woman, in the greatness of her heart, with true Irish generosity, was willing to give me a very large part of her possessions."

Field mice destroy crops on hundreds of acres of land every year, and in the centers of population the ravages of rats entail a direct loss of \$20,000,000 annually. In addition, the rat excites grave apprehension because of its agency in distributing the dreaded plague and other diseases. Investigations conducted by the Department of Agriculture and the Marine Hospital Service have prompted the authorities to send out a warning against field mice and house rats.

Although losses by field mice have proved a steady drain on the resources of the American farmers and nurserymen, yet only occasionally and over limited areas has the damage been so great as to attract special attention. The extent of the destruction of crops by mice in the United States has never even approached that in Europe, where they have overrun

whole provinces, leaving ruin in their wake. During the past year, however, a native species infested the alfalfa fields in Humboldt Valley, Nevada, in such multitudes as to destroy nearly the whole crop. Out of the twenty thousand acres of alfalfa in the valley fifteen thousand acres were a total loss, so that the fields had to be replowed and reseeded. During the past year the Biological Survey sent two assistants to Nevada for the purpose of conducting experiments and demonstrating to the ranchmen the best methods of destroying the rodents.

As the result of trials with various poisons it was found that sulphate of strychnine on chopped green alfalfa, or when that is not procurable, on alfalfa hay, is most effective poison. Even on ranches where the number of field mice reaches the astonishing total of twelve thousand to the acre, relief was obtainable by careful and systematic poisoning at the cost of only 70 cents per acre. By means of the combined efforts of the farmers of the valley, using methods devised by the survey, the number of mice was finally so greatly reduced that the hawks and owls, gulls, herons, ravens, skunks, badgers, weasels, foxes and coyotes which had assembled early in the outbreak and killed at least forty-five thousand mice a day, were able to take care of the remainder and prevent them from doing serious damage, thus furnishing an important object lesson as to the usefulness of these destroyers of rodents when

permitted to do the work they are fitted by nature to perform.

The rat continues to cause great losses throughout the United States. During the last year an attempt was made to ascertain the approximate damage done to property by this rodent in the cities of Washington and Baltimore. Many business men were interviewed, including dealers in various kinds of merchandise, feeders of horses, managers of hotels and restaurants, and manufacturers. The inquiries included all sections of the two cities and both the small and large dealers. Data were obtained from some six hundred firms and individuals, from which it was estimated that the annual loss from rats in Washington is about \$400,000; in Baltimore, upward of \$700,000. Assuming, as is probable, that similar conditions obtain in all our cities of more than one hundred thousand inhabitants, the damage by rats in these centers of population entails a direct loss of \$20,000,000 annually. This enormous sum gives an idea of the still greater total loss inflicted by this rodent throughout the length and breadth of the land.

Boards of health and the Marine Hospital Service in several maritime cities have been making active war on the rodents, and large sums have been expended in efforts to effect their extirpation. No one method has proved adequate, and only by concerted, systematic and persistent efforts is it possible to reduce and keep down their numbers. The rat-proof construction of buildings, the constant use of traps and the use of poison wherever possible will go far toward assuring public safety.

Several bacterial cultures for the extermination of rats and mice are on the market, and many experiments have been undertaken with a view to fully testing the claims made for them, especially the degree of communicability. When the culture is fresh and the vitality of the organism is unimpaired a large percentage of the rats eating the infected bait sicken and die. Thus far, however, experiments have not proved that the disease produced by the cultures is contagious. On the contrary, it appears to be limited solely to the individual rodent eating the bait. Hence the cultures appear to possess little or no advantage over mineral or other poisons whose cost is much less and whose certainty of operation is much greater.

Dr. Wiley, in his recent lecture before the New England Society at Orange, N. J., treating pure food matters in a humorous vein, declared that hard cider had a great deal to do with the spiritual uplift of the Pilgrims. Although they



WILLIAM J. MOONEY,  
of Indianapolis.

had no still in the backyard like the Kentuckians and Tennesseans, they learned that when the cider was exposed to air ice was formed, and then developed "the blessed applejack." The inhospitality of a Puritan winter Dr. Wiley ascribed as the cause of death of John Harvard.

"Thought doesn't control digestion," continued the speaker, "but digestion controls thought; but if we keep ourselves right we won't have dyspepsia or indigestion. There is such a thing as eating too much. I thought of that when I looked at your menu. A great many die of starvation, but a great many more die of overeating. If I had my choice I'd die of overeating. I always have had a prejudice against starving to death. There is no such thing as brain food. Some one asked a man if fish was a good brain food and was told yes and advised to eat a couple of quail."

"The New England men had their place, although so far as I know my ancestors never came over in anything. But when we Westerners wanted to go to school we went to New England, and it was that element of education which led the Westerners to go back and found schools and universities."

A good one has just come to light on Gov. Joseph W. Folk, of Missouri. In the windup of the Senatorial primary campaign, when the Governor was making three or four speeches a day in a closely contested county north of the river, and a county, by the way, which is supposed to be as dry as the painted desert of Arizona, his throat became slightly irritated and sore. Arriving at a small town on his route he sought a drug store.

"I want a bottle of witch hazel," he told the proprietor. "It is the best remedy I know for a sore throat."

The bottle was wrapped up and handed over to the Governor. Driving on the next appointment he forgot all about the medicine until that night. As he was about to retire he thought of it and concluded to gargle his throat. A mouthful out of the supposed bottle of witch hazel was like so much liquid fire. The contents of the bottle were just plain whisky of the variety sold by drug stores in local option counties.

And the Governor, in telling the story, protests that he never even winked at the drug store man when he ordered the witch hazel.

Prof. George Hempf, head of the German Philology Department at Stanford University, announces that his study of Etruscan inscriptions proves that the Romans and Etruscans spring from the same Trojan races. From his study of old German ruins he has been able to decipher the Sabellian inscriptions of the Etruscans. Professor Hempf's discovery that the Etruscan language is closely related to Latin proves the old tradition that after the fall of Troy the Trojans migrated to Italy. It demonstrates that "Virgil's Æneid" is a historical document. It is said that this new knowledge will cause a rewriting of most of the books on Latin and general Indo-European philology.

Dr. Don Hughes, of Toledo, Ohio, head physician of the Modern Woodmen, reports that while in Columbus recently he had an X-ray photograph taken of the chest and abdomen of Ira J. Salvage, a United States soldier, who has two hearts and who made an application for admission into the Modern Woodmen. Salvage is young and, so far as outward appearances go, is in perfect physical condition. He has two hearts, only one being in active use. Both are perfectly formed. His appendix is located on the left side, and there is a similar transposition of all other organs.

That there are fortunes in patent foods is shown by the fact that Standen Paine, late managing director of Benger's Food, Ltd., who died recently in England, left an estate of the gross value of nearly two million dollars. Another partner in the business, J. Benger, who died early this year, left an estate of almost equal value.

Of Chinese incense the average price per catty (one and one-third pounds) is about as follows, according to the *Consular Reports*: The Shi Shang (musk), first quality, 9 cents; second quality, 7 cents. The Mong Shang (putchuck), first quality, 10 cents; second quality, 9 cents. The incense is made into sticks about six inches in length, the Shi Shang being black and the Mong Shang yellow. It is of universal

use and is manufactured in almost every city and village throughout the empire. The ingredients forming the composition of the incense, which are principally from the south of China, are as follows: Elm bark, cloves, oilbalm, patcheck, sandalwood dust, garoo, laka, aniseed, musk, orange peel, galanga, dried ginger, sajanwood, rhubarb, myrrh, cassia and camphor.

Dr. Doyen, the famous French surgeon, while insisting that old age is not always desirable, points out a way to increase one's years on this earth. In the course of an interesting essay, he says:

"There is little satisfaction in adding ten or twenty years to one's life when one is old. Man's aim ought to be to add as many years to his youth as he possibly can by hygienic and other methods. Vitality once lost cannot be regained, not to its full extent, at least."

"On the other hand, we should try our utmost to preserve our strength and to remain young. Now that medical science has under control infectious diseases, the physician will enter upon his true mission, that is to prevent disease by forestalling the deterioration of man, physically and mentally."

Many of the "fly" drug clerks who find it impossible to hold a job for any length of time may soon find a fitting occupation as aeroplane aviators—and if they come down with a dull thud, they never will be missed.

Here is an experience reported from Missouri: "Last Monday a man of the county went into a drug store in Liberty and took a bottle of hog medicine, thinking it was a pint of whisky he had ordered on a doctor's prescription a little while before. He was taking five other men to dinner and each took a drink of the bottle and all became seriously sick, and it was all the doctors could do to bring some of them through. The experience is sad for the men, but extremely sad for their families."

"Harry told me he was going to propose to a girl I knew last night."

"Yes, and he'll never do it again."

"Why, who was the girl?"

"I, and I accepted him."—*Trenton Times*.

Europe now has 125 universities, with a total student body of 228,721. Next to Paris and Berlin come in point of attendance Budapest (65,511), Vienna (62,051), Moscow (58,601), Madrid (51,961), Naples (49,181), St. Petersburg (46,521). The cost of maintaining the nine universities of Prussia has increased from 1860 to 1906 from \$9,550,000 to \$40,080,000, or an increase of 313 per cent for running expenses, says the *Independent*. In addition new buildings and the like have cost a further \$24,020,000, Berlin alone requiring nearly \$7,500,000.

Berlin is fast becoming for Germany what Paris is for France, the overwhelming centre of university life. In addition to its \$220 matriculated students, about seven thousand others are permitted to attend lectures, making a total of only a thousand less than the reports claim for Paris. In general the universities in the large centres of population increasingly attract the greatest number of students in Germany. Munich has now 7943 full students, Leipzig 4341, Bonn 3209, while the smaller university towns report no corresponding growth.

Even greater is the growth of the technological institutes. There are ten of these in Germany with a total enrolment of 15,790 matriculated students. Through the influence of the Kaiser these schools have now been placed on an equality with the universities.

The woman contingent is now 2824 in the universities, of whom 320 are matriculated. In 1900 the number was only 664. Naturally Berlin leads with 771, but no Prussian university will matriculate a woman or admit her to examinations. This right she has in all but Rostock, in Mecklenburg.

The number of students in the Italian universities, according to late statistics, is 27,700, while in 1893 it was only 21,870, so that there are now eighty students to every 100,000 inhabitants. The greatest increase is in the law department, from 5,630 in 1894 to 9,424, while rather remarkably the medical department has gone back from 6521 to 4731 during these years.

## Why the "People's Own Pharmacy" Failed.

By Emma Gary Wallace.



It was their first business venture, and bravely the new sign announced that it was "The People's Own Pharmacy." They had hesitated long over the name, until Madge Holworthy pointed gaily to the two certificates which decorated the only available wall space, and declared that

*Whereas*, The fortunes of this enterprise were to be jointly guided by two individuals, one Madge and one John Holworthy, for the benefit and well-being of themselves and the multitude, and

*Whereas*, It was to be a business of the people, for the people and by the people, that

It should be known as "The People's Own Pharmacy."

Young Holworthy had suggested that "The Constitutional Pharmacy" would not be inapt, but Madge feared that some people might war factions and think that tonics and nerve builders and brain foods were hinted at, and at the last-mentioned even the government might take offense. He had laughingly agreed. He generally did agree with most of the ideas of this bright little life partner of his.

He might not be as clever at some things as she, but there had not been a man in college who was acknowledged to have a clearer, more analytical mind or a more retentive memory than Husky Holworthy, as the boys called him. The elusive, scientific problems which puzzled the other students had been as a, b, c to him, and Madge Graham had not been the only Co-ed, who had secretly considered him a marvel. She had graduated in the same class, and when in the course of another year a quiet little wedding had taken place every one agreed that it was entirely compatible.

The People's Own Pharmacy was the result of some saving on the part of both, a small patrimony of a few hundred dollars that belonged to Madge, and a good-sized mortgage on the Holworthy homestead up among the New England hills. Two tired, worn people had talked the matter over and over, and after days and nights of worry had decided that it was their duty "to give John his chance."

It had taken years of toil to clear the debt on the rocky place and they looked forward to an old age of comparative freedom from worry, but in the great city John—their John—would soon make his fortune and then he could pay off the obligation and do much for them besides.

### Establishing Public Confidence.

The store had been open a week and John Holworthy began to realize that it would take time to establish public confidence in his business. The profits so far had been small and he did not like to acknowledge to his wife that the rent, the light, the heat and their living expenses were making alarming inroads into their dwindling bank account. They must be frugal. Next day he was to furnish bondsmen for license and Sub Post-Office, and much as he disliked to ask a favor, he decided to see if Brown would go surety for him. Brown was prosperous and had political aspirations. He would not refuse. In the morning he visited Brown's office and the matter was speedily adjusted.

Business at The People's Own Pharmacy was now in full swing. Little by little the daily sales increased. Women and men liked to make their purchases of the bright-faced young pharmacists. No crowd of smokers loitered about to make women hesitate to enter. Mothers sent their children, assured of extra attention and correct change, and the neighboring doctors began to know that the new drug store was to be relied upon for accurate and high class service.

The letters which went to the anxious old couple in the hill country were full of enthusiasm and cheer. "We did right to give John his chance," they said lovingly, as they proudly studied the samples of his labels which bore his name—the name they had given him.

The People's Own Pharmacy had been open to the public

just five months and the books showed an encouraging condition of affairs. Brown had dropped in for a cigar and to ask his usual question: "How are things coming?"

The proprietor was enthusiastic and so was his wife. Brown went out. It was the third time he had been in that day, and when an hour or so later he appeared again even Holworthy wondered, "What is on your mind?" he inquired, jocularly.

"Is your wife around?" Brown asked abruptly.

"Just gone out," returned the man behind the counter. "Why?"

"Oh, I just wondered, that's all. Women are sometimes a bit fussy, you know, and I wanted to speak to you on a little matter of business. You see, it is this way," he continued, uneasily biting off the end of his cigar and leaning one elbow on the show case, "some time ago I made an investment calling for considerable money. I used all my spare cash at the time, and the money that I expected to keep the matter going is delayed. I find that I am short temporarily. Election uncertainty and general business depression, you know, and unless I can raise a little at once I shall lose all I have put up. Own this place, don't you?"

Holworthy nodded. There was a twinge at the thought of the farm where the old folks waited.

"I thought so. Now as a matter of accommodation if you would sign a note with me I can raise the money, know right where I can put my hand on it. I shall soon be able to release you and take care of the deal independently."

### Yielding to Temptation.

Holworthy looked startled. The idea of signing notes always had been associated in his mind with things to be avoided. What would Madge think? It was a bit flattering, however, to have Brown come to him!

Brown saw and interpreted the look. He lighted his cigar at the swinging gas torch and turned to go.

"Of course, if you do not care to oblige me it is all right," he said stiltedly. "There are plenty who will willingly do it, only I thought you might like the idea of a little reciprocity."

Holworthy winced. "What is the amount you want to raise?" he asked hoarsely.

"Only five thousand, and that for a week or so at the most, to tide me over."

On the other side of the street a slight far-abled figure was coming briskly toward The People's Own Pharmacy. She must not know, and this should be the last time. If Brown should win out in the election it might mean—

"I'll do it," he said hastily. "I'll be over to the office in the morning."

"All right," returned Brown heartily; "much obliged—so long!" and tipping his hat to Mrs. Holworthy as they passed in the doorway through which he hurried out.

It was six months later and the front doors were locked for the night, still the proprietor lingered. How could he tell the wife whose days were so happy with the thought of their prosperity—the whole shameful truth! Tomorrow the business must pass into other hands. *Brown had not made good.*

It was told at last and Madge Holworthy stood there in the cheery prescription room like one who had received a death blow.

"I had thought," she said bitterly, "that we were partners, not because I had a few paltry dollars invested, or because my certificate hangs beside yours, but because I am your wife! Every wife is entitled to her husband's full confidence, and if he withholds it, wittingly or unwittingly, he does her a wrong."

"John, your first error was in lack of frankness. To be sure, your idea was to spare me worry, but it was mistaken kindness. We might better have gone on one meal less a day and paid a regularly incorporated bonding company for our protection than to have asked any man to obligate himself. 'The borrower is servant to the lender,' and so it has proved in your case. Your independence was gone when you placed yourself under that obligation, and when you think of it you had no moral right to ask that favor of Mr. Brown."

### A Lesson in Ruin.

"It was a mistake to sign those notes with him. Your position was an embarrassing one, but, John, it was not honest to the parents who trusted you with their all—and, John, it was not honest to me. Don't you see," she cried in an agony of distress, "that you have thrown away our

opportunity, and that of others as well. My father used to say that it is always fair weather when any person comes to ask a money favor, and too often stormy weather when it is time to pay it. No man is so strong that a weak woman, if she is a good woman—may not make him stronger by her counsel and advice and moral support."

John Holworthy raised a white drawn face.

"You are right, Madge," he said brokenly; "you are right."

Silently they attended to the final duties of closing for the night and then passed out together, and for the last time locked behind them the doors of The People's Own Pharmacy.

## Prize Competition.

**First Award In Contest No. 3 Is Made to O. R. Norris, of South Whitley, Ind.**

The first award of prizes in the ERA Competition is made in Contest No. 3 to O. R. Norris, of South Whitley, Ind. Conditions of these contests, which are open to everybody, will be found on advertising page 6 of this issue of the ERA. Mr. Norris' paper follows:

### Organize an Orchestra of Your Own to Advertise Your Business.

Increasing and advertising your business by having an orchestra of your own is perhaps a little ultra-modern, but nevertheless the scheme has proven a good and profitable one for us.

About a year ago we organized the "Norris Pharmacy Orchestra" for the purpose of advertising and increasing our business. We selected young people in our city who could play, but who had never been brought together in an organization, and secured a leader to drill and instruct them. We furnish them all the music they can use; we give them a suitable lighted and heated room to practice in, and we supply them with anything they need in the way of new instruments or instrument repairing at wholesale price.

Our orchestra is composed of ten members, playing the ten instruments that usually go to make up a ten-part orchestra. We have a fine leather music roll for each one of the members, with our name upon it, also the name of the player to whom it belongs. Each member is given a nice lapel button with the word "Norris" upon it, and these are always worn by the members. We also have printed for each member a bunch of fine calling cards, with his or her name upon it, also the line "Member of Norris Pharmacy Orchestra." These the members are continually giving out to their friends, and even to strangers whom they meet and wish to exchange cards with.

So much for the orchestra and its members; now a few words as to how we make it a profitable advertising venture for the store.

We make a special effort in our soda fountain department during the summer, and make a strong and special effort for the holiday business during November and December, and on each Saturday evening during the soda season and also during the holiday season our orchestra is playing for us in the store from 7:30 to 10 o'clock. People have learned of this and it has become a common expression among the citizens of our city to say, "Don't forget to meet me at Norris' Pharmacy Saturday evening to hear the orchestra." On every occasion our store is crowded with people who come in to hear the orchestra, and nine out of every ten make a purchase before they leave the store. In a great many cases they come in during the following week saying that they wish some article that they saw in the store on Saturday evening while they were in hearing the orchestra play.

We secure dates for the orchestra for church entertainments, commencements, dances and quite frequently it plays at the local theater. We always make it a point to have the name appear upon all advertising matter, programs, etc., as "Norris Pharmacy Orchestra."

Every one of the ten members of the orchestra is a walking, talking advertisement for our store. They are all interested and drop a good word for us whenever the opportunity presents itself. We think we have thoroughly tested the merits of this advertising plan, and we are more than pleased with the increase of trade that it brings to our store.

The plan is very simple and not expensive and almost any druggist could organize a similar orchestra in his home town.

## Timely Publicity Hints.

### Advertising Designs and Plates.

Illustrations used in advertisements are printed from plates or stereotypes of plates prepared in either one of two ways. Illustrations made from photographs or other copy of which it is necessary to reproduce different tones, or what we may call grays, are known as half-tones. The copy is photographed upon a sensitized metal plate and this plate treated with chemicals which eat out the metal between the photographed lines and thus give a printing surface. In the photographic process, however, there is placed between the object to be photographed and the lens a glass screen. This screen is ruled with fine lines which, as may be demanded, run from sixty to two hundred to the inch. These lines are, of course, reproduced upon the metal plate upon which the lens projects the image of the original. It is through their reproduction that the image is split up or "toned" and thus the shades, lights or grays are reproduced in the final printing. In the average newspaper half-tone the lines may be discerned with the naked eye, but in the work of a finer grade, as in magazines, it is necessary to use a glass to distinguish the lines.

### Line-Cuts.

The other class of printing plates, such as those which reproduce drawings or hand lettering are called line-cuts. In these there is no tone, no grays. The advertisements from such plates as finally printed show only dead blacks and clear whites, the same as the original drawing. Line-cut plates are produced the same as half-tones except that the use of the screen is omitted.

### Self-Made Illustrations.

The foregoing explanations are intended to lead up to suggestions whereby the druggist who possesses even a little artistic ability or drafting ingenuity may prepare illustrations or novel lettering for his own advertisements. Should you desire to have a photograph reproduced you have only to send the photograph to the plate-maker and order a half-tone. Greater originality, however, may be secured by making your own drawings or lettering and then having them reproduced in line-cuts.

In making drawings for line-cuts your copy should be at least twice as large as the plate is to be. By the reduction in the making of the plate the imperfections of your drawing become less prominent and better blacks are secured. Drawings should be made on good, dead white paper with charcoal or dull black ink. If wide lines or thick letters are to be filled in, India ink and a bow pen should be used, or the blacks may not be dense and even.

### Drawing Suggestions.

The following suggestions are taken from line-cut advertisements which have been used so successfully as to prove their originality and advertising value.

### An Anatomical Wrinkle.

This line-cut, in its variations, has been used almost continuously by one dealer for years. It has become almost a trade mark for him. He drew a simple outline of the human form, of such general character that the representation was neither that of a male or female. There were no lines indicating any part of the body, except that the head showed facial features. Of this he had a line plate made with the figure ten inches high so that when reduced by half in the second plating it would fit a five-inch, single column space. He always has on hand a number of impressions from this original plate. He also has a line plate of a hand with index finger outstretched. From point of index finger to finishing line at the wrist this hand measures three inches. There are always on hand prints of this plate on thin, but opaque, white paper. To prepare advertising copy from these prints their originator takes one of the hand prints and cuts it out along outside lines. This he pastes over one of the prints of the human form so that the index finger has its tip resting upon the location of any specified organ of the body or feature, as may be desired. The pasting, pressing and drying of the hand in place require considerable care. Upon the white space within the outline of the hand the druggist letters whatever he may choose, but all such lettering has reference to a remedy for afflictions of the physical part at which the finger points. Thus, if the finger points to the throat or lungs the lettering



may relate to a cough remedy or plaster; if to the mouth, a tooth preparation; if to the foot, a corn cure or bunion shield, and so on. When the hand is properly adjusted and lettered a line plate is made from the combined copy. These line plates may be adapted to any space, with or without other matter. "F—'s man," as the figure is known to nearly every one in the county where it is used, is almost as much depended upon for seasonable medical advice as is the weather man for his prophecies.

### Eight Good Things.

This ad. occupied a nine and three-quarter inch, three column space, but a similar one will show up well in half the space. The groundwork of the design is a figure eight made of two rings. The upper ring is five inches in diameter. The outer edge is a black line one-eighth of an inch thick and the inner line one-sixteenth of an inch thick, a clear white space being left between them for lettering. The lower ring is six inches in diameter with both inner and outer lines one-eighth of an inch wide. The outer line of the upper and lower rings is cut out sufficiently to allow the rings to blend into a figure eight whose total height is nine and one-half inches. Upon the clear white circular space enclosed by the inner line of the upper ring are heavy black letters announcing "Eight good things." Within the space enclosed by the inner line of the lower ring letters of the same face, but smaller, say: "You will need no beauty doctor if you use our skin and hair specialties." The druggist's name and address follow. Within the body of the eight, upon the white space between the inner and outer lines, in plain, single stroke letters which stand out vividly from the remaining white space, are the names and prices of the druggist's own cold cream, massage cream, face lotion, hair tonic, scalp cleanser, toilet soap, toilet water and talcum powder.

The above suggestions may be used for any appropriate numeral or letter with any line of goods.

### A Whirligig.

This advertisement has been used in a four and one-half inch, two column space and also in a single column space. It is simply lettering drawn in a scroll or serpentine coil. The diameter of the type face space in the two column ad. is three and one-half inches. To prepare copy proceed as follows: Upon a piece of heavy white paper draw with a soft pencil a heavy line of the "pen-wheel" order. Start at a point one inch from a dot in the centre of the paper and draw so that at any point the line will be three-quarters of an inch from the nearest point of the line above or below it. Continue this scroll line until its farthest point from the central dot is three and one-half inches. Fasten the paper with this scroll upon it beneath the paper upon which the lettering is to be done, so that the lines of the scroll show through as a "black-line" sheet would show beneath unruled letter paper. Commence lettering at the outer end of this scroll line and follow inward until its inner end is reached. Any announcement of proper length may be employed, provided it concludes in such manner that a single prominent letter, street number or simple design may be used in the centre of the scroll. In drawing, the single space letters, such as e, should be one-quarter inch high and the capitals and stem letters three-eighths of an inch. The plate should be made half as large as the drawing for a two column space and one-quarter as large for single column. The reader of this ad. has constantly to revolve the paper from right to left as he reads from left to right. The general design with varied wordings has been used very successfully by a large concern.

### Why Line-Cut Illustrations are Best.

As a general proposition, half-tones are not satisfactory for newspaper advertisements unless the number of the screen, that is to say, the number of lines to the inch, is chosen with particular reference to the mechanical equipment of the printer and the character of the paper on which it is to be used. The stability of the press, its speed, and above all, the grade of paper and ink used upon it, have much to do with the results. The half-tone which will show up beautifully upon a magazine page may leave but a blot upon a news sheet. On the other hand, line-cuts, being in the same mechanical class as type, will stand the same kind of treatment. There are no cleaner, plainer or more artistic advertising news pages in the country than those of the *New York Herald*, and its designs are almost exclusively line-cuts.

## Fakes.

By Joel Blanc.



Whenever I feel so remorsefully that it is hard for me to decide whether my cranial cavity is filled with sawdust or soap, it is my custom to trip it through the tunnel and spend the day with Jack. I sit in his prescription room with my feet on his desk, consuming his smokes (except at noon, when I go with him to sample Mrs. Jack's good lunch) and between prescriptions we talk. Jack is half Irish and half Republican, while I am half Dutch and half Democrat, with a French name. As you are probably aware, two such

thoroughbred United Statesans can fight all day without spluttering any gore on the kalsomine.

Upon my last arrival via the tunnel I found that Jack was in that state of mind which appear to be growing more common with retail druggists. Something he had eaten the night before had pricked his ethical conscience and as a result he started off thuswise: "Glad to see you, Joel. What in thunder did you come over to bother me today for? Just sold a bottle of Zinkneck's Female Regenerator for Corus. Such business makes me ashamed of my profession. I feel that I am losing all my self-respect by being a party to the distribution of such fakes." At this point the conversation was interrupted while Jack filled a prescription for antydwessting with cataspasm carolina and put it up in a cardboard box so that it could be conveniently heated. Jack continued: "The dignity of the profession is being dragged in the mud."

Jack probably meant clay, as he had been referring to cataspasm carolina. "The public no longer believes retail druggists to be men of honor and intelligence, and yet, day after day, we go on handing out package after package of the rankest fakes that were ever put in material form. I feel that we druggists are becoming the modern Pariahs of the world." (Fine word is "Pariahs!") Jack has an extensive vocabulary at his command. "And this fakery runs through the whole business. We are selling second-wash perfumes as imported flower extracts, 'clear Havana' cigars at six for a quarter, and in spite of the pure drugs laws I'll bet the ground elm bark I have in stock is half wheat flour, for it makes fine label paste. Ugh! I feel like throwing off this cloak of hypocrisy and becoming an out-and-out street faker who sells two dollar fountain pens for a dime."

In the midst of the foregoing Dock came in. Dock is one of those fellows that you do not feel inclined to refer to as an "M.D." He is too human and sympathetic. Instead of a black string tie and a coffin-plate seal ring he wears a furlined coat and a cheery smile. He is one of those hearty, humane men whose very presence makes children feel better and whose bill it is a pleasure to promise to pay, some time. Dock likes to sit in Jack's room and help me consume the "clear Havana's" at Jack's expense. Whenever Dock is near I claim to have the pip, just to hear that cheerful man say: "You're all right. You don't need any medicine."

Dock is, however, true to his early and recent training and weeps because the retail druggists have sunken to the obfuscated depths of nostrumism without a prescription for it. It was therefore natural that he should agree with all he heard Jack say of the utter degradation of the drug business. In fact, Dock added: "I am glad that you have at last awakened to the perfidy and fakery of your position. The drug business is a blot on the world commercial, as modern pharmacy is a sore on the body professional."

Did Jack agree? Not for a wink! You don't know us Irish. "They are, hey!" yelled Jack so vehemently that the ether waves he set in motion knocked a graduate from the rack. "There is not a fake in the drug business but that you medical men are at least indirectly responsible for; but we have fought that out before and it's settled. Fakes is it! There are no more fakes in the drug business than in any

other business from Wall street to wall paper, and I'll give it!

"Look at this coat," and Jack lifted from the hook an old coat that he sometimes wears around the store. "I've had it four years and paid forty dollars for the suit. It was satisfactory in every way and it just won't wear out. All wool? Of course! At least so my tailor said. But let's see." Jack carefully removed ten consecutive threads from a frayed edge of the coat and laid them side by side upon the desk. Then he separately held each thread in the flame of a match. "Every fifth thread cotton and I bought it for all wool. How's that for fakery in the clothing business? But wait a bit! I got all I paid for. The suit proved to be worth the money and possibly my tailor believed that it was all wool. At any rate, I would not have paid any more for one that was all wool, and it would have given me no more desired service if I had. But if my tailor had told me there was cotton in this cloth I would not have had the suit at any price and would have accused him of all the crimes in the tailor's manual. And yet I did not get all wool as I believed I was getting, and in reality the suit was a fake."

"There's young Tom Ryan who works in the Erie yards. He is taking a correspondence course and at every meal eating a dish of ground bread crumbs and cheese which is advertised as a brain food. He thinks it is increasing his brain power and helping him in his studies to become an engineer. Fake? Of course it's a fake! But are not the grocery store shelves filled with just such fakes? At the same time, isn't it possible that Tom's faith in the stuff gives him added power to help himself? Did you not send in a prescription the other day for pills made from a simple mass, without a particle of active principle in them and tell me afterwards that all the woman needed was to THINK she was taking medicine? Was not that a fake, pure and simple?"

"Now, I don't know anything about the so-called mental sciences. I am not posted on the modern ideas of the power of mind over matter and all that sort of thing, but even among you physicians there are a whole lot who are delving in mental mysteries and abusing all sorts of medicine. But what I do know is that fakery taken at its general meaning, applies to all the commercial and professional pursuits of the world as much as it does to the drug business. It's true that the rest of the world is yelling 'faker' at the druggists and for that the druggists are themselves most to blame. I believe in the higher ideals for pharmacy, but I don't believe in the pharmaceutical profession going before the world with a wailing and gnashing of teeth, exposing and magnifying all its own shortcomings and seemingly asking for martyrdom at the hands of a lot of humanity who are worse fakers than the druggists and either don't know it or won't acknowledge it."

"Hasn't the average life-insurance policy got wrinkles and creases in it that none but a lawyer can find? Isn't it a fake? Are not cold storage chickens sold as fresh-killed Philadelphia poultry? Haven't your 'triple-coated' dish pans got so little tin on them that you can scratch through it with a thumb nail? Is not 'solid oak' furniture made out of chestnut? Is not your composition sidewalk a mere veneer of cement over a bed of cinders, a veneer that cracks with the first frost? Does anybody or anything come up to specifications? I am not excusing the standard of morals in either trade or profession, although I do believe that as a general thing every man in this world gets just what he pays for, no more, no less, and the fact that all humanity expects to get something for nothing isn't going to give it to them."

"You may say that druggists deal in life and death as no other business men do. Huh! There are a hundred times as many suicides and murders with blades and bullets as there are with poisons. There are more deaths from defects in railroads, elevators, boilers, scaffolds and live wires in a day than there are from fake medicines in a century, and they are defects caused by stinginess and carelessness. But you don't hear the machinists, manufacturers, builders and electricians yawning about the degradation and fakery of their fellows and trying to scare the wits out of humanity in general."

"Oh yes! All the druggists say shows their selfishness and self-respect and high ethical conscience, does it? And the same practices and claims apply to you physicians? From the way we talk about ourselves and each other one might think that all we had to do was to press the button and skoot

up the elevator cable. Reforms don't work that way. We have to wait for the elevator car to come and we get in without considering who the other passengers are. Nor are we going to reach our twenty-sixth story ideals by chucking ourselves down the ash chutes into the third sub-cellar. We of the medical and pharmaceutical professions are getting it in the neck from all the world simply because we punch each other and ourselves in the jaw so persistently that the public feels that the only way to part us and end the fight is to throw bricks at us by the load."

"The dignity of the profession! Bah! It's the first time that I ever heard that dignity was part of a Killikenny cat fight. And as for cleaning our own houses! We seem to be beating the dirty linen instead of the carpets."

"We not only do not desire to, but we can't and can't sell any large amount of really harmful medicine. The man who does soon has the cops after him. Where are all the thousands of our victims that we have killed or injured? There never were any such thousands. Their existence was and is a figment of our own imagination. The drug business is just as harmless, just as honorable, just as free from fakery as any business or profession in the world—and I'll knock your head off if you say it isn't!"

## NEW BOOKS.

- ALLBUTT, SIR T. CLIFFORD, M.D., and Rolleston, Humphry, M.D., eds. *A system of medicine*, by many writers. New ed., rev. with add., v. 4, pt. 2. New York: McMillan, 164-566 p. ll. 8°, cl. 86; hf. mor. 88.
- BROWN, DANIEL ROLLINS, M.D. *The baby: a book for mothers and nurses*. Boston: Whitcomb, Earrows & Co. c. 6-200 p. D. 81.
- BROWN, W. LANGDON, M.D. *Physiological principles in treatment*. New York: William Wood & Co. 352 p. 12°, cl. 82.
- GRAY, ASA. *New manual of botany: a handbook of the flowering plants and ferns of the central and northeastern parts of the United States and adjacent Canada; rearranged and extensively revised by E. Lincoln Robinson and Merritt Lyndon Fernald*. New York: American Book Co. c. 926 p. D. 80, 83.
- HEINE, BERNHARD. *Operations on the ear: operation for suppurative otitis media and its intracranial complications; revised and ed. from the 2nd German ed. by W. Lombard Murphy*. New York: William Wood & Co. ll. 8°, cl. 83.
- MATTHEWSON, C. H. *First principles of chemical theory*. New York: John Wiley & Sons, c. 7-123 p. 8°, cl. 81.
- PECKHAM, STEPHEN FARMER. *Solid bitumens, their physical and chemical analysis; together with a treatise on the chemical technology of bituminous pavements*. Chicago: M. C. Clark Publishing Co.
- SIMPSON, W. J. RITCHIE, M.D. *The principles of hygiene as applied to tropical and sub-tropical climates, and the principles of personal hygiene in them as applied to Europeans*. New York: William Wood & Co. ll. fold, plans, diagrams, 85.
- WOOD, HORATIO C. *Therapeutics: its principles and practice; thoroughly revised and rewritten by Horatio C. Wood, Jr.* 14th ed. Philadelphia: Lippincott, c. 19-778 p. ll. 8°, cl. 85.

### Preparing for Wisconsin Ph.A. Convention.

MILWAUKEE, Jan. 4.—The semi-annual meeting of the Wisconsin Pharmaceutical Travelers' Association was held in Milwaukee recently and several topics of interest were discussed. One of the leading topics before the meeting was the matter of formulating plans for the coming annual convention to be held at Elkhardt Lake again this year. Out-of-town members present included W. W. Albers, Edmund Wilson, Wausau; W. J. Boulet, H. T. Merriman, Green Bay; F. W. Thiemann, Sheboygan; H. C. Fick, Chicago; J. L. Malec, C. W. Calkins, Madison, and F. W. Palmer, of Minneapolis.

### The New English Poison Law.

LONDON, Dec. 18.—The new poisons and pharmacy bill reached its final stage in the British Parliament today, but in order to give the trade time to comply with the new regulations, the act will not be enforced for three months. One of the immediate effects of the act is likely to be to increase the salaries of qualified assistants, as hitherto numbers of drug stores have been carried on without the aid of qualified men.

### A Parliamentarian.

"All in favor of the motion will please wink," said the astute chairman.

And then he added at once, "The eyes have it."

# Original and Selected

## AMPULS AND THEIR USE IN THE DISPENSING OF HYPODERMIC SOLUTIONS.\*

By Caswell A. Mayo, Ph.G., New York.

It is now about twenty-two years since the ingenious Limousin, the French pharmacist to whom we are indebted for the cacheteur, published a paper in the *Bulletin Générale de thérapeutique* for April 15, 1886 (page 316), describing what he termed "ampoules hypodermique" for the preservation of hypodermic solutions in a sterile condition. The ampoule, or ampul, put forth by Limousin, was a spherical bulb (Fig. 1), having a capacity of a little over 1 Cc. and a finely drawn-out neck about one and one-quarter inches in length.

The use of these ampuls did not become general until within a comparatively recent period. They seem to have been popular in France and among the physicians of South America, many of whom have been educated in France. They have also attracted some attention in Italy and are used there quite generally. The recently issued Swiss Pharmacopœia gives brief instructions for their preparation in connection with a chapter on sterilization. They have never become popular in the United States and only recently have they attained any great degree of popularity in Germany. Of late there have been several references to them in the German journals and in the supplement to Hager's *Handbuch der Pharmazeutischen Praxis* published this month, detailed instructions are given for the filling and sterilization of what he terms "Einschmelz gläser." It will be observed that Hager follows his Kaiser as regards the use of non-Teutonic words and eschewing the Gallic name "ampoule," though he recognizes parenthetically the Teutonized Latin form "ampullen." I have drawn freely from these sources in preparing this note.

Under the name of "ariston ampulla" a line of filled ampuls have already been introduced into the United States by the Kny-Scheerer Company, of New York, to whom I am indebted for the specimens of this brand which I show tonight. These ampuls (I prefer this form of the word) are imported empty and filled in the American laboratories of the Kny-Scheerer Company, who report that they have been well received by the medical profession.

Fougera & Co., of New York, import sterilized tubes of enesol (salicylarsenate of mercury) and sodium cacodylate, which are prepared at the laboratories of Clin & Cie, F. Comar & Fils & Cie., of Paris. Through their courtesy I am enabled to show specimens of both these preparations, one of which contains 1 Cc. and the other 2 Cc. of the solutions in each tube.

I also have pleasure in showing specimens of cornutol put up in this way by H. K. Mulford Company, of Philadelphia, and of "ergot asptic" in sealed ampuls made by Parke, Davis & Co., of Detroit.

The ampul in its most popular form is a vial about three-eighths of an inch in diameter, one inch in height and with a neck drawn out to a capillary tube about one and one-quarter inches long, which is sealed by fusing the end. This is usually of such size as to contain 1.2 Cc., though larger

sizes are on the market. It is essential that the bulb should be made of neutral (non-alkaline) glass, that is, glass which does not contain any soluble alkali, as does most of the glass on the market. If any soluble alkali is present it is apt to precipitate any alkaloid which may be sterilized in it with the result that the patient may not get the full dose of the medicament and with the possibility that the fine crystals of precipitated alkaloids may be drawn up in the hypodermic syringe, injected into the tissues and cause much pain to the patient by the mechanical irritation of the blood vessels. Hager and other German authorities agree that the best glass for this purpose is the Jena Normal 16, 111, which yields no alkali at all on boiling. Ampuls made from this glass may be obtained from C. G. Greiner, of Neuhaus, on the Rennweg, Thuringia, Germany. I have pleasure in showing specimens of these supplied through the courtesy of George P. Forrester, of Darmstadt, Germany, who has had experience in dispensing ampuls and to whom I am also indebted for several of the suggestions contained in this paper.

The form of the ampul is really immaterial, though the

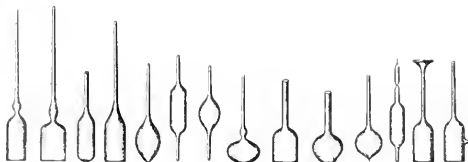


Fig. 2.—Different forms of ampuls.

bottle shape is rather more convenient, as it can be stood upright while the physician has both hands free to use in filling his hypodermic syringe. It will be observed that the French tubes exhibited consist merely of sections of tubing with sealed ends and that no effort is made to form them into bottle shape.

### Neutral Glass Required.

I show here a piece of tubing which illustrates the several steps in the manufacture of the ampul in an amateur way. Any one who is at all expert in glass blowing (and many students soon become so in the course of laboratory work) can easily make ampuls which will prove satisfactory for all practical purposes, provided the glass is free from excess of alkali. This may be determined by boiling a sample bulb filled with a solution of phenolphthalein for half an hour. If this solution turns red the glass should be rejected as having free alkali. If the solution turns pink the bulb should be tried again with a fresh portion of the solution and may be accepted if it does not color the solution. If the solution remains colorless the glass may be accepted as being free from alkali. The suggestion has been made that where alkali is present it may be gotten rid of by rinsing out the ampuls with dilute hydrochloric acid and subsequent rinsing with plain water (Swiss Pharmacopœia), but Hager says that this is unsatisfactory, as the effect is only superficial and in the end the alkaline reaction would again show itself. Care must be taken, of course, to prevent the access of alkali to the test solution of phenolphthalein from some source other than the glass itself.

I made the ampuls which I now show from Jena normal glass tubing 9 Mm. in diameter, purchased from Eimer & Amend. This glass is free from excess of alkali and also has a high tensile strength, which is a decided advantage.

Fischer (*Apotheker Zeitung*, 1906, No. 19) makes an

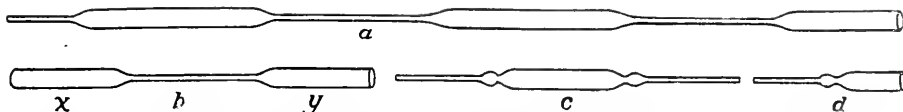


Fig. 3.—Steps in the process of making ampuls from a tube. x shows ampul connected by a capillary tube b with funnel y, according to Fischer. d shows usual form of commercial ampul.

\*Presented at the December meeting of the New York Branch of the American Pharmaceutical Association.

ampul by drawing out a tube in the manner shown (Fig. 3); cutting so as to leave two portions of the full sized tube connected by means of a capillary tube (Fig. 3, b); sealing one end (Fig. 3, c); and using the other (Fig. 3, g) as a funnel. The hypodermic solution is put into the upper, funnel, end. The lower end is placed in hot water so as to expel the air, and on allowing the bulb to cool the liquid passes down into it.

#### Preliminary Sterilization.

The ampuls having been either purchased or made, the first step to be taken is to sterilize them. Where possible, they should be bought already sealed, as this prevents access of dust or possible contamination. If the pharmacist makes them himself and wishes to keep them on hand he should seal the empty ampuls as made and they will thus be in a sterile condition, having been sterilized in the process of manufacture.

The ampuls should first be opened by breaking off the tip of the neck, which can be done easily by scratching with a sharp file. It is interesting to note that in the packets sent out by the French manufacturers, Clin & Cie, a small file is enclosed for this purpose. The opened ampul should then be placed in a beaker filled two inches deep with water, the water brought to a brisk boil, removed from the heat and cold water poured in. This process creates a vacuum in the ampuls which is filled by water drawn up into the bulb. Pour off a portion of this water, so as to avoid the necessity of heating so large a volume, bring the water to a boil again, thus again expelling the water, and then take out the ampul and either dry over a flame or remove the residue of water by means of a sterilized hypodermic syringe. The ampuls may, if desired, be rinsed by opening the ends, putting in a thick-walled beaker or flask of water connecting with an air pump and exhausting the air, allowing the air pressure to gradually increase when the vacuum created in the bulbs by the pump will be filled with the water. The air then may be again exhausted, which will expel the water from the bulbs; and this process may be repeated several times, until the bulbs are thoroughly rinsed.

The hypodermic solution which is to be used should in the meantime have been prepared and sterilized. This particular phase of the subject is one which of itself would warrant an evening's discussion and will be referred to later.

It is best to make a scratch with a file before sterilization or testing with the methylene blue solution, as directed below, at the point at which the tube is to be broken off by the physician, as a flaw may be developed by the file. In some of the makes no file scratch is made and in the packages sent out by Clin & Cie, of Paris, as is already mentioned, a small file is enclosed to be used by the physician for this purpose. The file scratch, of course, does weaken the bulb and make it more liable to accident, but on the other hand the physician is likely to prefer to have his ampuls furnished him in such form that they can be used immediately without any further preparation. It is well to caution the physician to use a pledget of absorbent cotton around the neck of the ampul when opening it, so as to avoid wounding his fingers by the splinters of glass.

#### Filling the Ampuls.

The ampuls may be filled by means of (1) a pipette; (2) a burette; (3) a hypodermic syringe; (4) a vacuum created by heating the bulb; (5) a vacuum created by means of ether; (6) or by aspiration with the aid of an Auer apparatus. In the first five processes named the bulbs must be sterilized after filling. In the latter process the sterilization takes place before filling.

1. The tip of an ordinary eye pipette is drawn out by the aid of heat to a capillary tube. The rubber bulb and the pipette itself are sterilized by boiling for half an hour or by means of a steam sterilizer. The sterile hypodermic solution is drawn up into the pipette and the tip of this passed down to the bottom or near the bottom of the bulb, previously sterilized, and the bulb filled nearly full. The ampul is then heated to the point of sterilization, ordinarily 100° C., and the tip sealed while the contents are hot. The tip may either be sealed by rotating it in the point of a Bunsen flame, or preferably heating it only long enough to soften it and then squeezing the walls together with pincers. Care must be taken to make the seal perfect. The sealed ampul is then put into a solution of methylene blue, about one grain to

two ounces of water, and sterilized by boiling for half an hour, provided the solution will not be injured by boiling, or in a steam sterilizer. If any flaw or imperfection exists in the ampul its contents will absorb color from the solution of methylene blue; consequently any which are colored should be rejected. The perfect ampuls should be sterilized again after twenty-four hours, either by means of steam or boiling in water. Where the contents of the solution are likely to be decomposed by this temperature, a lower temperature, 60° C., may be used, but to insure sterility sterilization must in this case be repeated daily for from four to seven days.

2. The point of the burette may be drawn out to a capillary tube, or a hypodermic needle, or a fine canula may be fused to the end of the burette (as recommended by one of the German writers on the subject, though I have not undertaken this difficult operation), or a tube, one end of which has been drawn out to a capillary point, may be attached to the burette by means of a rubber tube. This rubber tube has been objected to on account of the difficulty, or alleged impossibility, of sterilizing it. Personally I do not think the objection a valid one, as I believe the subsequent sterilization of the ampuls offers complete protection. This question of sterility of the ampuls filled, according to the method named, is now under investigation. The remainder of the process is carried out exactly as given above for ampuls filled by means of a pipette.

3. The hypodermic syringe offers an excellent means of filling the ampul, save for the amount of time required in its use. The syringe should, of course, be sterilized before use. The process is the same as with the pipette.

4. The clean and sterile ampul may be taken up by pincers, the bulb held in boiling water or over a Bunsen flame, taking care not to get it too hot in the latter case, until a practical vacuum is created by the heat, and the point of the bulb then thrust into the solution, when the liquid will be drawn up into the bulb.

5. A drop of ether may be poured into the ampul, which is then held over a flame until the vaporized ether ignites at the tip. The complete evaporation of the ether will be signaled by the extinction of the flame at the tip, which should then be thrust into the hypodermic solution, which will be drawn up rapidly into the vacuum, so rapidly, in fact, that care must be taken not to fill the ampul too full. This process is particularly useful in dealing with oily liquids, such as are used as a medium for the deep injection of mercury. Then proceed as under paragraph 1.

#### The Final Sterilization.

In all the above methods the process of sterilization must be carried out after the bulbs are filled, and it does not seem to be essential that the process of filling should itself be carried out with strict regard to asepsis, though at least ordinary care should be taken at every stage of the operation to avoid possible infection with the bacteria always floating in the air.

In the next process which, from a bacteriological point of view is much to be preferred, there is fair assurance that when properly carried out the bulbs will be entirely sterile when filled, but even in this case it might be desirable to sterilize the sealed bulbs after the lapse of twenty-four hours. If it is proposed to do this it will be necessary to heat the bulbs before sealing them, as is done in the preceding methods, so as to provide against explosion by the expansion incident to the sterilization after sealing.

#### Filling With an Aspirator.

I show here an apparatus made for me by Elmer & Amend according to the design of Auer, of Zurich, as described by Hager, by means of which the ampuls may be filled without handling. The apparatus consists of a small Chamberland filter fitted to a tube, the constricted end of which passes downward through a rubber stopper into a thick-walled flask or beaker, in which the opened ampuls have been placed standing on their points. A bent tube provided with a bulb filled with sterilized cotton

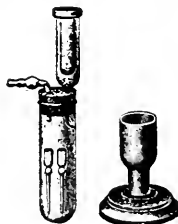


Fig. 1.—Auer apparatus for filling ampuls by means of an aspirator.

to act as a filter passing out of the beaker provides for connection with an air pump. The apparatus with its contained bulbs are sterilized in an ordinary sterilizer, the hypodermic solution placed in the Chamberland filter, connection made with an air pump or aspirator and the air drawn out until a sufficient quantity of the solution collects in the bottom of the beaker. The pressure is then allowed to return slowly to normal, when the bulbs will be filled by drawing up the liquid. When filled they may be taken out and sealed.

#### Cleansing the Tip.

Where the solutions contain organic matter there is danger that the small residue left in the neck of the ampul may be charred in the process of sealing. This may be obviated as suggested by Dr. Boysen, of Berlin, by wiping out the inside of the tip with boiling water and a sterilized feather trimmed so as to fit into the capillary tube of the ampul. Hager suggests that this trouble may be avoided by making the solution of double the required strength, putting in half the required quantity in each ampul and adding the water required to make the full quantity in such manner as to wash down from the inner walls any adhering organic matter. This latter method requires careful measurement of the amount of solution put in each ampul.

#### Careful Sterilization Essential.

I cannot emphasize too strongly the need for care in obtaining complete sterility in the finished ampul. It will manifestly be difficult, if not impossible, to carry out the filling of the ampuls according to the first five methods named so as to insure sterility. For that reason the filled ampuls are directed to be either boiled or sterilized in a steam sterilizer for half an hour at a time on two successive days. The German writers on this subject seem to be satisfied with boiling for half an hour without repeating the operation. Certainly the product thus obtained will be more nearly sterile if used at once than would the average hypodermic solution as prepared extemporaneously by the physician at the bedside; but as the filled ampuls may be kept for an indefinite length of time before they are used, any viable germs left in them would have time to develop innumerable colonies. I should advise a repetition of the boiling and also the addition of 0.5 per cent phenol to the hypodermic solution. This is added by the New York Board of Health to its vaccines and is not objectionable therapeutically. This phase of the subject is one which requires further investigation and I have enlisted the co-operation of a friend who has undertaken to make a bacteriological study of the ampuls filled by the various methods outlined.

#### Solutions Which Decompose When Heated.

Many solutions may be safely sterilized by heating to a temperature of 100° C. Some others, however, have a tendency to decompose at such high temperatures and must be sterilized by Tyndallization, or intermittent sterilization, that is by heating to 60° C. at repeated intervals for several days. Among the substances which should not be heated to the boiling point of water Hager names atropine, cocaine, hyoscine, scopolamine, dihydroisone, physostigmine, atoxyl, and ergot solutions. Dr. Boysen adds to this list acid hydrochloride of quinine and urea. It is true that cocaine solutions are frequently heated to that temperature, but there is undoubtedly danger in doing so.

#### Labeling.

In the French tubes shown it will be observed that no label appears on the tube itself, the label appearing only on the external wrapper enclosing the tube. In the German and American tubes the label is attached to the tube itself. We think it likely that physicians will prefer the French method, as in some instances they might not wish the patient to know the character of the dose administered. A German pharmacist writes to the *Pharmazeutische Zeitung* that he has put in a set of type so that he can print his own labels.

#### The Commercial Aspect.

A personal friend who looked into the dispensing of ampuls as practiced in Germany, last summer informed me that the manufacturers there sell cards of the filled ampuls at prices which would be lower than the cost of making the empty bulbs here. The French proprietary tubes of *esnel* come in boxes of ten each and these boxes are sold at wholesale at \$11 a dozen. The sodium cacodylate tubes, of *Chin & Cie*,

are sold here at \$12 a dozen boxes, each box containing one dozen tubes. The "artiston ampulla" of *Kuy-Scheerer & Co.* cost from 80 cents to \$2.50 a dozen, according to the character of the contents. These figures may serve as a guide to what the druggist may be expected to pay for the general line of filled ampuls. It will be seen that the prices quoted do not allow a great deal for the work involved in filling and sealing the bulbs, and it is probable that the majority of druggists would prefer to purchase at the prices named rather than undertake to fill the bulbs themselves. The prices at which the "ergot aseptic" and the "cornuol" tubes are sold, 65 cents for a case of six; 35 cents for a case of three, and 45 cents a package containing six ampuls, respectively, are based rather on the cost of the contents than on the cost of dispensing in this particular form. Even if there is "no money in it" it is well for the druggist to know how to prepare these ampuls and to be ready to undertake their preparation if requested, for if such a request is made the probabilities are that he will be allowed to charge at least a fair compensation for the time and labor involved in their preparations, regardless of the ruling commercial prices. Moreover many physicians have their own special formulas and would no doubt like to have their own druggist prepare their ampuls for them.

#### Value of Mental Sunshine.

It is every one's duty to be as happy as possible. Happiness and health go hand-in-hand. The less grumbling an individual does, the fewer illnesses he will have. The more happiness he extracts out of life the more healthy will be his individual condition.

These facts are recognized by psychologists and medical practitioners alike, at the present day. In fact, the medical practitioner of today, to be successful, must be something of a psychologist himself. The time of funeral-faced doctors has gone. It is quite as much the duty of our useful class of citizens to radiate mental sunshine, as it is to stuff a patient with products of the pharmacopoeia.

While this is true of the physician, it is of the utmost importance that the patient, also, be cheerful. Of course, he will be more so, if mental sunshine, instead of funereal gloom, is allowed to permeate the sick room.

But, individual results are not the only ones obtained through a judicious use of mental sunshine. The effect of the cheerfulness of an individual is much more far-reaching. If each individual or a majority in a community, would radiate happiness and good cheer, that community would be healthy—and just in proportion to the community cheerfulness would be the community health.

What is true of the individual and the community, is true of the county, state, nation and world. If the individual is happy and healthy, the community will also be happy and healthy. If communities are cheerful, and their health is good, the happiness and health of the country will be better conserved. And so on, through the state, nation and world at large.

Remember, that, in the crusade of cheerfulness against ill-health, "every little bit helps," and be prepared to do your little bit on every possible occasion. Happiness and contentment are bound to come sooner or later. That is the end to which all mankind is striving. Your happiness and health can hasten this happy millennium. You might just as well get in the happy crowd, for all the "grouchers" are bound to be left behind.

Nothing did so much toward preventing a widespread panic during the recent financial depression, as the general optimism of the vast majority of business men throughout the entire country. Had the people been pessimistic, a panic approaching a calamity would have ensued.

Therefore, smile. Don't "grin and bear it." Smile and drive it away. It's a good motto and its practice would be beneficial. Try radiating mental sunshine; then watch the result.—*Hudson Observer*.

#### One Way of Doing It.

Take the prescription in your hand, hold it up-side-down, scowl at it for ten minutes, while the patron is watching you, tell her to return in two hours and a half, charge double price for it and receive a reputation for being a skilled pharmacist.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Elixir Calisaya.

(H. M.).—"Elixir calisaya" is one of the symptoms given in the National Formulary for "elixir of cinchona." This is an elixir of cinchona from the alkaloids, also known as "compound elixir of quinine," and is the only elixir that may be designated as such without qualification under the Federal Food and Drugs Act and the laws of many of the States. The formula replaces that given for elixir of cinchona in previous editions of the National Formulary, which was directed to be made from tincture of cinchona as follows:

Tincture of cinchona .....	2 1/2 fl. ounces.
Aromatic spirit .....	2 fl. ounces.
Syrup .....	6 fl. ounces.
Purified talcum .....	120 grains.
Water, enough to make .....	16 n. ounces.

Mix the liquids, allow the mixture to stand for twenty-four hours or longer if convenient, then incorporate the purified talcum, and filter through a wetted filter, returning the first portions of the filtrate until it runs through clear.

This preparation is not suitable for combination with preparations of iron and for this reason a formula for detannated elixir of calisaya or cinchona was also given in the first edition of the N.F. The latter preparation was made by using detannated tincture of cinchona. We are not familiar with the other preparations you name.

## Condition Powders for Show Horses.

(W. M.).—"Can you give me a formula for a condition powder suitable to administer to an old plug horse to liven him up, the powder to be given to the horse for several days before the animal is offered for sale? I have tried powder consisting of arsenic, gentian, iron sulphate, ginger, fenugreek, etc., but customers say that it is no good, that they want something more powerful."

We are not skilled in the methods followed by professional jockeys for rejuvenating horses on short notice, although we once knew a horse trader who was willing to stake his reputation on the results to be obtained from the judicious administration of arsenic in feed that largely consisted of buckwheat flour. However, to bring about the best results, artificial feeding and the use of various cordials is resorted to, and in attempting to answer your query we can do no better than to quote the following from the *Chemist's and Druggist's Diary* of 1890:

Everybody admires, while condemning, the cart horse parade and the fat ponies that are shown for prizes, but as long as the public will give premiums for horses unnaturally fat there will be a demand for those agents which help the process. They are: cordials, stimulants, carminatives, digestives, diuretics and diaphoretics; but if you have sufficient time to do your conditioning in begin with a dose of "physic" proportionate to the size of the animal, then any of the following: The basis of nearly all the advertised horse and cattle spices is salt, linlil flour and fenugreek, but these are greatly improved by such agents as sulphur, antimony, potassium nitrate, etc., as they enable the skin and kidneys to get rid of superfluous material that is liable to cause eruptions or blotches as the show week is approaching. There is but one other agent that makes the coat shine like elbow grease and antimony, and that is the sulphuric acid daily in the drinking water, but it is difficult to disguise it or flavor it, and dangerous and unprofitable to sell. Moreover, its long con-

tinued use is decidedly harmful, but we mention it here as the remedy which cunning carters use who would rather buy a pennorth of vitriol than give a fair amount of strapping to their team. For a ball to help show condition the following cannot be beaten:

(1)	
Sulphurated antimony .....	1 dram.
Grains of paradise .....	1 dram.
Ginger, powdered .....	1 dram.
Flowers of sulphur .....	2 drams.
Potassium nitrate .....	1 dram.
Animal charcoal .....	1 dram.
Glycerin or theriac .....	q. s.
To make one bolus.	

(2)	
Powdered resin .....	2 drams.
Castile soap .....	1 dram.
Powdered fenugreek .....	1 dram.
Powdered aniseed .....	1 dram.
Powdered gentian .....	1 dram.
Tartar emetic .....	40 grains.
Powdered caraway .....	1 dram.
Excipient, enough to make one bolus.	

## Separating Oil from Syrup.

(H. H. M.).—"I have a ten-gallon can of rock candy syrup into which I accidentally spilled some kind of oil. I think floor oil. Can you tell me how to get it out without spoiling the syrup?"

It is doubtful if any economical method can be suggested for removing an oil of the kind referred to from so small a quantity of rock candy syrup. It is possible that by heating the syrup very hot the oil may be made to float on the surface of the syrup, the film of oil being removed by skimming. The filtration of the hot syrup through bone black is also suggested, an operation which would also tend to remove any coloring matter the floor oil might contain. But even if these experiments should prove successful, would not the work and bother necessary to carry them out be of greater value than the reclaimed syrup?

## Waterproof Blacking for Shoes.

W. H. H.).—"We are not familiar with the preparation you name. In addition to the formulas given on page 790 of December 24, 1898, *ERA*, here are two more from the "Scientific American (Cyclopedia of Receipts)":

(1)  
Melt together 4 ounces black resin and 6 ounces of beeswax over a slow fire. When thoroughly dissolved add 1 ounce of lampblack and one-quarter pound of finely powdered Prussian blue; stir the mixture well, and add sufficient turpentine to make a thin paste. Apply with a cloth and polish with brush.

(2)  
Take 3 ounces spermaceti and melt it in a pipkin or other earthen vessel, over a slow fire; add 6 drams of India rubber, cut in slices, and allow to dissolve. Then add in order, tallow, 8 ounces; lard, 2 ounces; amber varnish, 4 ounces. Mix and the compound will be ready for use immediately. The boots or other materials to be treated are to receive two or three coats with a common blacking brush and a fine polish is the result.

Of course, some experimenting is necessary on your part.

## Creighton Confers Degrees.

OMAHA, Neb., Jan. 4.—President Eugent Magevney, of Creighton University, conferred degrees upon twenty graduates of the College of Pharmacy recently. The banquet and graduating exercises were held at the Hotel Loyal. Dean Edmund Thorpe presented the class for graduation. The members of the class are:

George L. McKeever, Francis Leo Riley, Ernest J. Jensen, Leonard M. Lull, Thomas Keefe, George Doering, A. W. S. Heissel, Helen Haas, Herman C. Smith, Mary Eva White, Vera Bartholomew, Fred A. Reinecke, William O. Odow, Myron M. Russell, Thomas B. O'Neill, Harry Copeland, August J. Obert, Ernest S. Wegner, Ernest Davis, Lorin McGee.

A straight tongue never needs the protection of a brass check.

# THEORY AND PRACTICE

## Some of the Constituents of Cigar Smoke.

The results of determinations of sulphur, ammonia, nicotine, moisture and ash of various brands of cigars sold in Austria have been determined by J. Habermann and E. Ehrenfeld, and are given as follows: The cigars were smoked by means of an aspirator connected with suitable absorption vessels. It is seen from the results that the amount of sulphur in the smoke of cigars was, on an average, 0.02 per cent. In the case of cigars known as "Specials" the average quantity was 0.015 per cent., but, on the whole, the quantity of sulphur in the smoke yielded by different brands was so small that it could not be used as a criterion of the value of the cigars. On the other hand, the great variations in the amount of ammonia in the various smokes made it impossible to arrive at a general average. The quantity of nicotine found in the cigar-smokes varied from nothing to 0.15 per cent. (referred to the weight of the tobacco). It appeared to be concentrated in the unsmoked stumps of the cigars, which contained from 3.22 to 4.71 per cent., while the cigars themselves contained from 1.02 to 1.53 per cent. of this base. But little difference was found in the quantities of ash and moisture in cheap and better class cigars, that is, in cigars costing from three pence to six-pence each (Jour. Soc. Chem. Ind.).

## Preparation of Pure Cholic Acid.

Pure cholic acid may be prepared as follows:—Evaporate 20 kilograms of bile *in vacuo* until it is reduced to 10 kilograms, add 2.5 kilograms of animal charcoal, and continue the evaporation until the whole mass solidifies on cooling. The mass is treated with 8 litres of alcohol at boiling temperature, filtered and the residue washed with alcohol. The alcoholic liquors filtered, are evaporated until reduced to 3 kilograms; to this is added a solution of 15 kilograms of potassium hydroxide, and the mixture boiled for 24 hours, diluted with water, filtered, cooled and the cholic acid precipitated by neutralizing the liquid with hydrochloric acid. The cholic acid is suspended in water, dissolved with ammonia, and solution of barium chloride is added so long as it causes a precipitate; the precipitate is filtered out, the filtrate treated with hydrochloric acid, which again throws out the cholic acid. The cholic acid thus obtained is converted into potassium cholate thus:—The cholic acid is dissolved in four or five times its weight of absolute alcohol, adding potassium hydroxide dissolved in absolute alcohol until a small quantity taken out no longer becomes turbid on the addition of water. The cooled solution is treated with twice its volume of ether when potassium cholate is precipitated in the form of white needles; these are washed with a mixture of ether and alcohol, dried, dissolved in water, and the cholic acid precipitated by hydrochloric acid. The product is washed and crystallized from methyl alcohol (Apoth. Ztg.).

## Toilet Jelly.

Gelatin .....	2 drams.
Glycerite of starch .....	7 ounces.
Boric acid .....	30 grains.
Distilled witch-hazel extract .....	9 ounces.
Orange flower water .....	1 ounce.
Carbolic acid .....	20 drops.
Oil of neroli .....	25 drops.

Soak the gelatin in one ounce of distilled extract of witch hazel, add the glycerite of starch and the boric acid dissolved in the remainder of the witch-hazel extract, heating until the gelatin is dissolved; finally add the remaining ingredients. Put up in collapsible tubes (Ph. & Dr.).

## Determination of Benzaldehyde in Almond Essences.

The following application of the bisulphite-rosiniline reaction for aldehydes is said to give good results in the colorimetric determination of benzaldehyde. Colorless fuchsine-sulphurous acid reagent is prepared by dissolving 0.5 Gm. of fuchsine in 100 Cc. of water and adding freshly prepared sulphurous acid solution equivalent to 20 Gm. of sulphur dioxide. When the solution is colorless it is made up to

1000 Cc. with water. Aldehyde-free alcohol is prepared by treating commercial alcohol with silver oxide by the method of Dunlap and distilling, then adding 25 Gm. of metaphenylene-diamine hydrochloride to each litre and drawing a current of air through the solution for three hours. The liquid is then distilled, the first 100 Cc. being rejected. The standard solution of benzaldehyde is made by dissolving 1 Gm. of pure benzaldehyde in one litre of this alcohol. The depth of color obtained with dilutions of this are compared in the usual manner with the tint given by solutions of benzaldehyde of unknown strength when mixed with the magenta-sulphurous acid reagent and allowed to stand for the same time at the same temperature. The aldehyde free alcohol must be used for all dilutions (J. Am. Chem. Soc.).

## Keeping Properties of Solanaceous Extracts.

Some very remarkable results have been obtained by H. Ribaut from a series of experiments having the above object in view. The extracts were partly prepared by himself and partly purchased in commerce. In all cases a loss of alkaloid was observed during the four years that the preparations were kept, but the variations in the loss were exceedingly great and irregular as the following figures, giving the loss in percentage of the total alkaloid present, show: Extract of belladonna leaves (a) 3 per cent. (b) 45 per cent. (d) 22 per cent. (e) 3 per cent.; extract of henbane leaves (a) 69 per cent.; extract of stramonium leaves (a) 31 per cent. (b) 8 per cent. (c) 1 per cent. (d) 12 per cent.; extract of henbane seed (a) 19 per cent. (b) 25 per cent. (c) 24 per cent. The loss is attributed to the destructive action of microbes or of molds (Bull. d. Sci. Pharm. Pharm. Journ.).

## Japanese Calomel.

Under the name of "Kanko" ordinary calomel is now largely manufactured by the Japanese, but they appear to have made a peculiarly light feathery product sold as "Keifun" since the tenth century. Keifun appears on the market as light, thin, lustrous scales of a white or cream color; it is four times as bulky as ordinary calomel. For its manufacture a mixture containing three parts of a peculiar red clayey earth (mitsuchi—which when baked yields a very porous ware) and one part of bay-salt is made into balls the size of a chestnut. A battery of sixty iron pots (6 in. deep by 6 in. wide) is arranged on the floor of a furnace covered with mitsuchi earth. Each pot has a wooden chimney fixed by a tamping of earth, a perforated board being placed over them. The furnace is fired by wood, and it is done so skillfully as to avoid the production of smoke. The temperature of the furnace does not approach that of a red heat; forty pounds of wood is sufficient for the charge of sixty pots. When the pots are sufficiently heated the surface of the table is damped, two or three of the balls of clay and salt are dropped into each pot with a small quantity of quicksilver; earthenware cups, 3 in. high by 6 in. wide, are placed over the pots, the firing continued, and the pots are left for about three hours. The sublimed calomel is in the form of feathery, coherent needles. The clay has apparently a mechanical action. The mercury vapor diffuses through its pores, where it meets hydrochloric acid vapor (produced by the decomposition of the magnesium chloride in the bay-salt by heat) and air. The calomel produced is free from mercuric chloride.—National Druggist.

## Camphosal.

Camphosal is the neutral camphoric acid ester of santalol of the chemical formula  $C_{31}H_{44}(CO_2-C_{17}H_{25})_2$ . The preparation forms a yellowish-brown oil of specific gravity 0.987; it is readily soluble in alcohol and ether, has a feebly aromatic smell and a somewhat bitter taste. Unlike sandalwood oil and santalol it is but sparingly soluble in 70 per cent. spirit. Camphosal is intended for the treatment of diseases of the prostate, urethral fever, catarrh of the bladder, etc., in which it appears so far to have given good results. It is said to be free from irritant action and is easily split up into its active components, santalol and camphoric acid. It is issued in capsules containing 0.25 gm. Of these, 2-3 may be given internally 3-4 times a day (E. Merck's Annual Report).

Some men laugh at failure because they fail at other people's expense.

# LETTER BOX

## "What is Happening."

Editor The Pharmaceutical Era:

In a recent number of your valued paper you discuss the question, "What would happen?" Let me tell you that the jobber already has had his innings, and has now, in the way of direct selling. This is a city of 250,000 people, and one block away from me is a veterinary with a small stable who is regularly called upon by the wholesalers' regular city men for orders. That veterinary dispenses his own prescriptions and buys as cheap as I can buy. Also the hospitals are regularly visited by the wholesalers' salesmen and buy their supplies directly. So you see that the jobbers are selling to parties who are not retailers, and who should buy at retail; and retailers think they can just as well do their jobbing and get all the profits, too, and in this case, I believe we, to a great extent, are doing it already, through the great A.D.S. Tilt for tat! Very sincerely,

H. I. SCHERER, PH.G.

Los Angeles, Cal., Dec. 20, 1908.

## "Successful Business Man" Case Resulted in Fines.

Editor The Pharmaceutical Era:

Will you kindly inform me what became of the cases of Rothschild and Kahn who exploited the "Successful Business Man" and cash register scheme in this city last spring?

DRUGGIST.

New York, Jan. 1, 1909.

(M. G. Rothschild and J. H. Kahn, who operated the "Successful Business Man," were arrested by the Post-Office authorities on March 14 last, tried and convicted in June and on June 22 were sentenced to pay fines of \$500 each, which they paid. A further penalty of five years each in the penitentiary was imposed, but operation of this sentence was suspended during good behavior of the defendants and they were released.—Ed.)

## Problems Pharmacists Should Consider.

Editor The Pharmaceutical Era:

Among the always interesting and instructive Joel Blanc articles in the ERA, I want to especially compliment and thank you for the one in the issue of December 10, "What of the Unit?"

It is unquestionably timely and a subject that should command the serious consideration of all pharmacists who would survive these critical times.

We must educate ourselves on this great problem, and be prepared to join in the procession and help form it, but not too hastily jump in the band wagon because it is led by a noisy brass band. This is not necessarily for publication. Yours very truly,

FREDERICK A. RUSSELL.

Tarrytown-on-Hudson, N. Y., Dec. 19, 1908.

## Growing Medicinal Plants in Texas.

Editor The Pharmaceutical Era:

We are having delightful weather down here in Texas, the temperature for the past week running from 50° to 80° every day. I am doing all kinds of outdoor work in my garden, such as planting, transplanting, harvesting, etc., in my shirt-sleeves. I cannot send in my annual report yet as I am not quite through harvesting the 1908 crop, but I can give the results with wormwood. From one-tenth of an acre I harvested seven hundred pounds of dried herb, receiving therefor \$35. Who can beat it? I harvested the first crop on May 20 and the last crop on November 17. Here is where we beat everybody else in that we can furnish fresh goods two and three times a year. All of my perennial and biennial plants are growing nicely. The extent of the venture has entirely outgrown my area of land and my curing capacity. Some of the business men of Sherman who have been watching the work are convinced that the plants will do well here, and have started a movement to form a company which will buy more land and whomp the thing up for all there is in it. I have been hampered all the time for want of means, but if the company is formed and I can spread my wings we will have a garden that will be good to look at. Texas is going

to get there along medicinal plant producing lines. Wish I could send you some of the violets that are in bloom all over the town and in the open. Wishing you a Happy New Year, I remain, yours truly,

Sherman, Tex., Dec. 21, 1908.

## Wholesalers Selling to Doctors.

Editor The Pharmaceutical Era:

ERA article of recent date regarding wholesale druggists selling to physicians and others direct might be answered here in Indiana as follows: A certain well-known pharmaceutical house recently mailed literature to physicians and others showing where they could obtain its products. The list contained fifty-six names. Twelve of these names were particularly marked as selling alone to druggists. The other forty-four (all wholesale druggists), were specified for physicians and others (not druggists) to order from.

We are not A.D.S. members, but from our standpoint it looks like the A.D.S. is giving its supporters a square deal as compared to what these wholesale druggists are giving the retail druggists in the Central West.

RAY S. SISSON.

Hazleton, Ind., Dec. 26, 1908.

## Professor Jackman's New Year Wishes.

Editor The Pharmaceutical Era:

Since more than any other single influence—perhaps more than on all others together—the future of legitimate pharmacy depends on an honest, independent, capable and well supported pharmaceutical press, it is but fitting that our appreciation of this fact, and of its corollaries, should ask of us at this time its formal expression, with a hearty New Year's greeting and God speed. Very sincerely yours,

W. F. JACKMAN,

(Professor of Pharmacy, University of Maine.)

Orono, Me., Jan. 1, 1909.

## ERA COURSE IN PHARMACY.

### Graduates for December, 1908.

Matriculation No.	Examination Grade, p.c.
5493. Simon Mohr, New York City.....	95
5610. H. Alphons Dingens, Red Bud, Ill.....	98
5618. Albert Almquist, Pocatoneo, Ill.....	96
5545. Nellie M. Coblenz, Mansfield, Ohio.....	98
5671. Robert J. McMeans, Philadelphia, Pa.....	98
5752. Clifford O. G. Kampf, Cincinnati, Ohio.....	96
5815. Owen K. Haydon, Conway, Ark.....	85

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of \$2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

## For Betterment of Conference of Faculties.

BALTIMORE, Jan. 4.—Dr. Henry P. Hynson, who was elected president of the American Conference of Pharmaceutical Faculties at the Hot Springs meeting, has sent to the faculties holding membership in the conference a circular letter, in which he says:

"Knowledge of the proceedings of the last several meetings of the organization leads plainly to the conclusion that much, or perhaps most, of the effective work done at these meetings has been the result of some suggestion or recommendation made by the respective presidents in their annual addresses. In order that I may not fail in this regard and may be useful to the conference, I earnestly beg the confidence and active co-operation of every faculty holding membership.

"In my opinion, it is especially desirable that each faculty or governing body of the several schools should hold an early special meeting for the purpose of fully and thoroughly discussing the conference—its past, its future, its limitations, its scope, its most useless lines of operation and particularly the control it should have upon its members. If the findings and conclusions are transmitted to me by the different secretaries I will be sincerely grateful and will try to formulate them into a report that, I believe, will be important and suggestive."



## PERSONAL MENTION

—A. W. WESTHOFF, of Denver, was a recent visitor at Los Angeles.

—WARREN SEIDEL, of Philadelphia, passed his holidays pleasantly with his parents at Hamburg, Pa.

—ELIAS SHAKER, with A. T. Pollard & Co., Philadelphia, was in Poughkeepsie, N. Y., during his holiday vacation.

—O. P. ROSS entered the employ of Parke, Davis & Co. on the first of the year as a representative in New York State.

—CHARLES P. CASON, of Starke, Fla., was a recent visitor in Jacksonville, where he combined business with pleasure.

—E. P. SMITH, of Patchogue, Long Island, N. Y., called upon friends in the New York wholesale trade a few days ago.

—JOHN W. GOODWIN, a veteran pharmacist of Pittsburgh, Pa., has returned from an extended visit to his Virginia plantation.

—B. G. KNOTH, who has been with the Dee Drug Company, Ogden, Utah, has gone to Ely, Nev., to take charge of a pharmacy.

—VINCENT REYNOLDS, with Charles Young's Pharmacy in Johnstown, Pa., spent the Christmas holidays at his home in Reynoldsville.

—A. E. HUGH, who represents Bruen, Ritchey & Co. in Pennsylvania, was a caller in the New York drug trade during the holidays.

—HENRY HARWOOD, of Marquette, Mich., is recovering from injuries sustained through falling on a slippery sidewalk just before the holidays.

—S. J. MATTHEW and R. J. Parkell left the employ of Parke, Davis & Co. on the first of the year. Both were detail men in New Jersey.

—J. H. BREHM, a well-known pharmacist of Pittsburgh, Pa., has returned from a successful two weeks' hunting trip to the mountains of Virginia.

—H. A. KAISER has been engaged by Bruen, Ritchey & Co., of New York, and will represent that firm in Northern and Western New York State.

—ROBERT EASTERN, of New Brunswick, N. J., and wife will probably make their home in Arizona after the sale of their property has been completed.

—HARRY D. FOLSCOM, well known in the retail drug trade, has embarked with Bruen, Ritchey & Co., of New York, and will cover the Metropolitan district.

—ROBERT J. FRICK, of Louisville, Ky., is receiving much sympathy from his many friends on account of the death of his wife. Two sons also survive.

—CARL A. IHK, a graduate of the School of Pharmacy of the University of Wisconsin in 1908, and now located at Ashland, Wis., was a recent Madison visitor.

—GEORGE H. HORNING, of Roselle Park, N. J., president of the New Jersey Pharmaceutical Association, was a caller in the New York wholesale trade a few days ago.

—CHARLES E. CULPEPER, assistant manager of the New York offices of the Coca-Cola Company, is spending some time at the home offices of the company at Atlanta, Ga.

—E. S. BLOOM, of Ashland, Pa., a veteran "Knight of the Grip," who looks after the interest of Shoemaker & Busch in Pennsylvania, was a Philadelphia visitor last week.

—R. B. TREYOR, of New Orleans, La., where he looks after the interests of Johnson & Johnson, spent several days recently in Philadelphia, of which city he was formerly a resident.

—B. W. YOUNG, of the Powers-Taylor Drug Company, Richmond, Va., recently returned from a Western trip. On his way home he spent a day in Indianapolis visiting the Lilly laboratories.

—JOSEPH A. McGRATH, formerly at 220 Brushton avenue, Pittsburgh, Pa., has outgrown his old building and is now located in a handsome new structure of his own at Brushton avenue and Alfade street.

—L. C. HOPP, a prominent druggist of Cleveland, Ohio, and a former president of the American Pharmaceutical Association, will address the students of the Pittsburgh College of Pharmacy on February 17.

—CARL W. ZIEPPRECHT, of the Arno Pharmacy Company, Dubuque, Ia., and his bride have returned home from their

wedding trip to Havana. Mr. Ziepprecht has been admitted to partnership in the company.

—A. G. ROSENGARTEN, treasurer of the Powers-Weightman-Rosengarten Company, of Philadelphia, and J. H. Ambler, manager of the company's St. Louis branch, were visitors in the New York drug trade last week.

—MISS ZORA COLEMAN, a graduate pharmacist of Litchfield, is in charge of the prescription department of the pharmacy of H. T. Worthing at Overton, while the latter is serving the people of Nebraska in the State Legislature.

—CHARLES H. MARCY, of Altoona, local secretary of the Pennsylvania Pharmaceutical Association for the 1909 meeting at Bedford Springs, was a Philadelphia visitor last week and took dinner with a party of friends at the Drug Club.

—JOHN F. SPRAGUE, formerly general sales manager for Sharp & Dohme, and stationed in New York until the removal of the department to Baltimore some time in 1908, has connected himself with a North Carolina manufacturing concern.

—C. O. FOX, one of the popular salesmen of the Southern Drug Company, of Jacksonville, Fla., is an optimist of wide renown. He finds that while the people in his territory are mostly well and happy he has no trouble in disposing of his commodities.

—WALTER U. HARVALSON and wife (nee Miss Myrtle Wade), proprietors of the Live Oak Drug Company of Live Oak, Fla., were among the visitors to Jacksonville recently and were entertained at the Southern Drug Manufacturing Company's plant.

—H. M. SALL, president of the Western Wholesale Drug Company, of Los Angeles, Cal., has purchased a new and modern residence in Borendo street, in that city. The house is admirably arranged and the garage has accommodations for two automobiles.

—WALTER H. RIMSNER, formerly head prescription clerk with the Edward Williams Pharmacy at Madison, Wis., has gone to Texas to recuperate. His place is being temporarily filled by A. Link. Mr. Rimsner was married last October to Miss Florence E. Critton.

—J. F. W. MEYER, one of the pioneer druggists of Fort Wayne, Ind., recently celebrated his eighty-fourth birthday with a family dinner at his home. Despite his advanced age he is in excellent health and discharges his daily duties with as great facility as ever.

—J. D. LESLIE, formerly assistant secretary of the Western Pennsylvania Retail Druggists' Association, is blushing to acknowledge the congratulations of his friends, who have recently heard of the dear little baby girl that arrived in the Leslie family just in time for Christmas.

—RAYMOND H. SCHULTZ, an instructor in advanced inorganic and plant chemistry at the University of Wisconsin, is ill with typhoid fever and is at his home in Milwaukee. During his absence his position is being filled by Nellie Wakeman, a graduate student in the School of Pharmacy.

—FRED S. NAZLE, of Wyoming, Pa., is attracting the attention of his patrons with a carefully edited little publication, *The Linelight*, which he issues monthly. Mr. Nazle is a great believer in publicity and his steady booming of the Nazle Pharmacy has brought excellent results.

—JAMES C. A. DALE, a prominent pharmacist of York, is another new member of the Pennsylvania Legislature who will help Messrs. Fahy, Campbell and Honck, the other druggist-Assemblymen, to safeguard the interests of the retail druggists during the session which opens this month at Harrisburg.

—S. H. CARRAGAN, assistant manager of the New York branch of Parke, Davis & Co., entertained a number of the heads of the various departments and travelers connected with the New York office at the Drug and Chemical Club last Thursday. Lunch was served and the party listened to several speeches.

—JAMES C. PERRY, the well-known pharmacist of Philadelphia, has taken his son Fred, R. Perry into partnership and hereafter the pharmacy at 5107 Ridge avenue, Wissahickon, will be conducted under the firm name of Perry & Son. One of the first acts of the new firm was to send out on January 1 its greetings for 1909.

—CHARLES F. GEISSE, of Peter Van Schaack & Sons, sends to the ERA, under date of timely tense at Fond du Lac, Wis., one of the Red Cross stamp greetings which he has sent to all of his other friends. The sunshine sentiment and the

suggestion of mutual success were reasonable and could not have failed to strike responsive chords.

—DR. WILLIAM B. CHRISTINE, one of the crack bowlers of the Drug Club of Philadelphia, has had considerable trouble bowling with his right hand, owing to a slight projection of the bone on his thumb. A surgeon advised him to give up bowling, but instead, Dr. Christine has started to bowl with his left hand and already is scoring 170.

—D. E. BRASSOME, chairman of the famous "Busy Bee" entertainment committee of the Pennsylvania Pharmaceutical Association, is able to be back at his desk in Philadelphia after being confined to the house with symptoms of pneumonia. He has been kept busy receiving the congratulations of his friends who were considerably alarmed as to the outcome of his illness.

—FRANK C. PATTON, treasurer of the Richardson Drug Company, Omaha, Neb., was recently robbed of a \$400 diamond stud while standing on the rear platform of a street car. Mr. Patton does not object so much to the loss as to the unwelcome comments of his friends who seem to think that it was almost a joke for any light-fingered passenger to take the stone from such an astute and watchful business man.

—MAL EISENHART, of Shamokin, Pa., has received two handsome bear rugs from Taxidermist Eldon of Williamsport. Mr. Eisenhart, who in addition to being a pharmacist is a huntsman of renown, slew the animals while on a hunting expedition in the wilds of Lycoming County, and he is justly proud of the rugs. The bears' heads have been preserved intact and impart a realistic appearance to the floor coverings.

—J. H. REIFUSS, president of the Brooklyn College of Pharmacy and a well-known retail druggist of this city, saw the New Year ushered in at the home of his brother, Charles Reifuss, in Philadelphia. He was accompanied by his wife and sister-in-law, Miss Seever, of Stockton, Cal. During his short stay he met several prominent retail druggists who knew "Jack" Reifuss at college or during the short time he was identified with the retail business in Philadelphia.

#### **Pugilist Not Qualified to Conduct Pharmacy.**

BOSTON, Jan. 4.—William J. Melody, better known to the sporting world as "Honey" Melody, the middleweight boxer, who for the past year has been in the drug business with Frank J. McGarry at 437A Columbus avenue, has brought suit in the Superior Civil Court to wind up the affairs of the business.

In the bill "Honey" recites that he and McGarry became partners in June; that he was not then aware of the law passed by the Legislature of 1908 forbidding any one not a registered pharmacist from taking an active part in such a business, and that he is not a registered pharmacist. Because of this discrepancy he alleges that the articles of agreement to enter and carry on the drug business are null and void. He further alleges that McGarry has excluded him from the conduct of the business.

#### **Robber More Scared Than Druggist.**

ST. LOUIS, Jan. 4.—Dr. Gustav Ludwig, Sixteenth street and St. Louis avenue, East St. Louis, was not robbed by a highwayman, because the would-be robber got as scared as did Dr. Ludwig. The robber, a mere boy of seventeen, said afterward that he was starving. Anyway when he went into the Ludwig Pharmacy his demand for money, emphasized by a revolver, was not very convincing and Dr. Ludwig ran for the back door. This so disconcerted the amateur robber that he ran for the front door without investigating the cash register. Dr. Ludwig got to the fresh air first and regained his nerve and gave chase. The robber was captured and in his confession blamed the failure on Dr. Ludwig's informal behavior.

#### **Saleswoman Says Hair Dye Made Her Bald.**

MILWAUKEE, Jan. 4.—A St. Louis drug manufacturing company is a defendant in a suit for \$20,000 begun here by Miss M. L. Bowman, who says she used the hair dye sold by the St. Louis firm through a Fond du Lac retail drug house, and within six hours her hair began to shrivel, lose its life, and soon disappeared entirely. She affirms that she used the hair dye strictly, according to directions, and that she has suffered to the extent of \$20,000 in annoyance, by being forced to wear a wig. She is a traveling saleswoman.

#### **ROMANCE IN DRUG MANAGER'S MARRIAGE.**

**Mr. McVickar Saved Bride-to-Be From Drowning in a Boating Accident Last May in Africa.**

The marriage of Mrs. Daisy Emerson-Horner, step-daughter of Capt. Isaac E. Emerson, of the Emerson Drug Company, of Baltimore, at the Plaza Hotel last Monday to James McVickar, of New York, was the culmination of a romance which began last May at the home of the bride's sister, Mrs. Smith Hollins McKim, at Irvington-on-the-Hudson.

Mr. McVickar was formerly a broker, but is now the Gotham manager of the Emerson Drug Company. He returned last May from Africa, having been on a prospecting trip with several companions, and was a member of a party out boating one afternoon when Mrs. Horner, who recently divorced her first husband, T. M. Horner, formerly Atlanta manager of the Emerson Company, in leaning over the gunwale of the boat lost her balance and fell overboard. Mr. McVickar, without a moment's hesitation, plunged after her and soon had her ashore. The friendship thus cemented soon ripened into love and the engagement followed.

#### **Pharmacy Will Be His Wedding Present.**

ST. LOUIS, Jan. 4.—Edgar V. Bratton, a graduate of St. Louis College of Pharmacy, is to have a drug store as his wedding gift. The wedding occurred last week and the fortunate bride was Miss Grace McDermott. All the bridegroom will have to do is to find a store that suits him and is for sale—his father will do the rest. The elder Bratton approved of his son's choice of pharmacy as a profession and when he was graduated told him to look about for a wife and a store, and when he got the former the latter would be forthcoming.

#### **Dr. Hazeltine's Daughter Weds German Count.**

GRAND RAPIDS, Mich., Jan. 4.—An international romance culminated in the wedding recently of Count Adolf Montgelas, First Secretary of the German Embassy in Tokio, and Miss Fanny Dickinson Hazeltine, daughter of Dr. Charles S. Hazeltine, president of the Hazeltine & Perkins Drug Co., of this city. Count Max Montgelas, of Munich, brother of the bridegroom and a brigadier-general in the Bavarian Army, was best man, and Miss Delia Hazeltine, sister of the bride, was maid of honor. Only relatives and intimate friends were present. Count Montgelas and his bride will sail from San Francisco for Tokio January 23.

#### **Marriage Mentions.**

—PERRY S. CULP, of Tekoa, Wash., is being congratulated by his friends on his marriage to Miss Zaida Brown.

—CARL E. BEATTY, of Mannington, W. Va., was recently married to Miss Charlotte Rieta Devony, a charming young woman of Fairmont. Mr. Beatty is the proprietor of a popular pharmacy.

—DR. J. SHENKIN, a Philadelphia physician and druggist, is blushing receiving the congratulations of his friends who have just heard of his recent wedding. The honeymoon was spent in Washington, D. C.

—ROBERT S. HAYWARD, manager of the Catharine street laboratories in Philadelphia of the H. K. Mulford Company, has assumed the additional responsibilities of matrimony. The bride was Miss Mary S. Goff of Stratford, Conn., where the ceremony took place.

—GEORGE L. KLUMB, an enterprising young Milwaukee druggist, located at National avenue and Twenty-ninth, was married recently to Miss Rose Kaige of that city. Although Mr. Klumb has been engaged in the drug business but a few years, he has built up a most successful trade.

—DR. B. F. MAXEY, one of the best known physicians in Wilkes-Barre, Pa., and proprietor of the Maxey pharmacy in North Main street, was married last month in the Church of the Epiphany in New York City to Miss Mabel Daniels, of Scranton. The announcement was received with a great deal of pleasure by the friends of the happy couple, to whom news of the event came as a holiday surprise.

#### **Lilly and Bruen, Ritchey & Co.'s Teams Bowl Tonight.**

The bowling teams of Eli Lilly & Co. and Bruen, Ritchey & Co., of New York, will roll a match game at Luhrs' Alleys this evening. The last game was won by the Bruen, Ritchey team and the Lilly team hopes to retrieve the honors.

## LOUISIANA'S PURE DRUG LAW IN EFFECT.

**Members of the Health Board Will Act as Inspectors for the Present—Fate of Alum Undecided.**

NEW ORLEANS, Jan. 4.—Druggists in New Orleans and Louisiana are busy studying the new Pure Food and Drug Code which has been adopted by the State Board of Health under authority of the Legislature. The code became effective last Friday.

At a meeting held recently the Board of Health agreed upon the method of enforcing the provisions of the code. It was decided that the members of the board should themselves, for the present at least, act as inspectors in the various districts which they represent. In inspecting drugs they will take three samples. One will be sealed and left in possession of the druggist; another will be sent to the president of the Board of Health, and the third will be sent to the board's chemist. The two samples taken out of the store will be paid for by the board at market prices, but that left in the store will not be paid for. Special seals will be used and the samples will be numbered by the inspectors.

So far as quality is concerned, the code follows the requirements of the U.S.P., making that the standard, so that in this matter the code is easy to understand. There are other provisions, some of which will require explanation, and in the meantime each druggist will have to act upon his own interpretation. The code prohibits the sale of carbolic acid, opium, cocaine and other poisons except on a physician's prescription, and provides for a poison register for other poisons.

The board has not yet come to a final conclusion regarding the use of alum in baking powder. So much objection was made from some quarters against the prohibition of the use of alum that the board decided to defer action. President Dillon, of the board, says that the prohibition will not be adopted unless it is shown that the use of alum in baking powder is hurtful.

It is generally believed that the board will not be severe at first in the enforcement of the code. The disposition of the board to adopt only such provisions as are fair to the drug trade was shown from the time the matter was taken up by the new board, which discussed it thoroughly with representative druggists.

## Murder Ends Quarrel of Druggist's Sons.

DENTER, Mo., Jan. 4.—A pistol duel was fought Christmas Eve in J. W. McCullom's drug store here, in which his son Harry, aged twenty-one years, shot and instantly killed his younger son, Fred. The store was crowded with Christmas shoppers at the time.

The father of the warring bays, having grown old and being possessed of considerable wealth, practically retired from the active management of his affairs three years ago, turning them over to Harry. Fred quarreled with his brother about the property.

## "Better to Be Dead Than Poor," He Said.

ST. LOUIS, Jan. 4.—William F. Gallery, for many years owner of a prosperous drug store at Lawton and Compton avenues, ended his life at 2813 Franklin avenue December 30 by drinking carbolic acid. He told his landlady the day prior to his death that it was better to be dead than poor. After business reverses had compelled Gallery to sell his store, he undertook to make a living as a salesman, but was not very successful.

## Mortgagees Bid in Pharmacy.

BALTIMORE, Jan. 4.—The Peahody Heights Pharmacy, Calvert and Thirtieth streets, which was sold at auction recently on the foreclosure of the mortgage, was bid in by Truitt & Bacon, the mortgagees, who are thus once more in control.

## DR. MUIR CHOSEN PRESIDENT OF B. OF P.

**State Legislative Committee Will Confer With Governor About Reintroducing the Whitney Bill.**

ALBANY, N. Y., Jan. 5.—The State Capitol was thronged with pharmacists yesterday on the occasion of the annual meeting of the New York State Board of Pharmacy and the joint conference which was held with the members of the Legislative Committee of the New York State Pharmaceutical Association. The conference was held in a parlor in the Ten Eyck Hotel and it was attended by more than thirty representative pharmacists. Peter Diamond, of New York City, president of the State association, presided as chairman of the conference. There were representatives present from Buffalo, Rochester, Syracuse, Brooklyn, Manhattan and other localities.

The chief subject of discussion at the conference was the Whitney Pharmacy Bill which was passed in both branches of the last Legislature and was vetoed by Governor Hughes. The consensus of opinion was that before introducing the measure in the new Legislature, which convenes this week, the Governor should be visited and conferred with on the subject. That action will be taken.

Another feature of the day was the meeting of the Executive Committee of the National Syllabus Committee, which was attended by Dr. Willis G. Gregory, Dr. Henry L. Taylor, Dr. H. H. Rusby and Ernst O. Engstrom, there being but one absentee. It was resolved to continue the work and to submit a tentative syllabus to the State Board of Pharmacy as a basis of discussion and experiment.

The annual meeting of the State Board of Pharmacy was well attended and proved decidedly interesting. Dr. William Muir, of Brooklyn, last year's vice-president and a veteran member of the board, was unanimously chosen president. He is a member of the Eastern Branch. The other offices were filled as follows: First vice-president, Herbert M. Groves, of Jamestown, N. Y., representing the Western Branch; second vice-president, John Hurley, of Little Falls, N. Y., representing the Middle Branch; secretary-treasurer, Warren L. Bradt (re-elected), of Albany, N. Y., of the Middle Branch.

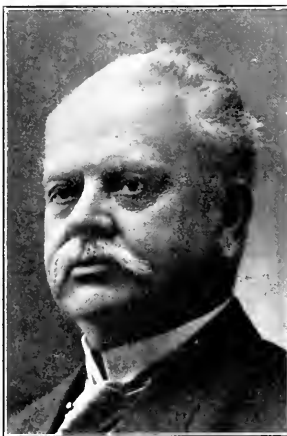
The examination report for the year disclosed the fact that the Eastern Branch had examined 230 persons, of whom 168 (including seven women) had been successful, while there were seventy-one rejections. The Middle Branch examined ninety-five persons, of whom seventy-two (including two women) were successful and twenty-three rejected. The Western Branch examined 120, of whom seventy-five (including four women) passed, the rejections during the same time numbering forty-five.

Secretary Bradt's report showed the total number of store certificates issued to be as follows: Pharmacies, 4424; drug stores, 27; permits, 737. The number of apprentices registered was 275, of whom fourteen were females.

The Committee on Inspection, Complaints and Prosecutions reported that during 1908 visits had been made to 4649 pharmacies, 1222 general stores and 473 towns and cities. The Eastern Branch collected 4257 samples, of which 401 were found to be deficient. The Middle Branch collected 377 samples, of which fifty-two were deficient. The Western Branch collected 495 samples, of which thirty-seven were deficient. The total collections numbered 5129, of which 490 failed to stand the test of assay.

Prosecutions for violations of the law show four criminal convictions (three being imprisoned), and four cases pending. Penalties collected: Eastern Branch, \$5102; Middle Branch, \$800; Western Branch, \$550.

The financial statement for the year showed the receipts to have been as follows: Eastern Branch, \$16,844.50; Middle Branch, \$7761.50; Western Branch, \$2701.29. The expendi-



DR. WILLIAM MUIR.  
Elected President N.Y.B. of P.

tures left deficits in each branch, the amounts being as follows: Eastern, \$25,862; Middle, \$792.75; Western, \$2,18.

Dr. George C. Dickman, chairman of the Committee on Adulteration and Substitution, made an interesting report of the work performed by the Eastern Branch. The report says, in part:

"All samples were collected by duly authorized agents of the board from pharmacists and others doing business within the jurisdiction of the branch by which the collection was made.

"Samples thus collected were properly sealed and placed in possession of the chemist of the board, who after subjecting each to an analysis, reported his findings. From these the data comprising the statistical part of the report is obtained.

"The scope of the work in the Eastern Branch has been considerably enlarged by the addition of a number of preparations to the list of those formerly collected. Among these are expressed oil of almond, liniment of soft soap, yellow wax, etc.

"Expressed oil of almond was collected with a view of ascertaining whether or not adulteration of this article was practiced to any extent. The result proved that in some instances at least dealers were furnishing peach or apricot kernel oils in place of almond oil, to the retail pharmacist.

"Liniment of soft soap was collected with a view of determining whether or not the practice of employing methyl alcohol in its manufacture was prevalent. Three hundred and eighty-nine samples were collected and analyzed, and in only nine cases was methyl alcohol found to be present. In several instances the liniment had not been manufactured by the seller but had been obtained by him from dealers. The presence of methyl alcohol in these nine samples is responsible for the increase of 2 per cent shown by this report. Without these samples the total per cent of methyl alcohol samples would have been only .63 or practically the same as in 1907.

"Yellow wax was collected from grocers with a view of determining whether or not the sources from which grocers obtain their supply were furnishing a pure article. Twenty-five samples were collected and analyzed, of which nineteen did not comply with the official requirements, consisting wholly or in part of ceresin, paraffin or rosin.

"A number of the samples collected were in the form of prescriptions. In all, twenty-one of these were compounded, eleven of them showing some deviation from the terms of the written prescription. This large number is accounted for by the fact that prescriptions were only presented for filling, to such persons as were under suspicion of inaccurate or careless compounding.

"In six instances the Eastern Branch deemed it necessary or wise to have samples reanalyzed, with the result that in every case the original analysis was confirmed."

#### New Year Pleasure Combined With Business.

PHILADELPHIA, Jan. 4.—New Year was most appropriately celebrated by the members of the firm of Shoemaker & Busch, their heads of departments and salesmen with a dinner and "round table" discussion at the Drug Club. Profuse decorations of holly and other greens formed a rich background for many little incandescent lights and added to the effect, emphasized the delight of the excellent dinner which was served.

Clayton F. Shoemaker presided and nearly every one of the thirty present responded informally. During the morning and afternoon the salesmen from inside and outside the city listened to descriptions of various lines of goods given by representatives of the manufacturers of those particular lines. Mr. Shoemaker also impressed upon the gathering old and new policies of the house and some of his listeners discussed conditions in the sections of the country they covered.

#### F. A. Fitch Makes New Trade Connections.

F. A. Fitch, who has for the last seven years represented the Meyer Bros. Drug Company in the Middle West, is now connected with Dietrich Brothers and with Heinrich, Hermann & Weiss, both of New York. For those two firms he will travel in the South and West, making Atlanta his headquarters.

#### Employees of Perfumers Get Together.

JACKSON, Mich., Jan. 4. The employees of Foote & Jenks, manufacturers of perfumes, held a convention here last week. Luncheon at the Jackson City Club and a banquet at the Knights of Pythias Hall.

## ESSENTIAL OILS OUT OF INFLAMMABLE CLASS.

### Transportation Committee of N.W.D.A. Issues Report of the Determination of Flash Points.

Dr. William Jay Schieffelin, chairman of the Committee on Regulations for Transportation of Inflammables, of the National Wholesale Druggists' Association, has issued a letter concerning the transportation of inflammables. Reference is especially made in regard to essential oils and the flash points of a number of these and allied products are tabulated.

The determinations for the flash points were made in the laboratories of the Dodge & Oelcott Company, and the results ascertained were secured with a Tagliabue's open cup tester as required by the Committee on Transportation of Explosives of the American Railway Association.

It will be noted that every oil has a flash point above 100° F., which would place these products outside of the class of inflammables.

Exception is also taken in the case of turpentine, which is on the railway regulations as an inflammable, but which was found to have a flash point of about 110° F., either before or after rectification.

It should also be noted that the amyl acetate, referred to in the table, is the refined product, having a flash point above the ordinary commercial, which at present is considered an inflammable liquid.

In regard to the packing required by paragraph 1854 for certain acids, Col. B. W. Dunn, chief inspector of the Bureau of Explosives of the American Railway Association, has given the following interpretation:

"Pieces of rubber hose surrounding the largest circumference of the carboy will meet the requirement for 'elastic incombustible packing.' Whiting, asbestos, fuller's earth, ashes, etc., in quantity sufficient to fill loosely the space between the carboy and its box, will satisfy the requirement for 'incombustible absorbent material' for the packing of nitric acid."

The products examined, with their flash points, are as follows:

Oil Mustard .....	above 100° F.	Oil Clove .....	above 200° F.
Oil Turp. Rectified .....	110°	Oil Sandal .....	above 200°
Oil Fossil Rectified .....	118°	Oil Birch .....	above 200°
Oil Juniper Berry .....	120°	Oil Cam. S.G. 870 .....	above 200°
Oil Lime .....	120°	Oil Cassia .....	above 200°
Oil Pine Needle .....	120°	Oil Copaiba .....	above 200°
Oil Camphor S.G. 880 .....	125°	Oil Cedar .....	above 200°
Oil Lemon .....	131°	Oil Myrtane .....	above 200°
Oil Lavender Flowers .....	132°		
Oil Eucalyptus .....	132°	Terelene .....	115°
Oil Sweet Orange .....	136°	Eucalyptol .....	130°
Oil Caraway .....	135°	Benzaldehyde .....	162°
Oil Bay .....	136°	Ethyl Acetate .....	50°
Oil Citronella .....	165°	Ethyl Formate .....	below 50°
Oil Bitter Almond .....	162°	Ethyl Butyrate .....	85°
Oil Peppermint .....	170°	Amyl Acetate .....	130°
Oil Pennyroyal .....	175°	Amyl Valerianate .....	145°
Oil Sassafras Natural .....	190°	Bay Rum 100° proof .....	95°

Determinations were also made on the alcoholic flavoring compounds, such as the commercial attenuations of the fruit ethers and the cognate lines of the so-called fruit essences, lemon, vanilla and similar flavoring extracts; these have uniformly a flash point under 100° F. and therefore come within the scope of inflammable liquids.

### Druggist Fined \$100—Sold Morphine Without Label.

Daniel M. Priest, who conducts a pharmacy at 200 West Twenty-third street, pleaded guilty on December 30 in the Court of Special Sessions to the charge of selling morphine without properly labeling it and was sentenced to pay a fine of \$100, which he paid. He was arrested on December 6 by inspectors of the State Board of Pharmacy, who said that they had purchased morphine from Priest and that he had failed so to label the package.

### Useful Memorandum Souvenir.

Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., following a custom established by them many years ago, have just issued a pocket memorandum book and calendar for the current year. The book, which can be carried in the vest pocket, is artistically bound in red leather and contains blank pages for memoranda and much statistical and other information that will prove useful to the busy druggist.

The clerk who does his "level best" today is the one who is on the level all the time.

## DINNER TO MR. HAGENOW A BIG SUCCESS.

**Fresh Impetus Given to Movement for Better Pharmacy Laws in Missouri—Mr. Bolm Toastmaster.**

ST. LOUIS, Jan. 4.—The feature of the holidays in local drug circles was the testimonial dinner tendered Theo. F. Hagenow, member-elect of the Missouri Assembly, which served to win better publicity for the plans for pharmacy law amendments than any plan heretofore carried out.

Mr. Hagenow was guest of the retail pharmacists and the allied trades, both local jobbing houses, two pharmaceutical manufacturing houses, several cigar, label, candy and proprietary establishments being represented. The general topic was need of more and better laws. After the eight-course dinner, W. H. Lamont, chairman of the entertainment committee, told of the object and introduced William C. Bolm as toastmaster of the evening. Mr. Bolm outlined the proposed law: the increase of membership of the State board from three to five members, one of whom shall devote his entire attention to the business, biennial registration, recognition of assistants, a registered pharmacist in every store where medicine is sold, elimination of the "medicine wagon" and greater restrictions on sale of poisons.

Col. C. P. Walbridge, of the J. S. Merrell Drug Company, asked to be excused from his place on the toast program because of illness and Sol. Boehm spoke on "Holding an Office." Other toasts were: "The Pharmacist of the Future," Leo. R. A. Suppan; "Student Days," Francis Homm; "The Retail Druggist," Charles R. Judge; "Association Work," Dr. W. D. Auferheide. Additional addresses were made by William K. Illhardt, Ed. H. Wolff, L. A. Seitz, J. M. Good. Each viewed the proposed legislation from his own angle, but reached the conclusion that each request was justifiable.

Mr. Hagenow was called upon after the regular program of toasts and pledged his best efforts to give a good account of his stewardship as spokesman for the pharmacy interests of St. Louis in particular and the State in general. He said that his chief object in aspiring to the legislative position was that he believed that in this field he could better carry on the work that he had always tried to accomplish for the betterment of the profession in his active work in the College of Pharmacy and in the several associations.

The committee in charge was W. H. Lamont, Charles R. Judge, Charles Renner, L. A. Seitz, H. O. A. Huegel, J. C. Thumser, and the place the Marquette Hotel.

### Druggist Finds Auto Victim Is His Own Son.

Leslie Manheimer, six years old, ran into the street in front of his home at 27 Manhattan avenue, New York City, last Saturday afternoon and was run down by an automobile. A wheel passed over his head. The driver stopped his car and ran with the boy to the nearest drug store. The druggist set about attending the child and found it was his own son. He became hysterical.

The father, Maurice Manheimer, carried the boy to the office of Dr. G. A. Blakeslee at 60 West One Hundred and First street, but the child was dead when they got there.

### Beaver Valley Druggists Elect Officers.

BEAVER, Pa., Dec. 31.—The Retail Druggists' Association of the Beaver Valley has elected officers for the ensuing year as follows: President, Ira C. Hoffman, of Monaca; vice-president, E. G. Stucky, of New Brighton; secretary, Walter Kaye, Jr., of Monaca; treasurer, Robert D. Thompson, of Freedom.

## PUBLIC SENTIMENT SUSTAINS DR. WILEY.

**Chief of the Bureau of Chemistry Greatly Pleased With Editorials Ament Rumored Removal.**

WASHINGTON, Jan. 4.—The hold of Dr. Harvey W. Wiley, Chief of the Bureau of Chemistry, on popular favor was put to a significant test recently in the efforts of certain manufacturing interests to have him removed from office. The interests that have carried on a warfare with the government chemist over the use of benzoate of soda apparently gained a temporary advantage by going over Dr. Wiley's head and obtaining from the administration a declaration which practically says that Dr. Wiley's views on benzoate of soda do not constitute the views of the administration until the Board of Referees has passed on the question. At the same time the sugar men, including cane growers and refiners, petitioned the President for the removal of Dr. Wiley because of his rulings in regard to the use of sulphur in the manufacture of the cane products.

### Popular Druggist-Legislator.



PAUL W. HOUCK,  
of Shenandoah, Pa.,

who was elected a member of the State Legislature, is a Republican, and becoming interested in politics at an early age soon established himself as a leader in city and county. He was born in Lebanon, Pa., and after a public school education was graduated from the Philadelphia C. of P. He is owner of one of the leading drug stores of Shenandoah.

The slap at Dr. Wiley in the matter of the benzoate of soda was responsible for the widespread report that the administration had decided on Dr. Wiley's removal, and this report furnished the test of Dr. Wiley's popularity with the public.

On Dr. Wiley's desk there is a pile of newspaper clippings nearly a foot high, representing editorial expressions from every section of the country. "I know some of the people who have sent me these newspaper clippings," said Dr. Wiley to the ERA correspondent, "but the bulk of them come from people I have never heard of."

These clippings were sent by admirers from nearly every State in the Union, and they represent tributes to the work of the chief chemist of the government from hundreds of newspaper editors who have apparently done their best to say bright things in favor of his work and in opposition of the efforts to remove Dr. Wiley from his post.

Dr. Wiley is clearly delighted with this showing of public sentiment in favor of an aggressive enforcement of the Pure Food and Drugs Law and expressed the belief that the result of the effort to obtain his removal has done much to enlighten manufacturers on the temper of the public in regard to the enforcement of the law.

That there is to be no letting up on the aggressive policy for the protection of the public health is shown by the new work upon which Dr. Wiley has embarked. As announced recently in the ERA, he has begun a crusade against absinthe and is engaged on a brief to be presented to Secretary Wilson showing the effect of absinthe, with the view to obtaining from the secretary an order

under the Pure Food and Drugs Act to prevent the importation of absinthe, as smoking opium is now barred from this country. This brief on absinthe is being prepared from official reports from European countries and will be presented to the Secretary of Agriculture within a few weeks.

Dr. Wiley will deliver two addresses this month in Ohio. On January 20 he will speak before a meeting of the Tri-County Medical Association at Canton, and on January 21 he will deliver an address before the Sigma Xi at the University of Ohio at Columbus.

### Paint, Oil and Varnish Club Meeting.

The Paint, Oil and Varnish Club of New York will hold its one hundred and fourteenth meeting and dinner at Reisenweber's, Columbus Circle, next Thursday. The Entertainment Committee has extended greetings to the members and also expresses the hope that members will do their utmost to make the meeting an enjoyable one by their attending same.

## EFFECT OF EARTHQUAKE ON DRUG TRADE.

**Unquestionably Great Damage Has Been Done to Sources of Supply in Italy for Citric Acid, Essential Oils, Olive Oil, Etc., but Details Are Very Meagre and Unsatisfactory.**

To realize even approximately the extent to which trade will be affected by the recent seismic disaster in Sicily and Calabria, is as yet impossible. Cable advices continue with graphic descriptions of the appalling loss of life and property in the cities and other matters really outside of trade interest. There exists, however, the belief that when the business phase of the situation comes to be estimated the devastation will be found to have been enormous. The region which was the world's greatest source of supply for various essential oils, citric acid and a number of products handled in the drug trade has had numerous visitations of a similar nature in the past, but as reports are confirmed it is realized that this latest calamity is without comparison in the completeness of destruction.

Reports from survivors who are deserting the region state that terrible elemental destruction has taken place in the rural districts and even if the growing crop of fruits has not been entirely wiped out, there is only a small possibility of its being gathered owing to the depopulation of the country, so many having been killed and survivors fleeing with the intention never to return.

Reports have it that many groves have been inundated, while the coast for miles inland which were covered with large plantations, were demolished by tidal waves. To restore the orchards will take years and the production will be curtailed for a decade at least, even if the planting could be commenced at once. In the city of Messina, which is reported practically annihilated, a large amount of finished and crude products was destroyed, large stocks being in the hands of producers and dealers at this time of the year in anticipation of the demand likely to result on the signing of new contracts. The trade in oils of lemon and orange has been practically dependent upon this port for its supplies for more than a century and the destruction of the city it is claimed will revolutionize commerce in these articles.

The entire output of oil of bergamot came from Calabria, and as this peninsula has also suffered to an extent almost as bad as Sicily there is almost every possibility that this article will follow the same course as the oils of lemon and orange. Messina ranked fourth in the volume of its commerce among the Italian cities. The total tonnage entered and cleared in a recent year was 2,300,000, with imports valued at \$4,000,000 and exports at \$10,000,000. Silks, wines, cloths, fruits, besides the various essences, oils, arazols, citrate of lime, constitute the chief articles of its commerce.

The prices of cream of tartar may possibly also be affected, if the production in the other European wine producing districts does not reach a high level this year. Manufacturers have already advanced prices on citric acid and its salts, the advance amounting to 5 cents on the acid and 4 cents on the salts. It has been stated that in Messina there was destroyed more than one-fourth of the world's annual consumption of crude citric acid.

Manufacturers and dealers, while slow to consider action at the time of the first reports, are now watching with keen interest all advices having a bearing on the situation, and are endeavoring to secure information as to the future outlook so as to restore quotations which have been withdrawn on all the oils produced in the region.

Recent advices from London are to the effect that while the importers do not refuse to give quotations, they refuse to deliver the goods when the price asked is accepted. This is taken as an indication that they realize the situation and that prices when established will be prohibitive. The same advice states that prices without offer on oils of bergamot, orange and lemon are held at \$7.50, \$5, and \$4 per pound, respectively, an advance of more than 100 per cent. The price of olive oil will without doubt also be affected, as Messina was a shipping port for large quantities of the Italian oil and some stock presumably perished. Coming at a time when the conditions in other producing districts are so critical due to the destruction by the olive worm with crops so small as hardly worth gathering, the loss of only small quantities will certainly be reckoned with.

Local importers state they have had no word from their

representatives in the districts affected and are naturally at a loss to give any information in detail concerning the influence which the earthquake will have, but they expect that all their contracts will be cancelled and those who are short of stock will be bound to go without any.

### Letter From Consul Killed at Messina.

BALTIMORE, Jan. 4.—The cable dispatches from the area in southern Italy devastated by earthquake and fire have contained reports giving meagre accounts of the death of Arthur S. Cheney, the American Consul at Messina, and his wife, who were buried under the ruins of the consulate. By an extraordinary coincidence a letter from Mr. Cheney was received by the wholesale drug house of Math Bros. & Co., of this city, on the very day of the calamity, being delivered only a few hours after the city had fallen in ruins. The communication was dated November 27, having been sent on one of the slow Mediterranean steamers, and related to an inquiry made about a firm of exporters at Messina, with which the Baltimore house had had business relations. The letter also gave a list of other houses of importance, most of them exporters of essential oils and similar goods. A majority of the names given appeared in the dispatches as having suffered the destruction of their warehouses, and which had lost one or more members by death. The list included Fred. Baller, W. Sanderson & Sons, Giovanni Restuccio & Co., and Arthur A. Barrett, all of Messina.

The death of Mr. Cheney will be felt as a serious loss to the drug trade and to importers from Sicily and Calabria generally. He was a most zealous and efficient official and his services had been of great value to American business men. In numerous instances he had been instrumental in securing the collection of claims and the equitable adjustment of differences, which without his aid might have been productive of losses. Mr. Cheney made a close study of conditions in his territory and was well informed about the resources of the region, being able also to give data about the standing of numerous houses. He is generally accounted to have been one of the best and most useful members of the Consular Service.

### Druggist Will Appeal From \$750 Verdict.

JERSEY CITY, Jan. 4.—A jury in the Supreme Court last week awarded St. Clair Alleyne, fourteen years old, a verdict of \$750 damages against Herman J. Lohmann.

Two years ago the boy was given a bottle to deliver to a customer of the druggist. In jumping on the rear end of a truck the bottle was broken and its contents, sulphuric acid, burned young Alleyne on the hands, arms, legs and abdomen. He testified that the druggist failed to tell him what the bottle contained. He sued for \$5000. Mr. Lohmann will appeal from the verdict.

### Narrow Escape of A. J. Horlick.

RACINE, Wis., Dec. 31.—Mayor A. J. Horlick, of Racine, and well-known proprietor of the Horlick Malted Milk Company, recently had a narrow escape from death under the wheels of a street car at Racine. The manufacturer started to cross the street to catch a car, and in so doing fell across the tracks in front of the approaching car. Only the agility of Mr. Horlick and the presence of mind of the motorman prevented a fatality.

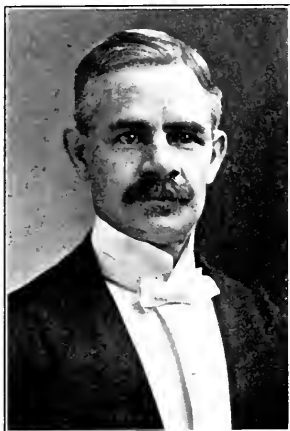
### Important Suit Won by Jacobs' Pharmacy.

ATLANTA, Jan. 4.—The second trial of a suit of the Jacobs' pharmacy against the Atlanta & West Point Railroad terminated in Coweta County in a verdict for \$7250 in favor of the pharmacy company, this being a greater amount than was awarded on the first trial. The suit grew out of the destruction by fire of a carload of goods being shipped by the Jacobs' pharmacy to Atlanta from Montgomery.

### Hoagland & Mansfield Reorganized.

Hoagland & Mansfield, wholesale druggists at 94-98 Canal street, Boston, announce that they have dissolved their partnership by mutual consent, and that hereafter the business formerly conducted by them will be carried on at the same address by the Hoagland-Curtis Drug Company, a corporation organized under the laws of Massachusetts.

## THREE OF QUARTETTE OF PHARMACISTS WHO TOOK SEATS IN MASSACHUSETTS LEGISLATURE.

HON. W. G. WHITTEMORE,  
of Ashland, Mass.HON. J. A. WILFRED BOUVIER,  
of Fall River, Mass.HON. JOSIAH S. BONNEY,  
of Wakefield, Mass.

BOSTON, Jan. 6.—Four druggists were inaugurated today as members of the Great and General Court of Massachusetts, and took their seats in the House of Representatives for the year 1909. All four are Republicans, and in the case of each of them this their first service in behalf of the State.

Not a single person connected with the interests of pharmacy who sat in the Legislature last year was returned to the present Legislature, yet their places have been taken by four men of exceptional promise. They are: W. G. Whittemore, of Ashland, a graduate of the Massachusetts College of Pharmacy in the class of 1890; Josiah S. Bonney, of Wakefield, a graduate of the same college in the class of 1892; J. A. Wilfred Bouvier, of Fall River, a graduate of the Chicago College of Pharmacy in the class of 1893, and John F. Thompson, of Somerville.

With the exception of Mr. Bouvier, who on this occasion made his first venture into politics, all of the representatives have had a somewhat lengthy experience in the local politics of the home districts.

W. G. Whittemore, of Ashland, is proprietor of the drug store at 7 Front street, Ashland. He has been in the drug business since 1884. He was born in Ashland September 17, 1867, and with the exception of two years has always lived in that town. He graduated from the Ashland High School in 1884 and then began work in a drug store. Upon his graduation from the Massachusetts College of Pharmacy in 1890 he started in business for himself. He is a member of the Massachusetts State Pharmaceutical Association. He holds a prominent position in town affairs. He is at present town clerk, and he has been both secretary and chairman of the Ashland School Board. He is also assistant engineer of the fire department and a member of the State Firemen's Association. He is high in the Masonic fraternity, being now master of North Star Lodge, F. & A. M.; a member of Concord Royal Arch Chapter, Natick Commandery, K. T., and of Aleppo Temple, Order of the Mystic Shrine.

Josiah S. Bonney won his seat in the Legislature by defeating one of the best-known members of the House, a member who had served nine years there, and who in the last House was the minority leader. Mr. Bonney is the senior member of the firm of Bonney & Dutton, at 435 Main street, Wakefield. He is a native of New Bedford and came to Wakefield in 1885 as a boy of seventeen to enter the employ of Dr. Joseph S. Mansfield, a druggist, who was proprietor of the oldest drug store in the town, which was established in 1847. Mr. Bonney took the regular course at the Massachusetts College of Pharmacy and graduated in 1892, and a few months later he bought out his employer. He continued in business

alone until 1906, when he formed a partnership with Riberot Dutton, a registered pharmacist, which still continues.

Mr. Bonney's public services include two years as a member of the Wakefield Board of Health, three years on the school board and ten years as inspector of milk.

The campaign for the seat in the Legislature was marked by a vote which proved to be the largest ever cast in the town, and Mr. Bonney won by the narrow margin of forty votes. The town is normally Republican, yet for a decade, with but a single exception, the town has elected a Democrat to the House, and the Republicans year after year had trotted out their strongest man only to have him go down to defeat against the wonderful popularity and power of Charles L. Dean.

Mr. Bonney's workers, however, were not daunted by this record of party defeats. They worked early and late, and when the announcement was made of their victory they paraded the town, shouting that "Bonney's pills worked," and singing songs of which the following are some:

Should you ask me, e'er so slyly,

What great thing did nine-year Charlie?

What great thing—ever did—Charlie D?

The answer true you'd then require

Chiefly relates to my Josiah:—

"He brought my Bonney to me."

That was the burden of the song of the jolly revelers who paraded the streets of the town in the wee sma' hours celebrating Mr. Bonney's victory over Mr. Dean.

J. A. Wilfred Bouvier, of Fall River, had a very different experience. It was his first plunge into politics and he was one of eight candidates from his district for the three places to which the district is entitled. He landed high man. How he did it, he said, was a surprise to him. But Mr. Bouvier was a candidate in a city where he has spent most of his life, where he has built up a large and prosperous business and where he is personally known to thousands of the people. Mr. Bouvier was born in St. Agnes, Province of Quebec, December 27, 1868, but came to Fall River when less than a year old. Most of his life, with the exception of college days spent in St. Anne's, Canada, and at the Chicago College of Pharmacy, has been spent in Fall River. He also spent eight months after graduating from St. Anne's College teaching French and English. He passed the examination of the Massachusetts Board of Registration in Pharmacy in 1892 and the following year won his degree from the Chicago College. In 1893 he started in business for himself at 1705 Pleasant street, Fall River. Five years later he moved a few doors

down the street and enlarged the store to more than double its former size. He holds membership in the local, State and National drug associations. He belongs to the Elks, Knights of Pythias, Knights of Columbus and several French societies. For many years he has been a subscriber to the ERA.

John F. Thompson, of Somerville, has served as alderman of Somerville and on the ward and city committee for over ten years. He is a native of Eastport and has lived in Somerville eighteen years and has been in business for himself for fourteen years. His store is at 509 Somerville avenue, Somerville.

### N.W.D.A. COMMITTEES APPOINTED.

List a Long One, Twenty-five in Number—Legislation Committee Largest, as Usual.

President Fred. L. Carter, of the National Wholesale Druggists' Association, has announced his appointments of the various committees for the ensuing year. The more important committees with the chairmen of the committees not given in full, are as follows:

LEGISLATION.—M. N. Kline, chairman, Philadelphia, Smith, Kline & French Co.; J. W. Durr, Jr., Montgomery, Ala., Durr Drug Company; Joseph H. Brown, Little Rock, C. J. Lincoln Company; William Geary, Sacramento, Kirk, Geary & Co.; W. A. Hoyer, Denver, W. A. Hoyer & Co.; C. H. Talcott, Hartford, C. H. Talcott & Co.; N. B. Danforth, Wilmington, Del.; M. W. Stewart, Jacksonville, Groover-Stewart Drug Company; Lamar Rankin, Atlanta, Lamar & Rankin Drug Co.; C. F. Osmer, Lewiston, Idaho, Idaho Drug Company; Francis Keeling, Jr., Chicago, Himmiston, Keeling & Co.; G. Barret Moxley, Indianapolis, A. Kiefer Drug Company; M. E. Sherman, Des Moines, Des Moines Drug Company; Charles E. Potts, Wichita, Kan., C. E. Potts Drug Company; M. Cary Peter, Louisville, Peter-Neat-Richardson Company; A. D. Parker, New Orleans, Parker-Blake Company; Charles Cook, Portland, Me., Cook, Everett & Pennell; G. Frank Baily, Baltimore, Md., James Baily & Son; Charles F. Cutler, Boston, Eastern Drug Company; E. G. Swift, Detroit, Parke, Davis & Co.; F. E. Bogart, Detroit, Farrand, Williams & Clark; C. P. Noyes, St. Paul, Noyes Bros. & Cutler; O. W. Bethae, Meridian, Miss., Hopkins & Bethae; C. P. Walbridge, St. Louis, J. S. Merrell Drug Company; H. M. Parchen, Helena, Parcelen Drug Company; Aaron S. Raymond, Lincoln, Lincoln Drug Company; Charles R. Denning, Concord, C. H. Martin Company; W. O. Kuebler, Newark, N. J., Roeber & Kuebler Co.; Thomas F. Main, New York, The Tarrant Company; Charles Gibson, Albany, N. Y., Walker & Gibson; B. S. Jerman, Raleigh, N. C., W. H. King Drug Company; C. R. Meredith, Fargo, N. D., Meredith Drug Company; George B. Kauffman, Columbus, Ohio, Kauffman-Lattimer Company; E. S. Malone, Oklahoma City, Alexander Drug Company; Louis G. Clarke, Portland, Ore., Clarke, Woodward Drug Company; W. O. Blanding, Providence, Blanding & Blanding; W. J. Murray, Columbia, S. C., Murray Drug Company; R. F. Brown, Sioux Falls, Brown Drug Company; D. D. Phillips, Nashville, Berry, Demoville & Co.; R. N. McNight, Waco, Texas, Behrens Drug Company; W. E. Bailey, Salt Lake City, Smith-Bailey Drug Company; F. C. Harrington, Burlington, Burlington Drug Company; T. W. Purcell, Richmond, Purcell, Ladd & Co.; A. B. Stewart, Seattle, Stewart & Holmes Drug Co.; A. C. Murdoch, Parkersburg, W. Va., J. N. Murdoch Company; L. A. Lange, Milwaukee, Yahr & Lange Drug Co.

COMMERCIAL TRAVELERS.—George R. Merrell, chairman, St. Louis, J. S. Merrell Drug Company; Alfred E. Mealy, Baltimore, Gilbert Bros. & Co.; Alfred Vogeler, Cincinnati, Alfred Vogeler Drug Company; Terry T. Greil, Montgomery, Ala., Greil Brothers Company; John M. Scott, Charlotte, N. C., John M. Scott & Co.; E. J. Huston, Greenville, Miss., The Goyer Company; W. P. Colburn, Peoria, Colburn, Pirks & Co.; A. N. O'Keefe, Jacksonville, Southern Drug Manufacturing Company; Norman H. Masengill, Bristol, Tenn., Masengill Brothers Company; Charles S. Leete, New Haven, Charles S. Leete & Co.; E. C. McKallor, Birmingham, E. C. McKallor Drug Company; C. C. Leadwater, Alexandria, Va., E. S. Leadwater & Sons; W. S. Davis, La Grange, Ga., Bradford Drug Company; Bart. Whiteaker, Dayton, Ohio, Whiteaker-Gwinner Drug Company; B. R. Gilmer, Houston, Southern Drug Company; A. H. Williams, Utica, A. H. Williams

& Co.; S. S. Elliott, Council Bluffs, Harle-Haas Drug Company; Alexander S. Fraser, Fall River, The E. S. Anthony Company; Josiah Vaughan, Richmond, Vaughan-Robertson Drug Company; John Schaap, Fort Smith, Ark., John Schaap & Sons Drug Co.; George Freisheimer, Missoula, Mont.

PHARMACEUTICALS AND PLASTERS.—Charles F. Weller, chairman, Omaha, Neb., Richardson Drug Company; L. A. Lange, Milwaukee, Yahr & Lange Drug Co.; Charles A. Jerman, Clinton, Iowa, Olney & Jerman Co.; Charles S. Martin, Nashville, Spurlock-Neal Company; William J. Mooney, Indianapolis, Mooney-Mueller Drug Company.

STANDARDS AND TESTS OF THE U.S.P. AND N.F.—Thomas F. Main, chairman, New York, The Tarrant Company; William Jay Schieffelin, New York, Schieffelin & Co.; Otto P. Amend, New York, Elmer & Amend; Donald McKesson, New York, McKesson & Robbins; Clarence M. Kline, Philadelphia, Smith, Kline & French Co.

RESEARCH LABORATORY.—M. N. Kline, Philadelphia, Smith, Kline & French Co.; William Jay Schieffelin, New York, Schieffelin & Co.; Charles A. West, Boston, Eastern Drug Company; S. E. Strong, Cleveland, Strong, Cobb & Co.

REGULATIONS FOR TRANSPORTATION OF INFLAMMABLES.—William Jay Schieffelin, chairman, New York, Schieffelin & Co.; George W. Norrell, Houston, Texas, Houston Drug Company; William P. Ritchey, New York, Braen, Ritchey & Co.

SUITS AGAINST MEMBERS.—M. N. Kline, chairman, Philadelphia, Smith, Kline & French Co.; Thomas F. Main, New York, The Tarrant Company; I. S. Coffin, New York, Coffin, Reddington Company.

CUSTOMS COURT.—Charles A. West, chairman, Boston, Eastern Drug Company; Theo. F. Meyer, St. Louis, Meyer Brothers Drug Company; Albert Plant, New York, Lehn & Fink.

ARRANGEMENTS AND ENTERTAINMENT.—Edgar D. Taylor, chairman, Richmond, Powers-Taylor Drug Company.

CREDITS AND COLLECTIONS.—W. C. Shurtleff, chairman, Chicago, Morrisson, Plummer & Co.

DRUG MARKET.—P. E. Anderson, chairman, New York, P. E. Anderson & Co.

FIRE INSURANCE.—George W. Lattimer, chairman, Columbus, Ohio, Kauffman-Lattimer Company.

FRACTERNAL RELATIONS.—L. B. Bridaham, chairman, Denver, Davis-Bridaham Drug Company.

MEMBERSHIP.—A. J. Moore, chairman, Sioux City, Hornick, Hess & More.

MEMORIALS OF DECEASED MEMBERS.—H. J. Schnell, chairman, New York.

PAINTS, OILS AND GLASS.—F. Junkermann, chairman, Cedar Rapids, The Churchill Drug Company.

PASSENGER RATES AND ROUTES.—Thomas P. Cook, chairman, New York, New York Quinine & Chemical Works.

PREVENTION OF ADULTERATIONS.—Clarence M. Kline, chairman, Philadelphia, Smith, Kline & French Co.

PROPRIETARY GOODS.—William Jay Schieffelin, chairman, New York, Schieffelin & Co.

RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTER-STATE.—R. H. Bradley, chairman, Toledo, Walding, Kinnan & Marvin Co.

TRADE-MARKS.—George M. Besett, chairman, Burlington, Wells & Richardson Co.

TRANSPORTATION.—George W. Norrell, chairman, Houston, Houston Drug Company.

CENSUS OF 1910.—Albert Plant, chairman, New York, Lehn & Fink.

COMMERCIAL TRAVELERS.—(Special)—S. H. Carragan, chairman, New York, N. Y., Parke, Davis & Co.

PARIS GREEN.—H. B. Fairchild, chairman, Grand Rapids, Hazeltine & Perkins Drug Co.

### First Ball of Drug Clerks' Brotherhood a Success.

The first annual full dress and civic ball of the Drug Clerks' Brotherhood of New York was held at Arlington Hall, St. Mark's Place, Manhattan, New Year's night. A large gathering, including proprietors and a large representation from the general public, spent the evening in merrymaking and dancing. M. A. Feinberg, of the brotherhood, was chairman of the committee on arrangements, which was complimented on the success of the affair. Harry Pinkowitz is secretary of the brotherhood, which lacks ten days in being one year old, its organization dating from January 17, 1908.



## PROMINENT PHILADELPHIA COMPANY OPENS BRANCH HOUSE IN SAN FRANCISCO, CALIFORNIA.

SAN FRANCISCO, Jan. 1.—To meet the increasing demand from this section of the country and to enable the pharmacist and physician to have a supply close at hand of their pharmaceutical and biological products, the H. K. Mulford Company has opened a branch house at Second and Natoma streets, in this city.

Realizing the professional responsibility of the manufacturing chemist to the pharmacist, the physician and the patient, the company spares no efforts to insure the character, quality and accuracy of its pharmaceutical and biological products. That its policy in this respect has been the right one is shown by the cordial reception of its products by the medical and the pharmaceutical professions.

In no section of the country has the awakened interest in ethical prescribing and manufacturing been greater than on the Pacific Coast. This San Francisco house gives the druggists of the Pacific Coast and territory tributary thereto an opportunity of obtaining the Mulford pharmaceutical and biological products with their regular drug orders through their jobber, or enables direct shipments to be made, saving delay that would otherwise attend shipments from the home office.

With branch houses established in Chicago, New York, St. Louis and Minneapolis, and the recent opening of the San Francisco house, the distribution of the products of the Mulford laboratories throughout the United States is assured. While the reputation of the firm has been secured principally from its antitoxins, curative sera, vaccines and biological products during the past five years, the house has been making rapid strides in developing a general pharmaceutical business. It is one of the leading houses in the manufacture of chemically assayed and physiologically standardized pharmaceuticals and the extent of its line of manufactured products can best be appreciated by examining its general catalog.

It is the fixed policy of the firm to conduct its business on ethical lines, and while the products of the house have never been known as low priced, inspection of its catalog will show that when quality is considered full value is given. The Pharmacopeia requires the chemical standardization or forty-eight preparations; the H. K. Mulford Company chemically assays and standardizes one hundred and sixty preparations and physiologically or clinically tests sixty-eight preparations. As the question of standardization is one that affects the health of a community and the reputation of pharmacists and physicians, there can be no doubt as to the importance of specifying the class of products that should be employed.

The well-known business policy of the firm in refusing to sell department stores, mail order houses and aggressive cutters is appreciated by the druggists. In purchasing Mulford's products through his jobber, if preferred, the druggist receives 40 per cent discount on pharmaceuticals without signing a contract. This is a most favorable proposition to save money on his purchase and does not require the investing of capital in a stock line but only as pharmaceutical supplies are needed.

### Conference of Sharp & Dohme's Forces.

BALTIMORE, Jan. 4.—During the last week in the old year many of the field officers of Sharp & Dohme were here to confer with the officers at headquarters, the managers and directors, regarding the business done in 1908 and the prospects for the new year, and daily meetings have been held. Among the officials who came to Baltimore from a distance were Charles E. Matthews, manager of the Chicago branch; R. L. Winchester, manager of the St. Louis house, and J. L. Pryor, of Atlanta.

The conferences had the benefit of the counsel of Louis Dohme, president of the company, who arrived from Europe two days before Christmas, and met the visiting officials in person. Mr. Dohme has been greatly improved by his sojourn abroad during a large part of 1908.

On Wednesday afternoon a large number of the delegates to the annual meeting of the American Chemical Society went to inspect the laboratories of Sharp & Dohme. They were received by Dr. A. R. L. Dohme and others, and shown around the entire establishment, being strongly impressed with what they saw.

### Annual Banquet of J. S. Merrell Drug Company.

ST. LOUIS, Jan. 4.—The "family dinner" of the J. S. Merrell Drug Company last week at the Southern Hotel is pronounced the best of the long series of annual affairs of this kind for that company. Forty men, members of the firm, salesmen and heads of departments, were present and all had a pleasant and profitable time. The dinner follows the annual gathering of all salesmen at the store, where on Monday and



Tuesday afternoons conferences were held in which "new business" and "new methods" were the topic and views exchanged by inside and outside men.

Tuesday night occurred the dinner. On the set program, during which Col. C. P. Walbridge, the president, presided, were the names: Tony Dougherty and W. J. Campbell, representing the country salesmen; M. C. H. Arvidsen and W. C. Ritter, for the city salesmen; Richard Dunn, Ed. Schmeiter and Joseph A. Kleiber, for the heads of departments; H. S. Merrell for the officers and directors, and D. O. Macdonald as the oldest in the firm's service.

Colonel Walbridge, later called Tony Dougherty, the irreplaceable southern Illinois salesman, to the chair and Mr. Dougherty undertook the task of getting every person present to express audibly some thought for the good of the order. Wit and business were intermingled until adjournment.

### Learn How Prescription Bottles Are Made.

CHICAGO, Jan. 4.—Twenty-one students of Northwestern University School of Pharmacy, accompanied by Thomas V. Wooten, administrative officer of the school, went to Chicago Heights recently to witness the making of prescription bottles by the Sheldon-Foster Glass Company. From the mixing of the sand and the chemicals with which it is fused clear to the packing of the culled bottles in cases, the students were shown the methods whereby high-grade prescription ware is made. All present, most of whom live too far away to go home for the holidays were glad of this break in the monotony of protracted study during the absence of their fellows, are enthusiastic over the trip.

The students were particularly interested in the machine-molded bottles (some fine specimens of which they saw turned out) and in the statement that the perfecting of machinery for the making of bottles, which is going on rapidly, is likely to revolutionize the business within a few years.

Nearly all of the party returned to Chicago by trolley through the manufacturing towns of Harvey and Blue Island and the market garden country which is making Northwestern Illinois famous. The day being an exceptionally bright, sunshiny one for the last week in December, the trip was pronounced a most successful one from every point of view.

## BOARD EXAMINATIONS

### Missouri.

ST. JOSEPH, Jan. 4.—The Missouri State Board of Pharmacy has passed twenty-seven of the forty-four applicants who were examined here December 14, and the successful ones will receive certificates of registration. The board will hold its next meeting at Jefferson City, January 11. Following are those who passed:

D. J. Blair, St. Joseph; John A. Boyd, Republic; Newton O. Brannock, Kansas City; B. C. Culp, Kansas City; George H. Cutter, Everton; Joseph B. Campbell, St. Louis; F. Caldwell, Craig; Frank M. Clark, Hannibal; Charles C. Coats, St. Joseph; Clarence E. Gardner, St. Joseph; Ralph E. Gray, Kansas City; C. E. Hardy, St. Louis; Theo. F. Lanza, Kansas City; B. W. McFall, St. Joseph; D. F. Montgomery, St. Joseph; O. M. Owensby, St. Joseph; William H. Post, Kansas City; Chaucey R. Ryan, Kansas City; Oswald I. Roemich, St. Louis; George Edgar Ross, St. Joseph; George W. Spengler, St. Joseph; A. W. Sowden, St. Joseph; Fred. W. Seumann, St. Joseph; Virgil R. Smith, Ames, Iowa; B. G. Smith, Kansas City; Mrs. B. D. Thomas, Kansas City, and George E. Weight, Kansas City.

### Tennessee.

CHATTANOOGA, Jan. 4.—The following twelve out of a class of twenty-six persons passed the last examination of the Tennessee State Board of Pharmacy:

E. L. Beasley, of Lewisburg; Mary E. Foss, of Harriman; L. D. Gilmore, of Scottsville, Ky.; J. L. Hennessee, of Chattanooga; W. J. Latham, of Columbia; J. S. Long, of Blountville; R. C. Minnis, of Newport; D. L. Munpower, of Nashville; J. B. Smith, of Newport; L. E. Taylor, of Tullahoma, and H. G. Watson and P. C. Wray, both of Chattanooga.

Next meeting will be held at Nashville, January 10.

### North Carolina.

RALEIGH, Jan. 4.—Secretary F. W. Hancock, of the North Carolina Board of Pharmacy, announces the following candidates for license to practice pharmacy passed successful examinations on the 15th: Edward C. Adams, Cherryville; Roy R. Bost, Newton; Beverly P. Cosner, Dallas; Charles D. Cushman, Mocksville; E. Lee Dameron, Charlotte; Phifer Fulewider, Monroe; Guy C. Hayes, Greensboro; Dorus O. Hunsar, Maxton; Lawrence W. Jenkins, Stanley; Lumartin J. Lea, Roxboro; Hugh W. Layden, Spray; Thomas T. McGaule, Southern Pines; Leonidas B. Powers, Wake Forest; Ralph H. Triplett, Lenoir; Henry W. Sloan, Jonesboro; Emmett L. Vinson, Halifax; George F. Wright, Elizabeth City; William L. Wetzel, Gastonia; Robert E. Wiley, Southern Pines; Coley R. Yoder, Newton; James A. Henderson (col.), Fayetteville.

The next meeting will be held in Greensboro June 21, at 9 a. m.

### Rhode Island.

PROVIDENCE, Jan. 4.—At the December meeting of the Rhode Island State Board of Pharmacy four candidates presented themselves for examination and all were successful. They are: Registered Assistant Pharmacists: Richard W. Matthews, Newport, R. I.; Joshua Farron, Jr., Woonsocket, R. I.; Ephrem Nadeau, Fall River, Mass.; Arthur L. Emery, Concord, N. H.

### Massachusetts.

BOSTON, Jan. 4.—The State Board of Registration in Pharmacy, as a result of the December examinations, has granted certificates of registration to seven applicants and certificates of assistants to fifteen, as follows:

CERTIFICATES OF REGISTRATION.—Carl Aursloff, Wollaston, Mass.; George A. Emard, South Framingham, Mass.; Frederic E. Huntress, Lynn, Mass.; Etore DeLoe, Boston, Mass.; Martin W. Madden, Worcester, Mass.; Thomas J. McAniff, Haverhill, Mass.; Amos T. Staples, Beverly, Mass.

CERTIFICATES OF ASSISTANTS.—Gay Wadsworth Cole, Bridgewater, Mass.; Frank J. Diamond, Easthampton, Mass.;

Beverly N. MacCreedy, Boston, Mass.; Walter P. Marble, Haverhill, Mass.; Francis G. Miniter, Boston, Mass.; Maurice B. Moore, Cambridge, Mass.; Frank A. Morley, Boston, Mass.; Freeman Phillips, Cambridge, Mass.; Joseph A. Robichand, South Framingham, Mass.; George Henry Boden, Cambridge, Mass.; Frederick T. Eubanks, Lowell, Mass.; Henry F. Grosswich, Fitchburg, Mass.; George W. Grimwood, Haverhill, Mass.; William A. Phillips, Boston, Mass.; William H. Ward, Chelsea, Mass.

### Texas.

GONZALES, Jan. 1.—Secretary R. H. Walker, of the Texas State Board of Pharmacy, announces that the next examination will be held at a three days' session beginning at 9 a. m., January 19, in the Fort Worth Medical College Building. Mr. Walker says: "The Board of Pharmacy is becoming more useful and the druggists are manifesting more interest in its work and the enforcement of the new law."

### OBITUARY.

Alabama Ph.A. Loses Charter Member, E. B. Norton.

Announcement is made of the death of E. B. Norton, charter member of the Alabama Ph.A., and formerly its president, at his home in Birmingham in that State. Mr. Norton had been in ill health, but his death came as a sudden shock to his many friends. He was born in Mobile in 1863 and at the age of thirteen entered the drug business and in early life advanced far enough to own a store. In 1889 he moved to Birmingham, Ala., and connected himself with Anzi Godden. Later he established the Norton Drug Store, which became one of the best patronized in the city. He was a member of several clubs and was a Consistory Mason. His funeral was largely attended and was under the auspices of King Solomon Lodge. A widow and three children survive.

### Obituary Notes.

—THOMAS MOFFAT, of Indianapolis, is dead, aged fifty-two.

—GEORGE H. BRYAN, a well-known druggist of Georgiana, Ala., is dead, aged forty-three. A widow survives.

—ASILEY COOPER, of Maunington, W. Va., is dead, aged forty-two. He was a Mason and leaves a widow and two daughters.

—CLARENCE O. PUSEY, of the Virginia General Supply Company, dealers in dental supplies, Richmond, Va., was recently killed by a train.

—ROBERT W. SACKETT, pioneer resident and veteran druggist of Fort Dodge, Iowa, died recently of apoplexy, aged sixty-three. He was wealthy. His widow survives.

—WILLIAM GORDON HOOPLE, a member of the New York Drug Trade Club, although engaged in the leather business, died recently at his home in Brooklyn, aged sixty-seven. Acute indigestion was the cause.

—JOSEPH D. BROWN, of Irvington, a suburb of Baltimore, died recently of typhoid fever, aged forty-eight. He leaves a father, mother, widow and four children. He was a graduate of Maryland College of Pharmacy.

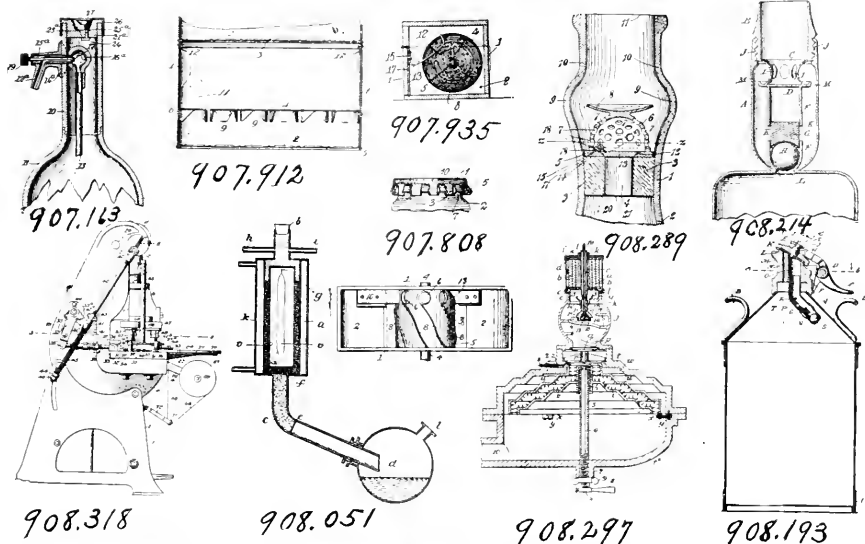
—HENRY AVERY KENT, a druggist in Elizabeth, N. J., for forty years, died recently in his home, at 322 Jefferson avenue, that city, of pneumonia. He was sixty-eight years old. He left a widow, three sons and two daughters.

—JULIUS S. CLEVELAND, junior member of B. H. Davis & Co., Palmyra, N. Y., is dead, aged forty-seven. He had been active in business and public affairs for a quarter of a century. A widow and two daughters survive him.

—ABRAHAM S. WILEY, who had been engaged in business in Miles City, Mont., since 1892, is dead, aged seventy-five. He was born in Boston and in 1874 opened what is now known as the Harvard Square Drug Store, Cambridge. His widow, who was a daughter of William A. Brewer, a wholesale druggist, a son and two daughters survive him.

—DAVID ALVerson, proprietor of the Alverson Drug Company's store, South Pellingham, Wash., died recently of paralysis. A widow survives him. He was born in Saline, Mich., in 1842, served in the Seventh Iowa Volunteers during the Civil War, settled later in Earlham, Iowa, moving to his late home in 1891. Mr. Alverson was prominent in the Grand Army and other societies. He served on the board of education for nine years.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted December 29, 1908.

907,808—Fridtjof Jensen, Christiania, Norway. Capsule for bottles and the like.  
 907,912—Henry P. Stock, Waukesha, Wis. Sheet metal bottle case.

907,935—Harry J. Wolslayer, Easton, Pa. Display cabinet.  
 907,941—Otto Zeltschel, Hamburg, Germany. Process for the manufacture of esters of cyclical terpene alcohols.

907,943—Alfred Zucker, Dresden, Germany, assignor to Max Elb, Gesellschaft mit beschränkter Haftung, Dresden, Germany. Carbonated ferruginous bath composition.

907,978—Paul Ehrlich and Alfred Bertheim, Frankfurt-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Brüning, Höchst-on-the-Main, Germany. Hydroxyarylsars-noxid.

908,051—Julius Voigt, Schwanheim-on-the-Main, Germany, assignor to Chemische Greisheim Electron, Frankfurt-on-the-Main, Germany. Manufacture of acetylene tetrachloride.

908,059—Henry A. Allwardt, Detroit, Mich., assignor one-half to William J. Stapleton, Detroit, Mich. Crown arranging and presenting device for bottling machines.

908,163—Frank Sonnenfeld and Rubin Fisher, New York, N. Y. Bottle.

908,171—Albert Verley, Paris, and Edouard Urbain and André Feige, Gentilly, France. Process of oxidizing camphor for the making of camphor.

908,193—William Ashbury, New York, N. Y., assignor to the American Safety Appliance Company, a corporation of Maine. Container.

908,214—Jeannie Dickson, New York, N. Y. Non-refillable bottle.

908,289—Herman Lowenstein, Bellevue, Ky. Non-refillable bottle.

908,297—Dan Martini, London, Eng. Apparatus for ionizing petroleum and its distillates.

## TRADE MARKS.

Published December 29, 1908.

32,794—Llewellyn Whiting Estes, Washington, D. C. Class 6. A prepared herbal remedy in tablet and powder form to be used as a blood-purifier and liver regulator.

33,780—George M. Parks, Willows, Cal. Class 6. Remedies for dyspepsia, indigestion, sour stomach, loss of appetite, catarrh of the stomach and bowels, disease of the liver and kidney, constipation and general debility.

35,790—George H. Dietz, Stockton, Cal. Class 6. Camphor toilet cream.

36,784—Albert Radke, Milwaukee, Wis. Class 6. Medicinal tablets to be taken internally as remedies for stomach, blood, kidney, liver and bowel disorders.

36,861—Ephraim S. Wells, Jersey City, N. J. Class 6. Poison for rats, mice, vermin and insects.

36,953—J. C. Eno, Ltd., London, Eng. Class 6. An effervescent fruit salt derivative compound.

37,016—Mound City Paint & Color Co., St. Louis, Mo. Class 6. Castor oil.

37,253—The Cresasapic Company, Philadelphia, Pa. Class 6. A liquid disinfectant and deodorizer.

37,369—Samuel Lord, Telluride, Colo. Class 6. Liniment.

37,441—Oakford & Fabnstock, Peoria, Ill. Class 6. Cream of tartar, baking powder, bluing, Jamaica ginger, household ammonia and dairy salt.

37,482—D. R. Bradley & Son, Pleasantville and New York, N. Y. Class 6. Perfumes, toilet water, sachet powder and toilet powder.

37,483—Same as preceding.

37,673—The Crown Perfumery Company, London, Eng. Class 6. Perfumes.

37,817—Thomas Brothers, Waycross, Ga. Class 6. A blood purifier.

37,957—Robert Haase, Baltimore, Md. Class 6. A remedy for liver and kidney complaints.

38,033—John J. Eckert, Philadelphia, Pa. Class 6. Cough drops.

38,094—Marguerite C. Andolin, New York, N. Y. Class 6. An insect destroyer.

38,093—John Thomas Clay, Vidalia, Ga. Class 6. Remedy

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G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

dies for lung, liver, kidney, stomach diseases, rheumatism, dyspepsia, indigestion, etc.

38,285—N. S. Lockwood, Sharon, Mass. Class 6. A remedy for female weakness.

38,301—Peterson H. Cherry, Los Angeles, Cal. Class 6. Remedies for catarrh, asthma, bronchitis, hay fever, coughs, colds and sore throat.

38,474—Waterloo Chemical Works, Waterloo, Iowa. Class 6. Sweeping compounds.

38,538—The Der-mo-tine Company, Fort Wayne, Ind. Class 6. Massage cream.

38,653—James E. Gasson, Kenton, Ohio. Class 6. A destroyer of vermin on the human body.

38,664—Creole Chemical Company, St. Louis, Mo. Class 6. A tonic for the nerves and blood.

38,698—The Piso Company, Warren, Pa. Class 6. A cream for the complexion.

38,702—Berta Schweid, New York, N. Y. Class 6. Salve.

38,770—Seraph J. Deal, Philadelphia, Pa. Class 6. Toilet deodorants.

#### Outlook for View Card Business.

Post card dealers everywhere report an exceptionally good holiday trade and the indications are that the demand will continue for the Lincoln's and Washington's Birthday, and the Valentine and Easter lines. Post card dealers should make their selections now, before the jobbers' and manufacturers' stocks are depleted. There is an endless variety of such cards on the market at prices to suit all buyers. A reputable firm in the post card business, the E. C. Kropp Company, whose advertisement appears in this issue of the ERA, advises us that it has a much better line of goods at lower prices than ever before. This firm is well known as a manufacturer of local view cards and it states that 1909 will be a record breaker in the view card business. Information from other sources points the same way, and therefore it will be well for dealers to order supplies early so that they may not be disappointed in delivery.

#### Final Arrangements for Drug Club's Dance.

PHILADELPHIA, Jan. 4.—Every department of the trade is interested in and will be well represented at the second annual entertainment and dance of the Drug Club to be held on the night of January 11 at the Bellevue-Stratford. Final arrangements for the affair were made at the meeting of the entertainment committee on Saturday and it was evident by the demand for tickets that the attendance will surpass by far anything of the kind ever given by drug interests in this city. Placards announcing the event have been placed in the windows of two hundred retail stores in every section of the city and the interest is by no means confined to the club membership. The program is an exceptional one, while to the dancers there could be nothing more alluring than the guarantee of a large orchestra and the finest ballroom in the city.

#### Eckman's Alternative and Its Record.

In the era of reforms through which civilization is now passing, the present crusade against tuberculosis will stand out as one of the great humanitarian movements in history. Sanitariums have been built and medical investigators have devoted their lives to the study of the causation of the disease and in this connection the Eckman Manufacturing Company, Market and Sixth streets, Philadelphia, commends to the drug trade the record of cures claimed to have been effected by Eckman's Alternative. This remedy is handled by the principal jobbing houses and wholesalers at \$16 per dozen. The Eckman Company states that it has a special proposition to make to druggists which affords a large margin of profit, and which will be sent to any pharmacist on application to the home office.

#### Robbers Waited in Drug Store for Street Car.

ST. LOUIS, Dec. 31.—Dr. H. W. Curtin, of 3923 North Grand avenue, was robbed in his store a few days ago by two men who entered during the dinner hour and who, after securing \$6 in the register, \$4 in Dr. Curtin's pockets and his watch, remained in the store until a street car approached, upon which they made their escape. Contrary to the usual rule, no one entered the store for several minutes while the robbers were present.

#### HEINEMAN-EVANS COMPANY TO CONTINUE.

##### Committee of Creditors so Recommend and Suggests Basis of Settlement at Fifty Cents.

BALTIMORE, Jan. 4.—A second meeting of the creditors of the Heineman-Evans Company, wholesale druggists at 18 South Howard street, was held last Wednesday. The committee appointed at the first meeting to investigate the affairs of the corporation reported the results of the inquiry. The company had proposed an extension of three years, the obligations to be paid in cash in several instalments, but the committee was of the opinion that the state of affairs as disclosed by the inquiry afforded no firm basis for the expectation that this arrangement could be carried out, and recommended instead payment of claims at the rate of 50 cents on the dollar, the company to be allowed to continue in business on compliance with this arrangement. This proposition was accepted by the company, and will be carried out if all the creditors agree.

According to the schedule presented by the officers of the company, the assets are about \$66,000, and the liabilities \$35,000, but an examination satisfied the creditors that these estimates are subject to important modifications and that 50 cents on the dollar is about all that can well be realized.

The company was organized about four or five years ago as an off-shoot of Carr, Owens & Heineman, with a capital stock of \$100,000. Of this amount only \$70,000 was issued, \$30,000, it is said, being paid in and the rest being allowed for patent rights, formulas and good will to the president, Charles Heineman. The creditors' committee consists of Charles Fickenscher, of the Baltimore Oil Company, chairman; William Baker, of the Baker Glass Works, and John S. Muth, of Muth Bros. & Co., wholesale druggists. February 1 has been fixed as the date for final action on the compromise proposition.

The embarrassments of the company were increased by the serious illness of Charles Heineman, the directing figure in its affairs. Mr. Heineman was taken suddenly ill with acute indigestion at a smoker of the Baltimore Drug Exchange, held some time ago, and nearly died. Since then his health has been by no means satisfactory and he has been unable to give that close attention to the affairs of the concern which they warranted or demanded.

#### A Food-Drink Now In Universal Use.

People generally are so accustomed to the use of many modern appliances that they fail to thoroughly appreciate the labor, work and genius which produced them. Many workers in the field of food products had eagerly looked forward to the discovery of a method of preserving milk in a dry form, but it was reserved to William Horlick, of Racine, a quarter of a century ago to achieve success. In Horlick's Malted Milk for the first time in history the discoverer succeeded in so combining rich milk with the soluble extracts of malted grain, that it could be preserved indefinitely, so that in any part of the world, at any time, a delicious and invigorating food-drink would be available by simply stirring in water. Today it is to be had in every corner of the globe, even with all the Arctic explorers.

#### Booklet Tells of Legal Trade Marks.

G. Howlett Davis, patent attorney, McGill Building, Washington, D. C., has issued a booklet wherein he defines the characteristics of a legal trade mark, in view of the recent decisions. The application to the goods must be arbitrary. Thus, the trade mark may be any arbitrary combination of letters, figures or other characters. It may also be a picture, symbol or device not illustrative or explanatory of the goods. The name of a person, firm or corporation, written in a distinctive manner, may be registered under the provisions of the present highly effective Trade-Mark Act. Other valuable information is given.

#### United States Chemical Co. Dissolves.

WASHINGTON, Jan. 4.—The United States Chemical Company, incorporated here several years ago, last Saturday filed papers in the District Supreme Court asking that it be allowed to discontinue. In the papers it is stated that because of the severity of the District laws it is impossible for the company to keep on. The patents and patent rights of the company are transferred to the several officers.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

Supplement to The Era Druggists' Directory.

**ALABAMA**—BIRMINGHAM—Gunn Drug Company has opened a new store at 223-225 North Twentieth street.

**ARKANSAS**—HAZEN—Hammon Drug Company's store has been destroyed by fire.

**LITTLE ROCK**—Nordaux Brothers will open a new drug store about February 1 in the new Capital Hotel Building.

**CALIFORNIA**—SISSON—Sisson Drug Store, E. E. Thompson, proprietor, has been succeeded by Lawrence Macken. Style of firm will be the same for the present.

**SOUTH PASADENA**—E. U. Smith has opened a new drug store corner of Mission and Fair Oaks streets. Style of firm will be Raymond Pharmacy.

**COLORADO**—VAMPA—G. Goodwin and Fred Luedke have consolidated and will be known hereafter as the Yampa Drug Company, Inc.

**DISTRICT OF COLUMBIA**—WASHINGTON—Yeatman's Drug Store is the style of the store at Seventh and H streets N.E., formerly owned by James R. Stafford.

**FLORIDA**—JACKSONVILLE—Taylor & Patton, Florida avenue and Church street; firm dissolved; Dr. J. N. Taylor will continue the business at the same address.—West End Pharmacy, M. R. Anderson, proprietor, Adams and Bridge streets, has been succeeded by C. A. Patton.

**ILLINOIS**—PEORIA—A. F. Campen, 2629 South Adams street, it is reported, has been succeeded by George A. Shurtleff.

**INDIANA**—BERNE—Hoffman & Gottschalk; firm dissolved; A. Gottschalk will continue the business.

**TRAFALGAR**—J. A. Gillaspay has opened a new drug store here.

**IOWA**—MANSION—McGinnis Brothers, who recently bought the P. W. Fleming store here, have resold it to Lyon & Daniel.

**WATERLOO**—Wangler Brothers, East Fourth street, has been incorporated as the Wangler Brothers Drug Company; capital stock, \$20,000; wholesale and retail.

**KANSAS**—LUDELL—Ludell Drug Company has been succeeded by W. L. Richman.

**KENTUCKY**—HOPKINSVILLE—Cook & Higgins, it is reported, have opened a new store corner of Main street and Second avenue.

**MASSACHUSETTS**—BOSTON—It is reported that the store of Arthur C. Morey in Beacon street has been destroyed by fire.

**QUINCY**—C. F. Copeland has sold his two drug stores to Charles H. Brooks.

**WILLIAMSTOWN**—Farley & Candee have dissolved partnership. B. C. Candee will continue the business as the Williams Pharmacy.

**MICHIGAN**—GRAND LEDGE—F. R. Bromley, it is reported, has been succeeded by H. Petersen.

**PORT HURON**—Laird & Co. and Wilbur Sylvester have combined their stocks at the Sylvester location, 203 Huron avenue, and will be known as the Sylvester Drug Store.

**MISSOURI**—APPLETON CITY—Schultz & Bowman is the style of the new drug store here.

**ST. LOUIS**—The Jefferson Pharmacy, 1313 Jefferson avenue; out of business.—Krummenacher Drug Store, Tenth street and Lafayette avenue, has been succeeded by Charles Borchers, who has moved the stock to Nebraska and Occooniac avenues.—W. E. Richmond, 2301 Franklin avenue, has been succeeded by F. G. Krings.

C. G. Rohlfing is the successor to Macy's Pharmacy at Hozan and Cass avenues.

**MONTANA**—BOZEMAN—Brammer, Palmer Drug Company

has been incorporated as the Bozeman Drug Company.

**NEBRASKA**—NEBRASKA CITY—M. Bradley has been succeeded by E. A. Brown.

**STRANG**—L. R. King, it is reported, has been succeeded by Loren Monroe.

**NEW JERSEY**—CAMDEN—McAdams Lakeside Pharmacy, it is reported, is the style of the new drug store corner Haddon and Haigh streets.

**NEW YORK**—POUGHKEEPSIE—W. A. Clapp, 229 Main street, it is reported, has been succeeded by Thomas J. Driscoll.

**NORTH DAKOTA**—FARGO—C. G. Nickell, 503 Front street, has been succeeded by Economy Drug Company.

**WINNER**—Nickells Drug Store is a new pharmacy opened here.

**OHIO**—CONNEAUT—Frank H. Whitmore, it is reported, has succeeded A. H. Symonds.

**OREGON**—PORTLAND—Physicians Prescription Company, Corbett Building, is the style of the new drug store here.

**PENNSYLVANIA**—HUMMELSTOWN—L. R. Ruff, formerly of Philadelphia, has purchased the stock here of S. M. Killough, lately deceased, and will continue the business.

**JOHNSTOWN**—W. H. Kredel, Market square, store destroyed by fire; loss, \$5000.

**MONONGAHELA**—George T. Linn; out of business.

**NORRISTOWN**—Curtis Hazzard, Arch and Airy streets, has been succeeded by Fred Kimberlin; Mr. Hazzard will shortly open a new store in Marshall street.

**PHILADELPHIA**—Fred Erwin has purchased the store of Gardner & Co., corner Kensington avenue and Westmoreland street.—Finerty's Prescription Pharmacy, Eighteenth and McKean streets, has been succeeded by C. W. Bahl.—Freeman & Pettyjohn, Twentieth and Lombard streets, has been succeeded by B. F. Ginder.—Solomon Keyser, Seventh and Millin streets, has been succeeded by J. Goldhaber.—Henry J. Lackenmayer has purchased the store at Twentieth and Toga streets formerly owned by A. H. Prum.—S. C. Seff, Seventh and Pine streets, store damaged by fire; loss, \$500.—O. Zion has opened a new drug store at Fifty-sixth street and Girard avenue.

**WILLIAMSBURG**—P. S. Lucas has succeeded H. G. Peterson, lately deceased.

**YORK**—Joseph S. Lewis has moved from 655 to 701 West Market street.

**TENNESSEE**—HENRY—R. T. Ray, store damaged by fire; loss, \$1500.

**TEXAS**—DALLAS—J. E. Flanagan; out of business.

**PORT ARTHUR**—Dr. E. L. Rothrock, it is reported, has been succeeded by M. A. Hart.

**WICHITA FALLS**—Shivers-White Drug Company have opened a new drug store here.

**VERMONT**—WINOOSKI—J. Henry McGreevy, 92 Malletts Bay avenue, has been succeeded by his father, Patrick McGreevy.

**WASHINGTON**—OTHELLO—Tulles & Gregg, proprietors of the Othello Pharmacy, have dissolved; C. M. Tulles will continue the business alone.

**WEST VIRGINIA**—PARKERSBURG—The Depot Pharmacy, W. E. Skirvin, proprietor, has moved from the corner of Sixth and Avery streets to Seventh and Green streets.

**WISCONSIN**—LUXENBURG—Hector Francar has opened a new store here.

## New Drug Firm in Philadelphia.

**PHILADELPHIA**, Dec. 31.—Miller, Lyons & Co. is the name of a new wholesale firm, selling to the retail drug trade, which has opened for business at 38 North Sixth street. It will carry stationery, wrapping paper, rubber goods, druggists' sundries and leather goods. The members of the company have been associated with the sales department of some of the largest manufacturing concerns in the country.

## Dow's Happy New Year Greeting.

Patrons of the Dow drug stores in Cincinnati received neat and timely Merry Christmas and Happy New Year greetings in printed form, in addition to holiday decorations. Father Stewart's prayer wishing "good to all men and all places" is made the text of a homily on the betterment of life and improvement of property in Cincinnati. The subject is treated with sufficient seriousness to do much good.

# THE DRUG MARKETS

## BIG ACTIVITY IN ITALIAN PRODUCTS.

### Extreme to Prohibitive Prices Ruling on Products from the Regions of Recent Devastation.

NEW YORK, Jan. 4.—Due to the holidays, trading in drugs and chemicals has been very limited. With the market practically closed during three days of the week and business in the jobbing district almost suspended, the general market has presented very little in the way of new features or important developments, except for the various Italian products, which have displayed considerable animation. The earthquake in Italy and its ultimate effect upon the market for the products grown in the devastated region is still a topic of interest, and while a sharp advance in prices has taken place on the various essences, oils and citric acid, holders are quoting without offer. It will be some time before any quotations with any degree of stability are established and great caution is being exercised by the trade in accepting orders for these goods. Holders of stocks are awaiting the extreme prices likely to prevail. From London on the 1st instant have come advices that oil of bergamot was \$7.50 per pound, oil of orange \$5.00 and oil of lemon \$4.00 without offer, and for small quantities only, with likelihood of farther sharp advances. Manna has been declining recently owing to competition, but the destruction of a large stock by the Sicilian earthquake has caused a reaction and it is now advancing for the same reason as citric acid, which advanced 5c. per pound immediately upon advices that the devastation was very serious. There will undoubtedly also be a big advance in olive oil. Opium is cabled higher in primary markets with sellers holding off for still higher prices, which are expected to rule as soon as large American consumers enter the Smyrna market. Constantinople is getting low on stock. The botanicals have developed nothing of particular interest. Hungarian chamomile is higher and a cargo of new crop of German lovage root has arrived.

OPIMUM.—The reports from Smyrna show a higher and firmer market with the opinion that much higher prices will prevail as soon as the large American consumers commence to buy in that market. Constantinople is getting low down in stock and the only source of supply for manufacturing descriptions will be Smyrna, with a very strong syndicate holding over three-fourths of the stock. The arrivals in Smyrna for the week ending December 11 amount to 1941 cases, as against 1307 cases for the same period last year. The total arrivals to January 2 amount to 1978 cases. Mail advices from Smyrna fully confirm previous cables of stronger primary markets. One letter, dated December 14, says: "The sales early this week amounted to 15 cases new talequale at 12s. 3d., but since the 9th owing to serious reports of frost damage to the opium plantations all sellers have withdrawn and only a few needy holders are open to sell, but at an advance of 6d. to 8d. per pound. Our opinion is that buyers will pay this advance, and still higher prices will be ruling as soon as large American consumers begin buying on this market."

QUININE SULPHATE.—The situation has developed no features of new interest. Manufacturers report a moderate demand for small lots and the market remains in a steady position on the former basis of 15c. for lots of 100 ounces. The outside market is quiet. Second hands are doing a routine business.

SODIUM BICARBONATE.—This article has been marked up 10c. per 100 pounds by the manufacturers and the revised rate is \$1.35/\$1.45, as to container, the inside figure for barrels.

SANTONIN.—During the week there has existed a rather better supply, some small arrivals having come to hand, but the market shows no abatement of strength and quotations are well sustained at \$4.75 per pound for crystals and \$5 per pound for powdered.

COPAIBA.—Owing to the scarcity, the market is stronger, especially for the South American pure, and there are very few shipments coming forward from producing markets. Quo-

tations have been marked up to 47½¢/50c., as to quantity, and holders are not anxious sellers.

NORWEGIAN COD LIVER OIL.—A fairly good seasonable outlet exists and quotations are steadily maintained at \$22¼/\$26 per barrel, as to brand and quantity. According to advices received yesterday only about 6500 barrels of the last crop are available in Norway and primary markets are reported firm. Cables received are to the effect that extremely rough weather is interfering with the fishing.

SOAP BARK.—This article is in moderate demand and steady with the whole held at 14¼/17c., cut or crushed at 17½/20c. and powdered at 20¼/25c. Stocks are under close control and the tendency of prices is upward.

BEEFWAX.—There is a fair consuming request with values ruling steady at 42¼/48c. per pound for ordinary pure, and 47¼/50c. per pound for selected.

FENNEL.—The German variety was cabled firmer abroad with stocks very light at the sources of supply. Local dealers are disposed to offer cautiously at 16½/20c. per pound, as to grade and quantity. Powdered is held at 20¼/25c. per pound.

CAMPHER.—Higher prices for this product have been cabled from abroad and local dealers are firmer in their views, but domestic refiners are still quoting 50c. for bulk in barrels and 51c. for 4-ounce squares in cases.

SCUTELLARY SEED.—The foreign seed is offered more freely owing to the increased supplies, and the tone of the market is easier with sellers at 31¼/34c. in large quantities.

OXALIC ACID.—The tone of the market is easier in sympathy with lower contract prices for the new year, and spot quotations have been reduced to 63¼/65c., as to quantity, quality and seller.

CASCARA SAGRADA.—The demand for spot remains quiet, but considerable interest has been manifested in the announcement to the effect that the Pacific Cascara Company had been incorporated under the laws of Oregon, with a capital stock of \$250,000, of which more than \$125,000 is said to have been paid in. The business of the company will be "the handling of all kinds of medicinal barks, roots, herbs, etc., found on the Pacific Coast and especially that of cascara sagrada bark."

LOVAGE ROOT.—A shipment of new crop has arrived and is found to be exceedingly good quality for the German variety.

ESGOT.—Reports from the primary sources of supply come very strong and the tendency seems to be for much higher prices for both the Spanish and Russian.

CHAMOMILE FLOWERS.—The market is getting bare of stock of the Hungarian (often sold as German) and prices have been advanced to 40¼/45c. per pound for good quality. Quotations are being made in some quarters at slightly lower figures, but the quality is not good, being dark and full of stalks.

SICILY SCUMAC.—No offers are being accepted either for prompt or forward delivery, and all quotations have been withdrawn.

MANNA.—While this product has been declining lately owing to competition, it is now held at firm prices, with the tone of the market stronger in sympathy with corresponding conditions in Europe and the destruction of a great amount of stock in the recent earthquake. Dealers offer very cautiously at \$0.60/0.65c. per pound for large flake and 53¼/58c. per pound for small flake.

CITRIC ACID.—The advance amounts to 5c. on the pound and the price for crystals is now 41½c. and powdered 42c. per pound in kegs. There is considerable demand, which is undoubtedly stimulated by the uncertain condition of affairs in primary markets for the crude, but manufacturers will sell sparingly and decline to enter contracts for forward delivery. There have been no direct advices from Sicily, as far as can be ascertained, and there is considerable speculation as to the future course of the market. There is an advance on citrates amounting to 4c. a pound in sympathy with the advance on citric acid.

CASTILE SOAP.—The price for Conti's white will probably be 13¼/14c. per pound owing to the great scarcity of olive oil to make the soap and the destruction of many olive groves in the recent earthquake.

### Suspicious.

"What is the outlook for the depositors of the defunct bank?"

"Dark. It has just been announced that the bank will pay in full."

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JANUARY 14, 1909

No. 2

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era," New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago

Telephone, Central 5888.

## SUBSCRIPTION RATES:

United States, China, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

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## THE EARTHQUAKE IN SICILY.

As shown in the ERA prices current the earthquake in Sicily has had a disturbing effect upon quotations for all the Sicilian products, especially lemon oil, citrate of lime and citric acid. It is still too early to predict the ultimate values that will obtain, for news of the effects of the first shocks upon these products has been both slow in coming and extremely meager in character. Moreover, the first upheaval has been followed by several other disturbances, more or less severe, so that the extent of the calamity cannot yet be accurately measured.

Meanwhile general sympathy goes out to the victims of the calamity and everybody will join in the hope that the sufferings of the survivors may be alleviated and their losses recouped as quickly as possible. America's response to the call for aid, which has been generous and prompt, is the best evidence of our practical sympathy for the quake-stricken inhabitants of the earthquake region in the vicinity of the Straits of Messina.

## NOVELTIES IN WINDOW DISPLAYS.

The Era's Cash Prize Competition brings out this week an interesting illustration of a moving window display which sends the cash prize to a Michigan druggist. Materials and electric motors are now so low in price that with a little ingenuity and some patience similar scenes can be installed in almost any drug store window. With the ERA's \$5 cash prize as an additional incentive there ought to be many attractive window displays of this description.

On advertising page 6 of this issue will be found the conditions of the Cash Prize Competition. Druggists who have not yet taken an interest in the Competition should read the offer and prepare to win one of the prizes.

## PRESENT PHARMACY BOARD SATISFACTORY.

One reason, heretofore unsuspected, for Governor Hughes' disapproval of the Whitney-Wainwright act of the last Legislature, is disclosed in the following recommendation which he makes to the Legislature of 1909.

"Associated with the question of public health is the need of improved legislation regarding the sale of drugs. Our present system of supervision is faulty. The State Board of Pharmacy consists of fifteen members elected by licensed pharmacists and druggists. The State has no proper control over the selections and the members of the board are not properly accountable to State authority. Yet to the board so constituted are committed important powers with regard to the enforcement of the laws of the State relating to drugs and the collection of the penalties for infraction of these laws. Without intending to pass the slightest criticism upon the members of the board or the motives which prompted this legislation, it would seem obvious that it is incompatible with a proper theory of State administration. State officers enforcing State laws should either be elected by the people or appointed by officers responsible to the

people. I recommend, therefore, the revision of the laws relating to the State Board of Pharmacy and proper amendments to secure such additional restrictions with regard to the sale of drugs as may be advisable.

The New York State Board of Pharmacy requires no defense. The implied criticisms made by the Governor have no basis for existence beyond the complaints of persons who have suffered through enforcement of the law. The present method of selecting members of the board and its composition have given to the State a highly representative organization. There has been no opportunity for governors to reward friends by appointment to positions on the board and in every way the rights and interests of pharmacists are now recognized and protected, except so far as the Whitney-Wainwright reforms would improve conditions. Somebody evidently has been endeavoring to mislead the Governor. Who is it?

#### PHYSICIAN DISAGREES WITH DR. WILEY.

Much interest has been aroused by the publication in the *Medical Record* of a paper in which Prof. E. E. Smith reviews and dissects the data in one of Dr. Wiley's bulletins regarding the effects of the benzoates upon the human system. On page 36 we print the conclusions reached by Dr. Smith. Briefly, he concludes, upon the facts presented by the Government chemist, that the effects ascribed to the benzoates could be and probably were due to other causes than the use of the preservative.

The question raised is a most interesting one, aside from its commercial importance to many interests. The publication of this phase of the discussion in the *Medical Record* will no doubt arouse other investigators to have their say on the subject and some valuable contributions to preservative literature may be looked for.

#### THE RETENTION OF DR. WILEY.

Despite the strenuous efforts made to displace Dr. Wiley from his position at the head of the Bureau of Chemistry, it is not likely that they will succeed. The more his enemies fight the harder his friends work for him and in addition unexpected sources of strength are developed. In the latter direction the President's friction with Congress has served to give Dr. Wiley increased support by Congressmen and the opportunity to display at once resentment of Mr. Roosevelt's criticisms and approval of Dr. Wiley's enforcement of the Pure Food and Drugs Law is found in making up the annual appropriations for the Department of Agriculture. The committee proposes to give Dr. Wiley a substantial increase in his appropriation for enforcing the law, but at the same time provides that none of the funds shall go to the support of Mr. Roosevelt's Referee Board, the legal existence of which is disputed by the Congressmen.

Resolutions against the removal of Dr. Wiley passed by the Philadelphia Branch of the A.P.A. will no doubt be duplicated by all the pharmaceutical associations in the country if their necessity should become apparent. There can be no disputing the fact that public opinion sustains the chemist. He may not have done everything just as everybody

would like, but the good he has done so far outweighs any lapses that the people generally are disposed to overlook what the few directly affected consider to be detrimental to their interests. Despite any faults he may have, with his sincerity unquestioned even by his enemies, it cannot be disputed that in the main Dr. Wiley has the support of the great majority of the American people.

#### FREE DRUGS FOR NEEDY FAMILIES.

One of the bones of the drug trade is the constant demands made upon retailers to place advertisements in programmes of charitable and other entertainments, for the purchase of tickets for benefits and for the donation of cash prizes to contests of various descriptions, often not even for charitable purposes but money-making affairs for private persons. Many druggists have contributed under mental protest and have often thought of a way to stop or minimize the drain on their profits without giving offense or seeming to be penurious. The Owl Drug Company, having a chain of stores in Pacific Coast cities, has solved the problem to its own satisfaction and in a way that may suggest itself to others who have fretted under demands that often have come close to blackmail.

Believing that it ought to do something toward the public good, the company announces that instead of contributing to the many organizations and persons who have made demands for aid it will hereafter furnish free of charge to the worthy poor any prescription presented at any of its stores, when certified by a note or order signed by any licensed physician or surgeon. All the doctors have been notified and their part is simplified by the fact that the order may be written on the back of one of their cards, no elaborate red tape being used to tie the offer away from popular reach. Confronted with an offer like this of free drugs for all needy families, how can the solicitors of aid for charity or other causes be persistent in their demands? What more could be expected in the way of giving relief of a practical and substantial nature to the poor of a community?

#### HOW LIES ABOUT SODA WATER ARE STARTED.

Newspapers have recently published a story from South Sioux City, Iowa, to the effect that after two young women had partaken of soda water, one of them had been stricken with ptomaine poisoning and was dying. Just why the other young woman escaped did not appear.

Investigation shows that this attack upon soda water was a lie in every respect, except that the victim was stricken with appendicitis. Neither of the two young women had partaken of any fountain beverages, but they had eaten ice cream some time before at a candy store. There were no ptomaines in the ice cream and there was no excuse for the lie, except the desire of some enemy of fountain beverages to try to prejudice the public.

Of the two members so far chosen for President-elect Taft's cabinet druggists are chiefly interested in the selection of Frank H. Hitchcock for the office



of Postmaster General. With an enormous deficit to overcome the new incumbent will have a difficult task, but he has demonstrated his ability as an organizer and as a business man and may be expected to greatly reduce the waste, if he does not entirely eliminate it. In the way of suggestion it may be said that invasion of the field of the freight and express carriers of the country is not one of the ways of reducing the deficit.

Royal assent having been given to the British Poisons and Pharmacy Bill that measure is now a law and no longer will it be possible to operate chemists' shops without having qualified chemists or pharmacists engaged in the business. The new law is a step forward, but there is room for improvement.

Yesterday, January 13, marked the record anniversary of three score years and two of active business in one location held by Z. James Belt, the druggist of 601 Market street, Wilmington, Del. Mr. Belt, after his long tour of public service as a pharmacist, during which he has won the esteem and respect of other business men and citizens, has decided to retire to private life and permit some younger man to carry the burden of conducting what is credited with being the oldest drug store in the State of Delaware.

The pharmacy was first opened on September 30, 1839, by the late Edward Brinhurst. At the time the other business men in Wilmington launched at the founder of the store for erecting such a building out in the country, but after events have told their own story. The first plate glass, the first tile floor and the first gold labels on glass bottles were used on the equipment of this store.

Z. James Belt entered the employ of Edward Brinhurst in the capacity of an apprentice on January 13, 1847, and after being there for twelve years was married. In 1859 Edward Brinhurst retired from active business life and the business was continued under the firm name of E. Brinhurst & Co., the members of the "company" being Ferris Brinhurst and Z. James Belt. Ferris Brinhurst was afterwards injured by the explosion of a retort and died four days later. During the Centennial year the senior Brinhurst retired from the business and since that time it has been conducted by the present owner. The business has been a most prosperous one and it was the active supervision of the work which has occasioned the owner to desire a well-deserved rest and his consequent proposed retirement. The store is now one of the most centrally located in Wilmington, vindicating the judgment of its founder.

Mr. Belt, although seventy-six years old, looks very much younger. He never has missed a day at his pharmacy, but has devoted a part of his time regularly to outdoor life. Fresh air and a methodical well-regulated existence have tended to keep Mr. Belt in good health and to that also he attributes a large measure of his success. Mr. Belt gives to each of his employes two hours off daily for recreation and outdoor exercise in addition to the regular intervals for meals.

The scarcity of woods from which much of the paper has been produced during the last twenty years has caused the attention of paper manufacturers to be directed to the practical value of agricultural products as suitable material for paper making, according to F. P. Weitch, Chief of the Paper Laboratory of the Bureau of Chemistry. Mr. Weitch declares that the scarcity of wood has caused concern to the manufacturers of paper, and there are constant inquiries from them as to the possibility of making paper from new materials. All

kinds of wild and cultivated plants are now being used on a manufacturing scale, because experiments have shown that practically all fibrous vegetable material will make paper, the quality being governed by the percentage of fiber sufficiently resistant to stand the action of the chemicals. The materials suitable for paper making include seed hairs, best fibers, such as flax, hemp, common nettle paper, and mulberry; stems and leaves of straws and grasses, corn, sugar cane, and the various kinds of woods. It is estimated that more than 3,000,000 tons of paper are made annually, 50 per cent of which becomes waste material within three years.

"Here is the badge of the complete Americanizing of a Chinaman," said a drug clerk who was putting up a box of quinine capsules. "Most Chinese are slow about forswearing Oriental drugs and quackery. Many of them live here for years before they can be tempted to sample Occidental medicines, and some of them live and die without making the experiment. In fact, when a Chinaman turns cosmopolitan taking American medicines is his final accomplishment. But when he does get the medicine habit quinine is his long suit. Whether or not it is good for what ails him, every Chinaman who has learned to patronize American drug stores feeds his system with quinine pills."

There is a widespread popular belief in England, and, indeed, throughout Western Europe, that stinging by bees is a cure for rheumatism and allied ailments. Over a year ago Dr. Ainley Walker, of Oxford, asked in the chief medical and scientific journals for trustworthy evidence as to the success or failure of this popular treatment. The poison which the bee injects is formic acid and Dr. Walker's attention had been drawn to the popular belief by certain observations of his own "which seemed to suggest a possible relationship between some of the phenomena of acute rheumatism and abnormal production of formic acid in the body" under the action of a micro-organism. He has now received, says *The Manchester Guardian*, an interesting body of mainly favorable testimony, much of it from medical observers. But the most interesting evidence of all is that of an Austrian, Dr. Tere, who has been using the treatment systematically and, as he claims, successfully, for years, and has dealt with seven hundred cases.

Dr. Tere published an account of his method and results twenty years ago, but his paper was generally ignored. He has found that a rheumatic subject is less susceptible to bee stings than a healthy person; the secondary swelling, which normally lasts a few days, fails to appear. His treatment is to continue the stinging until a stage is reached when even in a rheumatic subject this swelling begins to appear. At this stage there is a marked improvement in the rheumatic symptoms. The stinging is then carried on, and after a further stage is reached when the swelling again fails to appear, however many stings are applied, and this development of immunity to stings is accompanied by a complete cure for rheumatism, the cure enduring as long as the immunity remains. Sometimes a dozen stings complete the whole process; sometimes hundreds are necessary.—*Dundee Advertiser*.

The Presbyterian ministers of Philadelphia are about to apply for a charter for an organization that will be known as the Ministerial Sustentation Fund. It purposes to provide an annuity of \$500, beginning at the age of seventy, for ministers who have served at least thirty years in the church, and an annuity of \$100, beginning at the same age, for those who have served less than thirty years, with \$10 additional for each year of service. An annuity of three-fifths of what would be paid to the minister will be paid to the widow in case of death, and in case of the death of the widow the annuity will be divided among the minor children. Ministers will pay 20 per cent of the amount of the annuity and 50 per cent is ex-



Z. JAMES BELT.  
Veteran Wilmington (Del.) Pharmacist.

pected to be realized by general subscriptions and income of the fund.

Automobile poker has succeeded freight car poker. Freight car poker? It's an old game among travelers, and its successor is played the same way exactly, though under another name. Three or four men in an auto or on a walking trip want some diversion. They agree on automobile poker, get out pencil and paper and wait for machines to pass. The first man sets down the registry number of the first motor that comes in sight, the second does the same with the next "red devil," and so on, until every one in the game has a "hand." Then there is a "show down." Of course there are no face cards, but all the rest of the component parts of a poker deal are to be had; thus: One, ace; two, deuce, and so on up to the zero, which is called a ten.

"You have invented an airship?"

"Yes."

"What advantages has it?"

"Well, for one thing, it is absolutely safe. I cannot even persuade it to take a chance by leaving the earth."—*Washington Star*.

Boston's teachers are making a loud outcry against a new rule of the school authorities fixing seventy years as the age limit for active service. "If this rule goes into effect," says one of the spokesmen for the pedagogues, "one-fifth of the heads of Boston schools will be forced out. How would any large institution or store fare that discharged that number of its heads, simply because they are seventy years of age? According to the School Board, President Eliot, of Harvard, must have been for the last five years a detriment to that institution.

"The Human Monstrosity!" said a young lady attending a fair with her fiancé. "Threepence. Wouldn't you like to have a look at that, Herbert?"

"No, dear," answered Herbert, anxious to bestow a neat compliment; "I am quite content to look at you."—*Tit-Bits*.

The amethyst is the fashionable stone for 1909. It is pronounced by the prophet Zadkiel to be the "lucky stone," says an exchange. If the love and friendship which the amethyst represents are of no account to wearers let them remember that it is also a charm against the evils of intoxication! Anyhow the art jewelers have seized upon this Oriental superstition and set the stone in a myriad of designs which make it peculiarly lovely and attractive.

"Whom would you rather entertain," asks the Philosopher of Folly, "a perfectly stupid bore or a clever fellow who has just been abroad for the first time?"—*Cleveland Leader*.

When a fellow begins to be afraid he can't live without a certain girl he ought to marry her and see.—*Philadelphia Record*.

The University of Vienna, which has received through the Vienna Academy of Sciences an anonymous donation of 500,000 kronen for the establishment of a "radium institute," is rapidly becoming famous among physicists for its experimental work on the wonderful radium emanations. The rarity and great cost of radium necessarily restricts the number of investigators, and Sir William Ramsay, who in his recent experiments has gone far toward proving the suspected transmutation of radium into helium and other elements, was recently specially honored by the Vienna Academy of Sciences by the loan of a fraction of a gram of radium for the purpose of enabling him to continue his valuable investigations. A gram of radium, it has been calculated, has stored up in it energy equal to one horse-power for fifteen days, but it parts with its energy so slowly—it cannot be stayed or hurried—that it takes some 30,000 years to exhaust itself.—*Dundee Advertiser*.

Experiments of an extensive character are about to be made in London with a view of testing Sir Oliver Lodge's system for dispelling fogs by electricity. Writing some time ago, Sir Oliver urged that in order to combat the town fog people should avoid assisting in its formation. He maintained that a

great portion of the coal thrown into furnaces or on open fires is not burned at all but is merely distilled up the chimney, causing not only a waste of fuel but periodic visitations of black fogs in London and other large towns.

To mitigate the evil he recommends the use of improved fireplaces, more careful stoking and special boiler appliances, but he considered that the only thorough remedy would be to prohibit the importation of coal into great towns, and instead of it to convey there by pipes a cheap non-illuminating gas made at mines. But such a scheme hardly seemed practicable.

Now Sir Oliver proposes to act by electricity, and he seems confident that by filling the air with electrical currents he can dissolve the fog and bring the particles which compose it to the ground in the form of black snow. While the result of the experiment will be watched with great interest it must be acknowledged that the fogs have for the last two or three years been much less dense than they used to be, owing no doubt to the use of grates and ranges which emit less smoke. In 1908 nothing that could be described as a really heavy fog was seen, and in fact it is three or four years since the metropolis has been shrouded in what used to be called a "London particular."

When the druggist or clerk passes much of the time "out front" gossiping with passers-by, patrons pass on to the other store where there is "something doing."

In England the drink habit is undoubtedly on the down grade, says a cable dispatch to the *Sun*, brewery shares are dropping, small manufacturers and publicans are being crowded out and the big companies and hotels are less prosperous than formerly, and restaurant keepers are in despair at the lessened consumption of wine. There are many reasons for this besides diminution of spending power. One man is forbidden by his doctor to touch stimulants, another fears to touch port or champagne for fear of gout, and the man of limited means finds that a whisky and soda provides the needful stimulant at a quarter the cost of wine. Drunkards there are in plenty, but they are becoming increasingly the exception. To a great extent the drink habit has been replaced by the tea habit; tea shops have to a large extent killed the public house. Britons may not, however, attribute the change wholly to virtue. Heads are not what they were, and many a man keeps sober because he dare not get drunk.

Knicker—Do you carry complete auto supplies?

Dealer—Yes, even diamonds for bail.—*Sun*.

Reagent bottles holding caustic alkalis, alkaline carbonates, etc., very frequently become fixed and the usual method has been to tap the stopper with a wooden block or the application of heat to the neck, or a combination of both. Results are poor in certain cases and often result in the fracture of the neck.

The inverse process may be used to advantage. In other words, freeze the stopper, thus causing a contraction of the stopper from the neck. The bottles which I used for experiment had failed to open under the beating and tapping, and were bad cases of fixed stoppers. The bottles held sodium carbonate that had formed sodium silicate, and excellent cement, and so were firmly fixed. They were inverted in a mixture of crushed ice and calcium chloride, taking care that the freezing solution did not touch the lips of the bottles.

After standing twenty minutes each stopper was removed without the slightest exertion. This is the neatest and safest way to remove stoppers from bromine bottles and other corrosive chemicals.—*Scientific American*.

It makes no difference whether there is "room at the top" or not, keep climbing. It is a dead sure thing that there is plenty of room at the bottom for "dead ones."

Wife—I saw Mr. Chacer this afternoon, and he looks very bad. What's the matter with him—do you know?

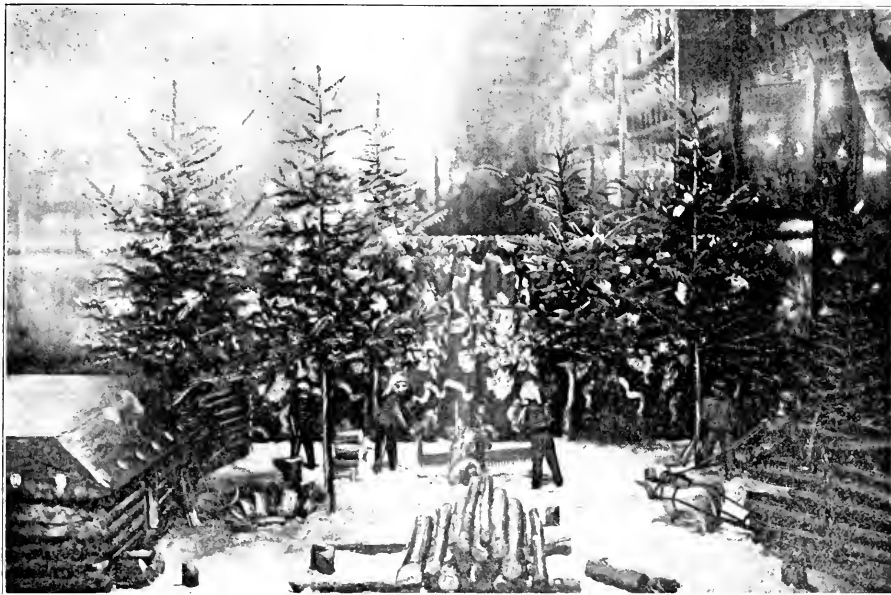
Hubby—Compound fracture.

Wife—What sort of compound fracture?

Hubby—He's broke, and Miss Doughbag, discovering that fact, broke her engagement.—*Pick Me Up*.

If some of our embryo pharmacists were not disillusioned so easily they might develop into fairly good drug clerks.

## Moving Window Display Wins \$5 Cash Prize in the Era Competition.



B. A. Cueny, pharmacist of 403 Main street, North, Cheboygan, Mich., is the winner this week in the ERA's Cash Prize Competitions. Mr. Cueny sent the above photograph for entry in Contest No. 2 and is awarded the cash prize of \$5. Readers who are not familiar with the terms of this contest should see the announcement on page 6 of this issue. Anybody can enter this competition. Mr. Cueny's description of his display follows:

### Moving Window Displays Most Attractive.

"From my experience I have found that moving window displays attract the attention of the general public to a greater extent than stationery displays. The following is a description of a window dressed by Tony Roshek and George Guile, in my employ. The general plan was a lumber camp far back in the woods. Standing out against the dark green of the forest, formed by evergreen trees placed around the

window, the log camp and barn could be seen, while in the clearing four men were hard at work. These men moved as they worked. One man was chopping down a tree, another was splitting wood, and two men were sawing a log. Proof of their industry was evidenced by the numerous stumps formed by placing log ends upright, sticking through the snow, with which the ground was covered. At one side was a team of horses and a logging sleigh loaded with twenty-nine logs awaiting its driver to go to the river or mill. A log skidway and a pile of split wood (for use in the cabin) placed around the window added to the effect. The materials used were as follows: Salt and diamond dust to form the snow; lead to make the axes, cant hooks and to iron the sleighs; tar paper covered the roofs of the camp and barn, and the total expense was 32 cents, viz., salt, 20 cents; lead, 5 cents; tar paper, 7 cents. A one-tenth horse-power electric motor, with a worm gear to reduce the speed, furnished the motive power for the 'BEST WINDOW WE EVER HAD.'"

## SEASONABLE DRUG DISPLAYS.

### Cough Remedy Wrinkles.

Quite an effective and simple display of white pine compound was secured by a New York druggist by merely filling the bottom of his window to a depth of about eight inches with bunches of pine tips, needles and cones, and upon these were scattered bottles of his preparation.

It is suggested that the effectiveness of this display, especially for night view, might be enhanced by sprinkling tufts of white cotton upon the needles, not too many of them, and mica dust upon the cotton.

A small pine tree was decorated with packages of cough drops and the card beneath it said: "Don't stand out there and cough while you are waiting for these cough drops to drop. Drop in and get a package and you will soon drop that cough."

In another window there was a general display of cough drops, syrups and all classes of internal cough remedies.

porous plasters, chest protectors, insoles, chamois and paper vests. The show-card said: "A bad cold affects one from head to foot. The worst of colds may be dispelled by the use of our remedies and protectors. From head to foot, inside and out, we have the needful cold dispellers."

In still another window the sign displayed this announcement: "If you doubt the value of our ready-made cough and cold remedies and yet do not wish to go to a doctor, there are two things you can do, take your choice: Either use some of these old-fashioned simples as they are, or use them to prepare a home-made cough or cold medicine 'Like grandmother used to make.'" The exhibit consisted of licorice, rock-candy, horehound, flaxseed, and such other stock articles as are commonly used in the home preparation of cough and cold remedies.

"The things that are GOOD for a cold make it WORSE. They are snow, ice, water, dampness, draughts, dust and cold itself. We don't sell 'em! We sell things that are BAD for a cold because they make bad colds disappear—and there are no good colds. The things in this window are awfully bad for a cold. We sell 'em; lots of 'em." Needless to say,

the display with this card was a general one of anti-cold goods.

In another window were a number of very knotty pine boards. A number of the knots had been punched out and these lay in front of the boards. The sign card informed people that "Many cough remedies are about as much good to the suffering purchaser as a bushel of knot holes would be, but our Pine Knot Cough Compound really cures coughs."

#### Codliver Oil Ideas.

A window contained a complete display of codliver oil in its various forms and disguises. There was the pure oil, oil in capsules, emulsions and proprietary specialties supposed to contain the active principles of the codliver. The sign advised people thus: "We honestly believe that the best way to use codliver oil is to take the pure Norwegian codliver oil, straight. However, if you are among the many who cannot take it that way, here is the oil in all forms, pleasant as well as unpleasant. Come in and hear us talk about these goods and then make your own selection."

A unique and simple display was made thus: A large mirror was placed back down upon the floor of the window and upon this, made of vari-colored cough drops, was a relief map of Cape Cod. The sign read, "A map of Cape Cod. A good place to catch cold; also a good place to catch cold. Whether it is a Cape Cod cold or any other sort of cold, we have pure codliver oil and pleasanter cough and cold remedies to cure it."

#### Defensive Fences.

To arrange this somewhat elaborate display the floor of the window should be covered with white crepe paper. Upon this scatter mica dust or powdered glass, in imitation of snow. At either side build a cabin of packages of cough drops. Label one "A cough proof dwelling," and the other, "This house keeps out the colds." Along the back stand a number of pine sprigs like miniature trees and with them show the white pine compound. Now run fences irregularly around and over the surface of the white paper. Some of the fences should be of rock-candy, in imitation of a stone fence; others should be of rail formation and constructed of colts-foot candy, horehound sticks, stick licorice and any other stick candy candies that may be in stock. The card should say that, "There are no better defenses against coughs and colds than these fences are."

#### Coughs of All Nations.

In this display the rear of the window was banked with flags of different nations with the stars and stripes in the center. To this stand of colors was attached a card announcing that "All nationalities cough in the same language. No difference what your nationality, we have something to cure that cough and 'Smith's Honey and Horehound' is that 'Something.'" Upon the window floor was arranged packages of the remedy.

With the aid of strips of wood and brown tissue, a Western druggist arranged a miniature banking house partition within his window. To the left was the representation of a window marked "Paying teller," and to the right one marked "Receiving teller." Below the receiving teller's window a card stated that: "Unless you want to pass in your checks you had better use our codliver oil emulsion for that cough and the lung sickness." Below the paying teller's window a sign read: "Don't cash in for eternity. Keep alive and get heavy with our cough elixir. Undertakers do NOT recommend it."

#### One on Santa Claus.

This display attracted much attention and excited comment that resulted in generous advertising returns. The druggist took a suit of underwear and stuffed it with excelsior until it took the human form. Stuffed socks and rubber gloves were made to serve as feet and hands. First, a chambray vest was placed upon the figure. Hot water bottles covered the upper part of the arms and porous plaster were tied around the lower arms. Around the waist was a girdle of packages of cough drops and the hips were wrapped in chest protectors. The legs were encased in an armor of stick licorice and cough candy and the feet stood upon insoles. The final finish was given with a Santa Claus false face and red cap. Beside Santa rested a sack filled with seasonable medicines. A sign informed the viewers that "Santa's last trip to town nearly did him up. We saved his life and sent him back to the North Pole in good shape. He took a stock of our seasonable

medicals with him and prepared for the homeward trip by decking himself out like this. Don't you need a bit of this sort of protection?"

#### Medicines Like Grandmother Used.

In one side of the window was placed a jar filled with a dirty, greasy substance and labeled "Goose grease"; a strip of red flannel and a piece of salt pork labeled "For sore throat"; an old piece of calico with a large quantity of a yellow, sticky mass spread upon it and labeled "Mustard plaster"; a jar of dirty, streaky lard labeled "Dog's lard salve", and an old tin pan filled with dirty water in which fragments of herbs were floating, labeled "Herb tea". A card above these stated that they were "Some of the wonderful and delightful old medicines that grandmother used to use."

At the other side of the window were arranged an assortment of modern articles used for the same winter ills for which the grandmother goods were formerly used. The card in connection with these asked: "Which do you prefer? the old truck like grandmother used or these cleanly, modern medicines and appliances? We have grandmother beaten to a frazzle!"

#### Hot Goods for Cold Weather.

The following display was particularly attractive at night. At either side of the window were made irregular piles of cigar boxes and over these and covering the floor was crimson, crepe tissue. The sides and back of the window half way up were covered with the same kind of paper. The walls of the upper half of the window were covered with white crepe paper upon which were pasted many tufts of mica-dusted cotton. Similar tufts of cotton were fastened to the upper half of the window glass. From the window ceiling hung numerous threads upon which cotton tufts were strung. These threads were of irregular lengths, the longest not reaching the center of the window. In the center of the window floor, below this "snow fall" stood a tripod and kettle. Underneath the kettle there was a pile of sticks. Tufts of red cotton were in the interstices between the sticks and below all a red incandescent globe, whose light shot through between the sticks and thus completed a very natural imitation of a fire. Upon the piles of cigar boxes and otherwise appropriately arranged were hot water bottles, chest protectors, felt-back plasters and similar goods. The contrast between the fire-lit crimson lower half of the window and the snow-white upper half was most striking and pleasing.

#### Realistic Fire Show.

A fire scene even more realistic than the above, and one which may be used with many displays, is arranged as follows: First place an electric fan so that its air current is thrown directly upward. Directly over it, upon wires, place one or more incandescent globes. Take pieces of firewood and dot them with daubs of mucklaze upon which mica dust is thrown. Pile this firewood so as to mask the fan and globes. To a number of the pieces of wood that top the pile tack numerous streamers of thin white, pink and red ribbon. The constant flickering of the ribbons when agitated by the air current from the fan, coupled with the glare of red light from below, gives a remarkably flame-like effect and the glitter of the mica on the wood adds to the deception.

#### Keep Talking.

The skilful salesman does not jabber, but he usually continues the conversation during all the time he is engaged with a customer. While waiting for her to get out her money, while making change or wrapping a package, he has something interesting to say. He points out some new decoration or fixture, indicates a new line just added, or shows his memory and makes a hit by referring to some past purchase, personal matter or public occurrence in which the patron has been concerned. Conversation upon matters personally concerning the buyer establishes a bond of mutual interest between buyer and seller, but the seller should not intrude his own personal affairs, for the simple reason that it will pay him better to have his patrons think of the character of the business as being almost the same as his personality.

#### Excuse for Ignorance.

"What is the difference between haw and gee?"

"Guess you never drove oxen."

"No, and I never held a job as a mule."

# A Driven Nail.

By Joel Blanc.

Why do I work? I, who am but an atom in this world of deception, dishonesty and greed, my every effort producing but a pittance that my loved ones and I may live. Here I labor in a world where the filth of mind makes even the corruption of the flesh seem pure. Predestined to struggle on, to suffer for the sins of my ancestors and to pass that suffering on to those who shall curse their inheritance from me. Onward I struggle, working, working, with no hope held out toward me except a possible reward in some unknown state, vague and far, unrealizable, or the alternative that unless I continue to drudge, drudge on, some awful, merciless power shall make my intangible something called soul, suffer in unending indescribable torments. Such is the philosophy of an Ibsen, a Tolstoy, a Bunyan, a Cotton Mather. Away with it!



See that crude shelf in that corner? How the edges of the boards are frayed where the nails went awry? Yet in one part of the shelf where it cannot be seen, its head set deep and covered with putty and paint, there is a nail. That nail sets straight and true; its rough edges, running through from board to board, hold the separate pieces of wood together; driven so that its sides firmly parted, but did not split, the muscles of the wood. As my mind's eye pierces paint and putty and follows along the length of that nail, I seem to hear the metallic reverberations of the hammer which drove it there and the muscles of my arm vibrate and sing like the strings of a harp, sing of work for work's sake, of the reward that work through working gives.

Ah! that is better, for it exemplifies the philosophy of an Emerson or a Stevenson, the philosophy of light and truth. But the shelf is crude and almost useless! What of that? The labor for labor's sake is there. My novice arm and untrained hand drove and drove and the nails went all awry. But at last, when the brow was moist and the muscles ached, the eye, the ear and arm became attuned, the senses brought distant sound and force into harmony through the glory of work for work's sake, and the nail was driven true!

In one of the drawers of my desk rests a manuscript. It has never known the interpretation of type and probably never shall. At least ten times it has been rewritten, not a word, not a punctuation mark holding the same place it held in the original, yet the mind-picture which I tried to paint remains the same. When the brain is tired of detail, when thought seems dulled, I take that manuscript in hand and read it over. It brings to me a picture of the long ago. As I read I hear the music of Southern pines, I see the glint of Southern waters, the storm gathers—in a human life, the crash of a wrecking, soul-disturbance comes. In my mind the memorized picture is complete. But the fingers have never painted upon the written page the word picture as my mind holds it. Although it is even now, to me, the most perfect production of my pen, it is not the best that I can make of it; indeed, life may be too short to complete the blending of all of its tones. But even though it may never be made perfect, the making of it, the labor expended upon it returns to me a greater reward than all the praise of man could give. An ideal, perhaps, but an ideal made real through a labor of love for the love of labor.

So, though the work may be that of brain and hand or of brain alone, we must, if we would have the work done well, look to the work itself for the greatest and best reward. Look over the performances of the average human life and see to what an insignificant number come many moments of that ephemeral sensation called pleasure, how to a still smaller number comes the fleeting matter called wealth. But look for happiness. Do we find its symbols, the clear eye, the

ruddy cheek, the smile, the mental poise, possessed by many of the rich or pleasure seeking? No! The world's happiness, the world's power is held by those who earn more than they receive in material wage, because they have found the glory, the worship in labor, the worship of the God of men who work.

Is the good storekeeper such because each mote of dust may bar a penny, because each foot of well-ordered shelving may bring an additional dollar? Never! He is not conscious of the material value of cleanliness and order, but his first thought, possibly a sub-conscious thought, is that the labor demanded by cleanliness and order is paid for by the very effort that labor demands. Ask a good storekeeper why he is such, and nine times out of ten he will at first be at a loss for a definite reply. His most direct answer will usually be that he was born orderly and cannot help being orderly, or that he is discontented and unhappy unless the store is clean and orderly. Ask him if system and cleanliness do not demand a greater deal of labor and he may answer at first in the negative. But give him a moment for thought and he will add that they may demand a considerable amount of work, but he likes the work. The same is true whether the man does the work with his own hands or, that which is more often harder work, does the work with his brain and the utilization of the hands of others. And this is so whether the work be for oneself or for others, whether the work be for business, home or care of person. The man or woman who really works does so with the spirit that spells progress, works not primarily for the material reward, but because he or she cannot help but work. Nature demands it, and the gratification of nature's first demands, if they be pure, are sure to bring nature's greatest rewards.

Of course, there is much of the world's work performed in a spirit that finds no pleasure and no reward in the performance of the labor. The position of a majority of such laborers is lower than that of slaves. They not only lack sufficient intelligence, but they refuse to make use of any opportunity to raise their efforts above that of the dog in the treadmill or the oxen in the yoke. Only in unthinking estimate are these brutish ones lower than the utter materialists who labor purely for money and then waste the money so earned. These are they who, with outward semblance of intelligence and culture, show neither real intelligence nor energy in the performance of their tasks; who refuse to give one stroke of the pen, one blow of the tool, that is not to be directly paid for, who are tardy and indolent, vacillating and unreliable, the hirelings who never become hirers.

As I write I look upon the walls above and around my desk. I see many photographs, the pictures of men who stand high in the profession of pharmacy and business of drugs, retailers, wholesalers, manufacturers and college professors. I know them all, and I know them well. I know them best for the hard work each has done. In every instance the work that has carried their names the farthest, for which no material reward was possible, for which even thanks has seldom come and which often received but ingratitude and sneers, was work for the good of their fellowmen. Ah! Let us pause for a moment! Working for our fellowmen! Has that not been, through all ages, the hardest and most poorly rewarded work that the world has ever held? Has not its greatest outward reward been that wraith called fame? From what have men who have worked for their fellowmen received their greatest reward? From the consciousness of righteousness which can be realized only in the happiness that the work itself gives through its own performance.

This spirit of love of work which brings joy and worship through love of labor is not the labor of the whirling dervish or the Buddhist zealot who holds his arm aloft until it shrivels; it is not the effort of him who labors for a foreign ideal while his near and dear ones wait; nor is it the labor of him who studies or designs for the purely selfish joy of knowing or creating. He who finds most joy in work is he who works in the world for the world, with home, as to him, the dearest spot in the world. Success, success in its truest, highest definition, the success which supplies all wants because those wants are clean and moderate, comes most often to those who, in seeking and finding joy in work earn most with least sorrow and enjoy most with least regret.

Joy in work is not an ideal. It is the most beautiful reality in the world. It is the foundation of civilization, the preserver of the home, the power of progress and the culti-

vator of intelligence. It is almost synonymous with health, happiness, honor and love. He who laughs while he labors does not gaze through a veil of tears to a darker curtain that shrouds eternity. For him, when the last sleep draws nigh, when disintegration of the material self is close at hand, he who has worked wisely and well can joyfully and prayerfully look back over an energetic, well spent life. He realizes the glory and honor of his past and that all his struggles were amply rewarded by the fruits of that which he did for the inward happiness he found in doing it. He knows that energy is life and that in the doing of what he did he put forth the best effort of his life. He also knows that the more of that life-energy he put into his work the greater was the amount of energy he held at his command. In accepting the law of the conservation of energy that no effort is ever lost, this cheerful worker faces the unknown future unafraid, believing that as energy goes on forever, he shall live again, live again in the glory of labor for labor's sake.

## IS FOOD CONTAINING BENZOATES INJURIOUS TO HEALTH?

In a recent article published in the *Medical Record* (Jan. 2, 1909, page 16), E. E. Smith, M.D., Ph.D., professor of physiology and organic and biological chemistry, Fordham University, School of Medicine, and Director of Research, Red Cross Hospital, attempts to answer the question: "Is food containing benzoates injurious to health?" his conclusions differing widely from those advanced at various times by Dr. H. W. Wiley. Dr. Smith's article is based on a consideration of the data published in Bulletin No. 84, Bureau of Chemistry, United States Department of Agriculture, "Influence of Food Preservatives and Artificial Colors on Digestion and Health," and particularly the data in Part IV, "Benzoic Acid and the Benzoates." Dr. Smith summarizes his consideration of the data thus:

1. The loss of weight was not evidence of an injurious action of the preservative administered since it was because of a diet sufficient to maintain body weight.

2. The disturbances of metabolic functions, as evidenced by a supposed increased elimination of metabolic products, did not show any injurious action of the preservative administered, since no real increase was produced, excepting only the increase of urinary solids which was largely due to the elimination of benzoic acid and its products.

3. The increase in microscopic bodies of the urine did not allow any general tendency to stimulate the destructive activities of the body, and hence is not indicative of an injurious action of a preservative.

4. The disturbances in digestion cannot be attributed to the action of the preservative, since the subjects were not in a healthy condition, but were suffering from acute coryza and sore throats with the accompanying fever, which conditions are themselves, as is well known, a cause of gastric disturbances.

In conclusion, then, the evidence presented in Bulletin No. 84, Part IV, does not establish any injurious effects of benzoic acid and benzoates, even in the quantities and manner administered.

### The Old Lebanon Academy.

We have received from Joseph L. Lemberger, Ph.M., an ex-president of the American Pharmaceutical Association, a 32-page pamphlet containing a reprint of his paper, "The Old Lebanon Academy," read before the Lebanon County (Pa.) Historical Society June 19, 1908. The institution of which he writes was the pioneer classical school of that part of Pennsylvania and, as Mr. Lemberger says, it was the "educational factor which built for Lebanon of today, the foundation of its excellent system of public schools as well as the superb county organization." The academy was incorporated by Act of Legislature in 1816. The pamphlet contains a half-tone portrait of Mr. Lemberger and other illustrations of early school buildings, as well as a roster of persons known to have been pupils during J. H. Kluge's administration of the academy, among the names being that of the pharmacist-historian.

Did you ever hear of a drug clerk losing his position through indulging in too much water—internally or externally?

## The Point of Contact.

By Emma Gary Wallace.

By some happy chance the Women's Organization decided to call its local associations—Chapters, and the word chapter at once calls to mind a unit which is a necessary part of a larger whole. That is just what each Chapter of the W.O. should be—a related unit in spirit and in aim.

To be worthy of the name, an organization must have definite "Objects" toward the ultimate accomplishment of which its activities, social and serious, distinctly tend. If the spirit of unity or harmonious agreement does not exist, if it is disturbed by disagreements, or by the presence of antagonistic factions, the true objects of the organization are lost sight of and their realization is accordingly delayed.

In a certain part of the country there are two local associations of a well-known order within an hour's ride of each other. The objects and the local conditions are entirely similar, and yet the results are as divergent as the poles. In one, differences of opinion are never yielded gracefully, for as a matter of principle—stubborn principle—the factious never "give in." If overruled they submit as a matter of necessity. There is no point of contact. At first glance a semblance of prosperity is apparent, but closer observation proves it to be disappointingly superficial. The regular meetings are held in an unattractive and inconvenient rented hall, and evenings of real enjoyment or of lasting value are like the currants in the boarding-house bun—far apart.

The other association is a unit. They have no factions to recognize, and they pull together as a matter of principle—wise principle. They own a fine property worth at least ten thousand dollars, and in about four years they have reduced their indebtedness to less than one-fifth that sum. Their roomy, new building is equipped just as they want it for their particular use, with an auditorium having an exceptionally fine floor for dancing, a spacious dining room, and a well-furnished kitchen, etc. It is an organization of business men and their wives, and they have an eye to the helpful as well as to the social. Lectures, practical demonstrations and good times generally, fairly elbow each other for an opportunity to be. One of the maxims of the association is:

"Be loyal to your officers and to each other. You are expected to help, not to criticize. It takes a resourceful person to be helpful; any commonplace individual can be a fault-finder. We are helpers. Be one of us."

The first association is a failure. The second is a success, and the members are achieving the objects which they set out to achieve because they are a unit. There is a definite point of contact.

### Motives for Fraternizing.

The motives for fraternizing will be various, and any one who expects otherwise is very sure to be disappointed. Some will join our organization with characteristic seriousness of purpose; some will come simply because they have been urged to do so; a certain number may be curious; others will desire the sociability to be enjoyed; while still others will have an exaggerated and confused idea of immediate and material benefits.

All these are excellent reasons. Indeed, any reason is a good one which will arouse sufficient interest to induce others to unite with us in promoting so excellent a group of "Objects" as our Constitution shows. Those who understand and appreciate our hopes and aims and have followed the work of the organization, will recognize our earnestness and will join because of that fact. Those who come in response to friendly urging, or from curiosity, will be pleased and thoroughly satisfied when they see the broad field and the pleasure of the work in which they may share. The ones who come for the social part are especially welcome, as by their coming one of our objects is distinctly fulfilled, and the others who expect material benefits will not be disappointed. The rehabilitation of our profession with its proper dignity and its honest prerogatives will mean material benefits of no mean order, not to speak of the immediate benefits of good cheer, encouragement and helpful information to be derived from the regular Chapter meetings as a given point of contact.

### From the Standpoint of the Officers.

The wise presiding officer analyzes all these possible motives and by means of carefully thought-out programs and judicious

committee groupings helps to broaden the vision of those who need such help. Men and women have an inherent longing for the nobler things of life. The appeal of the worth-while is so much stronger than that which is of a transient nature that the officers have a distinct advantage in arousing and maintaining interest.

All the great books of history and fiction which have out-lived momentary favor have been remembered and treasured because of an appeal so strong that somewhere in every heart they found the point of contact of common experience or of a common ideal. It is only as something in common is touched and understood that lasting interest is awakened.

The successful officers help each member, even the most retiring, to feel a glow of pride in the work being done and inspires each one with the thought that she is a part—an important part—of it; that the planning, the decisions, the carrying out of plans and the results are hers to be thought over, worked for, and to be proud of as well.

The business will be so openly and so frankly managed that everybody will recognize the necessity and the wisdom of every move. This is important to insure cheerful support. System and promptness here as elsewhere mean smooth-running machinery and public confidence. Officers must show themselves interested, not only in the work, but in the individual member also. Right here lies the success of many an organization—the personal interest shown for every one. Each is made to feel that she is welcome, that when absent she is missed, and that her joys and sorrows are of real moment, as they should be. This is such a busy, yet withal such a sensitive world, that few have the time or the inclination to be part of an enterprise which lacks enthusiasm, or to be counted simply as an annual due, at so much per head. Reciprocal interest and hearty co-operation are the points of contact between officers and members.

#### From the Standpoint of the Individual.

The individual member has her obligations as well. However skillful the generals in an army may be, it is the men in the ranks who must carry out the plans, and on the faithfulness of their service the results depend. One obligation is regular attendance, as far as circumstances permit. The woman who is irregular in attendance loses interest and frequently complains that she is not given her full share of work and responsibility, forgetting, perhaps, that she cannot be relied upon with any degree of certainty.

Another obligation is that of taking an active part in all open discussions. Women will frequently whisper their opinions to each other or collect in after-meeting groups and freely express their ideas—good ideas, too—who cannot be induced to say a single word "out loud in meeting." This is manifestly unfair to themselves and to their officers who are most anxious to obtain the different viewpoints that they may be guided by them.

Still another obligation is that of a correct mental attitude. A sweet-faced woman—a true lady—recently said: "Before I go to our Chapter meeting I always send up from my heart a petition that I may not do or say anything which may be unkind; that I may not, even by a glance, a smile, or a frown, sanction an unkind thought expressed in my hearing, or take credit to myself, perhaps by silence, for that which justly belongs to another."

"If I hear a criticism I always ask, first—Is it true? Second—If it is true, will it do any good to repeat it? If not, I keep still, even though tempted to speak. You know we meet human nature everywhere—even in ourselves. When I come home I have no regrets to bother me, and my memory of the meeting is always one of joy."

That is the correct mental attitude, for it makes for harmony and good results. What a mellowing influence such a contact is sure to exert.

#### The Compensations.

There are compensations—wayside compensations, aside from the advancement of loftier motives. The officers gain in contact, in the ability to discover true worth everywhere, and in the thousand and one sweet experiences which enrich the lives of those who freely give a portion of their time in the service of others.

Officers and members see the advantage of strictly business methods and parliamentary dispatch, which after all is but applied common sense that gives equal opportunities to all. They learn to listen with respect to the opinions of others no

matter how much they may differ from their own, and often through this contact with the opinions of others they are convinced of error or narrowness on their own part. They learn that while people may honestly differ in their views, yet all may still work loyally together for the same great end.

They learn that true and lasting harmony can only be maintained through absolute justice to all, and an intolerance of anything underhand or of a nature approaching gossip. They learn what is perhaps best of all, the broad-minded policy of being able to advance the good of the many instead of the few, even if that means self-effacement.

That is not all, although it is a great deal. Women learn to think and to speak on their feet, and to reason and still reach conclusions quickly. They learn that their ideas are as likely to have weight as those of more ready speakers. How often we have all seen the sentiment of an entire meeting changed by a few quiet, well-chosen words which shed a new light on the matter under discussion.

Many a man and many a woman have found themselves through the inspiring contact of organization work. A man so bashful that when he arose in a small society of twenty or thirty people as to become painfully embarrassed and to fail again and again to make himself understood, became a famous lecturer, and that in less than five years. Many a woman who has felt her heart fluttering in her throat and her ideas taking unceremonious flight, has awakened a little later to the knowledge that she could marshal her thoughts in intelligent and convincing array, and "Knowledge is power."

The good old days of the chimney corner and the spinning wheel are past, not because we scorn them, but because times have changed. Our women are none the less womanly for the wish to keep step with the march of events, and to do their part in the world's work. They are broader, kindlier, stronger because of a part in organization work and its many helpful points of contact.

### THE WORLD ALMANAC FOR 1909.

The World Almanac for 1909 is now on sale. It contains over 800 pages and seems to be thoroughly and accurately up to date.

It presents New Thought readers with details of the Emmanuel mind-cure movement, and on nearly-by pages is the official statement as to Mr. Roosevelt's contemplated descent on Africa. The Prohibition wave is carefully followed in its rolling across the States. The Pope's encyclical on Modernism is given in full, as is the Lambeth encyclical on marriage, divorce and the family, adopted by the Episcopal Conference in 1908.

The story of the Panama Canal is amplified. There are notes on the prosecutions of trusts and rebates. Attention is paid to the Hudson-Fulton tercentennial and to the expositions planned for 1909. Walter Wellman writes of Polar Expeditions, and there is the very latest word about airships.

A new feature of the Almanac is a summary by States of all the laws relating to the administration of the estates of persons deceased, compiled by an experienced lawyer, and is perhaps the first complete publication of such matter in popular form. It represents really a small library of law just as it stands.

These things which have been mentioned incidentally are in addition, of course, to the year-by-year features of the Almanac—to the political platforms, summaries and election tables; to the official lists and statistics of governments, of labor, of the churches and of the schools; to details of the world's armies and navies; to the census counts; to the wonderfully full pages of sports; to the figures of the crops and the manufactures; to the list of American millionaires; to the statistics of the railroads; to the outlines of new legislation by States; to the past year's chronology, and to the thousand and one things or more that go to make every new issue of the Almanac a volume to be cherished in an encyclopedic library. Not forgetting such a gossipy detail as a list of the real names, birthplaces and birth years of popular stage people.

The World Almanac is the offering of painstaking labor; it will reward unceasingly the search of the student, the statesman, the sporting man, the man of affairs, the casual reader—and the druggist who wants to be recognized as "the authority" of his neighborhood should have a copy of this work to support his statements and decisions.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Tasteless Syrup of Quinine.

(T. S. S.)—We know of no better preparation for disguising the taste of quinine than those offered by the National Formulary. See aromatic elixir of yerba santa and aromatic syrup of yerba santa in that work. Other syrups have been used. In reality it is impossible to produce a "tasteless syrup." All vehicles are characterized by some kind of taste and while it may be possible to mask the bitter taste of quinine, the word "tasteless" as applied to a mixture of this kind is a misnomer, which under the Food and Drugs Act is not permissible. However, the nearest to a tasteless salt of quinine is not the sulphate, but the tannate, and this because it is most insoluble. The formula given in the Dutch Pharmacopoeia for "tasteless quinine tannate" is as follows: quinine, 7 parts, is dissolved in alcohol (95 per cent), 14 parts, by warming on a water bath. To the solution a similar alcoholic solution of anhydrous tannin, 24 parts, is added, with stirring. The mixture is heated in a covered vessel, until homogeneous, then poured into water, 200 parts, with agitation until the precipitate becomes pulverulent. It is then collected, pressed, and allowed to drain and dry at normal temperature, being finally powdered and dried at a heat not exceeding 30° C. It should contain at least 9.5 per cent of quinine.

Various preparations put on the market as febrifuges containing quinine have been reported to be simply alkaloidal quinine in crystals, reduced to powder and then triturated with the desired vehicle. Here are two formulas which appeared in the ERA seven or eight years ago:

(1)

Mix one dram of saccharin with 4 ounces of water; add two drams of sodium bicarbonate and dissolve. Rub  $\frac{1}{2}$  dram oil of lemon and  $\frac{1}{2}$  dram of potassium carbonate together in water, and add the saccharin solution gradually with constant stirring. Now weigh out 4 ounces and 298 grains (avoirdupois) of quinine alkaloid, place in a glass bottle and pour on the other ingredients and enough simple syrup to make the whole measure 128 fluid ounces. (This, it will be noted, does not contain quinine, hence the name "Tasteless syrup of quinine" is a misnomer, and it would be illegal to sell the preparation under the title.)

(2)

Quinine sulphate, 128 grains; potassium carbonate, 110 grains; solution of potassium arsenite, 2 fluid drams; soluble essence of lemon, 4 fluid drams; water, 1 fluid ounce; syrup enough to make 16 fluid ounces.

## Disguising the Taste of Aloes.

(S. A. G.)—"We manufacture a preparation which contains sodium bicarbonate, Barbadoes aloes, oil of peppermint and several other ingredients which do not effect the taste. To some people the taste of the preparation is very nauseating and disagreeable, and while we have done some little experimenting we do not seem to be able to disguise the long after taste of the aloes. We have tried wintergreen, also salt. Would the taste be improved by using in its place the proper proportion of aloin so that the preparation would have the same cathartic effect as in the present case."

In the first place aloin will produce the catharsis of aloes in about one-third as large a dose and it is said to be freer from irritant effects. It is somewhat difficult to mask the taste of aloes and it is extremely doubtful if any adjuvant

can be devised that will completely disguise it. However, extract of glycyrrhiza and aromatics are employed in the standard liquid preparations of aloes and it is suggested that you try them. Tincture of cardamom is particularly recommended on account of its flavoring and cordial properties. Vanilla and orange flower water may also prove of service, these substances along with cinnamon, nutmeg, etc., being used as adjuvants in the old-time "elixir of garus," which contained aloes. At the same time it is quite unlikely that any satisfactory masking agents can be suggested without having the complete formula of your present preparation to guide us.

## Coloring Electric Light Globes.

(P. G. W.)—Various methods for coloring electric light globes have been printed in the ERA during the past year. To this may be added the statement recently published in the *Chemist and Druggist*—that the varnish best adapted to this kind of work is photographers' negative-varnish, which dries very hard. The resins in this varnish are sandarac and mastic, and the ground glass varnish may be used where a frosted appearance is required. The following are two representative formulas, the first one to produce a clear varnish and the second one a matt product. Any suitable aniline dye can be added to the finished varnish—aurantia, malachite green, erythrosin, etc.

(1)

White hard spirit-varnish ..... 15 ounces.  
Rectified spirit ..... 20 ounces.

(2)

Sandarac ..... 90 grains.  
Mastic ..... 20 grains.  
Ether ..... 2 ounces.  
Benzole ..... 2 drams to 1½ ounces.

The second varnish is applied to the cold globes, but the first is best used on the lamps when the latter are hot. The varnish is placed in a tumbler, the globes, previously freed from grease, are dipped in and then the lamps are taken out and allowed to dry.

## Breath Perfume.

(Todd)—Try one of the following:

(1)

Powdered orris root ..... 5 ounces.  
Musk ..... 5 grains.  
Coumarin ..... 12 grains.  
Vanillin ..... 20 grains.  
Oil of rose ..... 10 drops.  
Oil of neroli ..... 20 drops.  
Oil of peppermint ..... 20 drops.  
Oil of spearmint ..... 20 drops.  
Oil of claus ylang ..... 5 drops.  
Purified extract of licorice, sufficient.

Mix the orris root with the remaining ingredients, add enough extract to form a mass; divide into pellets or roll out flat and cut into pieces.

(2)

Sugar ..... 3 ounces.  
Licorice ..... 3 ounces.  
Oil of anise ..... 20 drops.  
Oil of fennel ..... 5 drops.  
Purified extract of licorice, sufficient.

(3)

Hager gives this one:  
Extract of licorice,  
Distilled water, of each ..... 100 parts.  
Powdered catechu ..... 30 parts.  
Powdered gum arabic ..... 15 parts.

Mix and by the heat of a water bath evaporate to the consistency of a thick extract; while still warm incorporate the following reduced to fine powder:

Florentine orris root,  
Cascarilla bark,  
Mastic, of each ..... 2 parts.  
After the mass has partially cooled, thoroughly incorporate;  
Oil of peppermint ..... 2 parts.  
Tincture of ambergris,  
Tincture of musk, of each ..... 1-5 part.  
Form into small pastilles or pellets.



# Original and Selected

## SOME GRAFTERS I HAVE KNOWN.\*

By Walter H. Cousins, Munday, Texas.

It was with a great deal of pardonable pride that I point to my profound knowledge of what the everyday American is pleased to denigrate a grafter, owing of course to the fact that I have bought experience in quantity lots.

I am not exaggerating when I say that I have met them all from the youthful specimen from the home office in Iowa City, who has a line of toilet specialties and perfumes with a showcase free, a deal that has put more retail druggists in John D. Rockefeller's class than booze ever put in jail, up to the fatherly old gentleman who is doing a philanthropic stunt with old Dr. Jaggerman's old reliable line of family remedies with an advertising scheme that would absolutely force customers into your place and likewise coin into your pocket.

From the star-bedecked fields of reminiscence comes a variety and elegant assortment of grafters that in the matter of numbers makes the sands of the seas pale with insignificance and the stars of the great blue dome look as seldom as old maids at a mothers' congress.

Nineteen hundred years after the advent of our Savior into this vale of tears yours truly embarked in a very small boat on the choppy seas of pharmacy, and it seemed that in twenty-four hours afterward every experience factory on the North American continent had gotten a line of information on me and sent a man on the first train to make me an elegant spiel embellished with the choicest adjectives, slap me on the shoulder and show me where to sign. In this gang of artistic commercial porch climbers were some of the most thorough, best educated, high grade gentlemen cut-throats that ever carried a sample case in Texas.

During those palmy days yours respectfully was passing through that innocent age of youth when he stood ever ready to give two tens for a five, to loan money to tramps, and could pull more badgers in a given time than any amateur in the State.

I have met the man with mining stock that paid four sixty per cent dividends annually and bought enough stock to paper my room. I have been up against the man with the exclusive deal on a line of dope that worked the cash register overtime; I have formed the acquaintance of the guy who let me in on the ground floor of a scheme and I worked in the fourteenth story with no elevator. I have met the lad who owns a gold brick plant with a capacity of one hundred cars daily and bought the output of the factory for a year, but as I gaze down the well-trodden aisles of the long past methinks I can see the intelligent face of the king of grafters, the real artist, the finished product, the only man living who could rob a National cash register with the proprietor looking at him or whipsaw a Burroughs adding machine into telling a lie about a total. He was master of his craft, and if he had been allowed to run at large for two more years would have been the possessor of a roll of the filthy lucre that would have made August Belmont look like a slick dime rolling around a bunch of United States bonds. As well as I can remember, this wholesale short-change artist was an elegant looking young specimen wearing about two hundred dollars' worth of clothes, with a shiner in his shirt front that looked like an arc light on the dark of the moon. He wore a rimless glass front and talked well, I should smile and smirk to twitter. In the matter of a linguistic elucidation he had that ancient and time-

honored purveyor of lightning rods backed into a siding to wait nine weeks for sanatorium treatment for loss of speech. He made Ananias look like a white sided Texas steer at a Boston banquet.

He was discoursing elaborately on reason No. 64 when I began to succumb, a rose-colored cloud floating before my eyes, a summer home in Atlantic City and to Palm Beach when the northers came, chasing themselves through the fleeting mind; I dreamed of a bank roll as big as a coca cola barrel, of doing free library stunts and being the owner of a flock of gasoline cars.

It seemed from the trend of the polished narrative he handed me that he had always felt it was his duty, decreed from the foundation of the world, to come to Texas and free the retail druggists of the great Lone Star State from the galling chains of the jewelry trust. It was here that I burned my John Henry into the bottom line of a sheet of pink parchment containing whereases and why forces. Handing me a yellow duplicate, he gave my hand a gentle squeeze and hoped I could stand the prosperity that would naturally come from the great investment I had just made.

Somehow I felt like a millionaire. I had an inherent hankering to be seen down at the buzz wagon department store buying a dozen benzine buggies of assorted sizes and handing them around to my friends. I went over to the First National Bank and it seemed that I could hear the yellow boys say "Papa."

After perusing the herein before-mentioned yellow duplicate I soaked up the intelligence that I was to receive by express, prepaid, two thousand dollars' worth of jewelry more or less solid gold, and the one thousand dollar shares of stock in the Banco Skinnem Jewelry Company, Limited. I read no further, I simply had to go out and celebrate in my firm belief in the old adage that fortune knocks once at every man's door, and it seemed that this time she had loosened the hinges on mine. During lucid intervals I perused my duplicate to get information on the shining shekels that I was soon to possess, and last but not least of all, I absorbed the information that I was to pay the Banco Skinnem Jewelry Company, Limited, the paltry sum of 1800 plunks in twelve installments of one hundred and fifty dull thuds each.

Time passed as usual and the goods came and opened up to my entire distraction. A more ordinary looking bunch of tinsel was never gotten together. Imagine my feelings, that is if you ever had delirium tremens and hydrophobia at the same time, otherwise save your imagination until next spring and make it into poetry. One thousand collar buttons to retail at ten cents each! This is where

I dropped the invoice and grabbed my hair, bursted my belt and collar fell in a fit, the kind usually used in epilepsy. When I recovered consciousness the atmosphere smelled strongly of brimstone and I found that I had made the English vocabulary of descriptive adjectives look like thirty cents in the coin of the realm of Mexico. I threw the entire shipment into the corner of the back room and afterward sold the whole consignment to a street faker for twenty-five dollars on the installment plan, for which I received one instalment and the plan.

During the halcyon days of the youthful end of my career as dope disher to the millions, I fostered slum-ring ambition to fin the heated brow of the goddess of fame with a turkey wing and to have the world look on me as champion accumulator of the long green, but after having taken an invoice of my mental capabilities and having gone down in miserable defeat before a tribe of grafters, I made the astounding discovery that as an investment specialist I am about the most consummate bluff since the passing of Don Quixote.

I have fed enough of the bank lithographs into the mill of experience to pay the national debt, and my collection of gold bricks would make the Galveston sea wall green with envy. I have bought well advertised patents in carlots to get two per cent and six months dating, only to find that they were entirely unknown, save to the people who made them.



WALTER H. COUSINS,  
of Munday, Tex.

\*Proceedings Texas Pharmaceutical Association, 1908.

I have purchased expensive space in newspapers which were guaranteed to be printed in six different languages and to reach every quarter of the earth, and afterwards have found that you could walk out of their circulation in two hours on crutches.

And cigars, the drug man's nightmare, the short rope wrapped in the guile leaf Queen of Porto Rico! I have bought them in large juicy bunches that were supposed to be the very sunshine of the smoker's life, and later discovered that they were filled with rubber comb teeth and wrapped in a painted rag; to smoke one on the street was considered a misdemeanor by connoisseurs of the weed.

And stock food! My last general inventory shows quantity lots of forty-three different brands, and to offer a dollar package as a prize with a ten-cent purchase is considered a joke by the man with the hoe. And that well ridden hobby, "my own preparations." I remember well "Cousin's aqua vite," guaranteed to cure every disease from eczema to disappointed affections. I had a customer for it. An old lady took two bottles and had to send for the doctor.

Casting a retrospective glance over my career as reception committee for Texas to the grafters, it seems to me that the bunch of business buccaners I have met have Mayor Schmidt, of San Francisco, beat to a batter, and they make Sam Bass and Jesse James look like amateurs. I learned long ago that a Spanish dagger in the hands of a masked highwayman is as harmless as a white winged butterfly compared with a fountain pen in the hand of a modern business promoter. You may think you are the wise guy of all creation, with a corner on the information market, but your hook is on the bottom when you are fostering any such erroneous ideas. Remember your knowledge is general, but the man who grabs a grip packed with phony samples of an experience factory is a specialist. And any time you win from one of these collectors of cuticle you will be retired on full pay with a pension.

Now for a short line of advice to my fraternal brothers assembled today in the Island City. Take my advice and thereby get wise to the commercial dermatologist and hand him the compliments of the citrus union. Remember that his system of business has supplanted the methods of the old-time Texas hold up who stopped the stage and examined the color of your eyes through the sights of a horse pistol, while his pal turned you upside down and counted what fell out, never taking more than you had. On the other hand, the daylight burglar takes all you have and your note for the balance.

Do not think for a moment that I mean to dispute the time-honored adage that experience is worth whatever you pay for it, but I merely wish to enlighten you to the effect that it is my unchangeable belief that if you bull the experience market that you will overstock, and believe me, the poor farms are inhabited with would-have-been millionaires who got short on coin in getting long on experience.

## SOME POINTS IN THE ASSAY OF LAUDANUM FOR BEGINNERS.\*

By George D. Beal, Scio, Ohio.

Although one of the most frequently used of official galenicals, laudanum is the most often found deficient in alkaloidal strength. The average morphine content of twenty-three samples examined by the writer during the past year being 0.848 grams in 100 cc., while the U.S.P. requirement is 1.2 to 1.25 grams in 100 cc.

Owing to the importance of this preparation, and the simplicity of the official process of examination, it is the one most frequently attempted by beginners in the assaying of alkaloidal drugs.

The official process is, in brief, as follows:

1. Evaporate 100 cc. to 20 cc., dilute with water to precipitate resinous matter, filter, and wash the residue on the filter.

2. Evaporate the filtrate and washing to the weight of 14 grams, transfer to a flask with the aid of a little water, add the required amount of alcohol, ether and ammonia water and shake for ten minutes.

3. After standing for six hours, filter, wash the morphine

successively with water, alcohol solution of morphine and ether, dry and weigh.

4. The impure morphine is then dissolved in lime water, filtered through counterpoised filters, dried and the residue weighed. Subtracting the weight of the residue from that of the original precipitate gives the weight of pure morphine.

The process outlined above presents no especial difficulties to the beginner, nevertheless, there are several points of manipulation that must be observed if accurate results are to be obtained.

The first is in the evaporation of the sample. The Pharmacopeia directs the first concentration to be conducted upon a water bath, but all subsequent evaporations are to be made at a "gentle heat," without specifying the temperature or the manner of applying the heat.

In the writer's opinion this should always be done on the water or steam bath. If evaporated upon a sand bath or upon a metal plate there will almost invariably be some decomposition of morphine.

Three samples of the same tincture evaporated respectively upon a water bath, sand bath and wire gauze gave the following results:

No. 1. Evaporated on water bath, 1.105 gm. morphine.

No. 2. Evaporated on sand bath, 1.023 gm. morphine.

No. 3. Evaporated on wire gauze, 0.995 gm. morphine.

When evaporated at the proper temperature, the residue presents a glossy, varnish-like appearance. If the temperature is allowed to rise too high the upper rim of the extract presents a dull appearance and is full of cracks.

The second evaporation must be done with as much care capsule. For this purpose the water should be added gradually and the stirring should be so thorough as to completely disintegrate the flakes. For this purpose the top of the little finger is better than a stirring rod. If the disintegration is not complete, too much water will be required for the washing.

The second evaporation must be done with as much care as the first.

The third particular point in the manipulation is in the precipitation. When the ammonia water is added, the pharmacopeial injunction to shake well for ten minutes must be carefully obeyed. The shaking should be vigorous and continuous for the full ten minutes. Insufficient shaking causes the morphine to form large, dark colored crystals which retain impurities with great persistence.

When the shaking is sufficient the morphine forms light colored, almost white crystals, like fine sand and easily washed and dried.

The fourth point in manipulation which needs to be considered is in the use of the lime water.

This should be as little exposed to the air as possible. Exposure causes the formation of calcium carbonate, which remains on the filter and is weighed as impurity and is perhaps the most serious objection to the use of lime water in dissolving the morphine. With care, however, keeping the flask well-stoppered while dissolving and covering the funnel while filtering the amount of carbonate formed will be too small to be appreciable.

If the alcoholic strength of the tincture is to be determined, or if the presence of wood alcohol is to be tested for, this should be done at the beginning of the assay.

The 100 cc. is diluted to 150 cc. with distilled water, transferred to a flask and 100 cc. of distillate collected.

The distillate has its specific gravity taken and is tested for wood alcohol in the usual manner and the morphine is determined in the residue.

## "Not Afraid to Speak the Truth."

"The oldest drug store in Philadelphia—sends check and hearty greetings to the ERA and wishes it a long life—a useful one and a prosperous one—all praise to a journal not afraid to speak the truth." CAMPBELL & BRO., per Clarence Campbell.

## Stole Telephone, Cigars and Perfumery.

BALTIMORE, Jan. 11.—The front door of the drug store of Dr. Miller Shore, 1901 West Fayette street, was forced open Friday night and ransacked. Two telephone instruments were stolen and the burglars helped themselves to cigars and perfumery. No traces were left.

\*Read before the Ohio Pharmaceutical Association, Cedar Point, 1908.

## PERSONAL MENTION

—ADAM DARLING, of Denver, is touring California.  
 —ARTHUR KIRSCHNER, Dayton, Ohio, is touring California.  
 —R. L. SANFORD and wife, of Marshall, Okla., were recent visitors to the latter's parents at Ponca.

—EABLE COOK, of St. Louis, representing Johnson & Johnson, was a visitor in New York City last week.

—CHARLES E. MATTHEWS, manager of Sharp & Dohme's Chicago house, was a recent visitor in New York.

—J. L. BUELL, representative of Parke, Davis & Co. in Massachusetts, will sail shortly for Trinidad, W. I.

—W. B. LONG, president of Lee-Osgood Company, of Norwich, Conn., was a visitor in New York City last week.

—F. N. JENKINS, of Jenkins & Meeker, of Washington, N. J., was a caller in the New York wholesale trade last week.

—C. R. MOTT, Syracuse representative for Eli Lilly & Co., has returned from a week's visit to the home office in Indianapolis.

—N. NICOLAE, of the New York branch of Parke, Davis & Co., recently returned from Buenos Ayres, Argentine Republic.

—C. R. COSEY, manager of the New York branch of Eli Lilly & Co., made a trip to Philadelphia in the early part of the week.

—THOMAS STROUSE and Clarence Purnell, young druggists of Pottstown, Pa., will go on one of the Red Cross ships to stricken Italy.

—O. E. DAHLY and G. C. Barnes, of the Lilly Minnesota sales force, were in the home office in Indianapolis the last week of December.

—A. B. PHILLIPS, of Turret, Colo., is the fortunate possessor of a granite quarry which will supply stone for building operations in Denver.

—WILLIAM BODENBENDER, representative in the South for J. L. Hopkins & Co., returned home last Friday after spending a few days in New York.

—HENRY M. TOCH, of Toch Brothers, New York, and Mrs. Toch, have sailed for an extended tour abroad, which will include Egypt and the Orient.

—MR. ZECHEL, the purchaser of the C. N. Cameron Drug Store at Pewaukee, Wis., will soon take possession and is now moving his family to Pewaukee.

—F. H. ARCULABUS, of Colorado Springs, Colo., was a recent visitor at Victor, where he looked after his mining interests and called on drug trade friends.

—MISS EVANS MONTGOMERY, for some time with Philip & Philip, of Fruitvale, has gone to Highland, Cal., where she has taken charge of the Callan Pharmacy.

—WALLACE WILSON, of Wichita, Kan., who has been in the drug business in that city, has moved with his family to Denver, where they will reside in the future.

—GEORGE W. HARRIS, of the Crescent Pharmacy Company, owning several drug stores in Idaho and Washington, has been on a tour of inspection. Mrs. Harris accompanied him.

—JOHN L. BUTLER, a well-known druggist of Colfax, Cal., has been indorsed by the Republican County Central Committee of Placer County for the office of Postmaster of Colfax.

—JULIUS FOERSTER, Sharp & Dohme's general representative in New England, was a recent visitor in New York, calling upon Mr. Stauffen, general business manager of the firm.

—CLINTON SMITH, formerly of West Branch, now of Lansing, Mich., where he is a druggist, was recently the guest of Mr. and Mrs. George H. Randall, of Bay City, for a few days.

—A. C. HIGGINS, who has been a special detail man for Sharp & Dohme in Colorado, Louisiana and Mississippi, has been appointed general representative for Arkansas and Oklahoma.

—CHARLES E. KING, a well-known Philadelphia pharmacist, had the misfortune last week to fall and break his wrist. His many friends in the organization missed him at the annual meeting of the P.A.R.D.

—HENRY BORDEAUX, of Bordeaux Brothers Drug Company, Little Rock, Ark., spent a day in Indianapolis last week visiting the Red Lilly laboratories. Mr. Bordeaux is vice-presi-

dent of the Arkansas State Pharmaceutical Association and will soon open a handsome new store in a prominent location in Little Rock.

—JOHN H. SERRATT, Jr., of Baltimore, has succeeded H. E. Deitz in connection with the Corner Drug Store, Elkins, W. Va., the latter having resigned to engage in business at Clarksburg in that State.

—EUGENE SYKES is now manager of the Sykes Drug Company, Greensboro, N. C., and J. L. Howerton has become attached to the store as registered pharmacist. A. J. Sykes has gone into other business.

—CHARLES P. MITCH, of Muth Bros. & Co., wholesale druggists, Baltimore, is mourning the loss of his mother-in-law, Mrs. Isabelle Ellinger, who passed away suddenly last Friday. She was fifty-three years old.

—MR. AND MRS. JAMES MALONEY, of Ilion, N. Y., will leave this month for Oklahoma, where they will make their home in the future. Mrs. Maloney, nee Carney, had been with the Carney Drug Store for seventeen years until its recent sale to George M. Carney.

—HARRY L. STILES, who has just been re-elected third vice-president of the Philadelphia Association of Retail Druggists, is confined to his home with what threatens to result in congestion of the lungs. He was unable to attend the annual meeting of the association.

—RECENT visitors at the Groover-Stewart Drug Company's store in Jacksonville, Fla., included H. D. Palmer, of Inverness; H. Clay Glover, proprietor of Glover's dog remedies; J. W. Videll, of Gainesville; J. D. Juham, of Crystal River, and W. M. Hawkins, of Daytona.

—DR. JAMES G. MENSCH, of Pottsville, Pa., Montgomery County druggist, banker and one of Perkiomen Valley's most active physicians, celebrated his seventy-ninth birthday anniversary recently, apparently in the enjoyment of excellent health, yet his pulse beats only twenty-six times in a minute.

—COL. JOHN W. LOWE, Boston representative for Eli Lilly & Co., returned home last week from a visit to the Lilly laboratories in Indianapolis. After a week's sojourn at the home of the Red Lilly, Colonel Lowe is more enthusiastic than ever, if such were possible, on the subject of the Lilly policy and products.

—E. V. CLARK, manager at Minneapolis for the H. K. Mulford Company, gave a "get-together" dinner to the sales staff of that city at the Kaiserhoff. C. B. McClelland acted as toastmaster and those who responded were E. J. Schouberg, S. V. Justus, L. H. Norwood, Phil. Kirsch, Arnold Sivertson, A. L. Eger, G. A. Engbretson and Charles Korofofsky.

—AMONG the out-of-town representatives of Sharp & Dohme who recently visited the general offices in New York were W. Abercrombie, of Georgia; C. H. Bulkey, of South Carolina; M. B. Craig, of Florida; C. C. Tunison, of Georgia, and W. W. Curtis, general representative, and J. L. Prior, manager of the Atlanta branch, of Atlanta, Ga.

—HAROLD W. DEARBORN, who has been assistant manager and advertising manager of the Green Drug Store at Holyoke, Mass., has been promoted to the general manager, succeeding M. H. Plummer, who takes charge of a large Springfield store. Mr. Dearborn went to Holyoke from the Green Drug Store in Worcester, where he was assistant manager for five years.

—S. T. DOUGLAS, Martin H. Kleine and A. M. Hopper, of the New York City sales force of Eli Lilly & Co., have returned here after a week in Indianapolis visiting the home office. Lilly salesmen from many parts of the country visit Indianapolis for instruction during the holidays, so that these annual gatherings have become prominent events and full of interesting features.

—AMBROSE HUNSBERGER, secretary of the Philadelphia Branch of the American Pharmaceutical Association and a member of the faculty of the Medico-Chirurgical College, proved himself a veritable "Hawshaw, the detective" a few days ago, when he looked out to the front of his store in time to see a negro slip out of the door with what appeared to be a bundle under his arm. A glance showed that one of the automatic telephone boxes was missing from a table. When the negro stopped in a nearby alley to break open the box and secure the week's deposit of nickels and dimes, he turned to confront the tall form of the athletic pharmacist. In his most severe manner, Professor Hunsberger demanded his property and the fellow promptly turned it over. An investigation showed that he had cut the wires while another man, supposed to have been a confederate, engaged the clerk in conversation.

## DEATH TAKES MORE VETERAN DRUGGISTS.

Wisconsin Loses John Robinson, Her "Grand Old Man" in Pharmacy, and Other Pioneers Are Called.

KENOSHA, Wis., Jan. 11.—John Robinson, of Green Bay, retired wholesale druggist of that city and one of the best of the pioneer business men of northern Wisconsin, died suddenly in the Bijou Theater in this city Tuesday. Death is supposed to have resulted from an attack of apoplexy. Mr. Robinson had been in the best of health during the day and in the evening had suggested that he be one of a theater party. With M. H. Pettit and Fred Pettit he had just taken a seat. A moving picture was being presented when his head fell back and he gasped as if for breath. An ambulance was summoned, but Mr. Robinson was dead before he could be taken from the theater. Mrs. Robinson, the widow and sole surviving member of the family, was at the Pettit home, where they were visiting.

John Robinson was considered one of the grand old men of pharmacy in Wisconsin. He was a native of England, but came to Wisconsin with other members of the Robinson family more than fifty years ago, and since that time had resided at Green Bay. He was about seventy-five years of age. He was a pioneer druggist at Green Bay and later went into the wholesale drug business. He was one of the first members of the Board of Pharmacy in Wisconsin and aided in the compilation of the laws governing the drug business in Wisconsin. About three years ago he retired from active work.

## Obituary Notes.

—Dwight L. Aldrich, of Cuyahoga, Ohio, is dead, aged fifty-one. He was a Mason and belonged to other societies.

—JOHN McBRIDE HORTON, of 209 East Utica street, Buffalo, N. Y., died recently, leaving a widow. He was forty.

—MRS. GEORGE O. SEXTON, wife of a former proprietor of the Columbian Drug Store in La Crosse, died recently at Morrison, Ill. She was buried at La Crosse.

—JOHN C. GARNAX, a partner in the Geigy Aniline & Extract Co., 69 Barclay street, Manhattan, New York City, is dead at his home in Brooklyn Borough, aged fifty-one.

—MRS. JOHN L. RIKKE, wife of the druggist, died recently in her home in this city in her seventy-fourth year. She was married in 1857 and leaves three sons and four daughters.

—H. L. BUCHINAL, a special detail man with Sharp & Dohme in Colorado and Arizona, died from heart failure, superinduced by an acute attack of asthma, at Denver, Colo., on January 5.

—ROBERT R. RUGGLES, of Cleveland, Ohio, who has been engaged in the drug business for forty years, died recently at his home in that city, aged fifty-nine. A widow, two sons and a daughter survive.

—FRANK N. PIKE, for many years a general representative with Sharp & Dohme in Ohio and Kentucky, died from double pneumonia following mastoiditis at Christ Hospital, Cincinnati, Ohio, on January 5.

—MRS. MAX R. ZAGEL, wife of the manufacturer of Zagel's Swedish Essence, recently died in Sheboygan of typhoid fever. She was forty-six years of age and is survived by her husband and four children.

—R. B. POWERS, aged seventy, of Richmond, Ind., for many years a druggist in that city and afterwards a traveling salesman for a wholesale drug firm, died recently at the home of his son. He retired a year ago.

—JOHN B. ABRAIT, a druggist, died of Bright's disease recently in his home, at 873 St. John's place, Brooklyn. He was thirty-nine years old and a graduate of the Brooklyn College of Pharmacy. He left a widow.

—STEPHEN J. CLARKE, of Amity, Ore., died recently of asthma and complications in Portland while going to a hospital. He had been formerly with the Clarke-Woodward Drug Company, in Portland, but had gone to Amity to engage in the drug business. He was secretary of Amity Lodge of Free Masons and was forty years old.

—WALTER A. TAYLOR, Atlanta, Ga., one of the city's best known pioneers in medicines and drugs and otherwise, died recently and the local papers paid eloquent tribute to his worth in double-column editorials. From these articles only one conclusion can be drawn, that he was in every way a model and public-spirited citizen and business man.

## CONGRESSMEN TAKE DR. WILEY'S PART.

Will Increase His Appropriation and Exclude President's Referee Board From Sharing It.

WASHINGTON, Jan. 11.—The House Committee on Agriculture, according to members of the committee, has practically decided to jump into the controversy between Dr. W. H. Wiley, Chief Chemist of the Department of Agriculture, and the Board of Referees created by President Roosevelt for hearing appeals from Dr. Wiley's rulings.

Since the trouble between the President and Congress the committee has manifested a great interest in Dr. Wiley's work, and the plan is not only to give him about \$160,000 additional for his inspectors next year, but also to kill off the Board of Referees by the insertion of a provision in the next Agricultural bill that no part of the appropriation is to be used toward maintaining the Board of Referees. The board now is being maintained out of the contingent fund of the department.

## Resolutions Adopted Sustaining Dr. Wiley.

PHILADELPHIA, Jan. 11.—At its last meeting the Philadelphia Branch of the A.P.A. passed unanimously the following resolutions opposing the removal of Dr. Wiley:

Whereas, The Pure Food and Drugs Act of June 30, 1906, is designed to restrict adulteration, sophistication and fraud, and Whereas, A strict and impartial enforcement of this law is necessary to secure for the American people the protection that they are rightfully entitled to, and

Whereas, The removal of Dr. Wiley from his present position would tend to nullify the good work thus far accomplished by him for the benefit of the people of the entire community; therefore, be it

Resolved, By the members of Philadelphia Branch of the American Association, in meeting assembled, That we heartily endorse the letter as well as the spirit of the Pure Food and Drugs Act of June 30, 1906, and that we believe that the efforts that are being made by Dr. Wiley, the Chief of the Bureau of Chemistry of the United States Department of Agriculture, to enforce this law and to protect the health and the lives of American people, are worthy of commendation and support; and, be it further

Resolved, That the Philadelphia Branch of the American Pharmaceutical Association put itself on record as being unanimously opposed to the removal of Dr. Wiley.

## Awaiting the Referee Board's Decision.

MILWAUKEE, Jan. 11.—In the petition recently made to the Federal court in Wisconsin for an injunction to restrain J. Q. Emery, Dairy and Food Commissioner of Wisconsin, from prosecuting grocers for selling certain catsups in violation of the Wisconsin Pure Food Laws, some of the manufacturers alleged that the War Department required benzoate of soda to be used in the catsup that it buys for the Army and Navy. Declaring that this allegation was incorrect, Henry G. Sharp, of the War Department, has written to Commissioner Emery. Mr. Sharp also said that the specifications for bids for catsup for the Army and Navy require the product to comply with the Pure Food Laws of the United States. Under a stipulation, Commissioner Emery will not institute prosecutions until after the Federal Pure Food Referee Board has decided whether or not benzoate of soda is deleterious.

## Federal Court Refuses to Stop Health Board.

INDIANAPOLIS, Jan. 11.—Federal Judge Anderson last week declined to issue a temporary injunction against Commissioner Barnard and the State Board of Health, that had been asked for by the Williams Brothers Company, picklers and preservers, of Detroit, and the Curtice Brothers Company, of Rochester, N. Y.

The complainants sought injunction to restrain the defendants from enforcing an order forbidding the use of benzoate of soda in canned goods.

## Wholesale Grocers Indorse Dr. Wiley.

At the annual business meeting of the New York Wholesale Grocers' Association this week resolutions were adopted indorsing Dr. Wiley. The resolutions say that while the grocers do not altogether agree with some of the positions taken by Dr. Wiley they "recognize in him a man of unassailable honesty and integrity, of unflinching tenacity of purpose for the public good and one of the chief champions of the cause of pure and unadulterated food."

## SUCCESSFUL YEAR OF PHILADELPHIA A.R.D.—OFFICERS CHOSEN—TIMELY TOPICS ARE DISCUSSED.



CARL W. SHULL,  
Financial Secretary P.A.R.D.



FRANK W. FLUCK,  
President-elect of the P.A.R.D.



NATHAN A. COZENS,  
Recording Secretary P.A.R.D.

PHILADELPHIA, Jan. 11.—Members of the Philadelphia Association of Retail Druggists to the number of more than a hundred Friday evening assembled in annual meeting at the Drug Club. Bursts of applause greeted the reports of the retiring president, Samuel C. Henry; of the recording secretary, N. A. Cozens; of Ambrose Hunsberger, chairman of the Executive Committee for 1908, all of which showed that the past twelve months have been the most successful in the history of the association. During the year seventy-eight new members were elected and but four resigned.

In his report, Mr. Henry recommended that during the coming year benefits secured by the association be designed wherever possible for members alone. He suggested that an attorney be retained regularly by the association, that the finance committee have supervision over all expenditures and urged the holding of regular meeting by the district organizations.

Unlike the meeting last year, there was not the semblance of a contest and Secretary Cozens cast the ballot for the entire ticket which had been placed in nomination. W. L. Cliffe, in reporting for the Committee on Legislation, discussed the proposed act to prevent the manufacture and sale of adulterated or misbranded drugs which is the product of the efforts of representatives of every pharmaceutical organization in the State, and will be presented to the State Legislature during the present session. He urged the members to use their influence in having it passed. He said that in all probability there would be some legislation also upon the cocaine situation as the public generally was aroused to the necessity of restricting the indiscriminate use of such drugs and that there was a general uniformity of opinion in pharmaceutical circles as to the character of the legislation needed.

A most interesting report was that of R. H. Lackey and other members of the Commercial Interests Committee. The earthquake conditions in the south of Italy and their effect upon the products of the peninsula and adjacent islands was discussed. Particular reference was made to the spectacular rise in the prices of Messina oils, which industry was said to be in a precarious condition, owing to the fact that the first of the new crop supplies were about to be shipped when the industry was paralyzed by the terrible disaster. The price of citric acid had advanced. It was said, from 37½ to 41½ cents by the cask, and castile soap had advanced 1¼ cents a pound. The latest quotation for oil of bergamot, it was said, was \$10; oil of lemon, 83. The members were advised to exercise care in the filling and pricing of prescriptions containing these Mediterranean products, which had jumped so quickly in cost. No change was reported in the opium situation, but the low price of camphor was regarded as rock bottom and the

members were advised to lay in enough to last them over the summer.

For the Sales and Exchange Bureau, G. W. Fehr announced that in addition to the regular line of offerings, the committee in charge had the entire stock and fixtures of a first-class drug store on sale, as well as a soda fountain.

In his report as chairman of the Ethical Preparations Committee, Christopher Koch declared that that work was just beginning. He said that the man who was not getting results on his prescription files had no one to blame but himself. He discussed the factors in the campaign, viz., the booklets and other literature issued monthly, the exhibits at various National and State conventions, the recent banquet of physicians and druggists and the get-together meetings that have been held from time to time in various sections of the city. He strongly recommended the payment of a salary to the chairman of the incoming committee for, he declared, the work was exacting, that it required fifty or sixty hours a month and that it was too much for any member to do for nothing and still do well. In this connection it was reported that certain proprietaries which corresponded to U.S.P. formulas were now being put up in larger quantities and were being sold cheaper in proportion and it was suggested that the propaganda was largely responsible. Advertising matter sent out by the manufacturers of a headache and grip remedy was denounced and the members were asked to save such printed matters for future reference.

Rumors to the effect that certain of the newspapers were about to break away from the present agreement with the druggists acting as their branch agents which provides for a minimum rate of 12 cents on classified ads, were promptly met. By a rising vote, practically the entire meeting indicated its intention of doing away with the agencies for those papers which broke away from the present contract. Another item of the report of Chairman W. T. Burke, of the Telephone and Press Committee, was as to the limitation on 'phone calls. One member said he had been told that one of the telephone companies had a rule that all calls from pay stations should be limited to fifteen minutes for 5 cents. Cases were reported where unimportant conversations had been kept up for more than an hour and it was the consensus of opinion that the company should rigidly enforce this rule of limiting conversations and if possible make that limit ten minutes for 5 cents. The matter will be taken up by the new Telephone and Press Committee.

A vote of thanks was given the Bromo-Lithia Company after a letter had been read in which it was explained that the entire stock of the company's product in a certain retail store that had not lived up to its contract and was cutting, had been

purchased and arrangements made for preventing the recurrence of such a condition.

R. H. Lackey, who had been nominated for the second vice-presidency, was given permission to withdraw his name and this left but one candidate for each office. Secretary Cozens was instructed to cast the ballot and the following were elected: President, Frank W. Fluck; first vice-president, William E. Lee; second vice-president, D. J. Reese; third vice-president, Harry L. Stiles; recording secretary, Nathan A. Cozens; financial secretary, Carl W. Shull; treasurer, George W. Fehr; chairman of the Executive Committee, William T. Burke; members, one from each of the districts in the order named: Samuel B. Davis, W. H. Ricker, H. C. Blair, J. E. Marsden, W. H. Umstead, S. E. Betts, W. E. Supplee, Charles Leedom, W. L. Cliffe, W. H. F. Vandegrift, W. H. Sutton, J. N. G. Long, Nathan S. Steltzer and C. F. Schmickie.

One of the features of Secretary Cozens' report was his discussion of the underpricing of prescriptions. He mentioned instances of prescriptions containing ingredients of a very costly nature but which were sold as low as 25 cents. This meant either selling at a loss or failing to incorporate the ingredients called for, either course to be discredited and not conducive to the best interests of every pharmacist, the profession or the public.

The reports of Treasurer Fehr, who told of the expenditures in the Loder suit, which has been settled, and the compromise expenses liquidated, and of Financial Secretary Shull were also of interest and showed what a considerable amount of money was being spent by the association in the general cause of improvement for the retail druggist and its members in particular. On motion the salaries of Messrs. Cozens and Shull were advanced, but Mr. Fehr declared that as long as he was treasurer there would be no salary for that office.

"The duties are not so arduous," he explained, "as one might imagine and the only expense is some postage. My stamp drawer is always short anyhow, so I never miss that." He was given a special vote of thanks for his faithful and efficient services.

#### Philadelphia Branch A.Ph.A. Indorses Proposed Law.

PHILADELPHIA, Jan. 11.—The desirability of establishing a pharmaceutical chemical section was a fruitful subject of the evening's discussion at the January meeting of Philadelphia Branch of the A.Ph.A. and while it was evident that the proposition was a most popular one, the manner of conducting it as an affiliation of the A.Ph.A., and in entire harmony as to time and place of meeting, membership and its field developed so many views that the entire matter was placed in the hands of a committee consisting of Joseph W. England, chairman; Charles E. Vanderkleed and John K. Thum. They will report at the February meeting.

A report was made by Chairman Henry Kramer, of the Committee on Pharmacy Laws, recommending that the branch endorse the draft of the proposed drug law for the State of Pennsylvania as drafted by a conjoint committee representing the pharmaceutical and medical associations of Pennsylvania and as approved by the Legislative Committee of the Pennsylvania Ph.A. It was adopted.

The other subjects were introduced as follows: "Recent Developments in Alkaloidal Assaying," Joseph L. Turner; "Comparative Results in Alkaloidal Assay," Charles H. LaWall; "Some Laboratory Notes on Assay Work," L. Henry Brinegan; "The Determination of Alcohol in Galenical Preparations," Charles E. Vanderkleed; "Practical Suggestions for Improvement of the U.S.P. Assay Methods," J. G. Roberts.

#### Druggist Must Find New Location.

MILWAUKEE, Jan. 11.—Fire recently gutted the drug store of A. F. Ketter, 3001 North avenue, and caused extensive damage to stock and furnishings. The loss is fully covered by insurance and Mr. Ketter will reopen for business as soon as he secures a new and suitable location.

#### Exports From Detroit, Three-Quarters of a Million.

DETROIT, Mich., Jan. 11.—The Board of Commerce's compilation of exports for 1908 shows the following from the Detroit district: Chemicals, drugs and medicines, \$721,221, of which sum \$178,634 was in proprietary medicines.

### DRUG CLUB BALL A GREAT SOCIAL SUCCESS.

#### Annual Entertainment at Popular Philadelphia Organization Includes Vaudeville of Superior Merit and a Reception by the Women's Organization—Guests From Other Cities.

PHILADELPHIA, Jan. 12.—The drug trade of Philadelphia added another to its long list of social successes last evening when the Drug Club held its second annual vaudeville and dance at the Bellevue-Stratford. The successful features were not confined to the social side of the evening, for it is believed that a most substantial balance will be turned into the treasury.

The ballroom of the hotel, famous for the noted men that have assembled about the banquet board and for the events that have helped to make Quaker City history, particularly along social lines, never held a more brilliant assemblage. A noticeable feature was the fact that the great majority seemed to be acquainted and the comparatively few strangers were early taken in hand either by the members of the committee or by other new-made friends and made to feel at home.

The evening's entertainment opened with nine vaudeville numbers of exceptional variety and merit. The miniature stage with every accessory, at one end of the ballroom, made it exceedingly easy to combine the pleasures of the theater with those of dancing. Then while the guests strolled about the foyer or called on friends in the boxes above, the floor was cleared and fifteen minutes later Chairman Charles Rehffuss of the Entertainment Committee, with Mrs. Rehffuss, glided out on the floor to the dreamy music of the Genee Waltz and the dancing had commenced. Until 1 o'clock it continued, the orchestra most generously responding to encore after encore. A Paul Jones or two was rather a diversion in this part of the programme, but a popular one, for everyone had a chance to become acquainted, the men, if active, could dance with nearly every girl on the floor, while to the spectators in the boxes the Paul Jones was the most interesting dance of the evening.

The box parties were no unimportant feature of the evening's entertainment. One of them had been placed at the disposal of the Women's Organization of the National Association of Retail Druggists, and the president, Mrs. William E. Lee, with the fourth vice-president, Miss B. Areta Johnson, of Penns Grove, N. J., with officers of the local chapter, were kept busy receiving. First Vice-President Walter V. Smith, of the N.W.D.A., with Mrs. Smith and a party, occupied another. W. L. Cliffe, president of the club, and Secretary F. W. Smith both entertained parties, while in the other boxes that encircled the spacious auditorium and extended over the dance floor, were other representative retailers, wholesalers and manufacturers identified with the drug trade, with parties numbering from four to ten in their boxes.

Many of these guests were from New York, Baltimore and other places and several little supper parties in the Palm Room marked the close of the evening. The committee that made the affair a success was composed as follows: Charles Rehffuss, chairman; O. W. Osterlund, secretary and treasurer; A. R. Reburn, Joseph H. Jolley, Charles Willis, H. A. Nolte, S. L. Willard, L. H. Davis, F. W. Smith, John Duffy, S. C. Henry, R. H. Lackey, W. A. Johnson and Clayton French.

#### Expect to Reach 300 Mark in Membership.

PHILADELPHIA, Jan. 11.—An idea of the interest that is being taken in the affairs of the Drug Club was given Friday when at a meeting of the Board of Governors thirty-six applications for membership were approved. It broke all records in the club's history. Since the meeting twelve more applications have been filed and it is expected that by the time of the annual meeting, January 15, the desired number—three hundred—will have been reached and the roll of members will be declared closed.

#### Salesmen of Milwaukee Drug Company Banqueted.

MILWAUKEE, Jan. 11.—The Milwaukee Drug Company recently gave its annual dinner to its salesmen at the rooms of the Milwaukee Athletic Club. Sixteen were in attendance with the officers of the company, including Howard Greene, president; William B. Strong, vice-president, and George A. Moehle, secretary.

## DRUG TRADE SECTION, BOARD OF TRADE, ELECTS NEW OFFICERS—ACTS ON IMPORTANT MATTERS.



THOMAS F. COOK.  
Chairman Legislative Committee.



GEORGE W. KEMP.  
Chairman-elect.



EDWIN H. BURR.  
Retiring Chairman.

The annual meeting of the Drug Trade Section of the Board of Trade and Transportation, of New York, held January 6, at the Drug and Chemical Club, was one of unusual interest, with a representative attendance. A number of important matters were acted upon, and new officers, as well as new members of the executive committee, were elected. An informal luncheon preceded the business session, and over thirty-five members were seated at the tables. The retiring chairman, Edwin H. Burr, presided at the business session.

Thomas F. Main, chairman of the Committee on Nominations, presented the following names for new officers and for the Executive Committee, all were elected by unanimous vote:

Chairman, George W. Kemp, of Lauman & Kemp; vice-chairman, Oscar W. Smith, of Parke, Davis & Co.; treasurer, William A. Hamann, of Roessler & Hasselacher Chemical Co.; secretary, William F. McConnell, Executive Committee; Clarence G. Stone, of Lambert Pharmaceutical Company; C. R. Cosby, of Eli Lilly & Co.; Charles S. Littell, of C. S. Littell & Co.; Dr. H. C. Lovis, of Seabury & Johnson; F. E. Watermeyer, of Fritzsche Brothers.

Thomas F. Cook, chairman of the Legislative Committee, presented the following report:

Your Committee on Legislation would respectfully report that at present there are no State bills pending of direct interest to the trade. In Congress, no doubt, the Mann Bill will be considered. This bill is so manifestly unjust and unnecessary that we believe it will ultimately fail of passage and should receive the condemnation of this section. We believe that the present National and State laws are sufficient to regulate the handling of dangerous substances and give ample protection to the general public.

The Pure Food and Drugs Act is very strict in its requirements and the cheerful and thorough manner in which the drug trade have complied with it should make them immune from further annoyance by spasmodic bits of special legislation.

Later in the session, by unanimous vote, the following resolution introduced by Irving McKesson was adopted:

Resolved, That the Drug Trade Section of the New York Board of Trade and Transportation earnestly protests against the passage by Congress of section 2 of the bill introduced by Mr. Mann, entitled "A bill relating to the transportation of habit-forming and poisonous drugs in interstate and foreign commerce, and for other purposes." Such section is unfair and discriminative and entirely impracticable. It includes in the list of drugs enumerated many articles that never have been and never will be in the class of habit-forming drugs, and its enactment could result only in creating an unjustifiable prejudice and alarm against many articles of daily and necessary use. It could not accomplish any good, while, on the other hand, it would do irreparable injury to business interests which are controlled generally by men of the highest professional character and probity.

Resolved, That the Committee on Legislation be directed to use every honorable means to secure the defeat of this section

of the measure if any serious effort is made to secure its passage by Congress.

Members expressed their appreciation upon learning that advices from Washington indicated that the Mann Bill would probably not be passed by the present Congress, owing to the short session, with urgent appropriation bills and governmental legislation, precluding its consideration.

It was also stated that the Lodge Bill, introduced in Congress by Senator Lodge and Congressman Denby, prohibiting the importation of opium except for medicinal purposes, would undoubtedly be pushed to enactment before Congress adjourned.

The Special Committee on the Law of 1848 presented its report as follows:

When your committee first took up the consideration of the subject it was with the idea of simply securing the repeal of the objectionable features of the Law of 1848, but it developed that if this was arbitrarily accomplished and the provisions of the existing Pure Food and Drugs Act were made to apply to importations, the right to appeal to arbitration enjoyed by the importer under the Act of 1848 would be entirely abrogated. This situation gave rise to serious consideration, and members of your committee had a conference with Senator Burroughs, of the United States Senate Committee on Finance, with a view to initiating immediate legislation. It was then discovered that Congress would only consider questions relating to revenue law in connection with general revenue legislation.

Subsequently your committee got into close touch with the N.W.P.A. and with the Philadelphia Drug Exchange, both of which organizations were also considering this subject. It seems to be the consensus of opinion that it is undesirable to disturb existing conditions until some new law is prepared and passed by Congress as a substitute for the present statutes controlling the importation of drugs and chemicals. With this purpose in view and in co-operation with other organizations your committee has under consideration the draft of a tentative bill suggested by George M. Berlinger, of Camden, N. J., and which would undoubtedly be a very desirable improvement. The committee has arranged for a conference of representatives of organizations from other cities, to be held in the near future, to consider this subject in all its ramifications and to discuss the features of a bill to be introduced into Congress and energetically urged for passage, which will establish regulations governing the importation of drugs and chemicals and which will be just and equitable to the Government, to the importer and to the general public.

William P. Ritchey, chairman of the Committee of Jobbing Druggists, made comment in his report upon the splendid feeling of harmony and confidence that was prevalent among the jobbing interests.

Charles A. Loring, chairman of the Committee of Manufacturing Chemists, stated in his report that the improvements in general business were plainly reflected in the chemical line of trade, which was recovering rapidly from last year's depression.

## THOUSAND EXPECTED AT CHICAGO DINNER.

Physicians and Pharmacists Plan One of the Most Notable Get-together Dinners Ever Held—Chicago Chapter's Ball a Big Success—Jacob Baur and Bride Escaped Earthquake.

CHICAGO, Jan. 11.—Isam M. Light, secretary of the Chicago Retail Druggists' Association, says there will be over a thousand doctors and druggists in attendance at the joint meeting next Tuesday evening, January 19, of the Chicago Medical Society and the C.R.D.A. Prominent members of both professions will make speeches and a special feature of the discussions will be the relation of the nostrum to the doctor and druggist. The meeting will be held in the Auditorium Hotel and will be followed by a buffet lunch.

It is expected that the meeting will be the greatest of the kind ever held, for the doctors are equally enthusiastic with the druggists in stirring up interest. The date is a particularly good one, for the members of the Executive Committee of the N.A.R.D. will be in Chicago at the time and will be available for speeches. A full attendance is expected at the Executive Committee's meeting, so that the Chicago doctors will have an opportunity to listen to some good orators.

### Drug Man in a Wedding Romance.

The announcement of the marriage of Harry H. Vollmer, an employee of the Chicago branch of Parke, Davis & Co., to Miss Marion Harris, of Marshalltown, Iowa, is the conclusion of a pleasing romance. When Mr. Vollmer gave up an inch of his flesh to save the life of his friend, Robert Eitel, last August in the North Chicago Hospital, he also gave up his heart to Miss Harris, who is a nurse and assisted in the operation. The wedding will take place at Marshalltown in the early spring. Mr. Vollmer lives at 677 North Wells street and was one of the fifteen friends of Mr. Eitel who gave up a portion of their cuticle to save his life.

### Jacob Baur and Bride Safe.

Considerable anxiety was felt in Chicago recently for the safety of Jacob Baur, president of the Liquid Carbonic Company, and wife, who left for Naples December 16 and were due several days later at Messina, which was the scene of the terrible earthquake disaster. A cablegram announced that they were safe, as they had not yet left Naples.

### Annual Ball of Chicago Chapter.

There was a larger attendance than before at the third annual ball of the Chicago Chapter of the W.O.N.A.R.D., which is now considered the greatest social event of the year for women interested in the drug trade. The ball was held in the drill room of the Masonic Temple on Friday evening last.

### Chicago Druggist to Work in New York.

C. P. Gitten, formerly a supervisor for the C.R.D.A., was recently appointed organizer for the N.A.R.D. and will work in the State of New York. He left for that State immediately after appointment. He has been engaged in the drug business in Chicago for eighteen years and is a graduate of the Northwestern University School of Pharmacy.

### Pharmacy Starting Place for Golfers.

Midwinter golf on a cross-country course has become popular in Oak Park, a Chicago suburb, as the result of a contest won by A. J. Musselman, who completed the course from the inside of Suydam's drug store, without breaking anything, to the Westward Ho Golf Club and back, two miles, in ninety strokes. The game was of great interest to golfers and a great crowd followed the players. It is considered quite a creditable performance to tee from the store without breakage.

### Sues for Damages for Loss of Leg.

George Zoeller, who has a drug store at 465 West Chicago avenue, seeks \$200,000 damages from Henry Schmitz, who has an office at 484 West Chicago avenue, for the loss of a leg as a result of a hunting trip taken in 1905. The druggist and the physician, according to the declaration, went on a hunting trip in Grundy County in December, 1905. While sitting on

the edge of a ditch a shotgun which was across the doctor's knee was discharged. The shot struck Zoeller's foot and the amputation was necessary. The case is in the Circuit Court.

### Chicago Notes.

—G. Ronga has sold his store at 115 Ewing avenue to E. L. Beck.

—B. F. Jusajins sold his store at 557 West Twenty-sixth street last week to R. Westphal.

—Secretary Potts, of the N.A.R.D., has returned from Philadelphia, where he spent the holidays with his family.

—G. B. Kinney, of the crude drug department of Parke, Davis & Co., spent the greater portion of last week in New York.

—A meeting of the National Executive Committee of the N.A.R.D. will be held on Monday next. The place of meeting will probably be the Grand Pacific Hotel.

—The show window in George H. Mahr's drug store at Washington and LaSalle streets was replaced twice last week, having been broken by operations used in the wrecking of the old City Hall, which was just opposite the store.

—The fifth annual reception and ball of the Social Drug Club of Chicago will be held in the Masonic Temple drill hall on February 4. Elaborate preparations are being made to please the four hundred of the drug elite who will attend.

—Otto Hottitzer, the genial druggist who was formerly president and is now a director of the American Druggists' Syndicate, is also a life member of the Chicago Press Club, and was elected a director of the club at a stormy election on January 7.

—The sale of Red Cross stamps in Chicago drug stores brought out many sides of human nature. Many stories have been received at the Tuberculosis Institute concerning the purchase of them by different classes of people. The druggists report a very large sale of the stamps.

## EIGHT NEW CORPORATIONS IN DRUG LINE.

The following corporations were incorporated last week in New York State, with privileges to manufacture and deal in drugs, chemicals, toilet articles, medicines, etc.

Amelie Ritz Manufacturing Company, Queens; drugs and medicines; capital, \$150,000. Incorporators: Lester M. Hyman, 125 West One Hundred and Forty-second street; Cash A. Harris, 1 Madison avenue; Mack H. Roth, 154 Nassau street, all of New York.

Anglo-American Drug Company, New York; drugs and medicines; capital, \$252,000. Incorporators: Atherton Curtis, Paris, France; George W. Curtis, Southampton, N. Y.; Harold C. Bullard, 111 Broadway, New York.

Lipset Pharmacy, New York; to manufacture drugs, toilet articles and medicines; capital, \$5000. Incorporators: Alter M. Brody, 4 East Forty-second street; Herman Mishkin, 457 Fifth avenue, both of New York; Ignatz Miller, 59 North Bath avenue, Long Branch, N. J.

W. B. McVickers Company, New York; chemicals and pharmaceutical business; capital, \$250,000. Incorporators: William B. McVickers, 168 Riverside drive; Frank J. Zink, 52 Macombs place, both of New York; John F. Jacobs, 406 Ditmars avenue, Brooklyn.

N. C. Polson Company of America, New York; drugs and chemicals; capital, \$200,000. Incorporators: Edgar A. Lessels, 165 West One Hundred and Sixth street; Frederick W. Brown, 981 East One Hundred and Seventieth street; Walter R. Donel, 44 West Twelfth street, all of New York.

Risical Company, New York; to manufacture drugs and medicines; capital, \$500,000. Incorporators: Thomas W. Pelham, 18 Tremont street, Boston; Horation S. Shennard, Moran Cornermarket, Richard Miller, 27 William street; P. L. Carty, 401 Times Building, all of New York.

Trinity Drug Company, New York; drugs and medicines; capital, \$10,000. Incorporators: William Feinberg, Samuel Feinberg, 84 West One Hundred and Thirteenth street; Abraham Weiss, 54 Lenox avenue; M. Henry Wurtzel, 132 Nassau street, all of New York.

John H. Woodbury, New York; to manufacture toilet preparations; capital, \$1000. Incorporators: John H. Woodbury, Seagate, N. Y.; David Patterson, 1064 Jefferson avenue, Brooklyn; Payton R. McCargo, 633 West One Hundred and Thirty-fifth street, New York.



## JACOB DINER IS ELECTED PRESIDENT.

**New York Branch of the A.Ph.A. Listens to Paper by J. Leon Lascoff on "Chemical Changes in Dispensing"—Meeting of Doctors and Drug Men to Be Held in the Near Future.**

The election of officers and the presentation of the annual reports of the various committees were the chief features of interest at the meeting of the New York Branch of the American Pharmaceutical Association held last Monday evening.

The new officers and the various committee chairmen are as follows: President, Jacob Diner; vice-president, Otto Raubenheimer; treasurer, Joseph Weinstein; secretary, Hugh Craig; chairman Committee on Education and Legislation, Thomas P. Cook; chairman Committee on Fraternal and Professional Relations, George A. Ferguson; chairman Committee on Membership, C. A. Mayo; chairman Committee on Pharmacy, George C. Dickman; member of the council, George H. Hitchcock.

Dr. Dickman, chairman of the Committee on Pharmacy, recommended in his report that the branch take action to have comparisons of the U.S.P. with recent editions of foreign pharmacopœias made by the proper parties, with a view to secure improvement and a greater degree of perfection, which naturally such comparisons ought to produce. Meetings with students of the various colleges of pharmacy, with a view to secure the students as members after their graduation was also recommended in Dr. Dickman's report.

Otto Raubenheimer, chairman of the Committee on Fraternal and Professional Relations, commented upon the propaganda and joint meeting of the physicians and pharmacists as the chief feature of the year's work in pharmacy. He pointed out that the tendency of the times was for the elimination of the patent nostrum and gave credit to the Department of Health for its efforts to educate the public that these medicines were not cures for consumption.

This committee also presented a list from which members could choose subjects for papers to present at the next annual convention of the parent body. Subjects were selected by members as follows: "Elixir Gentian Glycyrrhizin," Jacob Diner; "Liquid Antiseptic Alkalins," "Tinct. Larkspur Seed," J. Leon Lascoff; "Fluidglycerates," George M. Beringer; "Petroleum Saponat," "Liq. Carbolis Deodorans," "Milk of Bismuth," Otto Raubenheimer; "Barrow's Sulphur," Prof. George C. Dickman; "Liq. Glycyrrhizos, Co.," H. A. B. Dunning.

The subjects remaining unselected are: "General Suggestions for the Improvement of the N.F.," "Criticism of N.F. Formulas," "Improvement of N.F. Formulas," "Syr. Hydrochlorophosphatum," "Ting. Resorcin Comp.," "Additions to N.F.," "Elixir Formatis," "Extract Malt and Cod Liver Oil," "Honey and Borax," "Mel Rosæ cum Boracis."

Thomas P. Cook, chairman of the Committee on Education and Legislation, reported that of the various pharmaceutical bills pending in the Legislature or Congress at the present time only the Mann Bill was objectionable. A resolution introduced by Mr. Cook protesting against its adoption by Congress was passed by a unanimous vote.

George H. Hitchcock, chairman of the Special Committee on Propaganda, stated that at the next meeting of the branch he would probably have definite plans in order for a joint meeting with the physicians, provided the physicians acted favorably on his request to consider the matter. Mr. Hitchcock said that the physicians were considering the matter at a meeting which was being held simultaneously with the one he was addressing and he felt confident that another joint meeting would be held shortly.

Thomas H. McElhenie introduced a resolution that the section adopt measures to secure the omission of morphine from syrup of white pine. Mr. McElhenie based his resolution upon the tendency in pharmacy for the elimination of all narcotics in popular remedies. Upon discussion of the matter, however, the opinion of the members showed there was strong sentiment against such a procedure and that the medicinal value of the preparation would be lost. Mr. McElhenie withdrew his resolution.

Dr. William Muir addressed the members upon the commercial aspects of pharmacy as applied to the small druggist in the larger cities. He described in detail the pitiable condition of the smaller pharmacists in England who had been almost

entirely submerged by the gigantic drug corporations. Dr. Muir saw a danger in present conditions in New York, which, if not offset by the profession in some manner, would mean the elimination of the professional element from pharmacy.

Jacob Diner spoke along the same lines as Dr. Muir and suggested that a committee on commercial interests be appointed. No definite action was taken, but matter left for the consideration of the incoming president.

Joseph Weinstein, treasurer, reported expenses amounting to \$21.24 and a balance on hand of \$36.25.

J. Leon Lascoff read a paper on "Chemical Changes in Dispensing, Causing Complaint." There was an interesting discussion on this paper, which will be published in the ERA at an early date.

## KINGS COUNTY INDORSES DR. TUTHILL.

**Society Recommends Him for Reappointment on the New York State Board of Pharmacy—Doctors**

**Take Kindly to Propaganda Work—Valuable Papers Read at Tuesday's Meeting.**

Dr. Frederic C. Tuthill, of Brooklyn, was unanimously indorsed to succeed himself as a member on the New York State Board of Pharmacy by the Kings County Pharmaceutical Society at a meeting of the latter body last Tuesday. He was placed in nomination by Dr. Albert H. Brundage, who reviewed Dr. Tuthill's record in pharmacy for a number of years back and also stated that the trustees of the Brooklyn College of Pharmacy had previously indorsed Dr. Tuthill. Over one hundred and fifty pharmacists rose and made the indorsement by acclamation.

Dr. William Muir, in remarking upon trade matters, advised the small retailer to consolidate with his fellows, as far as his buying was concerned, stating that the time was here when something of this nature was essential, for his preservation hinged upon meeting the prices of the larger drug corporations.

"The jobber," said Dr. Muir, "was only carrying the retailer because the latter was a good investment and not out of any sentiment nor sympathy. The jobber could make a good profit on the retailer just on the discounts which the jobber received from the manufacturer. The time had come when the retailer must resent the right of the manufacturer not to sell him goods direct, even if such manufacturer was threatened by the jobber, that his products would be blacklisted if they were sold without the medium of the middleman."

John G. Wischertzhoff continuing the propaganda work, saying that this work was the only salvation left the small druggist in competing in a measure with the large combined concerns. As chairman of the Trade Matters Committee he reported that he had interviewed over forty physicians in regard to the propaganda work, and with the exception of two all had given the work attention and were prescribing U.S.P. and N.F. preparations in preference to proprietaries.

George R. Christ announced that \$112 had been collected from the druggists since the last meeting for propaganda work.

Dr. Van Horn, employed by the society to canvass the physicians, reported that he was welcome at nearly every place he called. The physicians no longer had much difficulty in getting the preparations they wanted and there was not so much stress laid upon slight variations in color and taste on renewals as previously, showing that the work had gained the favor of the physicians.

President Jacob H. Rehfuess announced that over 1700 copies of the manual and one hundred and fifty gallons of samples in two-ounce bottles had been distributed among the physicians.

Mayer H. Tounser was elected a member and applications for membership were received from Walter S. Dean, Fred J. Zimmerman, Adolph W. Moos, Herman W. Dillberger, Perry Pick, Laurence Zink, August Baum, Alfred Hammer, Nicholas Grosedon.

Treasurer Oscar C. Klein reported a balance in the society's account of \$284.81 and a balance in the college treasury of \$6862.40.

Thomas J. Keenan read a paper, "A Study of Some Difficult Prescriptions," and J. Leon Lascoff followed Mr. Keenan with a paper entitled "Chemical Changes in Dispensing, Causing Complaints." Both were illustrated with exhibits and discussed.

## GOVERNOR'S ATTITUDE DISCUSSED BY G.A.S.

President Hirseman Advises That Strong Support be Given to State Board of Pharmacy in Fight

Against it at Albany—First Time Board Has Been Mentioned in Annual Message.

One of the chief topics under discussion at the meeting of the German Apothecaries' Society, held last Thursday evening was the position of Governor Hughes on the question of pharmacy legislation. President Felix Hirseman thought that the Governor was influenced too much by individuals outside of pharmacy, who were unfamiliar with conditions and requirements, and remarked that it was the first time in the history of the State that a Governor had mentioned the Board of Pharmacy in an annual message. President Hirseman recommended that the society come out strongly in favor of the Board of Pharmacy, and he also bestowed praise upon Dr. William Muir, of Brooklyn, for his activity in matters pertaining to the welfare of pharmacists in general.

Dr. William C. Alpers and E. C. Goetting were both in favor of having a definite plan prepared by the Legislative Committee, which could be submitted to the State Legislature in order to offset any legislation which would be injurious and also to refute charges which undoubtedly would be made that the pharmacists did not know what they wanted.

In introducing the subject President Hirseman gave an exhaustive report of the doings of the board at the last annual meeting held at Albany on January 4, and he was of the opinion that several bills would be introduced into the Legislature during the coming session, whose object would be to transfer the powers of the Board of Pharmacy to the Board of Health.

The question of eligibility to membership was precipitated by H. L. Rehse, of 1093 Hancock street, Brooklyn, who in proposing eight new candidates, said he had been particular in not selecting any Hebrews, for he wished it to be known that he was a rabid anti-semiter. Dr. Alpers suggested that the list of eligible candidates as prepared by Hugo Kantrowitz be allowed to stand. He was certain that Mr. Kantrowitz was cognizant of the feeling in the society on this matter and he could be depended upon to omit the names of individuals likely to prove objectionable to the society.

S. Ketchum was elected a member and thirteen candidates were proposed for membership. The resignation of George Mariamson, H. Krehbiel and L. G. B. Erb were accepted. William Wendel, whose present address was unknown, was dropped from membership.

President Hirseman, who was compelled by illness to seek recuperation and was thus absent at the annual meeting held a month ago, occupied the chair. He expressed thanks to the society for the honor of being re-elected, but stated that his acceptance was only upon the condition that this would be considered his last term.

A communication from Wilhelm Bodemann, of Chicago, an honorary member of the society, was read by the secretary, Ed. F. Pfaff. Mr. Bodemann stated he was with the members in spirit, and also made some humorous references to past events.

Otto P. Gilbert, chairman of the Entertainment Committee, presented his annual report, which contained special references to the Bodemann Kommers and other important events of the past year.

Emil Roller, chairman of the Scientific Committee, made requests in his report that arrangements be made to secure a larger attendance at lectures. He announced that in the near future the original paper of Dr. Hermann Schelenz on "Medicinal Earths and Cataplasms" would be presented by Otto Raubenheimer. A lecture on explosives by Dr. Charles W. Volney is also scheduled. The usual lunch was served at midnight.

## Good Outlook for Wood Alcohol.

The managers of the Cummer-Diggins Company, of Cadillac, Mich., which manufactures large quantities of wood alcohol, charcoal and acetate of lime, at the annual meeting of the manufacturers of these products, held in Buffalo, N. Y., awarded a large number of contracts. W. L. Saunders, general manager, reports that the outlook for business for the year is excellent, especially with regard to alcohol.

## LETTER BOX

Quotes History in Answer to Joel Blanc.

Editor The Pharmaceutical Era:

Competition is the quintessence of anarchy, for competition means planless production. Competition leads to monopoly and monopoly leads to competition until monopoly triumphs. What will happen then? The same old thing. The old Romans had to emigrate or burst. Under the Senatorship of the Mark Hanna of Rome, Julius Caesar, they marched over the decadent civilization of Gaul into the heart of Germany. The Romans in Germany were absorbed by the Franks. The Franks were up against the food question and they turned upon the decadent civilization of Rome, forcing their civilization upon the then Western world. Next came the discovery of America, and driven by the question of food supply, there came the early settlers from France, Spain, Holland, Germany and England, doing unto the Indians as the Romans did unto the Franks and Normans. Here they established the civilization of capitalization. What next? Up again the food supply comes from Europe, a new invasion. The European hordes to which the writer of this belongs are dumped upon these shores. They come here with working-class aspirations. There is no room for them at the top of the old. They in their turn will turn down our decadent capitalist civilization and establish the civilization of co-operative labor. This will mean a civilization of art like the Greek, but unmarred by slavery. An answer to Joel Blanc.

KARL C. VON CROLLY.

Pleasantville, N. Y., January 8, 1909.

Merits of Hog Cholera Vaccine.

Editor The Pharmaceutical Era:

Referring to your note in regard to a government test of Bruschettini's Hog Cholera Vaccine, we would point out that one test on a small scale is of no value in any respect. Practical experience with this vaccine in Europe covers about 800,000 animals, and the practical experience last year in this country covered about 100,000 head. This practical experience shows that about 94 per cent of the applications have been successful.

As a matter of information, it is convenient to state that the Department of Agriculture recently brought out a method that it called its own for immunizing hogs against hog cholera, and this apparently has been patented by one of the government bacteriologists. It is proposed that this method be exploited by the experiment stations. At the present time it is only an experiment, and it remains to be seen whether this competitive method will prove successful in practice.

Criticisms made by competitors are always tinged with the suspicion of biased judgment.

THE SORBY VACCINE COMPANY.

Chicago.

HAROLD SORBY, Manager.

Wants Congress to Pass More Stringent Narcotic Law.

WASHINGTON, Jan. 11.—Major Sylvester, chief of the Washington police force, reports to the District government that unless Congress passes a law making it an offense for any one, except druggists, physicians, dentists and veterinarians to have narcotics in his possession, he will never be able to put down the harmful drug habit in Washington.

The police department has a detective specially detailed to the work of running down infractions of the drug law. This official made 1876 inspections of drug stores, investigated 128 cases of illegal purchases of drugs and conducted thirty-five prosecutions in the past year. Of the investigations, six covered suicidal intent in which the victims recovered, and twenty-one in which the users of the drugs died.

His Safety.

"I understand Jenks has failed in business."

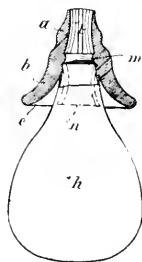
"Yes; all is lost but honor."

"He couldn't very well lose that."

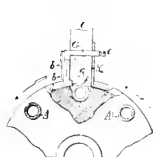
"Why not?"

"Can't lose a thing you haven't got."

## PATENTS, TRADE MARKS, ETC.



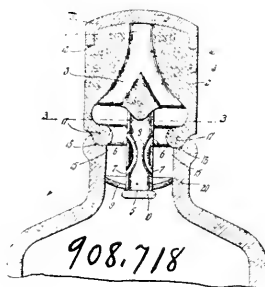
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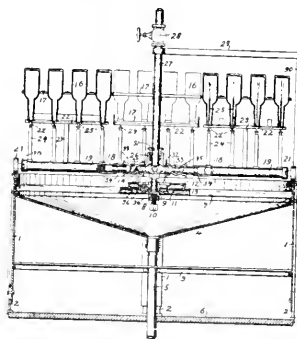
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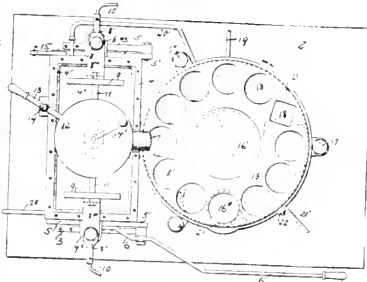
909.093



908.718



908.446



909.017



908.823

## PATENTS.

Granted January 5, 1909.

908.446—Edward Court, Milwaukee, Wis. Bottle-rinsing machine.

908.573—Heinrich A. Kaysan, Cassel, Germany. Nozzle for syringes and the like.

908.688—Marten H. Mulkey, Seattle, Wash. Attachment for bottle-stoppering machines.

908.718—Milton V. Whiting, Albert, Colo. Non-refillable bottle.

908.822—Frelen C. Turner, Birmingham, Ala. Bottle.

908.909—Emil Tugendreich, Jersey City, N. J. Cork.

909.017—David E. Parker, Niagara Falls, N. Y. Apparatus for preparing oxone.

909.093—Heinrich A. Kaysan, Cassel, Germany. Nozzle for syringes and the like.

## TRADE MARKS.

Published January 5, 1909.

13,063—Andreas Saxlehner, Budapest, Hungary. Class 6.

Bitter salts obtained from natural mineral water.

13,064—Andreas Saxlehner, Budapest, Hungary. Class 6.

Natural aperient salt.

13,066—Andreas Saxlehner, Budapest, Hungary. Class 6.

Bitter salts obtained from natural mineral water.

29,774—Leopold Sarason, Hirschgarten, near Berlin, Germany. Class 6. A chemical preparation for producing effervescing baths.

34,907—Knoll &amp; Co., Ludwigshafen-on-the-Rhine, Germany. Class 6. A medicine for all kinds of heart diseases, especially dilatatio cordis, myocarditis, angina pectoris, congestional pressure, insufficiency of action, and compensational disturbances.

35,324—Schimmel &amp; Co., Miltitz-Leipzig, Germany. Class 6. Violet perfumes.

36,171 and 36,173—Same as preceding.

36,370—The H. B. Claflin Company, New York, N. Y. Class 6. Oleate of veratrine, tincture of aconite, aromatic elixir extract of aconite, and other pharmaceutical and proprietary preparations.

37,599—John B. Haden, Galveston, Texas. Class 6. A liquid remedy for diseases of the eye.

37,858—Charles E. Keeler, Atlantic City, N. J. Class 6. Cold-cream.

38,428—Addie L. Worthing, Camden, Me. Class 6. A hair tonic.

38,568—Charles J. Britton, San Diego, Cal. Class 6. An ointment for external application.

38,755—Superior Laboratory, Watertown, Wis. Class 6. Whooping cough remedy.

38,765—Frederick N. Thimble, New York, N. Y. Class 6. An insect and rodent destroyer.

## Reparation.

"I would like to murder that man."

"Suppose you did and afterward—"

"Oh, afterward I would apologize."

Copy of any PATENT or TRADE MARK, 10 cents.  
 Author of copyrighted work on Protective Trade Marks,  
 Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.



# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

**Supplement to The Era Druggists' Directory.**

- ALABAMA**—BIRMINGHAM—E. G. Egger, Avenue B and Twenty-fourth street; out of business.
- FLORALA**—Charles Roehlig has sold his store in Hartford, Ala., and opened a new store here.
- ARIZONA**—ROOSEVELT—Dr. J. W. Smith has succeeded R. F. Palmer and F. C. Pennell.
- ARKANSAS**—BETHESDA—Evans Drug Company has been succeeded by Compton & McSpadden.
- DERMOTT**—Henry Bordenaux has been succeeded by Caster & Roddy. Bordenaux Brothers will open a new store in Little Rock about January 20.
- CALIFORNIA**—SAN JOSE—Kennedy Drug Company, Second and Clara streets, has been succeeded by Stephenson Drug Company.
- VOLCANO**—M. E. Smith, M.D., has succeeded G. C. Nichols in the drug business here.
- COLORADO**—FORT MORGAN—Nickson Drug Company, it is reported, has been succeeded by the Fort Morgan Drug Company.
- FLORIDA**—KISSIMMEE—Kissimmee Drug Company, Jarrell & Jackson, proprietors, have dissolved partnership. A. B. Jarrell, buying his partner's interest, will continue the business alone.
- WINTER PARK**—Dr. J. A. Trovillion has succeeded E. L. Maxson, lately deceased.
- GEORGIA**—ATLANTA—A. D. Jones, 165 Frazier street; out of business.
- AGUSTA**—W. D. Jennings, 177S Broad street; out of business.
- ILLINOIS**—HENRY—J. W. Neice, it is reported, has been succeeded by T. J. Scragaves.
- LANSARK**—W. R. McDaniel, it is reported, has succeeded J. L. Biblack in the drug business here.
- PEORIA**—F. J. Meyer has succeeded L. B. Campen at 2629 South Adams street.
- INDIANA**—INDIANAPOLIS—Cut Price Drug Company is the style of the new drug store at 222 East Washington street. J. D. Pearson is the proprietor.
- IOWA**—COUNCIL BLUFF—Schott Drug Company, 511 South Main street, has been succeeded by the Owl Drug Store. J. A. Chapman & Co., proprietors.
- DUBUQUE**—Arno Drug Company, incorporated; capital stock, \$10,000; wholesale and retail.
- WATERLOO**—D. M. Munzer & Co., 207 East Fourth street, has been succeeded by Halden & Floyd.
- KANSAS**—ANSERIA—R. C. Knox & Co.; store destroyed by fire.
- CAWKER CITY**—P. H. Klinkenberg, it is reported, has been succeeded by Bert Hockett.
- MAINE**—KNOXWEGAN—City Drug Store, 24 Water street; store destroyed by fire.
- MASSACHUSETTS**—NEWBURTPORT—John T. Collins, it is reported, has changed the style of his firm to Collins Drug Company, Inc.; capital stock, \$10,000.
- PALMER**—The Quimby Pharmacy, Main street, has been succeeded by Fred C. Lovis.
- WEYMOUTH**—Reidy Drug Company, it is reported, has been incorporated with a capital of \$10,000.
- MICHIGAN**—GREENVILLE—J. H. C. Van Deinsse has been succeeded by Peter Van Deinsse.
- PLYMOUTH**—J. G. Meiler, deceased. O. F. Beyer has taken the store and will continue the business.
- MINNESOTA**—HIBBING—Stewart's Pharmacy is the style of the new drug store here.
- MANKATO**—L. Siddle Drug Company, 411 North Front street, has moved his stock of drugs to 107 South Front street.
- WASACA**—Preston & Stucky; store destroyed by fire.
- MISSISSIPPI**—COMO—C. C. Hay; store destroyed by fire.
- MISSOURI**—SEDALIA—Scotten Drug Company, Ohio and Second streets, incorporated, is the style of the new drug store here.
- NEBRASKA**—JACKSON—D. J. McDonald, it is reported, has opened a new drug store here; style to be Opheum Pharmacy.
- NEW JERSEY**—MILFORD—W. H. H. Harbison will open a new drug store here February 1.
- TRENTON**—J. L. Mathis, 27 Center street, has purchased the Washington Market Pharmacy, at 111 Broad street, from Mrs. Schwartz.
- NEW YORK**—CANDOR—J. H. Jennings has been succeeded by L. L. Reed.
- ONEONTA**—George S. Slade; store damaged by fire.
- NORTH CAROLINA**—PINE LEVEL—Godwin Brothers have been incorporated as Godwin Brothers Company; capital stock, \$5,000.
- OHIO**—BELLARE—A new drug store, styled Kane's Pharmacy, has been opened here. R. A. Kane is the proprietor.
- OKLAHOMA**—TAFT—C. T. Rogers & Co.; store destroyed by fire.
- TULSA**—Gny Harper has opened a new drug store at 212 South Boston street.
- PENNSYLVANIA**—SHEPARDSTOWN—B. F. Jones has opened his new drug store in North Main street.
- PHILADELPHIA**—An item in this department in the last Era was capable of misconstruction. Gardner Drug Company has not been sold, but has moved from its old location at Kensington avenue and Westmoreland street to a new store at 957 East Westmoreland street, near Kensington avenue.
- SOUTH CAROLINA**—SUMTER—Birnie's Drug Store; damaged by fire.
- TENNESSEE**—ATHENS—M. H. Patterson; store damaged by fire.
- MEMPHIS**—Harnett & Locke are the new proprietors of the Idlewild Pharmacy, at 3 North McLean avenue.
- TENNESSEE**—HOLLAND—E. R. Nunnels & Co.; store damaged by fire.
- ROYAL WALKER BROTHERS Drug Company**; store destroyed by fire; stock valued at \$5,000; insurance, \$3,000.
- UTAH**—CORTX—Dee Drug Company, 2403 Washington avenue; out of business.
- VIRGINIA**—FAIRMVILLE—Anderson Drug Company; store damaged by fire.
- Richmond**—Tarrant, Grant & Co., 626 East Broad street, have opened a new drug store here.
- WASHINGTON**—CHEHALIS—J. Y. Coffman has been succeeded by George D. Prigmore.
- WEST VIRGINIA**—FAYETTEVILLE—Dr. H. C. Skaggs, it is reported, has become proprietor of the Fayetteville Pharmacy.
- WISCONSIN**—GREEN BAY—Hector Francar, it is reported, will open a new drug store at 1249 Main street.
- MONTY HOBBS**—Charles Bancroft, it is reported, has succeeded Dr. G. M. Holland.
- Schenck**—Charles De Fehn, it is reported, will open a new drug store at 1112 Tower avenue.

## Eczematol Ointment Comes in Two Sizes.

Eczematol ointment, manufactured by the Eczematol Chemical Company, New York, is claimed by the manufacturers to be a reliable remedy for the treatment of eczema. It is guaranteed under the Food and Drugs Act and pays the druggist who handles it a good profit. It comes in two sizes which wholesale for \$4 and \$8 per dozen, respectively. See advertisement of the Eczematol Chemical Company, and write for literature.

## Matrimonial Mention.

IRVING SMITH, of the drug firm of H. M. Cole & Co., 1418 Canby avenue, Scanton, Pa., has returned home with his bride after a delightful honeymoon trip to New York, Philadelphia and Washington.

JOSEPH BENNETT, of Mount Vernon, Iowa, has returned home from Pierce, Neb., where he married Miss Belle Turner, a former Cornell student. A warm welcome was given the happy couple.

# THE DRUG MARKETS

## EXPECTS MATERIAL INCREASE IN DEMAND.

**Dealers Show No Anxiety Regarding Future—Predict Return of Normal Conditions Before Month's End.**

NEW YORK, Jan. 11.—Conditions throughout the general drug and chemical market are practically the same as those noted last week, the regular consuming demand continuing somewhat light and unimportant with a slight improvement noted at the close of the week. The steady undertone noted in the previous reports is still in evidence and dealers show no anxiety regarding the future. As yet the normal volume of business has not been reached, but a material increase in demand is confidently expected shortly after the middle of the current month. Messina essences are attracting most attention, but it is impossible to give actual quotations, as there are no firm offers to sell. Some business is reported between dealers, at extreme prices, oil of bergamot naturally showing the greater advance. All kindred and allied materials are strongly affected by the upward movement and quotations for lime oil are again higher. Citric acid and all citrates have been further advanced by manufacturers. Anise oil is also a shade firmer, and a better inquiry exists for Carthagenia lpecan. Opium is without important change either in the primary or local market, and quinine remains quiet.

OPUM.—There is still a lack of important inquiry and the market shows nothing of new interest, nor is there any improvement in the demand. Cables from Smyrna, however, reported a firmer market with an advance of 6d. expected. Spot values remain unchanged at \$4.35 to \$4.40 for case lots, with sales of a few cases reported. The market for powdered has been rather unsettled, owing to competition, but a gradual return of a steadier undertone is noted. At the close of last month there was a sale of old crop opium amounting to 50 cases for an American account, at 13s. 10d. per pound, for 11.25 per cent morphine. The arrivals in Smyrna for the week ending December 18 amount to 1906 cases, as against 1311 cases for the same period last year. The arrivals to January 8 amount to 1985 cases.

QUININE SULPHATE.—Quinine is moving in only a limited routine way, with the business done by manufacturers who continue to maintain steady views on the basis of 15c. for bulk in lots of 100 ozs. Cinchona bark shipments during December amounted to 1,560,000 Dutch pounds. With the exception of August, this was the heaviest monthly shipment during the year. The total shipments in 1908 were 15,393,000 Dutch pounds, as against 17,212,000 during 1907 and 13,516,000 during 1906. The shipments of the year 1907 were the largest of any year on record. At the Amsterdam auction last Friday 1400 kilos of quinine were sold at 11.06 florins, against 11.00 florins at the previous sale.

CITRIC ACID.—The demand for this article is unusually heavy even with the price at 53¢/60c. per pound. Prices were marked up recently 2c. per pound above the revised prices which took place following the news of the Italian disaster. Manufacturers are finding difficulty in procuring raw material and have advanced prices to 50¢/c. per pound in kegs. No contracts are being made as practically all orders are refused, and deliveries are being made on old contracts only. In consequence of this the prices in the outside market are in advance of manufacturers' prices. It is not improbable that this article will be still higher, and while there is a desire on the part of holders to supply the actual wants of customers at ruling quotations, speculative orders cannot be entertained, and orders in excess of single kegs are carefully scrutinized.

ESSENTIAL OILS.—The market for bergamot, lemon and orange is excited, and it is almost impossible to give reliable quotations, and all quotations are given without offer. At the time of the occurrence of the earthquake importers were negotiating contracts for the year's supply, and practically all houses were without stock of any proportion at the close of the year, expecting arrivals of new crop oil, the shipments of which, on contract generally commencing about the last part of December. There has been considerable inquiry between houses on accommodation orders, but few have more than a

few pounds on hand, which they require for their own use. A sale of 10 cans of 25 gallons each has been reported at \$4.00 per gallon, and \$1000 being paid for the lot.

OLIVE OIL.—The price on Lucrea cream olive oil has been advanced to \$3.00 per gallon, in gallon cans, and \$3.10 in half-gallon cans. Six and three gallon cans are held at \$2.65 @ \$2.75 per gallon. The advance in the price of this article is not altogether due to the Italian disaster, although the market has been influenced thereby. The principal reason is due to the failure of the olive crop. The prices of all grades have been steadily advanced and oil for manufacturing purposes is almost wholly out of the market. Holders of the small available spot stock have advanced prices to \$1.50 @ \$1.55 for yellow and \$1.30 for green. Our late Consul Arthur S. Cheney, who was killed in the Messina catastrophe, in a letter under date of November 1, said: "Never in the memory of the proverbial oldest inhabitant has there been such absolute lack of production of this necessary fruit as now prevails in this district; which becomes nothing less than a national misfortune. It is a question whether existing stocks of oil (although last season's production was plentiful as well of very good quality) will be sufficient to supply home consumption. The present prices for edible oil are the highest for ten years."

CASTILE SOAP.—Attention was recently called to the advance which would probably be made in Conti's white castile soap after the first of the year. The white is now held at 13¢/14c.; genuine mottled at 10¢/14c., and the green at 10¢/14c. These quotations are based upon prices made by Conti & Co.

MANNA.—The stock of this article in our market is now very much reduced, and it appears that the amount available of small flake is much less than had been supposed. Prices for small flake have been advanced to 60¢/65c. per pound, with the outlook favorable for still higher prices. Shipments from Palermo are liable to be very much delayed and advices from that port are now being awaited and upon receipt of same some additional revision in prices may be expected.

QUINCE SEED.—Sellers at former prices of 90c. per pound in large quantities have advanced their figures to 94c. The market is still low in available supplies.

GLYCERIN.—There exists a fair demand for the C.P. article with large consumers showing more disposition to make contracts. In sympathy with the position of the crude, the market is firm and quotations are still maintained at 16½¢/16¢/c. for drums, and 17½¢/17¢/c. for casks, as to size of order.

NUX VOMICA.—Quotations are well sustained at 10¢/14c. per pound and powdered at 32¢/37c. per pound, as to grades and quantity, and the existence of an improved inquiry. Higher prices are expected, as supplies are only moderate and very little stock is offered from primary markets.

ALCOHOL.—Due to conditions in the West, the quotations on grain alcohol have been reduced 2c. Quotations on U.S.P. in large quantities are now \$2.61 @ \$2.62 per gallon.

MENTHOL.—Increased attention is being shown this article and the tone of the market is becoming stronger. Most holders are quoting \$2.20 @ \$2.25 in large quantities, although it is claimed that some supplies were obtained at \$2.10 and latter at \$2.15 per pound. However, only limited quantities were offered at the last named figures.

CAMPBELL.—Quotations have been revised and the market is easier to the extent that manufacturers have reduced prices 2c. per pound. Prices are now as follows: Refined in barrels, 48c.; less, 51¢/50c.; quarter-pound squares, cases, 49c.; less, 52¢/50c.; Japanese, ounces, per pound, 53¢/60c.; Monobromated camphor, per pound, \$1.65; ounce, 15¢/18c.

CITRATES.—Manufacturers have made an additional advance of 2c. per pound on all the citrates since our last report. Contracts for over four months will be entertained as usual by large manufacturers, while the entry of contracts for citric acid have been discontinued.

CANADA BALSAM OF FIR.—There are some sellers of barrels at \$5.25, but others are holding to the price of \$5.50 @ \$5.75 and claim sales at those figures.

### Change in Ownership in Grabill, Ind.

Oscar S. Rhoads, a prominent and well-known druggist of Fort Wayne, Ind., has purchased the stock and fixtures of the J. D. Campbell Drug Store at Grabill, Ind. The store will be under the management of E. L. Garrett, druggist of Fort Wayne.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JANUARY 21, 1909

No. 3

D. O. HAYNES & CO. - Publishers  
90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:  
Room 500, Dickey Building, 49 Dearborn, Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the  
Philippines, and Mexico . . . . . \$2.50 a Year  
To Canada, postpaid . . . . . 3.00 a Year  
To Foreign Countries in Postal Union . . . . . 4.00 a Year  
Single Copies . . . . . 10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation, President and Treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

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For Era Album 90 WILLIAM ST., NEW YORK.

## SWINDLERS READ THE ERA—SOME OF THEIR VICTIMS THOUGHTLESS IN THAT RESPECT.

Off and on for more than twenty years the ERA has been exposing drug swindlers, but in the last five or six years more than ever has this journal given early notice to the trade concerning the operations of these parasites. That there has been more publicity given to the frauds lately has not been due to any increase in their number, but rather to the persistency with which the ERA has watched and followed up the offenders. Unfortunately drug merchants who are so careless as to fail to read the portion of the ERA which is devoted to exposing the swindlers are unwilling, except in rare instances, to disclose their carelessness by prosecuting the criminals. A year or two is the most that can be given these culprits on one complaint. They are soon out of prison.

If all the jobbers and manufacturers would read the ERA as carefully for news of drug trade swindlers as they do in other respects there would be a distinct diminution of supplies that would be more effective than the short sentences given by the Federal courts. The swindlers read the ERA. How they obtain it we do not know, but the moment the ERA exposes one of them he goes out of business under the old name and starts with a new name elsewhere, operating under the usual methods until an ERA reporter runs him to earth. The extermination of this pest is now practically "up to" the victims. A more careful perusal of the ERA, or if in doubt a telephone message to 2457 John, would save losses to many merchants and cut off the source of supplies that keep the crooks alive.

## NEW YORK PHARMACISTS SHOULD GET BUSY.

Publication in the ERA of the position taken by Governor Hughes in regard to the reorganization of the State Board of Pharmacy and changes in the pharmacy law of the State was the first information that many pharmacists had on the subject, for the daily papers did not consider it of enough importance to mention. Fred S. Rogers, former president and chairman of the membership committee of the New York State Pharmaceutical Association, sees more in the message than there is in the text. No doubt he could preach a sermon on the subject and he almost does so in a letter which he has sent to the members of his committee.

"Do you realize that this is the entering wedge for further legislation which threatens the entire profession of pharmacy?" he asks. That point alone in the letter, considered in connection with the Governor's message and his veto of the Whitney-Wain-

wright Act of 1908, is enough to set pharmacists thinking and if they want to preserve their own power of participation in the selection of the members of the New York State Board of Pharmacy they will have to exhibit much greater activity than they ever have before displayed in supporting the efforts of the representatives of pharmacy at Albany in the next two or three months. No bill to destroy the State Board of Pharmacy has yet been introduced, but it seldom occurs that a Governor makes a recommendation without being reasonably sure that legislative activity will follow.

#### PROUD YEAR'S RECORD OF CHICAGO R.D.A.

President Yeomans, in his annual address to the Chicago Retail Druggists' Association, calls attention to the ease with which hold-up and blackmailing suits can be prosecuted against druggists and shows the benefit of organization in coping with this evil, especially in a large city like Chicago. No fewer than forty-six cases of this description were brought to the attention of the association during the year and every one was successfully defended, or satisfactorily adjusted.

Considering the difficulties of meeting accusations of this nature—no other profession is placed at such great disadvantage before the law—this record of the Chicago R.D.A. is one to be proud of. In fact this one of the many features of its work more than justifies the united support of the druggists within its territory of operation.

#### WHO WILL WIN THE ERA'S \$10 PRIZE?

Are you going to win one of the ERA's \$10 prizes for the best article on any business subject of value to retail druggists? The drug business offers an enormous variety of fruitful topics for discussion and regarding which every druggist likes to read the experiences of his fellows in pharmacy. It is not fair for any druggist to do all the reading and none of the writing; particularly as he is quite likely to have a fund of information that could well be drawn upon to win the \$10 prize and at the same time benefit his profession.

The ERA's Prize Competition was started to give an *extra incentive to readers to get them also to write*. There are other prizes, but just turn over to advertising page 6 and find out all about the Competition. Druggists, clerks and fountain dispensers, as well as window designers, all are eligible.

#### CAMPAIGN OF MISREPRESENTATION.

While druggists are not directly interested in the scheme to establish postal savings banks this is sort of a companion to the parcels post machination which is expected to increase the postal revenues by augmenting the expense of operation and opening the mails to the transportation of merchandise in larger bulk than at present and at low rates. As to the savings bank plan Postmaster General Meyer has been called to account for innocent ignorance of the savings deposit facilities by Charles E. Sprague, president of one of the largest repositories of that descrip-

tion in the world. Mr. Meyer, in his argument, said that there were "only 1453 savings banks in the country." Mr. Sprague, whose long experience and extended observation entitle him to rank as the dean of savings bank presidents, declares that there are 15,000 incorporated institutions situated in all the States that are in effect savings banks.

It appears therefore upon creditable information that the campaign of parcels post and postal savings banks is more allied in point of misrepresentation, probably unintentionally, than has heretofore been thought to be the case, for the banking scheme has not been of such vital moment to druggists as the parcels post plan to wipe out or reduce to a starvation basis all of the pharmacists outside of the big cities. As the interests favoring the two measures are closely allied and the arguments in their support seem to be equally fallacious and misleading, perhaps it would be just as well for the druggists of the country to hit both with the same stone. And the more stones thrown the better it will be for the retail druggists of the United States.

#### FUTURE OF EDUCATION IN PHARMACY.

Activity on the part of Dr. Henry Weimar, of Hot Springs, and others in endeavoring to establish a chair of pharmacy in the State University of Arkansas directs attention to the growing tendency of incorporating pharmaceutical education in the curriculums of the colleges and universities of the country. This is especially true of State institutions, which is an indication that our official educators are awakening to the necessity of providing for specialization in the higher training of the young men and women of the country.

The drift of education in pharmacy has for some time been in the direction of making it a university subject, as is borne out by the amalgamation of several colleges with universities, the affiliation of the New York College of Pharmacy with Columbia University being a conspicuous example. There are some very strong colleges of pharmacy that are conducted under private auspices or under the direction of pharmaceutical societies, but in the further enlargement of the facilities for teaching pharmacy the conclusion must inevitably be drawn that an important if not the preponderating element will be in the establishment of chairs of pharmacy in the State and other universities which are not now so provided.

"Does-paid" druggists are not the only ones who may benefit by reading the ERA and in the publication of news or other articles, as well as photographs, or of contributions to the ERA's Prize Competition, the question of "does-paid" or "subscription-paid" never enters into the editor's calculation. The ERA simply stands for the best interests of pharmacy and pharmacists, regardless of any price of subscription or other consideration. It is a policy that has won success and will continue to do so.

Judging by the reported experiences of Capt. George H. Wright, of Orlando, Fla., the camphor industry is no longer an experiment in Florida. The captain has grown thousands of camphor trees and reports better results than have been obtained in the Island of Formosa. In the foreign camphor growing districts, he declares, the trees are not treated to the best advantage and the natural result will be an eventual diminution of the supply. He believes, however, that the



growth of the industry in this country is assured and that Florida will in time be able to furnish the domestic market with all of the camphor required.

A druggist was crossing a busy street in New York one afternoon in 1910 when he stopped when half way over. In front of him was an automobile, noisily tooting; behind him a taxicab, coming up the avenue on his right hand side was a motor truck clanging its bell, and on his left a motor cycle, all bearing down on him at full speed. He happened to glance up and saw an airship rapidly descending to the spot where he was standing, and he saw he had one chance left. He was standing on a manhole cover. He quickly pulled it up and jumped in, just in time to be run over by a subway train.—*Farm and Fireside*.

A prohibition town cannot be called the abode of departed spirits so long as the druggist is in that sort of medium business which materializes spirit jags from a cabinet full of spirit jugs.

One of the most interesting personalities among the self-made men in the wholesale drug trade of the country is Charles J. Lynn, of Indianapolis, who has an experience and personal acquaintance in the trade that is not exceeded by many veterans. Mr. Lynn for periods resided in Chicago and New York, but his home has chiefly been in the city of his nativity, where he is now located as the general manager of the house of Eli Lilly & Co. It is said of this genial and obliging drug man that despite his urbanity there is no busier man west of the Hudson river, nor one who is more even-tempered in caring for the never-ending details of his office.

Mr. Lynn was born in Indianapolis in 1874. His first employment was with the Daniel Stewart Drug Company, with which he remained five years. He started in that house as an errand boy and worked through various positions up to billing clerk and general utility man on the road. He then went to Lord, Owen & Co., wholesale druggists, of Chicago, now out of business, and was with that house for two years, first representing the concern in the Rocky Mountain States and then in northern Indiana and southern Michigan. From there in May, 1895, he went to Eli Lilly & Co. He first represented the house in New York City among the retail trade for two years and was then transferred to western Pennsylvania for a year, after which he was taken back to help J. K. Lilly by taking the active management of the sales department of the business. Mr. Lynn remained in that position until the fall of 1901, when he was sent east to open the New York branch and develop the eastern business. He remained here until July, 1906, when he returned to Indianapolis and assumed the position of sales manager. In January, 1907, he was made general manager of the business, retaining the position of sales manager, with W. A. Caperton, formerly manager of the New Orleans branch of the house, in charge of the traveling service. In the laboratory and on the road, including the branch houses, Mr. Lynn has under his direction more than 800 persons.

"Pa."  
"Well, what now?"  
"What's 'atavism'?"

"Atavism is why a descendant of an old family robs a bank."—*Cleveland Leader*.

Herbert Copeland, who has been making a study of Boston newshyos, writes of them in the *Transcript*. "The ordinary newshyos," he says, "does not earn so much as you think—25 cents a day being, I should say, the average, though of course some of the smarter ones make a good deal more. There are in Boston about five thousand newshyos, and of these three

thousand at least are under fourteen, the average age being twelve. No child under ten is allowed to sell at all. Yes, many of those little fellows that you see are ten years old and more, but circumstances and environment have stunted their growth—and then the Jewish is naturally a small statured race, also the Italian; and most of the newshyos are of these races."

The trouble with some troubled druggists is that if they have no troubles they will go to a great deal of trouble to make trouble for themselves by making trouble for other people.

The Maryland Workshop for the Blind, which was incorporated by an act of the last Legislature, has been opened in Baltimore. The object of the workshop is to give employment to the adult blind of the city who otherwise would be either beggars or live in despondent idleness. Certain industries which, it has been found, can be engaged in with profit by the blind, such as broom making, mattress making and chair caning, will be taken up.

T. W. Stanford, brother of the founder of the University of that name and a noted Australian spiritualist, has discovered that the Australian customs house will not recognize spook smugglers officially. Mr. Stanford, who is the head of the Spiritualists of Australia, a few years ago discovered and engaged a medium who claims that when in a trance she can cause matter to pass through matter by law of which only Spiritualists are cognizant. Recently a Melbourne Spiritualist newspaper printed a list of articles which Mr. Stanford's medium had materialized at a local seance. The customs officials read the list of articles and thereby discovering what dutiable materials had been delivered into Australia without paying duty levied on them under the tariff.

The officials applied to Mr. Stanford for payment of the duties, but Mr. Stanford claimed the articles were not dutiable, as they had not been imported in the ordinary sense of the word, but had been transported with the instantaneousness of thought from India. The customs officials were skeptical and reported the facts to their superiors, and all Australia is now anxiously awaiting the verdict. Among the wonderful things claimed to have been materialized and which are now exhibited at Mr. Stanford's spiritualistic museum are Assyrian and Babylonian manuscripts, live birds, snakes and certain other commercial articles which Australia does not permit

anybody to import without the payment of the prescribed tariff duties.

The North German Lloyd steamship Prinz Friedrich Wilhelm, in last week from Bremen, brought the first German mail that has been shipped under the reduced two cent rate to America. In all there were 1675 sacks, which for the season is a record-breaker. Usually at this period not more than half that quantity came over when the rate was five cents.

Rifle bullets that go through five inches of wood do not penetrate three inches of pasteboard. That is the result of some interesting firing tests by the Swedish naval authorities at the fortress of Karlskrona. The target used was prepared of millboard, against which fire from revolvers, rifles, carbines and machine guns was directed. The pasteboard, which was three inches in thickness, resisted completely the bullets fired from the small arms, but was perforated by the projectiles from the machine guns.

Pope Pius has nearly become a convert to automobilism—that is, he owns an auto, and is promising himself to take a ride in it "some day." Two automobiles have arrived at the Vatican as Jubilee gifts from foreign firms. Cardinal Merry



CHARLES J. LYNN,  
of Indianapolis, Ind.

del Val, the Papal Secretary of State, uses one of them every day, and the other is reserved for the use of his Holiness within the Vatican grounds.

But his Holiness hesitates to trust himself to a petrol-propelled vehicle. He had it brought around to his garden with the intention of taking a trial spin, but after examining the machine his Holiness smilingly said he would try it "another day," and took his constitutional airing on foot.

"Doctor," said the convalescent, smiling weakly, "you may send in your bill any day now."

"Tut, tut!" replied the M.D., silencing his patient with a wave of his hand. "You're not strong enough yet."—*Leslie's Weekly*.

A Calcutta firm buys drugs in foreign markets which are used in the preparation of a patent medicine which has an extensive sale in India. The firm has a department which converts the wooden cases in which the drugs are received from the United States and the United Kingdom into penholders. They have succeeded in making a penholder of such quality that the British Indian Government and the municipality have placed orders for this product.—*Daily Consular and Trade Reports*.

The holidays had been dry and bright and from daylight till dark the links had been covered with bareheaded youths and maids.

"All this sunshine," said a girl, "has changed the nature of my hair. It is straight, oily, heavy hair, but the sun has made it dry and crisp and slightly curly. Strange!"

"I returned from Africa with crisp, curly hair," said an engineer. "I went bareheaded there all winter in the brilliant sunshine. And as I watched my lank greasy locks dry and kink up I began to understand why the hatless natives working around me had such peculiar dry, tightly curled hair. The sun was the cause of course."—*Philadelphia Bulletin*.

It will soon be possible to take sight-seeing trips over Paris in a regular line of dirigible balloons. These balloons will be driven by 200 horse-power motors and carry cars of aluminum fitted after the style of a pleasure yacht. Fifteen passengers will be carried besides the crew of captain and two engineers. Two balloon sheds have already been erected by the company, one at Sarronville and another at Meaux. Others will soon be erected at Nancy, Orleans, Bordeaux, Toulouse and Pau. The first trips of the new balloon line will be around Paris to Versailles, Fontainebleau, Saint Germain, and will commence in May.

"Of course," said the economist, "there are good corporations and bad ones."

"Of course," answered Mr. Dustin Stax.

"Now, what is your idea of a bad corporation?"

"One that pays less than a 20 per cent dividend."—*Washington Star*.

The future of your business depends largely upon where you are going. There will be no prescriptions in heaven, but there may be a lively demand for ice-cold soda in the other place.

The *British Medical Journal* has taken the holiday season as a fitting time to warn the world of yet another danger which daily threatens flies. This time it is the toothbrush which is a menace. Its bristles have an unpleasant way of locating themselves in the appendix, which means trouble.

The *Medical Record* records that when a boy of two and a half years old came in a operation for appendicitis the other day in New York, and hours from a toothbrush were found in the diseased appendix. At St. Bartholomew's Hospital the physician in charge stated that bristles and hairs from toothbrushes are often found in the appendix of patients operated upon for appendicitis.

"But," he added, "there are other foreign substances which are more common, such as small orange pits or grape seeds. We not infrequently find tiny fragments of porcelain-like enamel. These are undoubtedly tiny chips from the enamel pots and pans which are used for cooking purposes in so many homes."

"The habit of inserting a lead pencil with the tongue

before writing is another dangerous practice, which may produce trouble, because fragments of the hard lead may be broken off unwittingly and swallowed."

Some druggists would be happier if they gave more thought to preserving a good figure in their wives and less to preserving a good figure in the bank.

The man who is always quarreling with his clerk would spat with the cat if he had neither clerk nor wife.

The danger of "meeting a friend" while on the way to a drug store is shown by the experience of a New York man as chronicled in the *Herald*. It appears that Miss Alfred Alston, wife of a civil engineer, who lives at 120 Simpson street, the Bronx, sent her husband to a drug store Friday night for a sponge and a bottle of vichy. Here is what he bought: Five pairs of inner soles, a bag of sea salt, five bottles of patent medicine, ten packages of pills, five packages of writing paper, three sponges, one hundred packages of breath perfume, a pair of scissors, two bottles of vichy and some other odds and ends.

In Harlem police court Alston explained to Magistrate Crane that he had met a friend on his way to the drug store. "But I got my wife the sponge and the vichy all right," he added.

"Well, take them right home to her, then," concluded the Court.

A whiskers strike is threatened at the Elysee in Paris, the official residence of President Fallieres, of France. Clean shaven faces are the rule for all male servants employed there, but the official bluejeans are rebelling against it. They wish to have the same privileges as the ordinary café waiter enjoys, and have petitioned the President for permission to grow mustaches, at least. If his reply is unfavorable there may be a strike—the method by which the café waiters forced the abolition of the shaving rule.

GUESS AGAIN.—As the debonair drug clerk stepped forward to wait on her she trained her guileless blue eyes upon him and said: "I wish you would give me a sponge bath, please."

The clerk was for a moment nonplussed, but at last he managed to say: "Do you prefer hot or cold water, Miss?"—*New York Herald*.

The arrival of the first postal automobile at Bagdad recently filled the minds of the natives with wonder and awe. The car carried the mails, hitherto borne on camels' backs, from Aleppo, a distance of 625 miles, in sixty hours. This can hardly be called a speed record, but when it is remembered that the roads are rough camel tracks leading through the deep sands of the Syrian desert and the stony plains of Mesopotamia the journey at the rate of little more than ten miles an hour appears quite a creditable performance.

Nothing is more remarkable than the spreading of the spirit of Turkish modern progress. The Moslems of those regions, hitherto steeped in the deepest fanaticism, now gladly entrust parcels and mixtures to this new ship of the desert.

A sign hung in a conspicuous place in a store in Lawrence: "Man is made of dust. Dust settles. Are you a man?"

As an instance of how thoroughly British law protects the interests of the public against powerful corporations, the decision of a London judge on an apparently trivial point in a railroad case is significant.

Fredrick Davis, a lawyer, sued the Great Western Railway Company for damage to his baggage. The railroad had conveyed his valise, containing a dress suit, a bottle of hair wash and two bottles of medicine. In transit the bottles were smashed and the suit damaged by their contents.

The railroad company's lawyer argued that such goods as hair wash and medicines could not be classed as a passenger's personal baggage. But the judge held that the articles came within the definition of passengers' baggage, remarking that railway travelers would be very astonished if told that such things did not come within that category. He awarded Mr. Davis 825 damages against the railroad company.

The mistakes of other people are generally funny—unless the "other people" happen to be our clerks.

## A black and white photograph of a large, ornate, domed structure, possibly a church or a large hall, with a large '190' visible on its facade. The structure is surrounded by a crowd of people, and there are various signs and structures in the foreground, including one that reads 'START THE NEW YEAR RIGHT TRADE AT THE WEST END PHARMACY'. The scene appears to be a public event or a fair.

The background was painted with distemper colors on joint paper and tacked to a Christmas display frame and netting. The hills and snow banks were made by filling the steps of shelving with excelsior and covering them with cheese cloth and book paper, the whole sprinkled with diamond dust to give the sparkling appearance of snow. The snow and frost clinging to the upright posts and to the trees and church spire were made by brushing on a solution of gum and starch. The sun was made by cutting a half circle in the background and covering it with orange-cream paper with the figures 1922 pasted on it.

Gold lettering of the size and located on the window as

suggested may also be used advantageously to give the name of any high grade specialty manufactured or sold by the druggist. For instance, "Opal Cream." To correct facial faults."

#### Daily Change Signs.

Upon a window of each of the stores of a prominent retail drug corporation has recently been painted in the center of the window glass the words: "Today's special." This is in two inch, dark green, block letters on one line. These words are surrounded by a scroll frame of lighter green and shaded. Below the lettering and yet framed within the general design is a clear glass space 18 x 6 inches. Each day there is pasted over this clear glass space a paper of corresponding size upon which is lettered in crimson the name and price of the day's specialty. Another druggist, who receives daily reports from the weather bureau, has a sign similar to the above, except that it carries the phrase "The weather today," and the space is so proportioned that it will permit of the daily mail card of the weather bureau being pasted within it.

#### Lettering for Window Signs.

All the lettering suggested in the foregoing may be done with the druggist's own hands if he will purchase and adjust the brilliant, concave, metallic sign letters that are in common use. In adjusting such letters it is well to bear in mind that they are held in place by suction, or, to be more exact, air pressure, as much as they are by the cement upon their edges. Care should therefore be taken to see that the cement is so distributed as to exclude all air, and in adjusting the letters sufficient pressure should be placed upon the back of each to expel a portion of the air from beneath.

#### A Changeable Letter Sign.

The sign hereinafter described has many uses and is peculiarly adapted for daily announcements or bulletins. Take a strong picture frame of proper size, say an inside measurement of 18 x 24 inches. Make a strong, well cleated back of smooth half-inch boards to fit loosely within the back of the frame. Cover the face of this board with two thicknesses of cotton flannel and in turn cover the cotton flannel with a dark, dull fabric, black velvet being preferable. In the back of the frame insert a number of strong screw hooks having flat, right-angled heads. Place these so that when they are turned their heads will come over the edge of the board and clamp the covered side close to the glass. Now purchase a goodly supply of one inch white enameled letters, such as are commonly used to fasten to window glass. You should have at least five each of the following letters: H, I, A, E, T, N, S, O, R; four each of D, W, F, L, C, M and V; three each of P, G and J, and two each of K, Q, B, Y, X and Z. Unless you are willing to make a pretty liberal investment it is well to purchase only capital letters.

Place the covered board upon the counter, back down. Upon the padded surface arrange the letters in such wording and position as may be desired. Next, carefully place the glass upon the arranged letters and then adjust the frame over that. Slightly raise each edge of the board so that the clamp hooks may be turned until the letters are pressed by the glass into the padded background sufficiently to permit the handling of the frame without the letters slipping. You now have an attractive portable sign. It is easily read because the white letters stand out in distinct relief, and at the same time the sign permits simple changes and endless combinations. While the initial cost may seem considerable, consideration of permanence and lack of waste prove that the sign is really inexpensive.

#### Changeable Cartoons.

A variation of the foregoing may be arranged so as to produce something which will cause much merriment and at the same time prove to be a good advertisement. Make the frame the same as that just described, but cover the board with dull white instead of black. Or the black pad may be covered temporarily with a sheet of white paper. Now comes the turn of your wife, daughter or son. From the comic supplements of the Sunday papers cut out a large number of the figures, such as Little Nemo, Flip, Buster, Tige, the Katzenjammer family, and so on. Arrange these upon the padded board in the most outlandish combinations that can be thought of. Or, of these can be made a border within which a card can be used to give the desired business announcement, in any order which strikes the fancy. You will be amused to

find the funny combinations that almost seem to arrange themselves.

#### Combination Case and Sign.

Another variation of the foregoing has been made thus: The frame and board were as described, except that a hole was cut through the center of the board, proportioned to the size and shape of the frame. For a frame in which the opening is 18 x 24 inches, the opening in the board should be about 9 x 12 inches. Take a light wooden box with inside dimensions of about 9 x 12 x 8 inches. Line it with brilliant red fabric which so fasten to the back of the frame that the opening in the box meets and matches the opening in the board, thus forming an alcove or recess. In using this outfit the letters are placed as previously described and within the lined box is shown the article or articles to which the lettering refers.

#### Paper and Whiting.

Attractive temporary signs for the window glass may be made according to the following suggestions: Suppose you wish to advertise a perfume. Cut from some woman's magazine a finely lithographed fashion plate of a female figure in costume. Trim closely to the outlines of the gown. Paste this picture to the inside window glass. Make a paint of whiting, water and dry color of such a consistency that will permit of the paint being spread evenly upon the glass without running. At first make the paint of a contrasting color to that of the predominating tone of the lithograph. If the woman's gown is light green make the paint pink. Spread the paint around and upon the back of the lithograph so as to make a suitable background. To one side of this paint upon the glass or fasten paper with the desired lettering. Around and back of this lettering also spread the pink paint, but as the painting extends away from the lithograph keep adding color until a deep tone is produced. All the paint should be spread in circles and swirls so as to give a cloud-like effect. A reversal of this color scheme may be used by starting with a deep tone and shading out through pink into white.

The artist may gradually thin down the paint so that the finishing strokes of the brush will leave it almost invisible against the glass, or a striking effect may be secured by giving a decided edge to the general design, as a broad stripe of vividly contrasting color, purple against pink, or orange against green. If the lettering is to be done with the water paint it is well to first outline the letters with a point of soap and then fill in, taking care to let each coat dry thoroughly before going over it or touching it with another coat.

Although work of this nature may be crude when viewed within the store, the view from without may be most pleasing, because, when seen through the glass, an opaline, blending effect is given.

### WILL ASK EVERY DRUGGIST IN STATE TO JOIN.

#### Traveling Men Will Conduct Organized Campaign to Increase Membership of Pennsylvania Ph.A.

PHILADELPHIA, Jan. 18.—The Traveling Men's Auxiliary of the Pennsylvania Pharmaceutical Association will soon begin a thorough campaign in the interest of increased membership of the parent organization. A list of the towns and cities of the State, wherever there is a drug store, will be sent to the salesmen who are members of the Auxiliary with the request that they specify the localities which they cover. Upon the receipt of this reply, a list of the druggists in these towns and cities who are not members will be sent them with the request that the salesmen solicit their membership. It has been declared that this method of personal solicitation will bring the issues of the association directly before practically every one of the 3300 retailers of the State and they will either join or give their reasons for not doing so. The latter will be tabulated and from time to time the question of joining will be laid before them.

With more than a thousand members in good standing, the Pennsylvania Ph.A. is probably the equal in strength of any in the United States. Since the forming of the Auxiliary in June of last year a marked impetus has been given to the membership and the interest, and President L. L. Walton and Secretary E. F. Heffner, of the State association, both declare that they expect the 1909 meeting in June at Bedford Springs to be a record-breaking one in every respect.

## Embalmed Advertising.

By Joel Blanc.

If you want to know what a drug club is good for, you should happen in at our Philadelphia club about teetotal and smoke time, after the midday feast and see some of the bunches that gather there.

One day there was a bunch of fellows distributed languorously over the reading room. There were Charlie, Tom, Billy and Harry, retailers; Jim, Walter and Dave, wholesalers, and Frank, Sam, Herman and Steve, manufacturers. Being a little of everything and not much of anything, I was the congregation, vox populi or anything you might choose to call me.

Frank, the manufacturer, took a trade journal from the round table, turned to an advertisement of his own and said: "This is an utter waste of money. You retailers never read the trade journal ads."

Of course Charlie was due to refute such a statement and, as you are probably aware, Charlie's fireworks generally sail low and hit something. He took a copy of the ERA from the table and running the leaves through his fingers, started the bombardment thus: "We retailers do read the advertisements. Look at these pages of high art and good meat, look at these ads, of soda fountains, drugs, chemicals, postals, store fixtures and dozens of other things. Have you the nerve to tell me that these advertisers, among them many of the largest and most successful concerns in the trade, are a lot of easy marks who let the publishers shake them down? Not never nor howsoever! These ads, pay the advertisers or they would not be here. Each division of the trade is posing as philanthropic soft goods for all the other divisions and it's time for all such Skibo Andy chatter to stop."

"But," retorted Frank, "my salesmen tell me that they know druggists who throw their journals into the waste box without even tearing off the wrapper."

"Huh!" ejaculated Charlie. "There are some fellows who go to church regularly and sleep all the time they are there. We retailers are not chosen from any particular grade of humanity and what your salesmen tell you is true, but you can bet a bolus that the 'never-have-time-to-read' retailers are getting beautifully few. I'll tell you why: While most druggists have awakened to the fact that they should be pharmacists, it has also been constantly dinned into them that they must be business men or petrified flounders. While the N.E. propaganda is a good thing and we are going to push it along, there are a few who are daffy enough to believe that ethics and business won't mix; but they are dead ones and all the ethics in the world won't resurrect them. For more than ten years the live druggists have listened to an alarm clock every minute of the day. They know that if they want to live in the same world with department stores, cutters and mail-order houses they must keep their snuff-boxes open every minute. They have learned that they must have what the public demands, ethics or no ethics. Their opened eyes show them that their trade journals, in both news and advertising pages, afford the only general means of keeping posted on what their rivals are doing. The progressive druggists of the country are reading their journals, ads. and all."

"I believe," said Harry, "that what Charlie says is true. At the same time, I am willing to concede that there may be considerable trade journal advertising that does not pay, but for this the advertiser is alone to blame. As I see it, the advertisers have not kept pace with the retailers in the advancement of ideas and practices. I know of nothing in the drug world which shows so little progress as the preparation of advertising copy for trade journals. How can you expect advertisements to pay if they do not tell us what we want to know; if they do not interest us? Some trade advertisers use almost the same copy in the drug journals that they use in the daily lay press. All this 'specdy cure', 'pleasant to take', 'small dose' and other business which you tell the public, does not interest us. You seem to assume that we are consumers of all the things that we sell. Aside from the materials actually used in prescription compounding and counter drugs, nearly all that the live druggist sells is, in the concrete, to him, merely merchandise. The enterprising druggist has no time to think of it otherwise. If the advertisement is that of a well-known house we assume that the goods are straight. If the house is unknown to us we have to take some risk, but with

the present stringent laws and the open forum of our journals it is dangerous to fool us even once. As merchants buying and selling merchandise the things that chiefly interest us are cost, profit and demand. Is it any wonder that space filled with battered newspaper plates does not pay? Use the space to tell us about list prices and discounts, gratis goods, advertising offers, return privileges and other sale guarantees and the worse than wasted space will become a true advertisement."

Charlie butted in again. "There is another thing that kills some ads. and makes us retailers hot. I'll tell you why. We are tired of being told that certain things are 'necessities', that we 'must have them', that 'doctors will demand them', or that we must accept an offer to keep a competitor from getting it. Jumping Jimble-ute! Haven't the manufacturers found out that we are running our stores ourselves for ourselves? Do they suppose that these veiled threats are going to scare us into buying things that the public never heard of and never may hear of, or that we can be bulldozed into buying a pound of a new prescription specialty and then keep fifteen ounces of it on our shelves until the crack of doom? As Harry says, 'It's cost and profit that counts.' And say—do you suppose that I am going to go on buying goods by the dozen at list price after they commence to look good to me in gross lots? If you don't tell me about quantity discounts I assume that you have none, and I go to church with the fellow who has and put my money in his plate. Do you suppose that a page of therapeutic six-lined words about a new prescription specialty or a picture of a pretty tin box with the legend \$2.50 per dozen. All 'bull's', is going to induce us to tie up our good 'mum' in the stuff? Talk about retailers being daffy on ethics! why some pharmaceutical advertisers are ethical lunatics."

"And something equally worthless is the practical dead copy that fills some spaces in the journals," said Billy. "I have several advertisements of that class in mind. When the copy was new it was good, it described the goods, gave prices and so on. But the copy has stood in some journals for more than a year without so much as a change of a single letter. To the retailers such ads. have become mere optical illusions, and their space might as well be left clear white or made solid black. These ads. remind me of the small boy who came into the house with what he called a 'perfectly good' dead cat. Haven't these houses had a new article or a new piece of display matter, new price, new discount, new offer or a new thought of any sort for one solid year? The retailer who thinks of these embalmed ads. at all can only think of them as being evidence of shiftlessness, degeneracy and irresponsibility."

"But," said Steve, "there are many of us manufacturers who are not in a position to employ advertising experts and fill display space."

Herman quickly rejoined: "I am one of that class, but I make journal advertising pay. Thousands of druggists use the journals as trade directories or catalogues. I use the classified column only, but I change copy frequently and make offers that prompt retailers to write to me so that I can prove advertising results. I have made small ads. pay and they are placing me in a position which will enable me to shortly buy and use display space and I'll bet I will make that pay also."

"What of us? Is it possible that we poor wholesalers are going to escape the criticisms of you retailers for once?" asked Dave.

"Why, you jobbers are the worst of the whole caboodle," said Charlie. "Your ads. in any form are as rare as chilblains on Old Nick. Once, however, I read the following: 'Deadwood & Stoneage, Wholesale Druggists, Philadelphia, Ill. Established 1826.' No, it was not a tombstone. Those words and figures, nothing more, occupied a half page in a drug journal. Whush! Druggists are not interested in the obituaries of unburied numskis. Say, Dave, I suppose you think you advertise? Whenever your house mails me a statement or letter you enclose about forty-seven rainbow slips of paper that fly all over the store when the envelope is opened and accomplish nothing except to scare the cat and make the boy who picks them up shatter the anti-cuss commandment. Suppose you had a regular page in the ERA and used it as a weekly bulletin to announce job lots, changes in prices, new discounts, combination offers, arrival of new goods and real store news in general? Say, we fellows would soon forget that it was an ad. because it would become, for us, an eagerly

read news page. "You can bet your thin model time-box that it would pay you."

Sam arose, threw the remnant of his cigar in the urn and said: "Boys, I have learned much from this little experience meeting. I am going back to give my advertising man a lecture; he needs it. I wish there were more drug clubs. What all the trade most needs is more get-togetherness."

"If the advertising men would get their journal copy from the same brain bottle that the copy for the laity comes from, and all hands, wholesale, retail and manufacturing, would read the papers, every trade journal would become a continental drug club and profitable get-togetherness would be an accomplished fact," was Charlie's parting shot.

#### "Dental Pharmacy" Discussed at Prescott Club.

ANN ARBOR, Mich., Jan. 9.—Dean Hoff, of the Dental Department of the University of Michigan, delivered an address on the subject of "Dental Pharmacy" at the last regular meeting of the Prescott Club. Special attention was paid to the care of the teeth and gums and Dean Hoff made the statement that "if the pharmacist could obtain some wash which would prevent dental caries the dentists would be driven out of business." He asserted, moreover, that the teeth were ruined by many of the dentrifices and brushes on the market and it was the druggists' problem and duty to not only supply and manufacture good dental materials but to educate the people in their use. A very interesting demonstration was given the members of the club of the proper method of brushing the teeth: a rotary method being preferable as the interstices between the teeth were thus more readily reached.

Refreshments followed Dean Hoff's address, after which two papers were read, one on "Current Events," by E. J. Kennedy, Jr., and one on "Scientific Progress," by Emil Schraegenheim. The two subjects above are intended to cover all the news of a pharmaceutical nature of the past month and will be presented each meeting by two different members of the organization. Dr. Schlottbeek, in connection with the topics developed during the evening, discussed the British Pharmacy Law and the probability of a law being passed in Michigan to the effect that every proprietor of a drug store be a graduate of a reputable college of pharmacy and a registered pharmacist. The next meeting will be held on February 12, when Prof. Walter H. Blome, of Detroit, will deliver an address. Preceding the regular programme of the evening, a short business session will be held, at which officers will be elected for the next semester.

#### Colorado Ph.A. to Meet At Estes Park.

The next annual meeting of The Colorado Pharmaceutical Association will be held in Estes Park, June 23-25, arrangements having been made for a special train out of Denver on Tuesday morning, June 22, to Loveland, and there automobiles will be in waiting to transport the entire delegation to the Park in time for lunch. The following committee appointed for 1909 by President Shaw have been announced by Secretary Anderson:

Education, S. B. Sturtevant, Grand Junction; L. T. Boutwell, Denver; W. L. Shockey, Cripple Creek. Trade interests, George W. Card, Denver; George Fonda, Boulder; A. H. Seeley, Canon City. Papers and Queries, Charles M. Ford, Denver; A. W. Scott, Fort Collins; H. B. Se Cheverell, Denver. Deceased Members, John Anglum, S. T. Kostich, Arthur Wallbrach, Denver. Advertisers, C. D. Barnes, Glenwood Springs; C. J. Clayton, Willbur F. Cannon, Denver. Legislation, S. L. Bresler, C. M. Ford, Robert McKenzie, H. P. McCrea, Frank J. Lord, Denver. Membership, A. J. Ward, L. C. Robertson, W. J. Walters, L. N. De Payne, R. Y. Chedister, Walter Clarke, Frank Austin, Boyd Campbell, A. O. Taylor, A. Lamb, Ed. Hellstrom, George Tiffany, C. D. Smith, Charles Donnan, J. C. James, L. Seefeld, Dr. Smith Charles Bieser. Entertainment, F. M. Hall, W. A. Hoover, George Elliott, W. Brown, Jr., John Thebus, Chris Dix, Sol. Arkush, H. C. Stapleton, J. H. Milner, Archie Austin, Charles Bieser, L. B. Bridgman, Robert Davis, Harry Aller, Carl Richter, W. L. Davis, T. J. Shiel, Dodge Jewaway, William Thebus, Transportation, A. W. Clark, Denver; Fred Ewing, Glenwood Springs; Frank B. Angell, Denver.

An alcoholic breath is indubitably poor capital for a perfume salesman.

## How the Stationery Department Grew.

By Emma Gary Wallace.



Two brand new silent salesmen had just been moved into place, and the Apothecary thrust his hands deep into his pockets and stood back against the cigar case to admire them. They were beauties, there was no mistake about it.

"What shall we fill them with first?" he inquired somewhat thoughtfully of Madam Apothecary, who likewise stood admiringly by.

Madam laughed, and it was as if somewhere near, golden sunshine had glinted on rippling waters. "Why," she replied energetically, "I should not have any first, second or third about it.

I should choose one as the permanent location of one class of goods and teach customers to expect to find an assortment of those goods there, and the other case should be the resting place of a different class of articles which should likewise be constantly 'At Home.' Of course if experience or the development of the business proves that a change is necessary, or a mistake has been made in the original arrangement, that is different."

"But how about variety, and attracting attention to new goods, and not getting into ruts?" inquired the Apothecary, with an indignant smile.

"The easiest thing in the world," Madam returned airily; "get your variety by means of special arrangements in each department and by window advertising. Now I got that tip from Snow and Frost's department store. Today their hosiery department may be in the front basement and a week from today it may be fourth-floor back. When one is seeking a much needed supply of foot coverings in a great hurry it is annoying to be confronted by a counter of tin dippers, or an enticing assortment of mousetraps. Their departments circulate like a traveling library. At Greetum's across the way there is a fixed system, and law and order reign. One can run in there in the dark, so to speak, and put their hand on just what is wanted without chasing here and there according to the misdirections of those who should know. It is such a comfort to shop at a place like Greetum's. If there is a change, the reason and the improvement are at once apparent."

The Apothecary began to look interested. "There may be something in that," he acknowledged, "although we do business in a much more limited space, still the same reasoning seems to apply. Now suppose you take one of these cases and assume full charge of its arrangement, stock and advertising, and I will take the other, and we will make ten fixtures that folks will look for and be able to place in mind instantly, when a want of that kind comes up."

"Good," declared Madam, "we will each take account of our original stock and at the end of three months compare net and percentage profits. It may sound vainglorious, yet notwithstanding, I humbly petition the court to let me have for my stock in trade whatever you decide to be your least paying line of goods at the present time."

The Apothecary laughed doubtfully. "Relieve in toning up the system of the feeble, do you? All right, just as you say, but it does seem a pity to give up that handsome case to stationery. For some reason or other our trade on that is unprofitably light. The packages get soiled and have to be sold below cost to get rid of them. Aside from a most uncertain holiday spark, it is very uninteresting stock."

Madam's eyes sparkled. "To your scientific mind, no doubt that is so, but to my benighted one it is a branch capable of great commercial possibilities. Why it is simply fine."

Madam's enthusiasm was kindled. The Apothecary sighed. Maybe he had been rash, yet she usually made good. For days she was busy and happy. The paper stock on hand was all taken into a side room, sorted out, and freshened up where

possible. The old method of storing had been effective in two particulars, first in keeping the goods carefully out of sight and second in permitting them to become dusty and soiled. Carefully selected reinforcements of all salable lines were purchased, and some new ones added as well. Arrangements were made with an engraving house to have monograms, crests, cards, invitations or announcements executed with skill and despatch. Hitherto the local jeweler had taken a few orders for visiting cards, and a none-too-convenient printing office had done part of the invitation work in an indifferent manner, and the crest and monogram work had gone begging.

#### Preserving the Freshness of the Samples.

Samples of the different styles of work, type, and script were neatly done in passepartout to preserve their freshness. Madam volunteered no information and the Apothecary began to sit up and take notice. On one of the nicest grades of box-paper, the store trade-mark—a mortar and pestle enclosed in a broken laurel wreath—was embossed in gold and beneath it ran this legend:

"Dear Friend: In the past you have been discriminating in your selection of stationery, realizing that style and quality were of importance.

"Unconsciously, we judge the persons whom we see by their appearance and speech, and we are still more deeply impressed concerning those whom we do not see by the appearance and style of their communications. This latter impression depends in no small degree upon the tone and finish of the stationery used.

"You are constantly using desk supplies and it will not be long before you will have occasion to replenish your stock. May we have the pleasure of showing you what we have to offer in this line? We do not ask you to buy, but having taken such pains with the department and the completeness of every detail, we feel a pardonable pride in having you see it.

"Each lady calling upon us during the first week in February will be presented with a dainty souvenir. All are welcome. Yours for satisfactory service in every department, "The Wakem Drug Company."

These letters were mailed in envelopes to match and timed to reach their destination on the first mail of the first Monday in February.

Wakem's had two show windows. One was always kept for regular drug store advertising, while the other was frequently used to advertise side lines. On the morning in question that window was a work of art. It attracted crowds and people passing in the cars craned their necks to see what the attraction was.

The cold marble base of the window was covered with a rug of soft, rich tones. This was temporarily purloined from the Apothecary's Den at home. A mahogany desk with spindle legs was equipped with everything to make a writer happy. On the top of the desk a crystal clock ticked minutes away, and in a tall, slender-stemmed vase a few Beauty roses nodded. Madam had hesitated between the desk and a small library table, but she had the desk, so she used that.

#### Fair Damsel Only Wax. But Very Attractive.

From a downtown firm which dealt in wax figures a fair damsel had been rented. She was a pink-cheeked lady with melting blue eyes and wavy auburn hair, and Madam had dressed her in the kimono Brother Jim had sent her from Tokio for Christmas. A kimono was so convenient as to fit, and admirably adapted to conceal any joint defects in the waxen lady's anatomy. This particular kimono was cherry-red taffeta, heavily embroidered with pinky-white cherry blossoms. It opened courtly in front to reveal tiny pink stockinged feet, slipped in open straw sandals. Madam said that a Persian pattern cheesecloth kimono trimmed with blue sateen bands and beaded slipper would have given just as good an effect, but she felt that she was fortunate in having the real Japanese outfit.

My lady sat at her desk utterly oblivious of the fact that the letter she held in each hand could be plainly read by the curious public which thronged in front of the plate glass.

One letter was written in a large, heavy manish hand on a white plated paper. It read:

"Dearest Lucia: I have tried to ask you to be my wife for months, but not until I purchased this beautiful paper at

Wakem's could I put my courage to the test. Will you be mine? Yours in anxiety, Jim."

The other letter was evidently the answer. It was on pearl gray paper, and showed the lady in question to be one capable of making terms. It was short and to the point:

"My Dear Jim: I will gladly consent to be your wife, on condition that we shall always deal at Wakem's. Lucia."

On the other side of the window and supposedly in the distance, by means of a liberal use of Home Sweet Home box-paper, a small cottage was built, and enclosed with a fence of ink bottles, two tall bottles forming the pillars of the open gateway. Above the gateway a horseshoe magnet was placed, which was covered with all sorts of pen points. Some hung by the merest point and others hugged the magnet closely. On the window base next to the glass a narrow band of blotting paper bore the words: "All are welcome. Come in." The letters were formed out of fountain pens and broad elastic bands.

The window space was not crowded. It bore no amateurish marks. It attracted and held attention and told its story of stationery supplies. The home and the stock yielded all the fittings except the fair Lucia herself, who was obtained at a nominal rental.

#### Sale of Candles Covers Cost of Candlestick.

Many accepted the invitation and to each lady was presented a small aluminum desk candlestick, free of any advertising. They were purchased in quantities and the cost was trifling. Little colored candles and boxes of sealing wax were on sale and as the candlestick was of no practical use without them, enough of these were sold to cover the cost of the gifts, the candles and the wax, and leave a profit besides. This, too, in spite of the fact that many took the little candlestick for a mantle ornament only.

Madam herself was constantly in charge and her enthusiasm was contagious. She seemed to know intuitively what suited each, and it was rare indeed when a sale of some kind was not made.

The elderly lady with the rich furs was fitted out with mourning stationery that exactly suited her. The bachelor girl was supplied with a quantity of pound paper bearing her name and address in neatly printed, raised dark-blue letters. The doctors found right at hand the business forms which they had always been troubled to find. The society woman and the society bud came in for rich or dainty stationery, and it was generally embossed. An exclusive trade was established with women who desire always to use a certain style or shade of paper.

#### Cherry Smiles and Bits of Good Advice.

The purchasers of less expensive findings were not forgotten, for ruled and unruled papers of inexpensive but attractive finish were in stock, and these customers received just as courteous attention as the more favored ones of fortune. There was the same cherry smile and interested service for each. The case was kept constantly in order and it was never crowded or confused. Handsome packages were not marked on the bottom of the box but tagged.

Madam was surprised at the number of birth and death announcement card orders that seemed to come naturally from customers who were in the store for sick room supplies. She wondered the idea had not occurred to her before.

Madam was happy. Why shouldn't she be? And when the Apothecary himself praised her efforts and the results so unequivocally, declaring he had seen more strangers in his store in the week than he had seen in two years, and asked her to take charge of the other silent salesman, too, she laughed another one of those happy, rippling laughs—although her eyes did look suspiciously moist—and—but there, that is another story.

#### Troy Pharmacists Elect Officers.

TROY, N. Y., Jan. 18.—The Pharmaceutical Association of Troy and vicinity has elected the following officers: President, John J. Healy; first vice-president, Dr. E. L. Shaw; second vice-president, William E. Gray; secretary and treasurer, Lorenzo E. Strecker. A committee consisting of Ezra Stillman, Charles G. Straub, Robert Mouchief, Lorenzo E. Strecker and John J. Healy was appointed to arrange for the annual banquet to be held in February.

## Original and Selected

### WHAT PERCENTAGE OF PHARMACEUTICAL GRADUATES SHOULD FAIL BEFORE OUR STATE EXAMINING BOARDS?

By M. Clayton Thrush, Ph.M., M.D., Philadelphia.

Before the new era in pharmaceutical legislation which requires an applicant to be a graduate of a reputable college of pharmacy before he is eligible to take the examination for registered pharmacist, it was not surprising to see a large percentage of failures.

All the leading colleges of pharmacy at present require a certain preliminary education, usually equivalent to at least one year in a high school of the first grade, before a student can proceed with a pharmaceutical course, and it is an open question as to whether these requirements are sufficiently high, for how else can we account for the large percentage of failures before our State examining boards?

Up until the new law went into effect in certain States, any person who was twenty-one years of age and had four years' practical drug store experience, was eligible for an examination; and a large percentage, probably 50 per cent of the candidates, were not college graduates; in fact, the majority never attended any pharmaceutical lectures, but simply studied some good text-book on the practice of pharmacy, and often a quiz compend also, and then took the examination. If they failed, they would continue their studies, and then try again at the next meeting of the board, repeating the trials in this manner until they were successful. Probably at times the board became tired of seeing them appear and let them through to get rid of them.

I know of a student who spent seven years in the senior class at a reputable college of pharmacy, and at last he was allowed to graduate. Several members of the faculty remarked that they strained a few points in his rating to pass him, as they were tired of seeing him around.

Some States until recently, did not even require four years' experience, nor did they require a certain age limit, so that an applicant was eligible at any time. Most States at present do not require an applicant to be a college graduate, nor do they require a standard of preliminary education, merely four years' experience and that the applicant shall be twenty-one years of age. The author passed the West Virginia board as a registered pharmacist when seventeen years of age, having had but little over two years' drug store experience and before entering a college of pharmacy.

To illustrate this point, let us estimate the percentage of failures before the present standard of requiring applicants to be pharmaceutical graduates to be about 60 per cent. This new requirement, then, should certainly reduce the percentage of failures to at least 10 per cent, as we should remember that before with 60 per cent of failures about one-half of the applicants were non-graduates, hence we would naturally suppose that nine-tenths of the failures were from this source. Let us investigate and see:

The following figures represent the percentage of failures before the Pennsylvania State Board for the grade of registered pharmacist at several respective examinations (college graduates only being eligible) held recently: August, 1907, 78 per cent failed; November, 1907, 79 per cent failed; February, 1908, 73 per cent failed; November, 1908, 55 per cent failed. A similar percentage applies to the failures for qualified assistants.

These figures prove conclusively two things. 1. That the

percentage of failures is much larger than it should be, especially when it is considered that all applicants are graduates of reputable colleges of pharmacy. 2. The great variation in the percentage of failures at different examinations. This latter condition is partly due to the character of the questions, as some question sheets are decidedly more difficult than others.

Now let us compare these results with those of the Pennsylvania State Medical Board covering the same period of time, and note the difference. June, 1907, failures, 10.7 per cent; June, 1908, failures, 8.37 per cent. It is a matter of no little pride to know that but 3.8 per cent of these failures in this last examination are credited to the graduates of the colleges in Pennsylvania, representing 321 candidates, while 4.57 per cent of the failures occurred among the remaining seventy-four candidates who represent various colleges throughout the United States and foreign countries. When we consider that medicine is a far more complex and intricate subject, covering a wider field of study, this disparity in favor of medicine is still more remarkable.

Surely these figures prove convincingly that there is a cause somewhere for this condition and what applies here in Pennsylvania holds equally good in the other States, as an investigation has proven. It proves that either the colleges of pharmacy do not give their students a satisfactory course or the State Board is deficient either in its methods of examining candidates for licensure or in the character of the questions asked. Such a large percentage of failures reflects upon the pharmaceutical colleges which furnish these candidates, and I know that the schools do not deserve this criticism, at least not all of them.

However, to prove this point, an investigation was made of one of these examination reports and the number of candidates from each Pennsylvania school was noted with the failure percentages of each, with the following result: The three Pennsylvania schools each furnished approximately the same number of candidates, differing only in one, but the failure percentage from two was exactly the same, 43 per cent, showing that their courses are about equal, while that from the third showed 70½ per cent. This was a decided variation and it proves that the course in this school was rather inadequate and should be improved. Since this report, a new pharmaceutical school has become more prominent, but this was not considered in this investigation.

If any one investigates the curriculum of any of our schools of pharmacy located in Pennsylvania he will soon be convinced that the course is systematic and thorough, and it is presented by an excellent faculty of capable instructors, so that I do not feel that the fault lies entirely at the doors of the schools. When we consider that a medical course represents a more difficult and wider scope of study, and the failures are only from one-fifth to one-eighth as many, surely there must be some other reason for this disparity other than a comparison of the mental capacity of the students pursuing courses in medicine and pharmacy. It is true that the preliminary educational standard in medicine is higher than in pharmacy, but the course is more difficult, hence this would counterbalance any tendency towards deviation in results. I would suggest that the colleges of pharmacy raise their preliminary educational standard a little nearer to that of medicine, as no one can make much success in either science, if his preliminary education has been deficient. Therefore the fault must lie largely with the State board, and there are several factors that have considerable bearing here. One of these is that too many questions are asked for the average student to answer in the time allotted, as only a few can write and think sufficiently rapid. Another is the character of the questions. Some of the questions asked are not only impracticable but of no value in determining a candidate's fitness for licensure. State board questions should be plain, practical, and common sense questions relating to the important principles which constitute the science of pharmacy, and not irrele-



M. CLAYTON THRUSH, M.D., Ph.M.,  
of Philadelphia.





is complete (use a wooden spoon or a piece of thin pine). The end comes suddenly, a thick, jelly-like mass forming; have ready to use at this point the potassium carbonate dissolved in four fluid ounces of water, add it to the soap, continue a gentle heat, stir until the paste of jelly is uniformly smooth and creamy, incorporate the oils and allow to cool, when it is ready for use. White of eggs may be incorporated, if desired, or a tar shampoo may be made by adding one fluid dram of oil of tar instead of the perfume.

#### Greaseless Massage Cream.

(A. L. B.)—Here are three formulas which have been published under the above title:

(1)

Stearic acid, pure	240 grains.
Sodium carbonate	155 grains.
Powdered borax	30 grains.
Glycerin	1 fl. ounce.
Water	8 fl. ounces.

Mix all the ingredients together and heat them on a water bath until effervescence ceases. Remove the mixture from the heat and stir at intervals until it begins to stiffen. Then add 20 drops of oil of ylang ylang, 5 grains of heliotropin and 4 to 5 drops of oil of rose dissolved in one fluid ounce of alcohol. Beat this up two or three times in volumes. Sometimes on solidifying it becomes rather hard and does not seem smooth, but a second vigorous beating renders it fluffy and creamy. It is stated that several modifications of the formula may be made. Thus, an ounce of glycerite of starch may be used in place of the glycerin or there may be added cacao butter, mucilage of quince seed, tragacanth, or agar-agar. An emulsifying machine can be used to advantage in making the cream, since everything depends upon the beating.

(2)

Casein, dried	2 ounces.
Water	4 fl. ounces.
Glycerin	1 fl. ounce.
Powdered borax	2 drams.
Linoline	1½ ounces.
Oil of bergamot	2 fl. drams.
Oil of bitter almond	20 drops.
Solution of carbamide	q. s.

Mix the casein, water, glycerin and borax on a water bath until a uniform, non-gritty, jelly-like mass is obtained; allow to cool, until it begins to stiffen, place in the mortar with lanolin, heat and work until uniformly smooth and thoroughly mixed, and then incorporate the oils and tint to a flesh color.

(2)

Powdered borax	2 ounces.
Powdered boric acid	3 ounces.
Witch hazel, distilled extract	1 fl. ounce.
Powdered alum	3 ounces.
Milk	1 gallon.
Carbolic acid	1 dram.
Red color	1 dram.

Rub the powders together until lumps form, add the milk, together with the witch hazel, carbolic acid and color; mix thoroughly, place all in a suitable vessel and heat over a slow fire until the milk is curdled (do not scold or boil); transfer to a cheese-cloth strainer and allow to drain for several hours and then add the perfume. It sometimes requires more than three ounces of alum to separate all the casein.

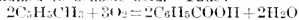
#### Sodium Benzoate.

(H. B. A.)—"Kindly inform me through the columns of the Era if sodium benzoate is a coal tar product. If so, how is it obtained?"

Strictly speaking, sodium benzoate is not a coal tar product in the sense that the latter phrase is usually employed. Some explanation is necessary to make this statement clear. Sodium benzoate, as is well known, is a sodium salt of benzoic acid and is usually made by the interaction of sodium carbonate or sodium bicarbonate and benzoic acid. The latter substance is defined by the U. S. Pharmacopoeia as "an organic acid, obtained from benzoin by sublimation, or prepared artificially." As "prepared artificially" it is manufactured chiefly from toluol; but also from hippuric acid and from naphthalin. This artificial benzoic acid is generally pure, chemically, but differs from pure natural benzoic acid by being more compact and odorless. Natural benzoic acid obtained

from benzoin by sublimation is very soft and bulky and is fragrant. Benzoic acid prepared from benzoin by the wet process is, however, scarcely fragrant. The agreeable odor of sublimed benzoic acid seems to be due to ethyl benzoate, or to some volatile oil, or both, existing in the resin, and accompanying the acid when sublimed. The fragrant benzoic acid prepared from benzoin by sublimation is the only kind prescribed in several pharmacopoeias. In the trade natural benzoic acid is styled as "English" and the artificial as "German benzoic acid."

Toluol, referred to above, and also known as toluene,  $C_6H_5CH_3$ , forms the principal portion of coal tar from which it is obtained by careful distillation. Toluol is also obtained by careful distillation. Toluol is also obtained by the dry distillation of tolu balsam. It is quite similar in its properties to benzene and is employed for the production of nitrotoluene, toluidine, benzyl chloride, benzal chloride and benzaldehyde, the base of a valuable series of green colors. Toluol may be directly oxidized to benzoic acid. Thus:

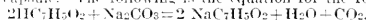


Toluol, Oxygen. Benzoic acid, Water.

Having the benzoic acid, the sodium salt may be manufactured as follows:

Benzoic acid	40 parts.
Sodium bicarbonate	28 parts.
Boiling water	80 parts.

Mix the benzoic acid with the hot water, stir well, neutralize perfectly by adding the sodium bicarbonate, being careful to observe the reaction on litmus paper after effervescence has ceased. Filter. Evaporate 55 parts; remove from it the source of heat and stir until cold. During the evaporation it is necessary to scrape down the benzoate from the sides of the capsule. The following is the equation for the reaction:



For further particulars we must refer you to the dispensaries and other works of reference.

#### Cheap Bay Rum.

(R. S.)—The formulas for bay rum are as numerous and varied as the compilers of formularies could possibly make them. The imported article coming from the West Indies is made by dissolving freshly made oil of bay in white rum, while the product known under the same name in the U. S. Pharmacopoeia of 1890 and which now appears in the appendix of the present edition of the National Formulary, is a solution of three oils in alcohol and water as follows:

Oil of Myrcia	½ fl. ounce.
Oil of orange peel	15 minims.
Oil of pimento	15 minims.
Alcohol	50 fl. ounces.
Water, a sufficient quantity to make	64 fl. ounces.

Mix the oils with the alcohol and gradually add water until the solution measures 64 fluid ounces. Set the mixture aside in a well-stoppered bottle for eight days and then filter through paper in a well-covered funnel.

Here are three formulas from the Era Formulary:

(1)

Oil of bay	4 fl. drams.
Jamaica rum	8 fl. ounces.
Water	4½ pints.
Stronger alcohol	3 pints.
Filter through magnesia and charcoal, if necessary.	

(2)

Alcohol	5 ounces.
Oil of bay	40 drops.
Oil of mace	1 grain.
Oil of orange	20 drops.
Jamaica rum	1 ounce.
Water enough to make	16 ounces.
Digest two or three weeks and filter through magnesia.	

(3)

Oil of bay	6 fl. drams.
Oil of pimento	1 fl. dram.
Oil of orange peel	1 fl. dram.
Tincture of orange peel	½ ounce.
White castile soap, U.S.P.	4 drams.
Cologne spirit	12 pints.
Water	9 pints.
Formula 3 has been published as "Barber's Bay Rum."	

## PERSONAL MENTION

—A. B. CARTER, of Valley Falls, Kan., visited old friends recently in Lawrence.

—M. T. VAN RENSSLAER, of Mechanicsville, N. Y., was in Saratoga Springs recently on a business trip.

—MARION CRAIG, representing Sharp & Dohme, was a recent visitor to the drug trade in Jacksonville, Fla.

—DE WITT QUINN, of Shelby, N. C., has become the pharmacist for the Cleveland Drug Company, of that town.

—HIRSH MERRITT, of Theodore Merritt's Sons, Newburg, N. Y., visited several friends in New York a few days ago.

—WILLIAM POWELL, formerly employed at the Elisha Pharmacy at Fort Atkinson, Wis., is now located in Milwaukee.

—A. T. VAN NATTA, of the Van Natta Drug Company, St. Joseph, Mo., has returned from a visit to friends in Holton, Kan.

—E. C. HUNTER, of the Lilly Kansas City (Mo.) sales force, visited the Lilly laboratories in Indianapolis holiday week.

—CHARLES GIBSON, president of Walker & Gibson, Albany, N. Y., called upon friends in the New York wholesale trade a week ago.

—E. O. NORTE, Red Lilly representative for Cleveland, spent a week recently in Indianapolis visiting the home office of his house.

—HARRY THORNTON, of the Boston branch of Parke, Davis & Co., called upon friends in the New York branch of the firm last Tuesday.

—JAMES E. BARTLETT, manager of the Chicago branch of Parke, Davis & Co., was a caller in New York City in the early part of the week.

—A. T. MITTEN, of Henry Adams & Co., Amherst, Mass., while on a recent pleasure trip to Virginia succeeded in shooting some wild turkeys.

—D. ROBARAVI has been assigned to cover several sections in Massachusetts for Parke, Davis & Co. and will enter upon his new duties on January 25.

—E. W. HUGHES, who has been with Duncan & Co., has resigned to take charge of the J. E. Hughes drug store at Grenada, Miss., for his father.

—DAN ANDERSON, of Saskatchewan, Canada, was a recent visitor to W. W. Hatch, of Goshen, Ind., where he was formerly engaged in the drug business.

—R. E. MILLER, head of the Owl Drug Company, of San Francisco, has returned from a business trip to Los Angeles, where the company has a branch.

—C. G. MAYNARD will start traveling for Parke, Davis & Co. the latter part of this month. His territory will be in central and northern New York State.

—W. B. YOUNG, president of the Lee & Osgood Co., Norwich, Conn., was a visitor in New York a few days ago, calling upon friends in the wholesale trade.

—CHARLES W. SNOW, president of C. W. Snow & Co., Syracuse, N. Y., was a visitor in New York City a week ago, calling upon friends in the wholesale trade.

—JULIUS LINDBERG was in Canton, S. D., recently on his return from Jackson, Minn., where he visited relatives, to Belydvere, where he conducts a pharmacy.

—J. ELMER CUNNINGHAM, until recently of Maplewood, Mass., where he conducted a retail pharmacy for over ten years, is now traveling for Sharp & Dohme in Maine.

—C. E. RANSOM, who sells the Red Lilly pharmaceutical line in Fort Smith and adjacent territory, is back at work after a week spent in Indianapolis visiting the home office.

—JOHN MERCER, for several years pharmacist with the D. B. Perry Pharmacy, Bay City, Mich., has resigned his position and gone to Flint. Frank Harris has succeeded him.

—JEDSON B. TODD, of Ithaca, retiring president of the New York State Board of Pharmacy, and wife have gone to Florida to remain until April to rest and recuperate from recent illness.

—WALTER L. GRIFFIN, of Beaumont, Texas, is back on his territory more enthusiastic than ever for the Red Lilly line, after a week's visit to the laboratories and home office at Indianapolis.

—RALPH R. ZANE, of San Francisco, general western representative for Eli Lilly & Co., has returned to his desk from

an extended trip through the West. Mr. Zane spent holiday week visiting the home office and laboratories in Indianapolis, where he met a number of Lilly salesmen from various parts of the United States.

—HERMAN W. RIESS, sergeant of the first class Hospital Corps, U. S. Army, and a well-known pharmaceutical writer, has been assigned to duty at Fort Sheridan, Ill. For several years Mr. Rieiss has been on service in the Philippines.

—J. P. CHERRINGTON, until recently identified with Miss Day's drug store at Fourth street and Central avenue, Cincinnati, is now manager of the Randolph Pharmacy, in Norwood, which is owned by Frank Workman, a Norwood newspaper editor.

—J. C. DUNT, one of the best-known druggists in Ohio, who recently retired after being twenty-eight years in business in Bridgeport, intends to spend the early summer at Molebemps, Mo., the early fall at Oxford, N. C., and the winter at Los Angeles.

—DR. A. L. LINGFIELD, of San Francisco, Cal., accompanied by his wife, are planning a trip to Europe. The Doctor is one of the vice-presidents of the pharmaceutical convention and proprietor of the pharmacy at 1804 Fillmore street, San Francisco.

—C. R. COSBY, the New York manager for Eli Lilly & Co., and H. R. Klein, a member of the sales force, were pleasantly entertained by the Philadelphia manager, Frank W. Smith, in the Quaker City last week and attended the entertainment and dance given by the Drug Club.

—FRANK G. RYAN, president of Parke, Davis & Co., has been appointed a member of the subcommittee on working plans of the committee on the beautification of Detroit, the members being appointed by Detroit architects, the Board of Commerce and the Common Council.

—JOSEPH M. SCHILLING, who represents the J. Hungerford Smith Company in Philadelphia and is one of the active members and promising bowlers of the Drug Club, is temporarily out of the game owing to an injury to his thumb. He reports business prospects exceptionally promising.

—HARRY B. FRENCH, vice-president of the Smith, Kline & French Co., of Philadelphia, has returned from a hurried visit to Europe, where he was summoned by cablegram, announcing the serious illness of his daughter, who is studying abroad. Marked improvement in the condition of Miss French permitted the return of her father.

—J. W. TRAVIS, whose friends are legion in the territory from Rockport, Mo., to Chicago, which he covers for Carleton & Hubby, is spending a few days at the home offices at Lowell, Mass. Mr. Travis, while in the neighborhood of Philadelphia, never fails to drop in to see the boys at the Drug Club, of which he is a non-resident member.

—FREDERICK K. STEARNS, of Frederick Stearns & Co., pharmacists, acting on the advice of his father, who counseled him to travel before he became too fatigued by business, starts this week for a tour of the world, which will include visits to the Azores, Madeira, Gibraltar, Italy, Egypt, Burma, Ceylon, Malay, China, the Philippines, Japan and Hawaii.

—WALTER ROTHWELL, of Hathboro, Pa.; Charles M. Butcher, the New Jersey manager for the American Druggists' Fire Insurance Company; M. S. Kahn, the Maryland manager, and Dr. William C. Anderson, of New York, who with Mr. Rothwell is a director of the company, formed a joll party of well-known figures in retail drug circles which journeyed to Cincinnati to attend the annual meeting of the insurance company.

—W. W. ALBERS, well known druggist at Wausau, Wis., and president of the Wisconsin Pharmaceutical Association; Dr. L. M. Faucher of the Faucher Drug Company, of Racine, Wis.; Mr. Strassburger, of the McDonald & Strassburger Drug Company, of Green Bay, Wis.; Joseph Lefebvre, with C. Le Conte, of Green Bay, Wis., and C. W. Helbing, of Beaver Dam, Wis., were among the visitors of the past week at the Milwaukee Drug Company.

—JOHN C. WALLACE, a prominent druggist of New Castle, Pa., and chairman of the legislative committee of the Pennsylvania Pharmaceutical Association, was a welcome visitor last week in Philadelphia, where a meeting of the committee was held. He also attended the annual meeting of the Drug Club, of which he is a member, and when called upon by President W. L. Cliffe made a happy address to the members, which was unfortunately cut short by the close proximity of the time of departure of Mr. Wallace's train for home.

## J. C. DAVIS KILLED IN RAILROAD ACCIDENT.

Prominent Wholesale Druggist of Denver One of the Victims of a Serious Collision.

In a collision between a fast passenger train and a freight train near Glenwood Springs, Colo., last Friday night, J. C. Davis, of Denver, was instantly killed. Mr. Davis was the president of the Davis-Bridgman Drug Company, of Denver, and was one of the best-known wholesale drug merchants west of the Mississippi River.

The wreck occurred on the Denver & Rio Grande Railroad and was one of the worst in the history of the road. Twenty persons were killed and thirty injured, some of them fatally.

## J. H. Day, President of the J. H. Day Co., is Dead.

Advices from Cincinnati announce the death recently of J. H. Day, president of the J. H. Day Company, manufacturers of laboratory apparatus and special machinery used by pharmaceutical and chemical manufacturers. Paralysis was the cause. He was fifty-eight.

Mr. Day was educated at the University of Illinois and for a short time was engaged in the drug business at Minneapolis. He also conducted a general store at Nokomis, Ill. He went to Cincinnati and became secretary of the Hunter Sifter Company. After that he came to New York City and conducted a machinery brokerage business. In 1887 Mr. Day returned to Cincinnati and bought the machinery department of the Hunter company and organized the firm of J. H. Day & Co.

In 1901 he organized the J. H. Day Company, with his nephew, M. E. Lyons, and F. M. Dudley. The company is one of the biggest of its kind in the country, employing between 400 and 500 men. Mr. Day leaves no family.

## Charles H. Landell Dies of Paralysis.

RAYONNE, N. J., Jan. 18.—Charles H. Landell, prominent South Hudson druggist, who was stricken with paralysis, is dead from the effects of the stroke, which was the second by which he was afflicted within a year.

Worried over his affliction and grief over the death of his wife, from an attack of hasty consumption about three months ago, but Mr. Landell determined to dispose of his prosperous business at Broadway and West Thirty-second street, and on the day he received the fatal stroke he had entered into negotiations for that purpose. He had planned to live quietly with relatives of his wife in Orange and to occasionally travel, having acquired a competency. It is believed that his property and investments will realize about \$50,000.

Mr. Landell was forty-four years of age. During his career in Rayonne he gained a host of friends, being of a genial and sympathetic nature. Six years ago he was the Republican nominee for the office of Recorder of the local police court. He was affiliated with the Masonic fraternity and was also identified with Rayonne Council 117, Junior Order of American Mechanics. In his professional business he was highly respected, having served as president of the Rayonne Druggists' Association and having repeatedly held offices in the New Jersey State Pharmaceutical Association.



C. H. LANDELL.

## No Reason Known for Suicide.

MARION, Iowa, Jan. 18.—James B. Wilson, a prominent druggist, recently ended his life by firing a bullet into his brain. He was a popular business man and no reason is known for the fatal act, which was committed in a hotel.

## David G. Evans, of Baltimore.

BALTIMORE, Jan. 16.—David G. Evans, a retail druggist, who for many years conducted a pharmacy in East Baltimore, died last Tuesday night at his home, 721 North Calvert street, after an hour's illness of acute indigestion. He was

born sixty-eight years ago in Talbot County and never married. Up to the time of his fatal seizure he was in his usual health. His store was in Ann and Albemarle streets.

## John H. Woodbury a Suicide by Shooting.

John H. Woodbury, of New York City, the one-time head of the John H. Woodbury Dermatological Institute, which manufactured the various skin lotions and soaps bearing his name, committed suicide last Monday. He was fifty-eight years old.

Woodbury during the last few years was in a number of suits, and sold out his business when pressed by the County Medical Society for practicing medicine without being a registered physician. His last venture, a new institute, similar to the first he established, went into the hands of a receiver only a few weeks ago. He was wealthy and held considerable real estate on Long Island.

## War Veteran Druggist a Suicide.

ALBANY, N. Y., Jan. 18.—Henry W. Wells, aged 34, a Spanish-American war veteran and a prominent young druggist of Saratoga, committed suicide. He was found dead in bed with a bullet through his heart. Wells had been in poor health for some time. He was a graduate of the Albany College of Pharmacy.

## Obituary Notes.

—L. S. TIBBALS, Somerset, Ky., is dead, aged sixty-four.  
—EUGENE B. RUNCYAN, of Columbia, Mo., is dead, aged forty-seven.

—GEORGE W. ROBERTS, who conducted a pharmacy from 1893 to 1895 in Washington, Pa., is dead, aged sixty-eight.

—DR. JOSEPH A. MCNEICH, of Jefferson, Wis., father of Frank C. Mcneich, enterprising druggist at Argyle, Wis., recently passed away at the age of sixty-five years.

—JAMES BASSETT, a prominent resident of Ypsilanti, Mich., and for many years connected with T. H. Hinckman Sons & Co., wholesale druggists, of Detroit, is dead, aged fifty-seven years.

—ARTHUR HEATH, treasurer of F. S. Heath & Co., Cuyahoga Falls, Ohio, died recently of heart disease while on a train going to Columbus to attend a meeting of druggists. A widow and daughter, mother, brother and sister survive.

—LOUIS BAUER, president of Bauer & Black, manufacturers of surgical dressings, Chicago, is dead of organic heart trouble. Mr. Bauer was a native of Germany and was seventy years old. He lived in Chicago for forty-two years.

—ISAAC WELLINGTON JACQUES, aged fifty-nine, died recently at his home in Elizabeth, N. J. He had been engaged in the drug business in Newark, Trenton and Elizabeth. A second wife, whom he married three years ago, and a daughter survive him. He belonged to several organizations, including the Masons and Elks.

—MRS. JOHN S. WHITE, wife of a well-known traveler for a Philadelphia concern, died recently of valvular disease of the heart in a hospital at Manchester, N. H., aged thirty-eight. During the past eleven years she had traveled a great deal with her husband through New Hampshire and Vermont and her estimable qualities made many friends for her among those with whom she came in contact.

—CHARLES L. KEPPLER, JR., one of the best known druggists of New Orleans, died recently of general breakdown in health, which first showed itself last April. He was the son of Charles L. Keppler, veteran druggist of Dryades and Enterprise streets, and had been associated with his father for eighteen years. Twenty years ago Mr. Keppler married Miss Anna Hardee Roames, who, with a little daughter, survives.

## Mr. Strong to Be Head of Merchants' Association.

MILWAUKEE, Wis., Jan. 18.—William B. Strong, vice-president and treasurer of the Milwaukee Drug Company and one of the best-known wholesale druggists in the West, has been nominated to the vice-presidency of the Merchants' and Manufacturers' Association, the leading civic and commercial organization in Milwaukee. Only one set of officers has been nominated, so the election of Mr. Strong is assured. He has always been one of the most active members of the association and many of the great public undertakings which have been in charge of the association have been made successful by his energy and efforts.

# Gang of Drug Trade Swindlers Has Many Secret Ramifications.

**Goods Stolen From New York Merchants Brought Back to This City to Be Sold to Others—Beckett Company Had a Nest in Elizabeth, N. J., But Its Occupant Has Disappeared—Hudson Now Is Tyner Cronin Packs and Moves.**

Recent developments verify the existence in New York City and vicinity of a systematic swindling combination which is preying upon and menacing the drug trade throughout the whole country.

The system is operated by means of offices, usually located in the drug jobbing district, from which are sent orders for goods; the letter head stating that the firm or individual is a dealer and jobber in proprietary medicines, drugs etc.

The method of securing goods is to send an inquiry requesting a price list and asking specific quotations on an article manufactured by the firm addressed. Upon receipt of the information an order for a few cross, or frequently a good sized jobbing quantity, is at once dispatched by letter or telegram. All goods are ordered shipped by express.

The outlet for these goods also seems to be in New York City, for at least some of the goods obtained by the Beckett Supply Company (members of which are under arrest), of Wilmington, Del., were shipped to this city. Supposed confederates who have their offices in this city never have any supplies on hand, although express packages are constantly arriving, a fact which also indicates that the outlet is within easy reach and that goods are taken there without delay.

## New Swindlers Crop Up Like Mushrooms.

This chain of swindlers seems to have been especially active of late and expanded its business by operating more than one office. Hardly a week passes without an apparently new swindling concern entering the field, although in some cases it is simply a change in name and location.

The case of William D. Hudson may be cited as an example of the latter class. Hudson first located at 60 Beekman street, New York, under that name about October 1. On December 15 he moved his outfit, an old desk and two chairs, to 258 Washington street, Jersey City, establishing himself under the name of W. V. Assheton & Co. He left this place about January 3, after the exposure in the ERA on December 31. He is probably now back in New York again operating under the name of George L. Tyner, 35 and 37 Frankfort street. An effort to see him has so far been unsuccessful. When the letter heads of Hudson and Tyner are compared there is a striking resemblance. They are printed with the same type upon the same kind of paper. Tyner is located in a room formerly occupied by the "Ashton Press," note the similarity to "Assheton" which was Hudson's Jersey City name. There is no furniture whatsoever in the office.

Hudson, when he operated in Beekman street, was exposed in the ERA under date of October 15, 1908. Hudson bears a striking resemblance to a certain William Annear, alias Paul R. Hudson, whose concern was the Mount Vernon Chemical Company. Annear's picture was published in the ERA February 21, 1901. Both Annear and Hudson have a noticeable defect in their eyes. Annear served a sentence in a Jersey penitentiary.

## Assheton Forced to Admit He is Hudson.

An interesting story was told the ERA reporter in connection with Hudson when he was operating as W. V. Assheton & Co. A New York concern having sent him about \$60 worth of goods, could get no money, nor any reply to its letters. Upon being informed by an ERA reporter of facts relating to Assheton & Co., a member of the firm went to the office in Jersey City, waiting two hours before any one entered the office. The New York gentleman then knocked on the door, but received no response. The silence of the man inside continued even with a severe battering of the door. Finally Hudson admitted the caller, upon being informed that he could be discerned sitting at his desk, through the large, worn key-hole.

At first he stated he was Assheton, but when informed that his caller knew better he owned up to his identity as Hudson, stating the query was misunderstood, and that

Mr. Assheton was a visitor to the filthy, unswept office only twice a week, coming up from Lakewood, N. J. No money was secured, and the firm has taken no action, charging the account to advertising.

## Trading Companies Bear Similar Names.

The Union Trading Company, which is practically identical with the Union Sales Company, the National Loan & Realty Co., Jacobson & Co., are all located at present in a dirty office containing only a desk at 78-80 Cortlandt street, and claim William Jacobson as the head. Notices of these concerns have appeared in the ERA under dates of August 1, 1907; June 18, 1908, and July 23, 1908.

Jacobson first located in the offices of the Risley Drug Company, at 62 Dry street, under the name of the Union Trading Company. Jacobson then had no bank account and the late Charles Risley used to cash his checks for him at the bank.

There is evidence supplied by shipping bills that the Union Sales Company received some of the loot secured by the Beckett Supply Company, and secured an outlet for the goods.

The Beckett Supply Company extended its field beyond drugs, as is made clear by its printed letter head. J. F. Beckett and Edgar Johnson, alias Edgar J. Sellers, alias Charles Veasey. The operators of the Beckett concern are now awaiting action by the United States Grand Jury, having been held in default of \$1000 bail each. The case is scheduled for January 25. The warning to the trade regarding this concern appeared in the ERA on December 10, 1908, and the photographs of Beckett and Johnson on December 17, 1908.

## Used Name of a Reputable Well-Rated Druggist.

The Beckett company appears to have been linked with a concern in Elizabeth, N. J., by the name of W. J. Reibel which claimed to be a wholesale drug house. The similarity of the name to that of W. H. Reibel, who is a well-rated retail druggist in that city should be noted. W. J. Reibel discontinued business at the time of the capture of Beckett & Johnson. The connection is taken from the references used by the two concerns. When Beckett was arrested in Philadelphia there was found upon him a letter addressed to Edward Davis, written upon the stationery of M. H. Stein, a cigar manufacturer at 39 Vesey street, New York. The contents of the letter made it appear that M. H. Stein was an intimate friend of this Davis, whom he wished success in a business venture in which the latter was to engage. W. J. Reibel, when pressed for references, used the name of M. H. Stein.

Mr. Stein, when interviewed, stated that he never knew any person by the name of Edward Davis, nor had he ever seen Beckett. In regard to Reibel, this party, he said, had attempted to purchase goods from him and also requested references, but none was given. There is a well-rated cigar manufacturer in Broadway, New York, by the name of M. H. Stein.

## Notorious John J. Cronin Has Disappeared.

John J. Cronin, who was a "wholesale dealer in druggists' specialties and grocers' sundries," located until two weeks ago at 269 Pearl street, New York, is to all appearances the most clever of the flock. His letter head states he is the "Sole Manufacturer of Rattle Root Remedy for Rheumatism, Como Tablets for Impotency, Como Essential Oils and Extracts, Como Baking Powder." On his first stationery there was printed the following: "All goods of our manufacture are in compliance with the U. S. Government Pure Food and Drugs Act of June 25, 1906." Note the misspelling in the word Government, which also appeared on his second lot of

(Continued on Page 74 of This Issue.)

## LIVELY ELECTION OF MICHIGAN DRUG CLERKS.

President Barwell Re-elected Unanimously, But Other Offices Are Contested For—Preparing for Ball.

DETROIT, Jan. 18.—Several spirited contests marked the recent annual election of the Drug Clerks' Association of Michigan. It was, in fact, one of the liveliest held in years, interest in the organization having increased since its officers took steps towards the organization of a national association of drug clerks. The contests, however, did not involve the presidency. President George T. Barwell has been the leading spirit in the movement for a national organization, and the members of the local body showed their confidence in him by making his re-election unanimous.

Recording Secretary Ulysses R. Bailey was also re-elected by acclamation, and A. E. Mallard was the unanimous choice for treasurer, to succeed Emil B. Kolbe, who has just gone into business for himself. John Webster defeated W. H. Henderson for the office of financial secretary after an unusually exciting contest. Three or four members sought the place and several ballots were necessary.

Nearly all of the committee chairmanships were contested. The following were chosen, each chairman to select his own committeemen: Executive, Mark D. Mithkun; entertainment, Benjamin Goldberg; house, Frank Perrault; membership, George A. Mahlmesiter; employment, William Maltos; legal, William H. Henderson.

Wilbur R. Twiss was re-elected first vice-president and J. M. Grazaedie succeeds Benjamin Goldberg as second vice-president.

Mr. Kolbe, the retiring treasurer, who, as stated in a recent article, was the only charter member actively connected with the association, has purchased the drug business of Martin J. Schneider at Dix and Junction avenues, and is converting it into one of the most up-to-date stores on the West Side. As a token of appreciation, the association will present him with a framed group picture of the officers for 1908, with the signature of each inscribed thereon.

Arrangements were made for the association's annual ball January 28. Handsome souvenir programs have been ordered. The association is considering the advisability of establishing a free employment bureau.

## Plan Sick and Death Benefits for Drug Clerks.

NEW ORLEANS, Jan. 18.—That now life has been taken on by the Retail Drug Clerks' Association is the conviction of members who attended the recent annual meeting. Carrying out his announced intention, Secretary H. M. Ricketts proposed that a benevolent feature be made part of the organic law of the association, and it was decided to get the opinion of the members. Accordingly circulars have been sent out outlining the proposed plan and members have been asked to signify their approval or disapproval on enclosed postal cards. Already Secretary Ricketts has received a large number of replies favorable to the plan.

The plan proposed is to tax the members 50 cents additional each month for this benefit fund. Each member incapacitated by illness will receive \$5 a week as long as he is ill, and a death benefit of \$100 is to be paid.

Nominations were made for officers to serve during 1909 and the election and inauguration will take place January 29. Following the business meeting on that evening the association will give its annual stag. Arrangements have been in the hands of A. Troxler, chairman; W. J. Gagne and M. J. Paul, and it will be the social affair of the season, so far as the drug clerks are concerned.

## Druggists at Clarksburg Organize.

CLARKSBURG, W. Va., Jan. 18. At a meeting held at the Waldo Hotel recently retail druggists of the city organized the Clarksburg Association of Retail Druggists. It is a successor of the old Harrison County Druggists' Association which flourished here several years ago. The objects are the mutual betterment of their trade conditions and the exchange of helpful ideas among the members.

Officers were elected as follows: L. T. Mercer, president; L. M. Graves, vice-president; C. D. Sturm, secretary; A. W. Terrik, treasurer; F. B. Haymaker, Orville Harrison and F. H. Burke, executive committeemen.

## MASSACHUSETTS TRAVELERS AT DINNER.

Enjoyable Event at the Hotel Plaza—Twenty-four New Members Join the Association.

BOSTON, Jan. 18.—The second annual dinner of the Traveling Men's Auxiliary of the Massachusetts State Pharmaceutical Association was held at the Hotel Plaza, with an attendance of nearly one hundred and fifty members and guests. It was a gloriously successful event in every way. Guests of distinction sat at the head table and the members outdid themselves in the matter of attendance. The menu was exceptionally clever and was so designed that instead of passing away with the dinner it will be of use throughout the year, because the title page was arranged with a calendar pad and a piece of bright blue ribbon to hang it up, and the inner pages contained information of a character that will be of permanent value.

Invitations had been extended to the members of the State boards and the president and secretary of each of the New England State associations, but only those from Massachusetts found it possible to be present. C. F. Ripley, I. P. Gammon and Peter J. McCormick, of the State Board of Registration, attended, and C. E. Carter, first vice-president, and Thomas B. Nichols, treasurer of the State Pharmaceutical Association. Other guests included Hon. Allen T. Treadway, president of the Massachusetts Senate; Hon. William J. Bullock, mayor of New Bedford, and Hon. John N. Cole, former Speaker of the Massachusetts House of Representatives.

T. F. Mullen, president of the auxiliary, presided during the dinner and presented George H. Johnson as toastmaster. The occasion was not made one of seriousness, but one of jollification. The speakers refrained from propounding heavy themes, and their remarks were aimed more to amuse than to exhort.

The speeches were interspersed with music by a male quartet and solos by Miss Clara Gateley, soprano; Frederick S. Hall, tenor, while further spice was contributed by the fancy dancing of Miss Floretta Clark.

At the business meeting preceding the dinner twenty-four new members were admitted, making the total membership two hundred and fifteen.

## Drug Clerks Entertained by Manager.

NEW ORLEANS, Jan. 18.—Manager Albert J. LaPlace, of the American Drug Store, was the host at a stag supper and snooker given to the twenty or more clerks at Mr. LaPlace's residence, 3708 Canal street, the interior of which was decorated in green for the occasion. Among the guests was Dr. R. Sauvage, proprietor of the store, and at the supper one of the most enjoyable speeches made was by Dr. Sauvage. Mr. LaPlace was toastmaster and every guest was called upon for a brief speech. The supper was an elaborate one and toasts were drunk with champagne. Following the supper there was a smoker and for several hours the guests, feeling much at home, enjoyed a general relaxation. G. J. Paquette, W. Primo, P. L. Bacas, H. Marchand, H. M. Ricketts, Charles DeBlois, Fred Ameling, Dr. H. Goff, F. Clark, M. Clark, P. O'Donnell, W. A. Posey, J. Prats, H. Gamotis, T. Armbruster, A. Auret, D. LaPlace and G. R. H. Sauvage were also present.

## Paterson (N. J.) Clerks Seek Shorter Hours.

PATERSON, N. J., Jan. 18.—The Paterson Pharmaceutical Society, at its last meeting, appointed two committees, one to present the question of reducing working hours of drug clerks to the Retail Druggists' Association, the other to consult them personally. The committeemen are Malcolm Braechlin, O. R. Gillette and Charles R. Garrahan. Resolutions were adopted to communicate with Newark drug clerks with the view of instituting a branch there. Henry Hannerberg was elected, and Harry C. Post, who has become a proprietor, was chosen an honorary member.

## Nathan A. Cozens to Leave Retail Trade.

PHILADELPHIA, Jan. 18.—Nathan A. Cozens, recording secretary of the Philadelphia Association of Retail Druggists, upon the advice of his physician, has sold his store and after a rest of a month or two expects to take up a line of work which will be less confining. He had recently been re-elected to the office which he had filled so efficiently for several terms. Israel Subin is the purchaser of the store.

## GAS BILL COLLECTIONS BY DRUGGISTS.

## Larger Commission Not Granted in Milwaukee and Department Stores Apply for the Privilege.

MILWAUKEE, Wis., Jan. 18.—In spite of the recent action of the Milwaukee Pharmaceutical Association in refusing to act as collecting agents for the Milwaukee Gas Company, it is hinted that a large number of individual druggists have renewed their contracts with the gas company for pay stations, and it is said that several applications have been received by the company from other druggists who wish to collect bills.

Rather than accede to the demands of the druggists, who are asking for an increase in the collection fee from 1½ cents to 3 cents, the gas company is making arrangements with merchants in various lines for the opening of new pay stations. Among the big department stores of the city which are applying for agencies is that of Gimbel Brothers. Managers of the store are anxious to secure an agency, believing that it will be a great convenience to the trade. Nothing will be charged by the store and it is said that this policy is being followed by the other large stores.

The fact that the department stores are making such liberal offers to the gas company is not at all pleasing to the Milwaukee druggists, who hoped to "bring the gas company to time." It is now a foregone conclusion that the company will not accede to the demands which the druggists believe are only just.

G. H. Keston, committee chairman of the druggists' association, has issued a statement which covers the situation from the druggists' standpoint:

"The business of collecting these gas bills has grown to such an extent that the druggists have been collecting at least \$5 per cent of them. We told the gas company that we would be glad to continue the work if they would allow us 3 cents for each bill collected, and then we would secure special help and keep the work separate. Our petition was not granted, and consequently the resignations of practically all of the druggists were sent in."

## Pioneer Pharmacy Closed.

ELYRIA, O., Jan. 18.—N. Parke Wooster has leased the building occupied by him as a drug store, to the Pillsner Brewing Company, of Cleveland, for a term of three years with the privilege of a similar lease at the expiration of the first period. The site has been occupied by the Wooster drug store for the past sixty years, William Wooster having opened a drug store in the building in 1849, he continuing in the business until his death a few years ago when his son, N. P. Wooster, assumed control. Thus the oldest business name in Elyria will terminate with this deal.

The Wooster building is the oldest business site in this city and at the time of the senior Wooster's death it was necessary for N. P. Wooster to be appointed administrator for a man who died in 1823.

In order that a clear title could be secured to the property owing to an old mortgage which had not been cancelled.

At that time it was discovered that the property was described as being so many feet east of the creek which intersected West Broad street at a point near the old mill owned by Garrett Reublin, it being a continuation of the creek which ran through the old fair grounds and emptied into the west branch of the river.

## Local Option Increases Liquor Sales.

CADILLAC, Mich., Jan. 11. In one week there were 452 drug store sales of liquor in Wexford County—the largest since the local option law went into effect.

## PURE DRUG LAW RULES FOR KENTUCKY.

## Pure Food Commission Organized Under State Law Begins the Work of Enforcing the Statute.

LEXINGTON, Ky., Jan. 18.—Acting in accordance with the provisions of the Pure Food and Drugs Act enacted at the last session of the General Assembly of Kentucky, a meeting of the Pure Food Commission was held at the Kentucky Experiment Station recently and rules and regulations were formulated concerning the handling and sale of drugs in this State. The question of formulating rules regulating the sale of liquors will be taken up by the commission at a later date.

When completed the rules and regulations regarding the sale of drugs and liquors will be many and will be published in pamphlet form and each druggist and liquor dealer throughout the State will be supplied with a copy for reference. In general any drug preparation that conforms to the standard of the United States Pharmacopoeia or the National Formulary will be a salable product by the druggist without fear of prosecution by the commission.

Drugs which do not conform to the requirements of the dispensary or the formulary will be considered adulterated and a druggist found guilty of selling such drugs will be prosecuted. The exact quantity of each ingredient of the mixture or compound must be indicated by a label.

Tincture of opium shall be considered of the standard of the United States Pharmacopoeia. If of less strength it must be labeled "unofficial tincture of opium," with the strength given on the label. The percentage of alcohol, morphine, cocaine, acetanilid, and like compounds are not to be used in any preparation unless the amount is given of each ingredient on the label. The only exceptions to this rule are the prescriptions of a regular practicing physician or official preparations.

Preparations containing substances of an unknown quantity which are now on druggists' shelves for sale cannot be sold, under penalty of prosecution, until the amounts or proportions of the ingredients are ascertained from the manufacturer or the mixture or compound submitted to the commission for analysis. The commission will ask the druggists to conform to the law as to labels as rapidly as possible.

A drug inspector will be appointed within a few days and the work of making collections of drugs throughout the State will be inaugurated. The samples will be analyzed at the Kentucky Experiment Station. A meeting of the commission will be held monthly until the druggists throughout the State are made familiar with the provisions of the Pure Food and Drugs Act.

The meeting was attended by the following persons composing the commission: Dr. M. A. Seovell, director of the

Kentucky Experiment Station; Dr. Harry McCormick, Bowling Green, representing the State Medical Society; Dr. J. W. Gale, Frankfort, secretary of the State Pharmaceutical Association.

## Matrimonial Mention.

—OSCAR LOWELL, of Tehula, Miss., is home from a trip to Odian, where he captured a fair Tennessee bride.

—LOYD J. BIGGS, of Princeton, Ind., and bride, nee Miss Celeste Prince Downey, are enjoying a honeymoon trip to Cuba.

—MISS MARTHA VOGELER, daughter of Alfred Vogeler, the wholesale druggist of Cincinnati, has announced her engagement to R. P. Strauss, a St. Louis business man. The date has not been made known.

New Features for Quincy.



W. R. STOTT.

first vice-president of the Illinois Pharmaceutical Travelers' Association, is one of the best-known drug men of Illinois. For the last few years he has carried the lines of Johnson & Johnson, chemists, Chicago. Mr. Stott has always been active in association affairs. He was chairman of the Entertainment Committee of the I.P.T.A. at the 1906 and 1908 conventions at Peoria and distinguished himself by the excellent programs he provided. At present he is busily engaged in creating interest for the 1909 convention and intends to make the features at Quincy eclipse past ones.

## ASSAYS AT MEETING OF MANHATTAN P.H.A.

Prof. Diekmann and Dr. Wimmer Present Interesting Demonstrations—Health Board Chief to Speak.

At the meeting of the Manhattan Pharmaceutical Association of New York, held last Monday evening at the College of Pharmacy, the members and a number of students were interestingly and instructively entertained by Prof. George C. Diekmann, who delivered an address on the subject "Pharmacopoeial Assay Methods." In his introductory remarks Professor Diekmann stated that the assays as presented in the Pharmacopoeia were intended for and could be carried out by the average retail pharmacist.

Professor Diekmann impressed upon those present the simplicity of both the work and apparatus involved in performing an assay, the largest items being an analytical balance and a set of weights, which combined cost approximately \$45.

Rigid adherence to the Pharmacopoeial instructions and specific care in the selection of reagents were advised, and instances were cited where worthless results had been obtained in important assays because abbreviations in the method had been attempted and disregard shown relative to temperatures and other points.

"The value of the work to a pharmacist is great," said Professor Diekmann, "the esteem of the physician is secured and any trouble experienced in getting fairly standard drugs from the supply house would soon be obviated, if assays were made at intervals and rejections made."

Individual assays, illustrating types, were demonstrated by Professor Diekmann, assisted by Dr. Curt P. Wimmer. Those carried out in full were of oil of thyme, citrate of iron and quinine, pancreatin, iodide of iron (for free iodine), mercurial ointment and extract of nuxvomica. References were made to the processes employed in assaying tincture of opium, linseed meal and pepper. Explanations of the differences in the use of the gravimetric and volumetric methods were also made, together with descriptions of various extractive apparatus.

The members accorded Professor Diekmann and Dr. Wimmer a rising vote of thanks. At the meeting in February Hugh Craig will give a discourse upon "The Value of the Show Window of the Retail Druggist."

It was announced by President Arthur C. Searles that at either the April or March meeting Dr. Thomas Darlington, head of the Department of Health in New York City, would address the members on the relations existing between the pharmacists and his department.

Jacob Diner, chairman of the legislative committee, called attention to the recent reference in the message of Governor Hughes to the State Board of Pharmacy. No action was taken, but Mr. Diner was instructed to report at the coming meeting, with recommendations, if any could be formulated.

## BOSTON A.R.D. AND A.P.H.A. GET TOGETHER.

Both Elect Officers and Plan to Meet on the Same Day, With Dinner Between the Meetings.

Boston, Jan. 18.—The annual meetings of the B.A.R.D. and the New England section of the A.P.H.A. were held on the same day recently and plans were projected that may prove of far-reaching influence in the history of both organizations.

The annual meeting of the B.A.R.D. was held at the Massachusetts College of Pharmacy in the afternoon. Officers were elected as follows: Prof. Elie H. LaPierre, of Cambridge, president; William H. Doherty, of South Boston, first vice-president; E. T. Harrington, of Dorchester, second vice-president; Charles H. Davis, of Dorchester, secretary; Lyman W. Griffin, of Allston, treasurer. The executive committee consists of the chairman of the several boards, and is the same as last year. Three new members were elected, as follows: J. B. Walsh, L. H. Graves and J. H. Dorsey.

The annual meeting of the New England section of the A.P.H.A. was preceded by a dinner at the Hotel Plaza, and the association entertained as guests members of the B.A.R.D. C. Herbert Packard, of East Boston, the president of the New England section, presided. Officers were elected as follows: C. Herbert Packard, of East Boston, president; Prof. James O'Hare, of Providence, R. I., vice-president; R. Albion Newton, of Southboro, Mass., secretary and treasurer. James F. Finnegan, of Boston, was made chairman of the committee

on professional relations, and W. H. Glover, of Lawrence, Mass., chairman of the committee on membership. President Packard gave a talk on "Little Helps in Drug Stores."

Then the chief topic of the meeting was taken up, that of cultivating closer relations with the members of the B.A.R.D. and of making the stated meetings of the society of more interest and profit. It was voted to have monthly meetings for the next four months of February, March, April and May, and that the meetings would be held on the second Wednesday evening of the month, the same day as those of the B.A.R.D. A committee consisting of Professor LaPierre, of Cambridge; W. H. Doherty, of South Boston, and C. B. Wheeler, of Hudson, was appointed to confer with the entertainment committee of the B.A.R.D. as to a programme for the meetings. The plan is for the B.A.R.D. to meet at 2:30 as usual, then to have a dinner at a hotel immediately after the meeting, at which the members of the two associations will meet. The regular meeting of the A.P.H.A. will follow in the evening.

## REFEREE BOARD NOT TO BE ABOLISHED.

Change of Congressional Sentiment Reported as Due to an Explanation Made by Secretary Wilson.

WASHINGTON, Jan. 18.—Since the announcement was made by some of the members on the House Committee of Agriculture that the Board of Referees in the pure food and drug branch of the Department of Agriculture was to be abolished, and that this proposed elimination of the Board of Referees as a check to Dr. Wiley was to be accomplished by stipulating that no part of the money appropriated for the department next year is to be used for the maintenance of the board, a decided change has come over the committee.

This change was brought about by Secretary Wilson at a hearing a few days since. Secretary Wilson made a strong plea for the retention of the board. He pointed out that great commercial investments, running into millions, hinge for success or failure, upon the investigations of one man, and that no matter how efficient or conscientious that one man may be, it seemed to the administration too grave a responsibility to vest in a single person. It was for that reason, he said, that the Board of Referees had been created to verify or revise the findings of the Chief chemist, in important questions that have been made a matter of dispute.

According to members of the committee, Secretary Wilson stated that the Board of Referees has not in any instance reversed Dr. Wiley's decisions, and has before it only two important appeals from Dr. Wiley's findings, one the question of the use of benzoate of soda and the other the use of sulphur by fruit packers. The board, he said, is conducting minute investigations into these two subjects at the present time, and has not yet announced its findings.

A member of the committee, who first opposed the diversion of \$100,000 from the department's funds for the creation and expenses of the Board of Referees, said today that Secretary Wilson's testimony before the committee put the whole matter in a different aspect, and that in view of the great commercial investments at stake in the pure food decisions he could not well see how the administration could have done otherwise than create an appellate body.

## Bills Introduced in the New York Legislature.

ALBANY, N. Y., Jan. 18.—Assemblyman Glick has introduced in the Legislature his bill which failed last year providing for the disclosure to the State Health Commissioner of the ingredients of patent medicines and printing the same on the labels.

Senator Cobb has introduced a bill providing for printing on containers the net weight or measure of any commodity intended for consumption by man or beast.

## Pharmacists to Confer With Gov. Hughes Today.

A notice has been issued by Governor Hughes that he will give a hearing to the pharmacists relative to pharmacy legislation at the Executive Chamber in the State Capitol at Albany this afternoon. Several members from the Eastern Branch of the State Board of Pharmacy have announced their intention to be present. The chairmen of the public health committees of the Senate and Assembly will also be present.



## DRUG EXCHANGE ELECTION NEXT TUESDAY.

**Annual Banquet on Thursday Promises to Be a Greater Success Than Any of Its Predecessors.**

PHILADELPHIA, Jan. 18.—The next events of importance in local drug circles are the annual meeting of the Philadelphia Drug Exchange at the Bourse on January 26, and the annual banquet at the Hotel Walton on January 28. The committee on nominations has submitted the following ticket which, although other nominations can be made, will doubtless be unanimously elected: President, Dr. A. W. Miller; vice-president, John Ferguson; secretary, William Gulager; treasurer, Edward H. Hance; directors, Charles E. Hires, Edward J. Lavino, Mahlon N. Kline, Clayton F. Shoemaker, Walter V. Smith, A. Robinson McIlvaine, Adam Pfromm and Richard M. Shoemaker. Dr. Miller is the present president of the exchange, Mr. Hance is serving as treasurer and Mr. Gulager is completing his twenty-third consecutive term as secretary. He has occupied every office except treasurer. The election and the annual report will doubtless be the features of the annual meeting, the attendance at which promises to be large.

The committee of arrangements for the banquet has about completed its work and it is expected that this event will be conspicuous for the presence of men prominent in the drug and other lines of business, not only in this city but from other places as well. Each member has the privilege of inviting guests and already the committee expect about one hundred and fifty persons, nearly twice the membership of the exchange. Dr. Miller will act as toastmaster and the speakers will be Judge Carrow, a prominent justice of Camden County, N. J.; Franklin Spencer Edmunds and J. Hector McNeil, prominent young attorneys, whose ability as after-dinner speakers has made their presence much sought after, and Rev. Joseph Krauskopf, who enjoys a national reputation for his writings, his sermons and his work for the Jewish church, its people and humanity in general. The decorations, menus and other accessories of the banquet proper promise to eclipse the efforts of previous years.

William Gulager, the veteran secretary, is convalescent after suffering for several days from the effects of a fall. He expects to be able to attend both the meeting and the banquet.

## Drug Club Again Elects Wm. L. Cliffe President.

PHILADELPHIA, Jan. 18.—Reports presented at the annual meeting of the Drug Club Friday evening indicated that the affairs of the organization, thanks to the sturdy support given the club by every department of the trade, are now in excellent condition and that the coming year will be a most successful one.

When it became known that President William L. Cliffe had acceded to the requests of the majority of the membership that he allow his name to be used for the head of the ticket and that he again fill the office of president, other candidates gracefully withdrew. The same was true of the office of secretary, which has been so acceptably and efficiently filled by Frank W. Smith. The election resulted also in the choice of Charles Rehlfuss, vice-president, and Lewis H. Davis, treasurer.

The board of governors was elected as follows: Walter V. Smith, David J. Reese, H. A. Nolte, Adam Pfromm, C. W. Haviland, George D. Feidt, Miers Busch, S. B. Davis, E. T. Hahn, W. A. Johnson, Charles H. LaWall, E. I. Santee, D. J. McFerren, Walter P. Miller and John Jolley, Jr. Messrs. Smith, Pfromm, Haviland, Feidt, Busch, Hahn, Johnson, Miller and Jolley are members of the old board.

Miers Busch announced that the equipment debt of nearly \$10,000 of a year ago had been taken care of and that the affairs financially were in very good condition. An innovation of the future will be card parties for ladies.

## LIVELY ELECTION OF THE CHICAGO R.D.A.

**Attorney-General Asked to Investigate Alliance of the Proprietary Association and the N.W.D.A.**

CHICAGO, Jan. 18.—The annual meeting of the Chicago Retail Druggists' Association, held in King's restaurant, 112 Fifth avenue, Tuesday evening, was important and busy. Officers for the ensuing year were elected, important measures put through and after the members enjoyed a very elaborate buffet lunch. About two hundred were present and a great deal of enthusiasm was shown during the evening for the interests of the association.

There was one stormy period. It began when the president announced that the election of officers for the ensuing year would take place. Once or twice during the early part of the evening several members had clashed. While one was proceeding to make a nomination J. P. Crowley arose and moved that all visitors and also members whose dues were not paid in full should be excluded from the election, as it was a matter with the members alone. This signified that something was brewing and the motion carried, with one exception made in favor of Thomas S. Potts, secretary of the N.A.R.D.

It seemed that a faction of another druggists' association in Chicago was making a fight against the present administration through the association's own members. The new ticket fought hard and only gave in when it saw the strength of the first ticket was enough to carry everything. With the exception of a new trustee practically no change was made in the last year's staff of officers. The meeting was in session until 1 o'clock in the morning, but the lunch at the end was a very harmonious affair. This was the first time in years that the Chicago association has had a "hot election."

H. P. Sandkoetter introduced a measure favoring the changes in the pharmacy law, abolishing the registration of apprentices and increasing the requirements for full registration, which was voted unanimously by the members. It was resolved that the legislative committee of the C.R.D.A. be instructed to work with the legislative committee of the L.P.A. to obtain these changes, and further that each member is to solicit support for the bill from his Representative and Senator.

A protest was unanimously passed against the alliance of the Proprietary Association of America and the National

Wholesale Druggists' Association for the supposed purpose of confining the distribution of patent medicines to the members indicated by the National Wholesale Druggists' Association. The measure further asks the Attorney General of the United States to investigate the status of the existing relation between these two associations.

J. P. Crowley introduced a measure asking the city council to investigate the loose methods of dispensing at hospitals and free dispensaries and charitable institutions.

The reports of the various committees were read covering their work during the year, and this was followed by the election of officers, and a stormy period in the meeting. The following officers were elected: Sidney C. Yeomans, president; L. P. Larsen, first vice-president; B. A. C. Hoelzer, second vice-president; Joseph A. Hottinger, third vice-president; Isam M. Light, secretary; C. A. Storer, treasurer. The trustees elected for this year are: J. P. Crowley, A. E. Zuber, W. H. Krauskopf, J. J. Boehm, E. E. Williams, W. H. Brown, Joseph Swanson, T. F. Cannon and W. H. Armbricht. The only changes made in the former staff of officers was that T. F. Cannon succeeded Joseph A. Hottinger on the board of trustees. B. A. C. Hoelzer was elected second vice-president and was succeeded by Mr. Hottinger as third vice-president.

L. P. Larsen, vice-president of the association, proposed an amendment to the by-laws by which the members in the various wards are to meet and appoint their own supervisors, a function which was formerly exercised by the president of



SIDNEY C. YEOMANS,  
Re-elected President Chicago R.D.A.

the association. It was passed by the required two-thirds vote.

An address by Sidney C. Yeomans, president of the association, was a feature of the meeting. In part, he said:

"The Chicago Retail Druggists' Association this year enters upon the thirty-third year of its existence. It is exceedingly gratifying to your officers to be able to acknowledge their appreciation of the splendid support accorded them during the last year. It is this 'one for all and all for one' principle that points to the future possibilities that lie within our reach for the betterment of pharmacy, and it is this grand ideal that lends impulse to our efforts during the year before us to higher and nobler achievement.

"During the past year many knotty problems have been up for solution, at times we were almost bewildered with the mass of work which confronted us, a large portion of which called for prompt dispatch. The story of the protective features of our work is an interesting one. It lends force to the contention of last year that it should be made a prominent feature of our usefulness. Some forty-six cases of this nature were brought to our attention, and we emerge from the year's work with the proud record of having successfully defended or adjusted every one.

"Many of these cases involved large sums of money that would play a great hardship upon the individual druggists' pocket-book and reputation had they come to trial. When the black-mailing or hold-up man awakened to the fact that druggists have the powerful backing of the association behind them, he 'takes to the woods.' Probably the hardest-fought case in the annals of pharmaceutical damage suits was the now famous oxalic acid case in which the druggist was charged with giving oxalic acid instead of boracic acid. This desperate case was fought with all the steam three successful lawyers could command. It had the characteristic of a hold-up suit, but on account of the circumstances surrounding it and the death of a child it placed a burden on the defence from which only the rarest tact and skill could emerge with success.

"In this connection I wish to emphasize the peculiar position the druggist is placed in and with what ease, actions of this kind can be trumped up against him. Any package purchased in a drug store can be refilled after it leaves the store and it is up to the druggist to prove and convince twelve men that the customer got what he asked for. The burden of proof is against the druggist usually and it makes a hard case to fight.

"In the course of the past year Chicago druggists have steadily adhered to the pursuit of profitable business and have shown a marked tendency to dispense with unremunerative fields of endeavor. The theory that a druggist should run a kind of 'public comfort' station with all modern conveniences, such as directory, postage stamps, free phone, night calls, message delivery, express packages, money orders, etc., is passing out of vogue and the attention of the pharmacist is being directed to new fields of activity that are more in keeping with his educational attainments. Price-cutting is becoming a rare exception, and year by year higher schedules have been put into effect in all portions of the city. The druggist who would accept one dollar for a bottle of patent medicine, the contents of which are estimated at one-half to seven cents, and on the other hand halt and stammer at asking a fair price for his own makes, or non-secret preparations, is sadly in need of a nerve restorer and it is small wonder that the drug business is unprofitable to those who place such small value upon their own services."

President Yeomans said that the profitable field to cultivate for this year will be how to increase the size of each sale made and the elimination and discouragement of the use of patent medicines. In regard to the U.S.P. and N.F., he stated that they are fast becoming the standards in R writing, and a better understanding between the physician and pharmacist is the result. He said the last year was happily devoid of any unfavorable local or State legislation affecting pharmacy.

"The last anti-pharmaceutical statesman who attempted to put one over on us on expense was interrupted in the political potter's field at our direction," he added. The president was loudly applauded by the members.

Dr. Bernard Fantus, of Evanston, followed with an address on some of the causes for poor pharmacy conditions in Chicago. He stated that there is something the matter with pharmacy in Chicago, as indicated by the recent closing of several stores and other evidence that show the profession is not what it

should be. He remarked as noticeable that the corner drug stores in Chicago are being supplanted by Greek fruit stores and the drug stores are moving to the middle of the block.

"The recent failures denote a mushroom growth," said Dr. Fantus. "Too many stores are being opened and it seems the standard can be raised in every direction. The standard of education should be raised. It is evident that the old-fashioned pharmacist is passing away and not being reproduced, and this is due to the present system of hours and wages, both of which should be remedied. This is also evident by the number of accidents during the past year; but this can hardly be unexpected when the working days are so long that the entire reserve force of the druggist is expended before the day is through.

"Again the medical profession does not support the druggist; but the fault seems to be on both sides. For one thing there are fewer prescriptions written. The reason for the diminution is the habit of the physician of self-prescribing. This is full of danger and is very detrimental to the best medical practice, for the doctor usually dispenses that which he happens to have and fits the patient's case to it. The physician's dispensing is not so scientific or resourceful as that of the druggist. When the druggist is doing the work the doctor will prescribe what the patient really needs, no matter what amount of labor or thought is needed for its preparation; when, if he is doing it himself, he usually takes short cuts as he, like other individuals, often falls into lazy habits. Also the doctor is more liable to make mistakes than the painstaking druggist, as he is usually overworked and in no condition to dispense.

"Why does the doctor dispense? Chiefly because others do, especially the homeopath, but they are dying out gradually. The doctor is compelled to compete with the man who charges nothing for medicine. The views and relations between the druggist and doctor need to be clarified. Some times the doctors set sore because the druggists unduly favor other doctors by doubtful methods. Another reason for the divergence between the doctor and the druggist is the fact that the latter pushes patent medicines, while the physicians have declared war against them. Of course it is natural for the druggist to want to sell them for the easy profit. This is another point for the doctors and druggists to get together upon for the clarification of views.

"The free hospital and medical charities is one of the reasons for the druggist receiving few prescriptions. People go to these institutions who are able to pay for their medicine. Some of the free dispensaries are likely to be eliminated and the others confined altogether to medical schools."

Dr. Fantus believes that the druggist's scope should and will be in time greatly broadened. He thinks the druggist should relieve the physician of making microscopic examinations and it would be a great stimulus to both professions if the druggist took over the making of sterilized goods preparations, and their manufacture be not confined exclusively to the manufacturers. Sterile dilutions should be in the stock of all druggists for emergency calls. Dr. Fantus stated that while there was little demand for the druggists to have these preparations on hand now there will be in time. The keynote of the address was that the druggist and physician should get together and understand each other for the best interests of both.

#### Druggists Will Comply With Excise Law.

NEWARK, Ohio, Jan. 18. At a joint session held recently by committees from the Licking County Medical Society and the Newark Druggists' Association it was decided that hereafter no one can secure alcohol, whiskies, brandies or any other intoxicating liquors from druggists unless presenting a prescription from a reputable physician, stating that it is to be used for medicinal purposes only.

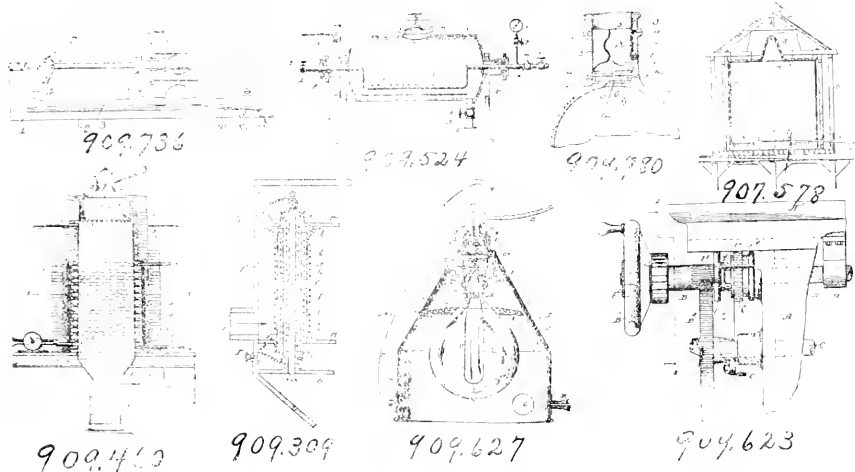
#### Heavy Fine for Mailing Illegal Compound.

TOLEDO, Jan. 18.—Frank G. Sloane, president of the F. G. Sloane Company, Sandusky, Ohio, was fined \$2000 in the Federal Court last week on his plea of guilty to two indictments for sending an illegal compound through the mails.

#### Bruen-Ritchey and Lilly Teams Bowl Tonight.

The teams of Bruen, Ritchey & Co. and Eli Lilly & Co.'s branch of New York City will bowl the third in the series of games scheduled for the season this evening at Luhrs' Alley.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted January 12, 1909.

909,309—Wilhelm Kelle, Stuttgart, Germany, assignor of one-third to William Elworthy, Sunnyside, Wellington, Somerset, England and one-third to Christian Heide, Stuttgart, Germany. Apparatus for generating ozone.

909,380—Paul Ehrlich and Alfred Bartheim, Frankfurt-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Brünning, Höchst-on-the-Main, Germany, a corporation of Germany. Arsenophenol.

909,460—Jacob L. Schrade, New York, N. Y. Apparatus for evaporating liquids.

909,527—Henry S. Blackmore, Mount Vernon, N. Y. Composition for antiseptic and other purposes.

909,536—George F. Brindley, Niagara Falls, Ontario, Canada, assignor to the Roessler & Hasselacher Chemical Co., a corporation of New York. Composition of matter for generating hydrogen.

909,541—Jurgen Callsen, Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Sanatol ether.

909,578—Antonio Gaillard, Barcelona, Spain. Apparatus for making sulphuric acid.

909,623—Ernest J. Lees, Cleveland, Ohio, assignor to the Grant-Lee Machine Company, Cleveland, Ohio, a corporation of Ohio. Micrometer.

909,627—Edith W. Locke, Chicago, Ill. Therapeutic lamp.  
909,702—August Stock, Höchst-on-the-Main, Germany, assignor to Farbwerke vorm. Meister Lucius & Brünning, Höchst-on-the-Main, Germany, a corporation of Germany. Ketone sulfoxylate and process of making the same.

909,736—Edward L. Arndt and Julius I. Marquart, Beaver Dam, Wis. Bottle-washer.

909,780—Sigmund Gardner, Savannah, Ga., assignor of one-fourth to Leopold Adler and one-fourth to Harvey Grange, Savannah, Ga. Non-refillable bottle.

## Hadden't Any Mind.

"I never lose my presence of mind," boasted young Softy. "No, I should say not. It is very obvious that you don't," murmured Miss Caustique.

## TRADE MARKS.

Published January 12, 1909.

31,055—Karl Hermann, Karlsbad, Bohemia. Class 6. Tooth paste.

33,002—Robert H. Williams, Kansas City, Mo. Class 6. Remedies for skin diseases, comprising an antiseptic germicide disinfectant and a healing agent in liquid and ointment form.

33,338—Barelay & Barelay, New York, N. Y. Class 6. A medicated preparation for the hair, scalp and skin.

33,975—Henry Kephart & Son, Berrien Springs, Mich. Class 6. A crump ointment intended to be used for the relief and mitigation of crop, swellings, sore throat, etc.

34,581—Malz & Co., Philadelphia, Pa. Class 6. A remedy for rheumatism.

35,615—Solomon Marculescu, New York, N. Y. Class 6. A toilet cream.

35,840—Christopher Dennis Griffin, San Marcos, Tex. Class 6. A hair tonic.

35,905—John B. Daniel, Atlanta, Ga. Class 6. A remedy for the treatment of inflammation of the kidneys, brick-dust deposit, catarrh of the bladder, diabetes, dropsy, gravel, headache, dyspepsia, incontinence of urine, etc.

37,707—Ernest Bischoff, New York, N. Y. Class 6. Veterinary remedies for treatment of splints, spavin and galls.

37,972—Selena D. Hall, Salt Lake City, Utah. Class 6. Remedies for coughs, croupers and diphtheria.

38,288—The Roessler & Hasselacher Chemical Co., New York, N. Y. Class 6. A bleaching fluid.

38,336—The Roessler & Hasselacher Chemical Co., New York, N. Y. Class 6. Washing powder having bleaching properties.

38,785—Samuel Bernstein, New York, N. Y. Class 6. Bleeding wax, wash-blin, paper, ranch powder, and bedding desodorizer.

38,711—Morris Goldstein, Chicago, Ill. Class 6. Corn, wart, lunion, callus and incrown toenail paste.

38,777—National Toilet Company, Paris, Tenn. Class 6. Toilet powder.

38,845—Joseph J. Bates, Denver, Colo. Class 6. A tea for gonitis, galls and tuberculosis.

39,019—George W. Hurlbaums, Washington, D. C. Class 6. An indigestion and dyspepsia remedy.

39,032—Alfonso de Paul, Philadelphia, Pa. Class 6. Skin cleansing preparations.

Genius may be all right, but it takes ninety-eight per cent of hustle back of two per cent of genius to reach business.

\* Copy of any PATENT or TRADE MARK, 10 cents.  
Author of copyrighted work on "Protective Trade Marks,  
Food and Drugs Act, and Valid Patents."  
G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## Gang of Drug Trade Swindlers With Ramifications in New York.

(Continued from Page 67 of This Issue.)

letter heads, on which the date was corrected to "June 30, 1906."

Cronin's operations were extensive and the lesser of the building states that on the average ten persons a day have inquired for Cronin, wanting money. One firm in Connecticut displayed a bill amounting to \$150 for bottles, and another from the same State \$25 for shipping tags. A Massachusetts firm has a bill for \$57 for medicine. Cronin had several assistants and claimed telephone connection on his stationery, but had none. Notices regarding his business methods appeared in the ERA under dates of July 2, 1908, and July 23, 1908.

The trade is also warned in connection with a party known as W. C. Kochler, 332 West Fifty-ninth street, New York. The method employed by this concern is to mail an order enclosing check. An instance is known where this concern ordered five gross of a preparation and enclosed check for \$109.80. Upon inquiry by telegraph the reply from the bank was "no account."

The London Trading Company, located in Attorney street, New York, number of address unknown, is also a concern of mysterious operations. As far as can be ascertained this company is a source of supply to retail cutters in Connecticut.

Sam Koller, "Commission Broker and Dealer in Drugs," of 737 Broadway, New York, is another individual who is also difficult about dispensing cash when his rush orders are held subject to funds before delivery. Parties in this city held one of his orders for three weeks, but their request that he show some of his money to secure attention has not yet been complied with.

## FOR PERMANENT TARIFF REVISION.

### Convention of Representatives of Commercial Bodies to Consider It at Indianapolis.

A call for a National Tariff Commission, to be held at Indianapolis on February 16, 17 and 18, has been issued by a number of national commercial organizations, board of trade, etc., acting in response to requests from all sections of the country. The purpose of the convention will be to give immediate and adequate expression for the creation of a permanent, non-partisan, semi-judicial tariff commission, which shall collect and study commercial and industrial facts in this and other countries pertinent to the tariff question for the information and use of Congress. The convention will be held in Tomlinson Hall, the largest auditorium in the city.

Henry Riesenbergs, of Indianapolis, president of the Lemare Pharmaceutical Company, of New York, will be chairman of the convention. Mr. Riesenbergs is also vice-president of the National Harbors and Rivers Congress. Albert Plant, of Lehi & Fink, has been appointed to represent the Merchants' Association of New York.

William J. Mooney, president of the Mooney-Mueller Drug Company, of Indianapolis, is on the reception committee, and John N. Carey, of the Daniel Stewart Company, also of Indianapolis, is on the committee on finance.

### Denatured Alcohol From Porto Rico is Taxable.

WASHINGTON, Jan. 18.—Commissioners Capers, in answer to a letter asking about the manufacture and exportation to the United States of denatured alcohol produced in Porto Rico, has written that the law authorizing the withdrawal of distilled spirits from bonded warehouses free of tax for denaturation in the United States does not apply to Porto Rico, and that importations of denatured alcohol from Porto Rico would be subject to the same tax as the alcohol not denatured.

### Only One All-Night Drug Store in New Orleans.

NEW ORLEANS, Jan. 18.—Beginning January 1 this city has had to be content with one all-night drug store. For many years May's, Cusack's and Williams' Pharmacy have kept open all night, but for two of them business proved unprofitable, and first May's and then Cusack's discontinued the all-night practice, leaving Williams' Pharmacy the only one in the city.

## London Drug Market

LONDON, Jan. 9.—Business in the drug and chemical market has not, as yet, commenced in real earnest, but there is a good undercurrent of inquiry which will probably result in a fair amount of business. As regards drugs, buyers naturally prefer to wait until the public sales are resumed next week. The general opinion is that business will improve in the near future in spite of the depressing circumstances that official records show that we have been passing through twelve months of bad trade. The Board of Trade returns which have just been issued show that during last year the value of goods imported into the United Kingdom was \$263,000,000 less than the previous year, while the value of our exports decreased by more than \$300,000,000. As to the articles classed as "chemicals, drugs, dyes and colors," the value of the imports of these decreased by over \$7,000,000 and the value of our exports by \$3,500,000.

Messina products have continued to advance in price but buyers are cautious and are restricting their purchases to immediate requirements. Business has been done in Essence of Lemon at 12s. 6d. per pound, which is fully four times the price ruling before the earthquake, and the normal quotation is over 15s. It is highly probable that prices will recede in the near future. Oil of Bergamot is very scarce on the spot and a small business has been done at 42s. 6d. per pound, or about three times the value prior to the disaster. Citric acid is not quoted by English manufacturers in view of the uncertainty as to raw material, but buyers would probably have to pay 1s. 10d. to 2s. per pound. Citric Acid of foreign make is worth 1s. 8d. per pound at which price business has been done, while early in the week twenty-five tons were sold for shipment to the United States at 1s. 7d. per pound. Citrates have also been advanced in price by the makers, Potassium Citrate being quoted 1s. 8d. per pound.

The Iodine Preparations Combination have rearranged their scale of prices, and while the quotations for small quantities of the potassium salt has been advanced 3d. per pound, makers will now send one cwt. lots carriage paid instead of two cwt. lots as formerly. Glycerin continues very firm without quotable change in price. Opium is very firm market with a hardening tendency; Morphine and Codeine are also very firm. American Peppermint Oil is steady with a small business in Wayne County tin oil at 6s. 3d. per pound.

Camphor is quiet, 2½ pound Japanese slabs being quoted 1s. 6d. per pound. Ethers made from rectified spirit have advanced 1d. per pound, as also have spirituous preparations, Japan wax is steady at 54s. per cwt. for good squares.

## A.D.S. WILL MANUFACTURE ITS OWN PLASTERS.

### New Company, Organized by Mr. Goddard, Will Be Separate From Syndicate, But Auxiliary to It.

If the plans of C. H. Goddard, secretary and general manager of the American Druggists' Syndicate, materializes there will soon enter the manufacturing field a new co-operative concern to be known as the Aseptic Products Company, which will be incorporated under the laws of New York with a capital stock of not less than \$200,000. The company will engage in the manufacture of plasters, surgical dressings and suspensories, etc. According to Mr. Goddard, \$50,000 of the capital will be represented by preferred stock with a par value of \$10 per share. The stock will draw 7 per cent interest from date of issue and every member of the A.D.S. is asked to take at least one share and as many more as he wishes up to twenty shares. Mr. Goddard agrees to subscribe \$1000 of the stock as a starter, and Mr. Luft, the A.D.S. treasurer, will follow with an equal amount.

Mr. Goddard expects to have the new plant in operation before March 15, and he has already engaged the services of an expert plaster maker, as well as a superintendent to manage the venture. The plaster manufacturing enterprise will be kept separate and distinct from the A.D.S. business, but the output will be distributed by the A.D.S., it is claimed, without comparatively any selling expense. Mr. Goddard estimates an aggregate output for the new company of at least \$250,000 the first year. By making its own plasters the A.D.S. will not have to depend upon outside plaster makers.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

Supplement to The Era Druggists' Directory.

**ALABAMA—ANNISTON**—J. R. Taylor, 530 West Fifteenth street, has been succeeded by Searlbrough & Moore; style of firm to be Model Drug Store.

**FLORIDA**—Charles Roehlig has opened a new drug store here. Mr. Roehlig's stock in Hartford has been bought by Feagin Drug Company and moved to Georgian.

**ARIZONA—BISBEE**—Hunter Drug Company; out of business.

**COLORADO—FORT MORGAN**—The Nickson Drug Company, incorporated; style of firm to be Fort Morgan Drug Company.

**CONNECTICUT—HARTFORD**—Rapelley Drug Company, formerly at 553 Main street, is now located at 377 Asylum street.

**NEW BRITAIN**—William C. Hilliard, 255 Main street; out of business.

**FLORIDA—JACKSONVILLE**—Everett Pharmacy is the style of the new drug store opened at 229 West Bay street; J. A. Conover, manager.

**ILLINOIS—CHATTSWORTH**—J. F. Sullivan, it is reported, has been succeeded by William Quinn.

**GALESBURG**—J. H. Baird, who has been in temporary quarters in South Seminary street since he was burned out, has moved back to his old stand at the corner of Main and Seminary streets.

**LAWRENCEVILLE**—The Fancher-Townsend Gott Drug Company, incorporated to do a wholesale and retail drug business; capital stock, \$25,000.

**MACOMB**—J. H. Baker has been succeeded by Arthur Dougherty.

**STERLING**—Perry & Perry have dissolved partnership; George P. Perry will continue the business alone.

**INDIANA—OSGOND**—Sam M. Smith has been succeeded by Charles Bowlin.

**IOWA—CHARLES CITY**—Treat & Peterson, proprietors of the Corner Drug Store, it is reported, have dissolved partnership; E. A. Peterson will hereafter conduct the business alone.

**NEVADA—A. V. Graves & Co.**, it is reported, has been succeeded by Pembleton Brothers.

**SALEM**—W. A. Paole, it is reported, has been succeeded by E. D. Julius.

**TOLEDO**—Stiger & Crossman; firm dissolved; W. P. Crossman will be the style of firm to continue the business.

**KANSAS—HURLINGTON**—W. C. Sears has incorporated as the W. W. Drug Company; capital stock, \$5000.

**CAWKIR CITY**—P. H. Klinkenberg has been succeeded by B. H. Hockett.

**KENTUCKY—RUTLER**—W. C. Huddleston has been succeeded by Emil Nehring.

**LOUISIANA—BATON ROUGE**—H. R. Stronbe, Third and Florida streets, has been succeeded by Van A. Woods.

**MONROE**—E. B. Starnes has been succeeded by S. A. Allen.

**MONTGOMERY**—Dr. J. L. Woodall; store damaged by fire.

**MASSACHUSETTS—BOSTON**—McGarry & Melby, 437 Columbus avenue, have dissolved partnership; Frank J. McGarry will continue the business.

**CHELSEA**—C. W. Freeman, whose store was destroyed by fire, has reopened in Bollingham square.

**MARLBORO**—Joseph A. Prescott, 1344 West Main street, it is reported, has been succeeded by Michael Blanchette.

**PALMER**—Fred. C. Davis is the new proprietor of the Quimby Pharmacy.

**SPRINGFIELD**—E. A. Sinter Drug Company, Chestnut and Carow streets, it is reported, have dissolved partnership and A. E. Sinter will continue the business alone.

**MICHIGAN—SPRINGPORT**—H. C. Blair has opened a new drug store here.

**MINNESOTA—ST. PAUL**—Rodin-Sundberg Drug Company, incorporated; capital stock, \$25,000.

**MISSOURI—LEXINGTON**—Frank Smith has been succeeded by Lou Smith & Co.

**SPRINGFIELD**—R. M. Fink, Olive and Boonville streets; store destroyed by fire.

**NEBRASKA—LINCOLN**—W. A. Lewis, it is reported, will reopen the drug store here formerly owned by O. S. Strain.

**NEW JERSEY—NEWARK**—William R. Baker Sons Company will open a new drug store corner of Broad and Clinton streets.

**NEW YORK—BROADALBIN**—Bradford & Dickinson and Finch & Lee have combined their stocks and will be known hereafter as Broadalbin Drug Company.

**NEW YORK CITY**—D. A. Cassella, M.D., has opened a new drug store at 63 Catherine street.—Sweeze & Rosenthal, 736 Home street, have been succeeded by Hand's Pharmacy.

**SYRACUSE**—John H. Price Company, incorporated, is the style of the new drug store at 517 Grape street.

**NORTH CAROLINA—REHNSVILLE**—L. L. Sapp has been succeeded by the Gardner Drug Company.

**NORTH DAKOTA—BOWMAN**—Bowman Drug Company, incorporated; capital stock, \$10,000.

**OHIO—BRIDGEPORT**—J. C. Dent, it is reported, has been succeeded by Solby & Reed.

**EAST LIVERPOOL**—Dr. A. Turk will open a new drug store in the Ranch block.

**NEW MADISON**—Hageman & Hageman, whose store was recently destroyed by fire, have opened a new store.

**PENNSYLVANIA—CHESTER**—Bomberger & Dwyer is the style of the new pharmacy at 2726 West Third street.

**PHILADELPHIA**—Harry M. Campbell, 3920 North Nineteenth street, deceased, W. S. Gieger has bought the stock and will continue at the old stand. Soren Pharmacy, S. Wohlzemann, proprietor, Eighteenth and Reed streets, has been succeeded by E. M. Hartung.

**PITTSBURGH**—J. S. McGrath has moved his stock of drugs from 220 Brighton avenue to 208 Brighton avenue.

**SRAXTON**—David M. Jones, 512 South Main street, has been succeeded by Martin J. Lawless.

**TEXAS—EL PASO**—Orndorff Drug Store, 300 Mesa avenue, has been succeeded by Knoblauch Drug Company.

**MOLTON**—A. F. Koizubue; store slightly damaged by fire.

**NORMANA**—L. C. Smith; store destroyed by fire.

**PORT ARTHUR**—E. L. Rothrock has been succeeded by M. A. Hart.

**SMITHVILLE**—Powell, Jones & McGlade, it is reported, have opened a new drug store here.

**WYOMING**—J. F. Butler; store destroyed by fire.

**VIRGINIA—LOVINGSTON**—Lovingston Drug Company, incorporated, is the style of the new drug store here.

## Dangerous Fire in Jersey City.

**JERSEY CITY, Jan. 18**—Owing to the explosive nature of the drugs and articles of stock, the members of the fire companies were compelled to cautiously fight a fire which did \$1500 damage in the pharmacy owned by G. S. Hoffens, 250 Washington street, last week. The firm was successful in preventing the flames from communicating with apartments above the drug store, which are occupied by two families. The cause was not discovered.

## Brooklyn Pharmacists Elect Officers.

At a meeting of the Brooklyn Pharmaceutical Society held recently in Alandorff's Hall, Bushwick, the following officers were elected: Otto Dieckman, president; Thomas Lamb, vice-president; Robert Medl, second vice-president; L. J. Cohen, secretary, and Walter Schneider, treasurer. The directors are: Charles Hamerzhahn, Carl Mintzenzweig, Otto Wicke was reappointed chairman of the legislative committee.

## Wholesale Drug Company Incorporated.

**INDIANAPOLIS, Jan. 18**. The Daniel Stewart Company, wholesale dealers in drugs, has been incorporated with a capital stock of \$250,000, by William Scott, Martin S. Scott and Charlotte S. Scott.

# THE DRUG MARKETS

## GOOD CONDITIONS PREVAIL IN MARKET.

Business of Satisfactory Volume. With More in Sight.

Prices Firm With Upward Tendency.

NEW YORK, Jan. 18.—Business in drugs and chemicals has been of a satisfactory volume, and a good jobbing movement of seasonable articles into channels of consumption is reported by dealers. Statements are also being made that there is more business in sight than there has been of late. The market has continued to hold very firm, and the scarcity of some articles has caused a rapid advance and made transactions difficult. On the average, however, there have been no radical changes, but the tendency of prices has been upward. Opium is very firm, but there is no demand, the market having a very quiet appearance. Sulphate of quinine is in better demand, but without change in value. Norwegian cod liver oil is much more active, with the prices tending upward. The Messina oils, such as bergamot, lemon and orange, are still advancing. Olive oil is getting very scarce and the market is almost bare of good non-edible quality. Menthol is doing better and higher prices may be looked for. Calabria varieties of licorice may be affected by the disaster in Italy, and the Corigliano brand is in very tight supply here, prices for all sizes having advanced 2c. per pound. Importers have had no information from the manufacturers of the latter brand, but communications have been sent to the Duke of Corigliano, who controls the article, to ascertain if the supply is likely to be interrupted for some time to come.

OPICUM.—The market continues firm with rather more inquiry from the consuming trade, but there is no quotable change in values. Natural is held at \$1.600/\$1.45, granulated at \$5.600/\$5.85, U.S.P. powdered at \$5.600/\$5.85, all per pound, as to quantity and seller, and efforts to shade the inside figure have been unsuccessful. There is a hardening tendency in the primary markets and higher prices are anticipated by holders who are not free sellers in the present market. Total sales of 85 cases for various destinations have been reported. The arrivals in Smyrna for the week ending December 25 amount to 1967 cases, as against 1321 cases for the same period last year. The total arrivals, reported by cable, to January 15, amount to 1900 cases.

QUININE SULPHATE.—There is nothing in the way of new features with which to supplement previous reports concerning the market for the past week. The demand has been somewhat better since the passing of the middle of the month, but the business is wholly routine. Prices maintained are as follows: 100-oz. tins, oz., 160/17c.; 5-oz. tins, oz., 190/20c.; 1-oz. vials, 240/26c.

CITRIC ACID.—The demand continues very active and manufacturers are so hard pressed that they are unable to make deliveries with any degree of promptness; and while they have not made any change in their prices, they will not accept any orders at the quoted prices nor make any contracts. The outside market is about 5c. for barrels, but with little obtainable for immediate delivery at that price. A sale of a lot consisting of 10 barrels at 51c. per pound has been reported. Cables from London report big advances with the tendency still upward and a general active demand.

MESSINA OILS.—The market for Messina essences and Sicilian oils, like bergamot, lemon and orange, is so unsettled that it is difficult to give quotations that are reliable. Lemon is held now at \$3.750/\$4.50, bergamot at \$11.000/\$13.00; orange at \$4.000/\$5.50, all depending upon holder and for moderate quantities only. The trade continues to maintain firm views on the situation and expects to see much higher prices. Several holders have been forced to reduce their first quotations to customers holding their contracts, due to the fact that the contracts contained no contingency clause bearing on the situation.

MENTHOL.—There is a better demand for this article, with inquiries for large lots which are not obtainable at the present market price for single cases, which are now held at \$2.250/\$2.35. The market is very firm under the influence of higher

prices abroad, and if the present demand continues higher prices will no doubt prevail.

NORWEGIAN COD LIVER OIL.—Demand is increasing owing to more seasonable weather, and an active market is looked for during the next three or four months. Stronger cables from Norway has made the cost to lay down the oil \$22.00 per barrel. The market here has not advanced, prices still ranging, in large quantities, from \$21.000/\$25.00, as to brand and quantity. Cables recently received, however, will no doubt influence the price, as on the 14th instant the equivalent reported on sales for shipment was \$21.50 with further parcels held at \$22.00 per barrel.

CAMPHOR.—Japanese refined camphor in 1/2 ounces, 24s and 48s is scarce, and prices are fully up to those of domestic refiners, but other sizes are obtainable at the usual difference. The demand, however, is light and unimportant.

CASSIA FISTULA.—Under an improved consuming demand, together with diminishing spot stocks, quotations have been advanced to 70/8c. per pound in large quantities.

BALSAM COPAIBA.—The demand is chiefly for the South American variety. There is a satisfactory consuming outlet and quotations are firmly maintained at 480/50c. per pound, as to size or orders.

STROPHANTHUS SEED.—The market is firmer owing to a fairly good inquiry. Quotations for large lots have been advanced to \$550/60c. per pound, with sales reported at the inside figure.

ITCHU LEAVES.—The short variety is receiving more attention from manufacturing consumers, but quotations are unchanged at 230/25c. per pound, as to quality and quantity. The long leaves are quoted at 250/30c. per pound in large quantities, with an improved inquiry and stocks exceedingly light.

JUNIPER BERRIES.—A good consuming inquiry exists, spot stocks are steadily diminishing, and there is none coming forward. Consequently the market is strong and quotations are well sustained at 40/45c. per pound, as to quality, quantity and seller.

NEX VOMICA.—This article continues in good demand from manufacturing consumers, but there is no quotable change in values, and the ruling range is 230/30c. per pound in large quantities, according to grade.

RAPE SEED.—The market is a shade easier and dealers are offering quantities at fractional concessions. Only a light business is reported.

SICILY SUMAC.—Out of recent arrivals parcels are reported to have been sold at \$82.00 for 28 per cent. February-March shipments are held at \$75.000/\$78.00.

RUSSIAN ERGOT.—On the spot this article is very firmly held at 290/30c. per pound in large quantities, with the tendency of values upward, owing to the receipt of cables from Hamburg to the effect that the price there had been advanced to 29c. It is also stated that there is very little coming forward from producing districts.

OLIVE OIL.—Supplies of good non-edible oil for commercial purposes are almost unobtainable, with local market almost bare of stock. Prices have been advanced both here and in the primary markets and dealers are quoting \$1.500/\$1.55 per gallon in large quantities for either green or yellow, and jobbing interests are quoting \$1.650/\$1.80 for Malaga in retail lots.

CACAO ALKES.—The market for this article is reported quiet and is not receiving much attention, the undertone, however, remaining fairly firm, with 710/2c. quoted per pound in large quantities. For a loin there is a moderate to fair demand, with the market quite steady and quotations ranging at 750/85c. according to seller and size of order.

SUGAR OF MILK.—This article is still more or less unsettled, but without quotable change. Spot goods of the powdered are available at 30c. per pound, but up to 12c. is being asked for 1000 contracts. Crystals, in large quantities, are selling at 15c. per pound.

QUINCE SEED.—Quotations have been advanced to \$1.00 per pound in large quantities, due to reduced stocks.

## Formaldehyde as a Preservative.

Dr. H. W. Wiley has issued in Bureau of Chemistry Circular No. 42 the general results of his investigations showing the effect of formaldehyde upon digestion and health. Its use as a preservative is condemned as injurious to health.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JANUARY 28, 1909

No. 4

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 49 Dearborn St., Chicago

Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the	
Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE.

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Postoffice as Second Class Matter

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## THE BENZOATE OF SODA DECISION.

President Roosevelt's Referee Board of Experts by deciding in favor of the harmlessness of benzoate of soda has practically reopened the whole subject of the use of preservatives in food. Dr. Wiley's war against preservatives induced many manufacturers of food products to discard all artificial means of preservation and the movement in that direction has gained an impetus which has caused many of them to take an active stand in favor of the Chief Chemist's position in this particular matter. They have discovered that they can get along without preservatives and it is doubtful if any of them will return to the old system. The value of being able to advertise purity of goods and absence of preservatives, whether harmful or otherwise, will tend to prevent any return to old methods with many manufacturers.

With benzoate of soda vindicated by the results of "poison squad" experiments similar to those upon which Dr. Wiley based his condemnation, there will no longer be any hesitancy in properly classifying this salt at its correct value. While Dr. Wiley will naturally feel more or less piqued at the turn of events, everybody will hope that he will neither be displaced nor permitted to resign. On this particular question there has been much disagreement with his conclusions, but in most other matters affecting the public health and welfare he has been sustained by popular sentiment. Dr. Wiley has years of usefulness to come which ought to be devoted to further effort along lines connected with the conservation of the public health and enforcement of pure food and drug laws.

## NEW LIGHT ON CANADIAN MEDICINE LAW.

Canada's Minister of the Inland Revenue, who is charged with the enforcement of the new "Proprietary or Medicine Act" which becomes effective on April 1 next, has thrown some new light on the operation of the new law. In a decision he says:

"In respect to provisions of Section 10, such are not intended to prevent being used on imported medicines any wording required by the laws of the country in which such medicines are manufactured (such wording being designated as that of said Foreign Country) so long as such wording does not in its strict construction the provisions of the first subsection of Section 10, and provided further that such medicines are marked as required by Section 3 of the Proprietary or Patent Medicine Act."

Earlier interpretations of the law were to the effect that goods manufactured in the United States would be unsalable in the Dominion if they bore the American label in addition to the Canadian label. The Montreal *Pharmaceutical Journal*, in calling attention to the ruling, says that it "cannot account for the error" (in construction) "attributed to the

officers of the Proprietary Articles Association of Canada." A perusal of the following portions of Section 10 of the law makes it clear that a natural construction was placed upon it by the manufacturers:

"10. No manufacturer, importer or vendor shall, in any advertisement or in any other manner, assert or indicate that the certificate of registration issued by the Minister passed upon the merits of any proprietary or patent medicine, and no reference to such certificate, or to any other certificate or guarantee, other than by this Act specially provided, shall be made in any advertisement, upon any label upon the package or bottle in which such medicine is contained, or in any other manner.

"2. No proprietary or patent medicine shall be imported, exposed, sold or offered for sale in Canada which bears any representations as respects certificates issued under any Canadian or foreign governments different from that allowed under this Act."

The new form of Federal guaranty is practically the same as that adopted by the Dominion, for neither even indirectly guarantees the goods. Under the ruling of the Minister, therefore, there would now seem to be no objection to publishing both guarantees on proprietary medicines sold in the Dominion. A full summary of the law was published in the ERA of December 3 last, page 703.

#### REVISING THE NEW YORK PHARMACY LAW.

It is very unfortunate that Governor Hughes has taken the position that the present New York State Board of Pharmacy is not constitutionally constituted, as recently reported in the ERA, and that he insists upon the transfer of its source of membership from election by the pharmacists of the State to appointment by the Governor. The present system has worked admirably and the high character and efficiency of service of the board members has been due as much to the fact that they were elected by and responsible to the pharmacists of the State as to any other cause. It is understood that the pharmacists see the futility of opposing the Governor's wishes in the matter and at a conference on Monday night it was decided to draft a bill to conform to his ideas.

The necessity for any change does not appear to be felt outside of Albany. The experiences of pharmacists in other States where board appointments have been dragged into practical politics are so well known that the trend of events will be generally regretted.

#### WILL N.A.R.D. AND A.P.H.A. GET TOGETHER?

Action by the executive committee of the N.A.R.D. in selecting Louisville as the place and the week of September 6 as the time for the 1909 convention of that association, without the committees of the N.A.R.D. and the A.P.H.A. having come to any agreement as to the proposed joint or simultaneous meeting of the two organizations, places very much in doubt the possibility of the two organizations getting together this year.

The whole proposition is now in the hands of the Council of the A.P.H.A., which body will select the time and place for this year's meeting. The ques-

tion will occur as to whether Louisville can accommodate both associations, but there will be other considerations, such as temperature conditions in the summer in a city located so far South as Louisville. It has been suggested that the A.P.H.A. might meet the week previous at Cedar Point, on Lake Erie, which is not a great distance from Louisville, and this plan no doubt will have fair support. Held consecutively in nearby places, neither convention could detract from the other and there would not be too much for the members of both to try to do at the same time.

#### ANOTHER RULING OF IMPORTANCE.

One of the features of the Canadian law which has been the subject of much controversy has been the phrase regarding the "inseparable part of the label and wrapper," as mentioned in Section 4:

"Section 4. All proprietary or patent medicines shall be put up in packages or bottles, and every one of these, intended for sale or distribution in Canada, shall have placed upon it, in conspicuous characters forming an inseparable part of the general label and wrapper, the name and number under which the medicine is registered, with the words, 'The Proprietary or Patent Medicine Act' and also the manufacturer's name and address, which name and number shall be sufficient identification, as to the manufacturer thereof, for the purposes of Section 14 of this Act."

While it seemed clear that a "sticker" could not be used, there was a question as to whether a label containing the required wording as a part of the original printing would be necessary to comply with the law. President Gibbard, of the Canadian Pharmaceutical Association, has taken this point up with the authorities and has obtained from the Minister of Inland Revenue the following ruling on the subject:

"The information required by Section 4 of the Act may, as respects labels now held in stock by manufacturers of proprietary or patent medicines, be accomplished in distinct characters of a color different from that employed in connection with other printing on said labels and wrappers."

The effect of this ruling is that not only can the old labels be used, but that in printing the new legend over the old matter a rubber stamp could be employed, which would be especially convenient in marking goods already labeled or packed. The Canadian authorities seem disposed to cause as little unnecessary trouble as possible in putting the new law into operation.

#### DUTY OF CONGRESS AS TO OPIUM.

It is difficult to understand the object of Representative Payne, of New York, in holding up in Congress on Saturday the Donby Bill which prohibits the importation of opium except for medicinal purposes. We are inclined to question his assertion that the revenue will lose \$1,000,000 a month through the enactment of this measure, or that the illicit use of the drug would go on just the same. The opium affected is of the kind used for smoking and it is inconceivable that any such enormous amount of that quality is imported as would be the case if Mr. Payne's figures are correct.

Placing the commercial aspect of the opium smoking peril ahead of the humanitarian is a most



remarkable view for a Congressman to take. The bill has been reported favorably, its passage is demanded by the best interests of the country, and there is no sordid argument which ought to be permitted to stand in the way of the enactment of a measure which has for its object such an important reform. It is the duty of Congress to pass the Denby Bill without further quibble.

When a man stands on his dignity he sometimes puts his foot in it.—*Philadelphia Record*.

According to Miss Evans Montgomery, there are now between sixty and seventy women pharmacists engaged in the practice of their profession in California.

Be prompt yourself, if you expect other people to be prompt with you.

The re-election of Dr. Adolph W. Miller to the presidency of the Philadelphia Drug Exchange is but one of the testimonials of the esteem and affection of his associates for one who for nearly fifty years has been one of the most prominent figures in commercial and professional pharmaceutical circles in the Quaker City. His activity and ability in other organizations along allied lines have been similarly recognized again and again, and today Dr. Miller's name is known and his friends are legion wherever pharmacy or medicine has a representative.

Sixty-one years ago William H. Miller, the father of Adolph W. Miller, who also was a pharmacist, decided to leave the Fatherland and seek his fortune in America. The son was then a child of seven years. The family settled in Belleville, Ill., but after learning the language and the ways of the country of his adoption, the father decided that there were better opportunities in the growing city of St. Paul, where he moved in 1855. Minnesota was then a territory and pharmacists were few and far between in that section.

German thrift and German industry soon made themselves recognized and the pharmacy, at what is now Third and Exchange streets, St. Paul, prospered accordingly. A few years later the son was sent to the Philadelphia College of Pharmacy, where he was graduated in 1862. While at college, Dr. Miller had been working during his spare time in the establishment of Henry O. D. Banks & Co., Third and Calwellhill streets, the

business being largely in paints. Upon graduation, the young man was offered a partnership in the business and instead of returning to the West, as he had expected, he accepted the offer. His rise after that was a rapid one and three years later the sign of Henry O. D. Banks & Co. came down and instead there appeared the announcement of Aschenbach & Miller, the former being Frederick Aschenbach, a fellow employee. Drugs became an important factor in the business, which was continued at the same location. Three years ago, upon the death of Mr. Aschenbach the business was incorporated and Dr. Miller was elected president.

Throughout his business career, Dr. Miller lost no opportunity to perfect his education along allied lines. He took up medicine and in 1871 was graduated at the University of Pennsylvania. One year later he received the degree of Doctor of Philosophy at the same institution, and until the death of his partner, which necessitated a closer attention to the details of his business, Dr. Miller was a lecturer on pharmacy and materia medica at the university. While at college, Dr. Miller developed a fondness for the study of botany, which since has been followed systematically and scientifically. In fact, frequent botanical excursions at home and abroad have formed Dr. Miller's principal source of recreation. His visits to the botanical gardens of Palermo, Italy; Athens, Greece;

Heidelberg, Berlin and Strassburg, in his native land; the Kew Gardens, of London, and others in Spain, Scotland, and in fact throughout Europe, have not only meant exceptional health and the utmost pleasure to Dr. Miller, but have frequently been the subjects of interesting lectures and addresses before the students of the University of Pennsylvania, the Philadelphia College of Pharmacy and other institutions and organizations in which he is interested.

When the American Pharmaceutical Association met in Philadelphia in 1876, Dr. Miller was the local secretary. He is the corresponding secretary of the Philadelphia College of Pharmacy; is president of the Pennsylvania Botanical Society of the University of Pennsylvania; treasurer of the John Bartram Association, and holds membership in many other organizations of a pharmaceutical character. Dr. Miller still owns the site of his father's store in St. Paul, now occupied by a hardware store. A self-made man, he attributes all that he is to the training of his youth and the development of the opportunities that industry, integrity and education made possible.

A strange secret of thirty-one years' standing was revealed recently, according to the *New York Sun*, when more than a score of prominent Chicago physicians and surgeons admitted that they were members of the Ustion Fraternity, a society having for its object the dissection of the bodies of its members after death and cremation of the remains. This weird fraternity, to which only members of the medical profession are admitted, is of national scope. Its headquarters are in a well-furnished clubhouse at 3232 Lake Park avenue, Chicago.

Chapters exist in New York, Philadelphia, Boston, Cleveland, Detroit and other cities. Its membership is taken from the ranks of the most prominent practitioners in different parts of the United States. Each chapter is known as a vertebra. The Chicago chapter, being the first organized, is called the "Prime Vertebra." Its high officer is known as the "encephalon," and its next highest officer is the "medulla." Its other officers are named for other parts of the human body.

The members of the fraternity must undergo a preparation or apprenticeship of four years before they are admitted to full knowledge of its weird rituals. During this period each must study some physiological or medical problem entirely original in his own mind. If his faith and perseverance in the ironclad rules of the society are deemed doubtful he does not become a part of the "body." If the showing is complimentary the fantastic ceremonials are administered. The society is divided into three "degrees," through which its members must pass. They are fraternity, autopsy and cremation.

Dr. P. M. Cliver, who lives in Chicago, is the supreme encephalon or national head of the Ustionians. This strange fraternity had its inception at Hahnemann College in that city in 1878. During the thirty-one years of its existence its weird teachings and practices have been a profound secret. Its members at the end of their probationary period take an oath that silences their tongues forever.

The life on this earth is enjoyed to its utmost by them. At the end their colleagues, attired in long white surzical gowns, gather about the bier on which lie the earthly remains of their friend. The spirit they know has departed, and the clay that is left is given over entirely to science. Their theories are augmented by this gressome gift. When they have finished the rites are said. At a crematory all that remains is given over to the flames. The doctor that was is reduced to a handful of dust.

Dr. Fred W. Wood, former supreme encephalon, acknowledged that the fraternity was for the purpose of autopsy and cremation. "We believe in three degrees," said Dr. Wood. "They are fraternity, which means the real fellowship on this earth; autopsy after death, which helps all mankind, and



DR. A. W. MILLER,  
of Philadelphia.

cremation, which puts an end to the earthly shell that remains after the spirit has flown."

"What is done at the autopsy?" was asked.

"I cannot say," replied Dr. Wood. "Our oaths are solemn. What we do to the body is all in the interest of science. It does no harm and it advances our knowledge."

"What is the fraternity's belief in regard to cremation?" was asked.

"We believe that cremation is proper. The body is but clay, and sooner or later becomes but a handful of dust. When it is given over to the fire all is ended. The translation of 'Ustion' means fire."

As far back as the reign of Queen Elizabeth there was a crown official known as the "Uncorker of Ocean Bottles," whose duty it was to open all sealed bottles cast up by the sea and examine the contents. The official "Uncorker" continued to flourish down to the reign of George III, when the position was abolished.

Neptune's mail cannot be said to be a quick method of communication. In July, 1887, while cruising in his yacht, the present Prince of Monaco threw a bottle overboard in mid-Atlantic. It was not recovered until seven years later, when it was picked up on the beach of San Salvador, in the Bahamas.

In point of time it was one of the longest bottle drifts on record, says the English Illustrated, but it has been eclipsed by a bottle which was found recently on the beach near Carmarthen. The latter contained a message dated as far back as March 13, 1898, which stated that the steamship Brunswick was sinking off Cape Horn. It was the first intimation to reach England regarding the fate of the long missing vessel, and it is curious that it should have been cast on shore in Great Britain after drifting all the way from the Horn. In another case a bottle which was thrown overboard by an American captain was not recovered until twenty-one years later, when it was picked up on the coast of Ireland.

For the Christian Church to found and foster hospitals is unquestionably commendable, writes Dr. James M. Buckley in the February Century in a discussion of the "Dangers of the Emmanuel Movement," and the reasons why it should not be generally adopted; but the diagnosis, treatment and prognosis should be left to those who have made this their life study and profession; to them belongs psychotherapy as well as medicine and surgery. For the church to provide chaplains for institutions and give them every facility is also rational. To attach hospitals to individual churches under rectoral or pastoral superintendence is of doubtful expediency. To provide physicians or attempt to treat patients personally would invade the sphere of an indispensable profession and encourage an irregular movement in other departments of medicine.

A large proportion of the best physicians and surgeons of Boston and vicinity sympathize substantially with the view announced by Dr. Putnam. They believe that it places "the medical and clerical professions in a false light," that "it raises false hopes," that "it interferes with the relations between physicians and their patients," and that "it encourages haste and superficiality in the consideration of a serious problem."

Alcohol is recognized the world over as the proper, most efficient and wholesome preserver of medicinal compounds, and while some journalists try to alarm the world by the cry that patent "medicines contain more alcohol than beer," they neglect to state that proprietary medicines are taken in doses from a teaspoonful to a tablespoonful, while beer is a beverage that is consumed in quantities from a glass to several quarts a day.—*Gloucester News*.

Dinks—The aeronaut's wife seems to be so anxious to carry out his wishes.

Winks—Yes; she is the most dirigible wife I ever met.—*Illustrated Bits*.

The discount habit is a good one to form—once formed it will grow. The result will be to make a more careful merchant, careful in buying and careful in selling. Discounts mean so much extra money. Why so many men who could discount prefer to let accounts run until maturity is a problem we could never solve. Of course, if a man's capital is too

small to carry his business, discounts are not always possible, but the end that every merchant should have in view should be to discount. Merchants who discount are the preferred class, not only for credit, but for bargains.—*Grocers' Review*.

Since you don't live in Siberia you need not be afraid, says M. Narrion, a Russian, to get drunk through eating ordinary bread. In far eastern Siberia, in that region which lies between the sea and the river called Missuri, the humidity of the climate, as well as the soil, is remarkable. In certain districts the humidity is so intense that there grows upon ears of corn a kind of fungus matter made up of microfungi. As a result of this sporadic excretion the bread made from the corn in question gives all the results of an overdose of alcohol. In very humid climates the phenomenon is likewise known, though to nothing like the extent of eastern Siberia, where whole districts are affected by this strange kind of "alcoholized bread."—*London Globe*.

"I suppose your motto is business before pleasure?"

"No, sir," answered Mr. Dustin Stax. "In my opinion, when business is good there is no greater pleasure."—*Washington Star*.

"Stories about umbrellas," said a New York physician, when that useful article was the subject of discussion, "are as numerous as fish stories, and often test just as severely the credulity of those who listen to them. This is a true one: A patient telephoned an hour after he had been at my office one morning that he had left his umbrella on the hall rack; would I see that it was taken for him? My servant found it, and that evening while we were at dinner he called, got the umbrella and came in to thank me. Then he told a long story as to how he valued the umbrella because he had carried it a long time, and it was just the right weight and showed a dent in the silver handle which had been made by his little boy when he used it as a hockey stick. I saw my wife smile while the story was being told. She understood my wink, however, and we said nothing. But when the man had gone away with the umbrella under his arm we laughed, for we had recognized the umbrella which I had carried out and never brought back more than three years ago."

"By one of dem wise provisions of nature," said Uncle Eben, "a man dat thinks he's too good to work ain't generally competent to do work dat 'ud amount to nuffin' now."—*Washington Star*.

The annual conference of those interested in the use of horse flesh as an article of food has just closed in Paris. It was attended by horse butchers, manufacturers of sausage and delicacies made out of horse flesh and cafe proprietors who make a specialty of serving this article. The statistics showed that last year over 60,000 horses were slaughtered for food in France and 30,000 in Germany, and that horse flesh was becoming more and more popular in all countries of the Continent. At a banquet given after the convention a menu was served composed of horse flesh.

There is no substitute for a square deal.

A street car conductor of Stamford, Conn., while bowling recently, swallowed a plate containing three false front teeth. He was almost strangled before the plate passed into his stomach, but had no further trouble and was able to go on ringing up fares as usual. It takes more than three false teeth on a plate to upset a trolley car conductor.

The country parson was condoling with the bereft widow.

"Alas!" he continued earnestly, "I cannot tell you how pained I was to learn that your husband had gone to heaven. We were bosom friends, but we shall never meet again."—*February Lippincott's*.

F. M. Wells finds that smoking retards the growth of bacteria. He took cultures from his own saliva before smoking a cigar, and repeated this every five minutes for half an hour after smoking. He is of the opinion that if smokers keep their teeth clean and allow the smoke to percolate around them they generally have much better teeth than non-smokers.—*Chemist and Druggist*.

# Fine Collection of Advertisements for Retailers Wins Era Prize.

## How Many Times

Did You Promise to Send  
POST CARDS to People  
You Met on Your Vacation?

### Better Send Some Right Away

They will surely be appreciated. They  
take the place of letters nowadays.

We have recently added several  
new subjects of Fitchburg, also its  
suburbs. Leominster, Sterling, Lan-  
caster, Clinton, Ashburnham, Win-  
chendon, Gardner, Templeton, Wha-  
lom and Wachusett.

Late arrivals are a new series of  
Teddy Bears, Bathing Scenes, Chil-  
dren's Subjects, Flowers, Fans,  
Butterflies.

Post Cards of the leading cities of  
the U. S., England, Ireland, Scot-  
land, Germany, France, Italy, Spain,  
Russia, Holland, Philippines, Ja-  
maica, and Cuba.

Fancy Post Cards, for framing,  
Artists' Studies, Landscapes, Animals

The Largest Assortment of Post  
Cards in North Worcester County.

We are importers, wholesalers and  
retailers of Post Cards.

*The White Drug Store*  
D. CHAS. O'CONNOR  
PHARMACIST.  
243 MAIN STREET.

## • NOT ALWAYS FOR BABIES

Lime Water is Largely Used  
by Adults, for

Heartburn, Diarrhoea, Diabetes,  
Nausea, Acid Stomach, Dyspepsia

Do you know that one part of  
lime water, mixed with two or three  
parts of milk, forms a diet more  
effective than any other plan of  
treatment in Dyspepsia, accompa-  
nied by vomiting of food.

Mixed with an equal measure of  
milk, Lime Water is one of the  
best remedies in existence for Nausea  
and vomiting, dependent on irrita-  
bility of stomach.

Lime Water is largely used as an  
addition to babies' foods to guard  
against stomach and bowel troubles.

Our Lime Water is made from  
specially prepared lime. Lime that  
is manufactured expressly for mak-  
ing lime water.

Put Up in Pint Bottles ..... 15c

Half Pint Bottles. .... 10c

In Bulk, 10c Pint. 15c Quart.

Complete Directions on Label

*The White Drug Store*  
D. CHAS. O'CONNOR  
PHARMACIST.  
243 MAIN STREET.

## DID YOU EVER HEAR OF A RHEUMATISM Barometer?

It may be applied to a rheu-  
matic knee or shoulder, as the  
aches and pains are influenced  
by the condition of the weather,  
and many times a heavy rain  
or damp spell is accurately pre-  
dicted by people subject to  
rheumatic affection.

There are a great many  
so-called "cures" for this  
ailment, but none of them  
will cure every case of  
Rheumatism.

You want relief, and it  
is best afforded by  
regularly using

### Effervescent Lithia Tablets

Each Tablet contains 5 grs. Citrate  
of Lithia, which when dissolved in  
a glass of water, makes a Lithia  
water stronger than the natural Lithia  
water. 40 tablets in a  
bottle..... **25c**

Note Display in West Window.

*The White Drug Store*  
D. CHAS. O'CONNOR  
PHARMACIST.  
243 MAIN STREET.

D. Charles O'Connor, proprietor of the White Drug Store,  
of Fitchburg, Mass., is unanimously awarded the prize of \$5  
offered in the ERA'S Cash Prize Competition this week for  
the "best advertisement used by, or for the use of a retail  
druggist." Mr. O'Connor offered a number of his advertise-  
ments in the competition and three of the samples are printed  
herewith, the award being made on the one advertising post  
cards. Mr. O'Connor is a liberal advertiser in the local pa-  
pers. In writing to the ERA, he says:

"To my mind, the majority of retail druggists are not alive  
to the possibilities of trade promotion through advertising, and  
I hope your new prize venture will awaken them to a realiza-  
tion of what good copy in advertising can produce and that  
originality of ideas is what causes the rapid advancement of  
advertising as a motor force."

Mr. O'Connor's advertisements are of good proportion, be-  
ing neither too large nor too small, seasonable as to time of  
publication and informative in character. While dealing  
with ordinary subjects there is a newsworthy appearance that is  
attractive and calculated to command the attention of readers.

The terms and conditions of the ERA'S Cash Prize Compe-  
tition can be found on advertising page 6 of this issue. It should  
be remembered that this competition is free to all, whether

subscribers or not, the only conditions being those named in  
the announcement.

### Forty Druggists for Sunday Observance.

ATLANTA, Jan. 25.—At the monthly meeting of the Evangelical  
Ministers' Association Dr. A. R. Holderby, in a report  
of the Committee on Sabbath Observance, said that the outlook  
is very bright for a discontinuance in the near future of the  
sale by drug stores of everything but absolutely necessary  
drugs. He reported that forty of the most prominent druggists  
have signed an agreement to put an end to all of their  
Sunday business with the exception of the bare filling of  
prescriptions. It is Dr. Holderby's opinion that without resort  
to law, the movement to secure the discontinuance of the sale  
of such articles as soda water, candies and tobacco by the  
drug stores on Sunday will shortly meet with success.

Despite the above apparent victory for Sunday closing,  
several druggists declare that the stores will not be closed on  
Sunday unless legal means are used to force the closing.

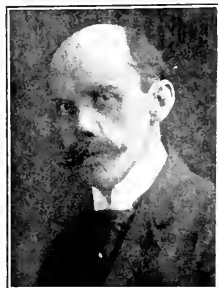
### Shorter Hours for Newport Druggists.

NEWPORT, Ky., Jan. 25.—All the druggists of this city have  
signed an agreement to close at 9 p. m., except Saturdays and  
Sundays. The move is the result of shorter hours agitation  
by the Union Clerks' Association.

## OUTLINES.

By Joel Blanc.

### Wilson's Earthquake.



A committee of six were sitting in that ivory-white store of Sam's, talking legislation. The entrance of a boy with the evening paper changed the topic of conversation to the terrible Sicilian earthquakes.

"I tell you what it is," said Rich, the chairman: "It takes some world-shaking catastrophe like this Italian quake to make men appreciate their real brotherhood. We cannot realize the sufferings of the homeless, starving and maimed who are at present in that devastated country. Our most

vivid imagination cannot picture within those ruined cities the sights of depravity created by physical and mental agony. No fancy can bring to our ears the voices of orphaned children nor to our nostrils the putridity of the pestilential stench. We dare not think of the intellectual standard of the sufferers nor of class characteristics which may be theirs. We only remember that they are men, women and children, fathers, mothers, babes. Distance, which so often dims the light of happiness, in this case adds to the density of misfortune's clouds, adding to the store of our sympathy and bringing it into actions which speak louder than words."

"You make me feel stingy," said Brad. "Probably each of us has already given a mite for the Messina sufferers, but suppose that we now chip in another dollar apiece. Rich can leave it at the headquarters of the relief committee on his way home."

Each man produced a dollar and handed it over to Rich.

As Sam contributed his money, he quietly said: "There was a little earthquake in this city a couple of days ago. You boys may have heard of it, but possibly have already forgotten it. Something went wrong with Horner's carbomotor; it's an old-fashioned machine, but as good as Horner can afford. Wilson, Horner's clerk, was manipulating the machine when it broke loose. Wilson is in the hospital and likely to be there for a couple of months, may lose one eye, I am told. Couple of hundred damage to the store and no insurance. That's pretty hard on Horner, he's poor. Of course, Horner cannot afford to pay a clerk who is in the hospital, but Wilson will get good care and plenty to eat while he is there. However, there is a Mrs. Wilson and a little Wilson about due. I understand that Mrs. Wilson is broke and without relatives or friends. When that carbomotor let go, it was an earthquake for her."

For a moment the men gazed at Sam and each other. Then Rich placed a five-dollar bill on the counter. The others each did likewise. As they filed out, Rich said: "Use that for the Wilson earthquake sufferer, Sam."

### Wasn't It Funny?

No one ever accused Souders of being bright. In fact, the general opinion was that he was very dull. He was one of those fellows who seem to be born in a rut and whose eyes never see beyond its edges. However, as Souders had practically no competition and the people of his neighborhood were not particularly intellectual he managed to plod along in a living-making way.

Bob Inglis was in his second year at college when he went to clerk for Souders. Bob was bright, there was no doubt about that. He was one of those nervous, quick-witted fellows who usually are called "smart."

As soon as Bob was at home in the store he started in to wake things up—everything except Souders. Bob was a boy of ideas and those ideas commenced to work from the ends of his fingers about as soon as they were born in his brain. The store became cleaner; Bob cleaned it. The windows were

more tastefully trimmed; Bob trimmed them. New lines were displayed; Bob had suggested their purchase. In fact, Souders' business commenced to pick up as soon as kid Bob commenced to stir things up. Bob certainly deserved the credit for improved conditions and Souders, in dull wonder, acknowledged it.

Bob was not one of the sort to let any personal credit get by him, but he handled his honors in a peculiar way. He had a sarcastic laugh which spoke more than words, and when he did use words he used a good many of them, those words could be given more than one meaning. Not that Bob abused or ridiculed his boss; in fact, he always spoke in his defense. But he did it in a sort of pitying, sneering way that made his faint praise doubly damning.

The more quick-witted of the patrons soon realized the relations between employer and employee, and they considered that the conditions in Souders' drug store were exceedingly funny. They laughed at Souders—each week more and more people laughed at Souders—and poor Souders laughed with them without knowing what they or he were laughing at. Wasn't it funny?

Everyone wondered what Bob was after. Outside of college hours he was in the store every business minute, working like a horse and that for insignificant pay. As Souders noted the steadily increasing receipts his flacid lips parted wider and wider in open-mouthed amazement. So far as Souders could be enthusiastic about anything, he was enthusiastic about Bob, and Bob was constantly faying him with veiled scorn and witty sarcasm. Wasn't it funny?

When Bob graduated, passed the board and could write Ph.G. and R.P. after his name, it dawned upon Souders that he should pay his clerk a larger portion of the profits which that clerk was so instrumental in creating. He offered Bob an increased salary—he went further, he offered him a partnership in the business. Bob laughed in his face. Wasn't it funny?

Souders made his offer on Saturday. Bob quit that night. He had already leased a store on the corner diagonally across from Souders. Bob's folks had some money and had made him a very liberal graduation present. When Bob opened his store it was the palace. Souders' store was a hovel. Souders gazed across the street in wide-eyed wonder, for he could not yet quite understand. The whole town laughed at Souders. Wasn't it funny?

Today Robert Inglis is known as a very successful man, highly respected, prominent citizen, very charitable, church pillar and all that. In Vernon people still tell how Robert Inglis built up a business for himself in another man's store. The ratelors laugh, so do the hearers. Isn't it funny?

Souders? Oh, after he failed he left Vernon, drifted from one thing to another, health broke and he killed himself. Said to have become insane, I believe. Wasn't it funny?

### The Barrier.

Overman had owned a drug store for twenty years, had the best store in the city and everyone acknowledged him to be a fine business man. Perhaps he was a little impulsive; in fact, he said so himself. Miller had been with Overman during the entire life of the business and was chief clerk. He liked to refer to himself as "manager." Overman called Miller cautious, some said he was dull, others narrow; still others, envious. Overman said that he was often very restrained by Miller. Overman occupied himself with the buying, advertising and financial ends of the business and let Miller look after sales and prescriptions. All the help was under Miller and until Ferris came, it had been hired by him and was just his sort. Ferris already had a record and when Overman heard of it he hired him, but naturally he placed him under Miller. Clerk Ferris was a good bit like Overman. His head was full of ideas and sometimes those ideas boiled over and splashed around a bit. If Miller had ever had an original idea it had never gotten out of his head.

Ferris soon noticed two things. One was that Miller tried to keep him and Overman apart. The other was that if Ferris had a scheme that was too deep for Miller to understand it was "not worth while." If the scheme was within Miller's range of reasoning it was pronounced "good, but crude." Miller would always undertake to "remove the crudities." If the changes spoiled the idea Ferris was blamed for failure; if success came Miller took most of the credit. These condi-

of Miller, Ferris admired Overman, was loyal to his interests, and might have been made to fairly worship him. But if Ferris did get a scheme direct to Overman, even though the latter approved it, it was referred to Miller and invariably turned down. Of course, Overman was only showing respect for and confidence in an old and faithful servant.

Ferris' letter of resignation read, in part: "I would rather work for you than any man I ever knew. I tried to give you the best that was in me, and had you let me get close to you I would have learned from you and made myself more valuable to you. You have paid me all I earned and I want no presents, but I want a chance to earn more and cannot get it in your service. I cannot climb over Mr. Miller to get to you and I will not try to undermine him."

Today, Ferris is Overman's most dangerous competitor. Who is to blame, Miller or Overman?

### Ginger Growing in Jamaica.

Ginger is the dried underground stem of a plant which grows wild in southeast Asia and in the Malay Archipelago, and is cultivated extensively in South America and the West Indies, particularly Jamaica. The ginger produced in Jamaica is recognized as of superior quality and commands more than double the price of any other. The botanical name of the stem is rhizomes, the real roots of the ginger plant being the fibers which are given off from the rhizomes. Leafy shoots rise from the underground stems to a height of 1 to 3 feet, according to conditions of soil and climate. The plant bears a blossom on a stalk separate from the leaves. Ginger requires a rich soil, well drained, rich vegetable loam being best adapted to its cultivation. These conditions being met, tions led Ferris to strive to get directly at Overman, in spite of it may be grown from the sea level to high mountainous regions, provided the rainfall be abundant or irrigation be adopted.

The plant is propagated by division of the rhizomes, each rhizome being carefully divided into small pieces, pains being taken to leave at least one shoot bud on a cutting. The cuttings are at once set out in the field in holes that have been specially prepared for the purpose at distances of about a foot apart. It is essential that the land should be well cleaned and trenched, the refuse and rubbish being buried in the trenches to enrich the soil. The best time for planting is in March or April. The plant is cultivated in much the same way as the potato. Manure is generally placed in the holes when the planting takes place, and also spaded into the ground when the same land is used for several years in succession.

The plant is in blossom about September. Thereafter the shoots wither, and the rhizomes increase in size, and by January or February the spice is ready to gather. The plant is dug out of the soil, with a fork, care being taken not to injure the rhizomes or hands, as they are termed in Jamaica. The hands vary in size, some being very large and weighing over half a pound.

After the hands are divested of the fibrous roots and all adhering mold and dirt, they are scalded for some minutes in boiling water, to destroy their vitality, and then dried in the sun, when they become the ginger of commerce. The darker kinds are sometimes bleached by exposure to fumes of chloride of lime or burning sulphur. What is known as "scraped," "uncoated," and "white" ginger is prepared by scraping the hands with a knife until the dark outer skin is removed, and then drying them in the sun. When cultivated under favorable conditions, an acre of land will produce as much as 4,000 pounds.

Ginger is shipped in bags, which generally contain a hundredweight each of the spice. There is a considerable acreage of land under cultivation of ginger in Jamaica, mostly in the hands of small settlers in the southern part of the island. During the last fiscal year about 1,400,000 pounds were exported from this island, about 650,000 pounds being taken by the United States, and 600,000 by Great Britain. Canada took nearly all the balance. The crop last year was little more than two-thirds the usual amount, because of the severe and long-continued drought in the island. Preserved ginger is prepared and exported from Jamaica only in small quantities (Consular Report).

The druggist who "trusts to intuition" sometimes mistakes his own instinct for intelligence.

## The Slaughter of the Innocents.

A Too-Little Considered Field of Habit-Forming Drugs.

By Emma Gary Wallace.



The numberless kinds of work, the industrial and professional conditions of each, and the tremendous amount of accompanying detail, which a government like that of the United States has to supervise and regulate is well-nigh incomprehensible. No wonder that the jungles of Africa, with a few sociable wild animals thrown in, are a sylvan retreat of alluring restfulness in comparison!

Of course, each class of workers feels its issues, its legislation and its protection are all-important. So perfectly, however, is this vast aggregation of interests systematized that a truly wonderful amount of good work is accomplished each year. If unwise legislation sometimes slips through, or certain details are not properly regulated, it is small wonder. It is of the greatest importance that each class be continuously on the look-out for the safe-guarding of its own best interests.

The legislation concerning the importation, the manufacture and the sale of habit-forming drugs is receiving serious and timely attention. It might at first appear, that in this connection, the women-folk have no direct interest, but such is not the case. There is one field, the control of which comes almost entirely within the province of women, and that is the administering of quieting medicines and narcotics to young children.

If statistics were available, which they are not, to prove who it is that purchases and deals out the great quantity of such medicines prepared and sold in this and other countries, there is little doubt that at least 95 per cent of it could be shown to be handled by women—mothers, non-professional nurses, older children and women relatives. The children are the hope of the nation. Preserve them and our future citizenship will take care of itself. Anything which menaces the health, the life or the morals of the child should be carefully investigated. Anything which broadly menaces the child through the ignorance or the carelessness of women should be made the subject of study and effort to rectify by the women of our land, who are fortunate enough to have greater opportunities for wisdom.

There has been an awakening during the past few years to the necessity for guarding child-life more carefully. Juvenile courts, which aim to keep the children from going wrong, playgrounds, to give them a chance for fresh air and healthful exercise, and a broader training to fit them for more symmetrical lives are the result. These are all good, excellent, but what if the child's physical and mental development have been partially or wholly arrested before it is old enough for the good influences of these worthy institutions? We must go back of all this, back to the days of colicky infancy and the tedious months of painful teething, when tired, ignorant or careless mothers or female attendants administer medicines of unknown effect to soothe wailing children. Unknown, save for the immediate effect of stupefying them into unnatural slumber or a condition of partial insensibility to pain or discomfort.

Many do not realize the evil effects on brain and body of this practice, and yet it is a self-condemning fact that as a rule women deny using anything of the kind, even when evidences of their use are painfully apparent.

One mother with five pallid, listless children was interrogated by a prominent druggist's wife regarding the health of her little ones. She acknowledged that they were all of an exceedingly nervous temperament—inherited from their father—and that she had done her best to keep them clothed, fed and in good health. She stoutly denied ever giving them anything in medicines except a simple tonic for their nerves. Further questioning revealed that the whole five had been

freely given a medicine which contained an excessive amount of morphine to the ounce before the Pure Food and Drugs Act came into force, and which still contains too much to be given indiscriminately and continuously to children.

There were those little ones with their stunted mentalities, their thin little bodies, yellowed skins, and lack-lustre eyes, with the seeds of a deadly habit planted in each little system. They will grow up, if they live, into whatever sort of citizens surrounding influences make, to become in their turn the parents of further degenerates.

The evil is not wholly confined to the ignorant or to those who plead the necessity for a chance to labor uninterrupted. Sometimes the well-to-do employ nurse girls without making a rigid investigation of their previous records. A beautiful, motherless boy, whose home was with his grandmother—a woman of culture and social position—was placed in the care of a woman of supposedly good character. She was devoted to novel reading, and to gain leisure for this pastime she freely drugged the child with what purported to be an entirely harmless syrup. The "dope" was purchased and administered without the knowledge of her employer, and it was not until the child's health and moral nature were wrecked and the woman had gone on to pastures new that the cause of the trouble was discovered. Is that woman still gaining time to read trashy novels by drugging helpless children?

Another case was that of a fine, lusty child which cried so much that its own mother—an apparently intelligent woman—decided to yield to the advice of her neighbors and to give it a soothing medicine. The effect was magical. The irritable, exacting baby became a quiet child that took long unbroken naps. The mother worked or neighbored in peace. When the medicine was used up, the child's irritability increased and in desperation she obtained more with the same good (?) results. After several unpleasant experiences of being "out", it was purchased in several bottle lots. There was no further trouble—then. But, now that the child is a grown woman she is a living reproach to her mismanaged babyhood. Poor child, she has been more sinned against than sinning. Intellect and the power of speech alike hopelessly crippled. She would have been a beautiful girl had Mother Nature had her way, fair as a lily, with hair like a web of sunbeams. She must now go onward through life a helpless, incoherent blabber.

Just one more example, and this last a case peculiarly sad. The child was the son of a fairly prosperous druggist. The mother was a girlish young woman who, like many another mother, lacked much knowledge that a mother should have. The little fellow was irritable and peevish in his almost continual confinement in the few rooms above the store. After long days and late hours of nerve-trying, particular work, it was hard to be kept awake by a fretful infant, and a bottle of a sweet, soothing nature was brought upstairs. It gave relief, and that was the beginning. Perhaps the father did not realize how many bottles followed the first, or it may have been that "familiarity bred a certain degree of contempt" for likely results. And the angels wept over another life the natural brightness of which was dulled.

These cases are typical of the ignorant, hard-working woman who feels that she must have her hands free to help earn the daily bread; the society woman who gives the care of the precious young lives entrusted to her into the hands of irresponsible hirelings; the unnatural mother who blindly and persistently seeks present freedom from annoyance without giving due heed to future results; and perhaps the most serious of all, those who have the opportunity right at hand of knowing better, and yet who still follow the line of the least resistance and ignore results.

There is no gainsaying that quieting medicines have their place, but their place is in the hands of a competent physician who is prepared to take the responsibility of saying when such medicine is needed, what should be given, and how long it should be continued. Self-medication on the part of the ignorant is bad enough, but the ill-advised, blundering medication of helpless children which tends to dwarf development and implant a craving for habit-forming drugs is nothing, if not criminal.

The extent of the evil is difficult to estimate, because of a pronounced inclination to be secretive regarding it, but the steady demand for such medicines tell of their widespread use. The government can provide for a legitimate use of medicines and in some measure prevent their abuse, but the mothers

themselves, the women of the nation and the incoming tide of immigrant motherhood should be taught the results, the far-reaching results of such a habit.

The mother of a child which cried bitterly and showed evidences of distress was advised to give it something soothing, but wise woman that she was, she refused. The little one was showing marked symptoms of mal-nutrition. A doctor was called and an investigation proved that the milk supply came from cows fed with ensilage. Ensilage is fermented corn fodder. Every drop of milk taken, added fuel to the fire of the trouble. The milk was changed and that child and several others similarly affected got well.

Another child, the infant son of a college professor, was restless, and the young mother was urged to give this and that quieting preparation. It was astonishing how many were prompted by sympathy to tell of similar use. But this wise little woman said: "No, we have doctors and druggists and I shall have special service for this child." A doctor was summoned and found an incipient spinal trouble which could only be averted by prompt measures.

In either of these cases the soothing medicines recommended would have quieted the children, and at the same time lessened their power of resistance against the real troubles. Perhaps they would have lulled the fears of the mothers temporarily to rest, giving the diseases an opportunity for the total destruction of their victims.

A great doctor has said something to the effect that a young child is literally an animated stomach. This being the case, it is most important what is taken into the stomach in the shape of either food or medicine. The time will undoubtedly come when our government will establish a Bureau of Infant Intelligence. Surely such a department would be of as great importance as the scientific study of plants or stock breeding, or even the stamping out of certain diseases.

If the women-folk of the drug trade could be the means of the dissemination of useful information among the women of our nation concerning the dangers of indiscriminate infant medication, and could see the ball rolling to bring about practical government help in the proper management and safe-guarding of young children, with accompanying demonstrations of the evils following in the wake of certain methods of care, diet and dosing, the future generations would have reason to rise up and call us blessed.

#### Arranging for Chapter 6's Musicales.

PHILADELPHIA, Jan. 25.—Officers and members of Chapter 6, W.O.N.A.R.D., are very busy these days arranging for their musicale and dance, to take place the evening of February 25, at Mercantile Hall. The proceeds will be for the benefit of the chapter and the affair will be the first of the many entertainments given by the local chapter to which admission will be charged. All of the talent will be professional. The musical part of the programme will be followed by a playette.

The rapid rate at which tickets are being sold is an indication of the support that the chapter is receiving from its many friends in the trade. The entertainment is in charge of the following committee: Mrs. N. D. Stroeter, chairman; Mrs. H. A. Noble, Mrs. E. M. Platt, Mrs. E. W. Gohardt, Mrs. J. G. Howard, Mrs. Walter Rothwell, Mrs. L. A. Hance, Mrs. H. F. Vosage and Miss Margaret Campbell.

#### Druggists and Their Wives at Dancing Class.

PHILADELPHIA, Jan. 24.—With a display of interest that promises to make the druggists of Philadelphia famous for their proficiency in the terpsichorean art, prominent retailers, with their wives and daughters and a few affiliated with the trade, on Friday evening turned out to the first class after the holidays. The lesson lasted from 9 to 11 p. m., and at the close, when it was asked how many would be on hand for the next lesson two weeks hence, the assent was unanimous. Each one also promised to bring friends.

Among those present were Mr. and Mrs. Charles Rehffuss, Miss Lebo, Mr. and Mrs. William E. Lee, Mr. and Mrs. S. B. Davis, Mr. and Mrs. J. J. Kelley, Mr. and Mrs. Fred. R. Keller, Mr. C. S. Gill, Miss Paul, Mr. and Mrs. J. E. Marsden, Mr. and Mrs. Frank W. Fluck, Mr. and Mrs. Harry G. Comp, Mr. and Mrs. L. H. Davis, Mrs. C. G. Nedy, Miss Neely, Miss Dora Rubin, Miss Esther M. Wolfe, Mr. and Mrs. Darley and Miss Warner.

## Original and Selected

### CARD SIGNS THAT SOLD GOODS.\*

By Edw. Williams, Antigo, Wis.

During the past winter I was engaged during my spare time in the manufacture of a hand-made copy of Omar Khayyam, that I bring it here for your inspection and while working at it the thought struck me that similar signs or cards would be a good thing to draw attention to my window displays. They were such a pronounced benefit that I present my experience here that other members may profit by it. There is no expense in connection with the manufacture of these signs, as the materials used are such as are found in every drug store. The red color is carmine dissolved in dilute ammonia; the blue, Prussian blue dissolved in a dilute solution of oxalic acid; the gilding is Japanese gold paint, to which I add a small amount of gasoline when necessary to increase its fluidity or covering capacity. Higgin's India ink I find to be the best for the general lettering of the signs, and either red, blue or gold for the illuminated capitals. The type of lettering most attractive and distinctive from the professional card writer's work is a modification of the vertical handwriting now being taught in the schools. A stylographic pen is an ideal instrument with which to execute this class of lettering and an ordinary camel-hair pencil is good enough for the color work and gilding of any special design. For more elaborate sign work a set of Prang's "school water colors" is very useful, furnishing at small expense colors that are fairly permanent to light and by judicious blending of the primary colors of the set any tint desired can be produced. For gray tones dilute the India ink largely with water and brush out rapidly after first wetting the paper slightly with water to make the color spread uniformly. Do not think that it is only the fancy signs that sell the goods; common black ink signs on ordinary cardboard have their usefulness also.

I bring here two ordinary black letter signs that sold out their window displays in three and four days respectively. The "rat biskit" card I put in the window with the goods the first real cold day last fall and it was one of the best pulling signs I ever used.

The "boy's bat" card sold three dozen boys' bats in three days and incidentally sold other goods in the same line, such as balls, mitts, gloves, etc., which were frequently sold to the bat customers. The point I wish to emphasize is: Make your cards harmonize with your display of goods.

For artistic packages of stationery, such as the Eaton-Hurlbut line, I used the sign shown here with good results, but for a "rough timber" display, such as bats or rat poison, a plain black and white business-like card with prices matches best and pulls the most business.

#### Mr. Dooley on Buying Clubs.

(With apologies to Mr. Dunne.)

"Have ye joined the buyin' club yet?" said Hogan, leaning carelessly on the bar.

"I have not," says Dooley, "and the chances are I won't."

"Why, a feller was in me place the other noight tryin' to sell me a bar'l of booze direct from the factory fer spot cash which, says he, would intitle me to a membership in the 'Buyers' Liberal League,' he says. I told him that I bought me booze from O'Donnell, the wholesaler, he the tallon and still owed him for the most of it. 'Niver moind that,' says he, 'the evolution of modern business demands the elimination of the middleman henceforth. Time was,' says he, 'whin the small dealer with cash to pay his bills pathronized the wholesaler, but nowadays the lad with the ready cash jines the buyin' club and buys from the factory direct, and whinever he's shy of the ready cash it's time to look up the address of the despised middleman.' I asked Doc' Leary about it yisterdab and, says he, 'Dooley, the buyin' club is a good dale loike the polisman's club, it's only good for the lad that swings it."

Moine ye the co-operation between min is a good thing whin buildin' churches, lookin' after the public health and kapin' the ward Dimmycratic, but don't make the fatal mistake of puttin' yer bank-roll in the same pile with y'r competitor across the street who is makin' faces at ye the day long. If ye do, don't look for anny better dividends thin ye are drawin' from the bunch of co-operative minin' stock ye have in the cellar."

"Ye don't belave in buyin' clubs then," says Hogan.

"Not unless I'm the club," says Dooley.—J. A. Connelly in *McPike's Bi-Monthly*.

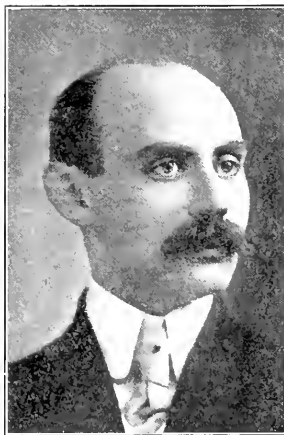
### CHEMICAL CHANGES IN DISPENSING THAT CAUSE COMPLAINT.\*

By J. Leon Lascoff, New York.

In my practical experience I have come across a good many prescriptions which change their color on standing, due to chemical reaction. While a colorless solution sometimes turns red, a mixture originally dispensed of a reddish shade will, in a short time, change its color to a pale straw shade. In some instances a good many change to different colors, as yellow,

green, brown or olive green. Two white powders mixed together will suddenly change to a pink or carmine color, and the longer we triturate the darker will the mixture become.

Many pharmacists, as well as myself, receive complaints from our customers on account of these changes, especially in repetitions. For instance, a medicine is sometimes of a different color than that previously dispensed. A customer on receiving his medicine for the first time, notes its color. Upon renewing the same the color is entirely different. This naturally makes him suspicious and he thinks that the prescription has been incorrectly dispensed, or substitution practiced.



J. LEON LASCOFF.

As is the case, many people are timid about taking medicine, and upon receiving a newly repeated prescription and noting that it does not possess the same color as the original, they lose confidence entirely, and lay the whole blame upon the shoulders of the dispenser. He tries his best to convince them of the error on their part, but in vain.

Looking at the case from the customer's point of view, he can hardly be blamed for his distrust, if he has not been notified before that a change of color is possible. The customer knows nothing at all about chemicals, and although the pharmacist tries his very best to explain the reason for the change in appearance and that the medical properties are the same, it is impossible to convince the patient who loses confidence in the pharmacist. This has often been the case in my own practical experience, although the utmost care and the best checking system has been always observed in our prescription department.

A very interesting and valuable paper was not long ago presented before the American Pharmaceutical Association on "Some Chemical Reasons Why Solutions Deteriorate," in which the author called attention to the conditions resulting from physical and chemical forces. He also suggested excellent remedies that every pharmacist ought to take advantage of.

\*Read before the Wisconsin Pharmaceutical Association and reprinted from the Proceedings.

\*Read before the New York Branch of the A.Ph.A., January 11, 1909.

But to our great sorrow, not every pharmacist takes an interest in reading the proceedings of the meetings or the interesting papers which are presented. The author in his paper mentions solutions.

In this paper I will present for discussion some mixtures which have been prescribed by practicing physicians who are a little weak in chemistry. In attempting to compound them the pharmacist is placed in a position where he cannot change or omit any of the ingredients.

I can illustrate this contention with a great many prescriptions, but will present only a few of them:

(1)

Tr. ferri chloridi .....	10.0
Antipyrin .....	0.12
Sweet spt. nitre .....	15.0
Aqua .....	ad. 100.0

By adding the antipyrin to the tincture of iron, the yellowish color is changed to purple; by mixing it with the sweet spirit of nitre the color is changed to green, then, on standing, to an olive green, and lastly to a brown (four colors).

Chemically it forms iso-nitroso-antipyrin, which is considered by many a poisonous compound.

(2)

Potass. citratis .....	10.0
Liq. ammon. acetatis, .....	
Spt. aeth. nitros. ....aa.	30.0
Tr. cardamom comp. ....	15.0
Aqua .....	q. s. ad. 240.0

On compounding this prescription it becomes on standing a reddish colored mixture which changes to a straw color. Here again the cause of the color change is sweet spirit of nitre. Alkalies change the color to purple. The potassium citrate has no effect on the compound tincture of cardamom. It will turn the mixture to a deeper tint, but the spirit of nitre contains traces of nitrous acid which cause discoloration of the mixture.

(3)

Heroin hydrochlor. ....	0.2
Potass. iodide .....	4.0
Spt. aeth. comp. (Hoffman's drops) .....	12.0
Syr. pruni virg. ....	20.0
Aqua .....	q. s. ad. 90.0

The color will also change in this mixture on account of the ethereal oil contained in the Hoffman's drops in combination with potassium iodide.

(4)

Resorcin .....	15.0
Acid. salicyl. ....	0.18
Spt. odoratus .....	30.0
Spirit. vini. ....	q. s. ad. 150.0

Use externally.

This mixture will turn to a reddish shade after standing.

We also know that a change of color will occur in ointments of mixtures containing the iodides and their preparations and mercury and its preparations. Dr. G. C. Dickman recently read a paper on "Oleate of Mercury" and exhibited eleven specimens of this preparation. The specimens, which had been collected from a number of wholesale and retail sources, varied in color from a grayish-yellow to dark brown. All, however, contained practically the required percentage of mercury which was calculated as oxide.

(5)

Tr. iodi. ....	
Aq. ammon. fort. ....aa.	15.0
Liq. saponis camphor. ....	q. s. ad. 60.0

Lintment; use externally.

On mixing the above mentioned ingredients a lintment results which is first of a dark shade; it gradually gets lighter, then yellow, and finally becomes colorless.

(6)

Acid. carbolic .....	8 grains.
Tr. iodi. ....	10 drops.
Aq. ....	q. s. ad. 3 ounces.

This was prescribed for internal use. The color of the mixture is red, but on standing a certain length of time it gets lighter. The prescription was returned to me on account of the change in color, and I was requested to compound it over

again. After a long argument and explanation I convinced the patient that the prescription was dispensed in the same way as was done before, but in the time wasted on explanation I could have dispensed at least half a dozen prescriptions.

(7)

Infusion of buchu .....	2 ounces.
Fl. ex. corn silk .....	2 ounces.

I collected samples of fluid extract of cornsilk from four manufacturing houses and all showed a great variation in color, ranging from a light straw color to a very dark brown.

(8)

Phenolphthalein .....	0.15
Magnes. calc. ....	0.25
M., ft. caps. ....	

On mixing these powders a sudden change from white to a pinkish tint will be noticed and the color is not uniform. I would suggest that a few drops of alcohol be added to reduce the volume of bulk powder, which may then be dispensed in smaller capsules, and the mixture will also be of a uniform color.

The above mentioned prescriptions which change their appearance on compounding are but few in comparison with the number I have dispensed during my practical experience.

The suggestion I would submit regarding prescriptions which change their color after standing certain lengths of time, is that they be labeled with a little paper bearing a notice something on this style:

\* Our patrons will please bear in mind \*  
\* that after standing, the color of the mix- \*  
\* ture may change. The color does not in : \*  
\* any way affect its medicinal properties. \*  
\* \* \*

It is a much better method to notify your patrons in advance than it is to incur their distrust of your methods of dispensing, and possibly lose their confidence in you and their patronage as well.

### Chemical Progress in the United States.

Some interesting figures relating to the progress of chemical manufactures in the United States are to be found in Bulletin No. 92, recently issued by the Department of Commerce and Labor under the direction of the Bureau of Census, forming a part of the census of manufacturers of 1905. In the value of products the present census shows a decided advance in the value of products over that of 1900, or 39.3 per cent. In the department of chemicals, which also includes sulphuric, nitric, and mixed acids, wood distillation, etc., the report shows \$92,088,378 for 1905, as compared with \$62,637,008 for 1900. A marked increase is also shown in the value of essential oils, the figures reported indicating the development of a profitable industry. It is also noticeable that in the comparison of the number of establishments in the various States with those of the same States in 1900, the largest increase is shown in Georgia, with twenty-nine establishments, while the greatest decrease is reported for New York, or twenty-one in number. The shifting of manufacturing activity may be traceable to several causes, the controlling factor in most instances being the nearness to the source of the raw material.

### Candy "Nuisance" Proved a Trade Winner.

"When I was in the drug business, not long ago," said a resident of Detroit's North Side, "I used to keep a complete stock of cheap colored candy to sell by the pennyworth. While I found that in itself it wasn't very profitable, I used it to good advantage and I believe that what trade I had when I quit the business and which, I might add, was as good as any in this vicinity, was built up solely through the little penny candy counter. I got the stock when I bought the store and decided at once that it was a grand nuisance. I wanted to get rid of it and so I started to advertise that I would give it away to children who had prescriptions put up at the store. I soon had a flock of children there bringing prescriptions for every sort of household remedy and I found that they were selling much more rapidly than I had expected. I bought more candy and advertised it still more and in the end I developed the stock until I had it already made up into little packages which I could just hand out with every bottle. It was a great scheme and I honestly think it made my business."



# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Kidney Pills.

(F. H. H.)—We have never analyzed the proprietary pills you name. The following formulas, however, are typical of the class generally designated as "kidney pills":

(1)

Powdered digitalis	1 grain.
Potassium nitrate	2 grains.
Powdered squill	1 grain.

For one pill.

(2)

Copaiba resin	3 grains.
Extract of cubebs (alc.)	1 grain.
Extract of huchu	½ grain.
Oil of juniper	q. s.

For one pill.

(3)

Powdered digitalis	1 grain.
Powdered squill	1 grain.
Mild chloride of mercury	1 grain.
Extract of hyoscyamus	1½ grains.

For one pill.

## Shoe Polish.

(H. P.)—For tan shoes a mixture of wax, soap and turpentine is generally employed, the following being a type of this compound:

Yellow wax	4 ounces.
Potassium carbonate	4 drams.
Resin soap	2 drams.
Oil of turpentine	8 ounces.
Anilin yellow (phosphine)	4 grains.
Water	q. s.

To 12 ounces of water contained in a suitable pot, add the wax and soap in scrapings, together with the potassium carbonate, and boil until a smooth creamy mass is obtained; remove the heat and add the turpentine and the dye, the last named having been previously dissolved in alcohol. Mix thoroughly and add sufficient water to make the product measure 24 ounces.

The paste polish which is used with the liquid application is composed of yellow wax and rosin thinned with petrolatum; say wax, 4 parts; rosin, 1 part; petrolatum, 12 parts; mixed according to art.

A simpler form of the liquid polish or shoe cream is made by dissolving equal parts of yellow wax and palm oil in three parts of oil of turpentine.

A black shoe cream or polish may be made according to the following formula:

Yellow wax or cerasin	3 ounces.
Spermacei	1 ounce.
Oil of turpentine	11 ounces.
Asphalt varnish	1 ounce.
Borax	80 grains.
Frankfort black	1 ounce.
Prussian blue	2½ drams.
Oil of mirbane	1½ drams.

Melt the wax, add the borax, and stir until a kind of jelly has been formed. In another pan melt the spermacei; add the varnish, previously mixed with the turpentine; stir well and add to the wax; lastly add the colors, mix well and incorporate the oil of mirbane.

For the preparation of the water dressings only these waxes

are available which are capable of being emulsified, including carnauba, bees, Japan, and insect wax and shellac. Paraffin, ceresin and mineral waxes are not available. In order to produce an emulsion it is necessary to use a small amount of neutral soap in addition to the required amount of alkali, though care must be taken to avoid an excess of soap, as this would make the resulting paste too readily soluble in water. Dressings of this class are made by heating the soap, alkali, wax and water to nearly the boiling point of water, stirring constantly until a uniform milky substance is produced, which on cooling solidifies into a mass of the consistency of an ointment.

## Shampoo Paste.

(C. M. N.)—Try one of the following:

(1)

White castile soap	2 ounces.
Ammonia water	2 ounces.
Bay rum or cologne water	1 ounce.
Glycerin	1 ounce.
Water	12 ounces.

Dissolve the soap in the water by means of heat; when nearly cold stir in the other ingredients.

(2)

Castile soap	4 ounces.
Potassium carbonate	1 ounce.
Water	6 ounces.
Glycerin	2 ounces.
Oil of lavender flowers	5 drops.
Oil of bergamot	10 drops.

To the water add the soap, in shavings, and the potassium carbonate, and heat on a water bath until thoroughly softened; add the glycerin and oil; if necessary to reduce consistency, more water may be added.

## Sea Foam.

(E. S.)—

(1)

Potassium carbonate	½ ounce.
Castile soap, powdered	1 ounce.
Water	8 ounces.
Tincture of quillaja	1 ounce.
Oil of bay	5 minims.
Alcohol, enough to make	1 pint.

(2)

Soft soap	1½ ounces.
Potassium carbonate	2½ drams.
Alcohol	3 fl. ounces.
Essence of jockey club	½ fl. ounce.
Water enough to make	25 fl. ounces.

(3)

Spirit of soap	7 fl. ounces.
Glycerin	2½ fl. ounces.
Rum	2 fl. ounces.
Spirit of lavender	2 fl. ounces.
Alcohol	14 fl. ounces.
Rose water	8 fl. ounces.
Vanillin	1½ grains.
Oil of wintergreen	2 drops.
Sandalwood, powdered	75 grains.

Mix. Allow to stand for two days and filter.

## Candlenut Oil.

(F. M.)—The name "Candlenut", as we understand it, is a synonym for both *Alaurites cordata* and *Alaurites Moluccana* (A. triloba, Forst.), the seeds of *A. cordata* being the source of tung or Chinese wood oil, the candlenut oil of commerce being derived from *A. Moluccana*.

The candlenut oil is obtained by boiling in water the crushed seeds of *A. Moluccana* which grows in tropical regions, in the isles of the Indian and Pacific Oceans, India and the West Indies. The oil is known by several names as kene oil in Ceylon; Bankul oil in India; Spanish walnut oil in Jamaica; kenui oil in the Sandwich Islands, where it is used as a mordant for vegetable colors. The tree yielding the fruit is known as the candleberry tree, from the fact that the seeds strung upon palm fibers are used for lighting purposes by the Polynesians. The nuts taste like walnuts and are used as food by the natives of New Georgia. The tree is called Indian Akrot (walnut) in India. On account of the oil being much used by painters, it is sometimes known as

country-walnut oil or artist's oil ("Treasury of Botany"). The oil is limpid, transparent, syrupy, amber-yellow, odorless and rapidly-drying. The yield is about 60 per cent. It consists of palmitin, stearin, myristin and olein, the latter being somewhat like linolein from linseed oil. The oil is laxative. It is also known as Lumbang oil.

#### Hectograph or Copying Pad.

(W. O., Jr.)—"Being a subscriber to the ERA and having read with interest your "QUESTION BOX" each week, I thought that perhaps you could give me a good formula for making a hectograph. I hope I may read the answer to my request in the next issue."

Various formulas have been published for making copying pads (hectographs), but the following seems to be about as good as any:

Gelatin .....	4 ounces.
Water .....	8 fl. ounces.

Allow to stand for twenty-four hours, turning over occasionally. Add to:

Glycerin at 200° F. ....	14 fl. ounces.
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Stir gently, so as to avoid formation of air bubbles, and pour into a thin tray about three-eighths to one-half inch deep placed on a perfect level table. Allow to set.

For the ink use the following: Methyl violet, 1 part; alcohol, 10 per cent, 10 parts. Dissolve.

The writing must be well done on glazed paper and allowed to become perfectly dry. Place the sheet upon the pad, face downwards, and with a photographic roller press perfectly flat. Allow to remain in contact for five minutes. Remove. Copies are taken by pressing on the pad paper nearly free from size. A few seconds suffices for the first impression, but afterwards, as the ink becomes exhausted, a longer time must be given and the paper must be slightly damp. With care there is no difficulty in taking from twenty-five to fifty impressions.

Afterwards clean off with a sponge dipped in a mixture of

Hydrochloric acid .....	1 part.
Methylated spirit .....	9 parts.

and set aside for a few hours before using again. After much use the pad may require remelting.

#### White Liniment.

(C. H. H.)—"I have at hand your ERA Formulary and the ERA from which I have tried to find a formula for a white liniment that will not separate and one that does not contain eggs in the manufacture of the same. Please publish a formula."

"White Liniment" is a synonym for Stoke's liniment of the National Formulary, which, however, directs the use of eggs in its preparation. There are any number of formulas for liniments under the above title which does not call for eggs, the following being typical examples:

(1)	
Alcohol (90 per cent) .....	6 drams.
Olive oil .....	12 ounces.
Oil of thyme .....	2 drams.
Oil of turpentine .....	6 ounces.
Solution of ammonia .....	6 ounces.

(2)	
Acetic acid .....	2½ ounces.
Liniment of soap .....	3 ounces.
Oil of turpentine .....	3 ounces.
Strong solution of ammonia .....	3 ounces.
Distilled water to make .....	20 ounces.

(3)	
Soft soap .....	4 ounces.
Distilled water .....	4 ounces.
Oil of turpentine .....	16 ounces.

#### Elixir of Terpin Hydrate With Wild Cherry.

(H. F. L.)—"We cannot give the formula for the proprietary preparation, but under the above title the following formula has been published: Dissolve 256 grains of terpin hydrate in 12 fluid ounces of deodorized alcohol, add 2 fluid ounces of glycerin, 2 fluid ounces of fluid extract of wild cherry, U.S.P., and 2 fluid drams of tincture of vanilla, U.S.P. Incorporate 2 drams of powdered pumice stone with this mixture, and filter through a well wetted filter, refiltering, if necessary, until brilliantly clear.

## LETTER BOX

### Ohio A.D.S. Members Like Buying Club Idea.

*Editor The Pharmaceutical Era:*

The following resolutions were unanimously adopted at the last regular meeting of our club, which has a membership of over two hundred. Your editorial "Play Ball" is the first I have ever noticed where you ever considered us. Quite a number of our members oppose the ERA for its decided stand against co-operation and in buying clubs.

*Whereas*, The Ohio Branch of the American Druggists' Syndicate is only appreciative of the moral influence as well as the commercial influence of certain drug journals, and does hereby acknowledge the same; and

*Whereas*, Many of the drug journals do not represent the interests of the retail druggists, because they are not published by retail druggists, for retail druggists, nor of retail druggists; and

*Whereas*, The retail druggists have for many years been jobberized and Tri-par-tited, therefore, be it

*Resolved*, That the Ohio Branch of the A.D.S. is opposed to the position of these drug journals in antagonizing and discouraging so-called buying clubs and co-operative organizations; and, furthermore, be it

*Resolved*, That copies of these resolutions be sent to the various drug journals by the secretary of this association.

J. E. HISCHE, Secretary.

Columbus, Ohio, Jan. 12, 1909.

### Medicinal Plants in Texas.

*Editor The Pharmaceutical Era:*

I am giving you herewith an annual report of the work done with medicinal plants here at Sherman and a list of the weights of cured crude drugs sent to market. I began in 1908 on April 1 by harvesting wild boardwood and closed on December 24 by harvesting rue, which was in full blossom at that time. I have booked orders for about fifteen tons of plants for 1909 already. I enlarged my garden during the past fall by dividing the plants and resetting. As we can work in the garden here all winter we do not lose any time. By setting plants in the fall and winter they become well rooted and push forward during the first warm days in the spring; in fact, some of them do not stop growing at all and we do not have to lose three or four months on account of ice as it sometimes happens in the North.

I ran across some conium plants growing wild right in the heart of the town a year or two ago. They are the first plants of this kind that I have seen for twenty-five years and I think they are the only ones in Texas. I have no idea how the seed got here unless it came in feed shipped in. I shall watch the plants closely and gather the seed when ripe and then sow a big crop in the fall. Our Congressman is at home for a few days and he says that when he gets back to Washington he will take the matter up and see if he cannot get a drug plant experiment station located here at Sherman. He sees by what I have done that there are great possibilities for Texas along this line and she is sure to get there with both feet. Here is a list of weights of cured herbs which I have sent to market during the past year:

Stramonium leaves, 840 pounds; marigold flowers, 365 pounds; lemon balm, 600 pounds; benne, 600 pounds; blessed thistle, 400 pounds; borage, 500 pounds; tansy, 1100 pounds; rue, 420 pounds; parsley leaves, 200 pounds; wormwood, 700 pounds; hoarhound, 1200 pounds; fleabane, 875 pounds; motherwort, 355 pounds; mullein leaves, 50 pounds; yarrow, 300 pounds; hyssop, 125 pounds; marshmallow leaves, 100 pounds; mugwort, 26 pounds; southernwood, 25 pounds; catnip, 100 pounds. Yours truly,

J. LONG,

Sherman, Tex., January 7.

### Value of the Trade Journal.

"The business man," says Editor W. H. Schwartz, of the *Bulletin of the Pennsylvania Department of Agriculture*, "should be a regular reader of at least one trade journal. It will give him pointers concerning the conduct of his business that will be worth many times the subscription price."

## PERSONAL MENTION

—H. O. RYERSON, of Newton, N. J., called upon friends in the New York trade last week.

—R. L. JUSTICE, of the Justice Drug Company, Greensboro, N. C., was a caller in New York City last week.

—JAMES E. DAVIS, of the Michigan Drug Company, has been elected a director of the wholesalers' association of Detroit.

—D. W. C. RODEARMEL commenced his duties as representative of Parke, Davis & Co. in northern Massachusetts last Monday.

—D. C. SCHLOTTE, of the Red Lilly sales force in Los Angeles, has returned from a week's visit to the home office in Indianapolis.

—J. P. EDWARDS, Eli Lilly & Co.'s Salt Lake City representative, spent some time recently in Indianapolis visiting the home office.

—EDWIN H. BURR, of New York, American representative of Roure-Bertrand Fils, of Grasse, France, left recently for a few weeks' trip West.

—J. M. FRIX has been appointed to represent the H. K. Mulford Company in eastern South Carolina. His headquarters will be Charleston.

—MAURICE HANNAN, for two years with the C. H. Jones establishment at Beloit, Wis., has resigned and is now manager of a pharmacy at Madison, Wis.

—WILLIAM HALL, who represents Eli Lilly & Co. in Albany and vicinity, has returned home from a week's visit to the Lilly laboratories in Indianapolis.

—WILL SIEG, proprietor of a popular and paying drug store at 1795 Michigan avenue, Detroit, is planning an extensive pleasure trip to Texas, leaving next week.

—A. H. BUDSAL, of Columbus, one of the Red Lilly salesmen for Ohio, has returned to his territory after spending a week in the Lilly laboratories in Indianapolis.

—HARRY MERRIMAN, representative of the Milwaukee Drug Company, with headquarters at Green Bay, Wis., recently spent a short vacation with relatives at Chicago.

—L. L. WALTON, president of the Pennsylvania Pharmaceutical Association, is slowly improving at his home in Williamsport, after suffering with symptoms of pneumonia.

—E. C. GLENNON, chemist with the wholesale drug firm of Morrison, Plummer & Co., of Chicago, recently enjoyed a short vacation at his former home at Stevens Point, Wis.

—CARL WILSKE, assistant pharmacist with A. F. Sheldrup & Son, at Stoughton, Wis., has resigned and will complete his course in pharmacy at Marquette University, Milwaukee.

—RALPH PETERSON, recently the proprietor of a pharmacy at Crandon, Wis., has accepted a position with a leading pharmacy at Racine, Wis., and is now located in that city.

—MIERS BUSCH has been elected chairman of the house committee of the Philadelphia Drug Club. The other members are David J. Reese, Walter P. Miller, Harry P. Busch and Dr. W. B. Christine.

—C. N. CAMERON, who recently disposed of his drug business at Dewakee, Wis., with his family has started for southern California, where he expects to make his permanent home, probably at Sacramento.

—WILLIAM SCHMIDT, druggist at Hartford, Wis., with Schmidt & Mertes, and C. W. Helbing, druggist at Beaver Dam, Wis., were among the leading entries in the recent State pony bowling tournament held at Milwaukee.

—H. J. SUNDAY, who formerly represented the H. K. Mulford Company in Omaha, Neb., has been transferred to eastern Pennsylvania. He is a brother to P. Carleton Sunday, a well-known druggist of York, Pa., and has many friends in his new territory.

—LEWIS DAVIS, of Davis & Davis, dealers in botanicals at Baltimore, is out again after having been confined to the house for three weeks with blood poisoning. He ran a rusty nail into his hand and his condition was for a time disquieting.

—P. P. BROWN, of the Philadelphia office of Armour & Co., spent several days recently at the home office of the company in Chicago. Friends of Mr. Brown are congratulating him upon his advancement from the position of Philadelphia man-

ager for the extract of beef and soda fountain supply departments to manager for Pennsylvania, Delaware, central and southern New Jersey and a portion of Maryland for the same departments.

—H. F. PRIEN, the president and general manager of Serwe-Prien Company, of San Francisco, Los Angeles and Seattle, and Pacific coast distributors of Sharp & Dohme's products, was in New York for several days last week, in conference with Mr. Stauffen.

—M. K. CHRISTINE, a son of Dr. W. B. Christine, secretary and treasurer of the St. Cloud Pharmacy Company of Philadelphia, has just made his debut as a salesman, covering a portion of Philadelphia, Chester, Media and adjacent cities and towns for Armour & Co.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., together with W. B. Kaufmann, head of the importing department, left New York last Saturday to attend the annual meeting of stockholders of the concern, which was held in Detroit on Tuesday.

—MRS. W. A. CARPENTER, the wife of a well-known Philadelphia druggist, has announced an entertainment at her home on the afternoons of February 18 and 19 for the benefit of the equipment fund of the new food and drugs laboratory of the Philadelphia College of Pharmacy.

—W. F. PLETZGER, central Wisconsin representative of the Milwaukee Drug Company, who was recently taken to his home at Manitowoc, Wis., after a long confinement at the Sacred Heart Sanitarium, Milwaukee, is slowly recovering and expects to be out on his territory by February 1.

—T. G. DRAKE, who has represented the H. K. Mulford Company in St. Louis for the past three years, is being congratulated by his friends upon his promotion to the management of the branch house in that city. Mr. Drake proposes to give his personal attention to his customers as before.

—JOHN F. SPRAGUE, formerly manager of the sales department of Sharp & Dohme, the Baltimore manufacturers of pharmaceuticals, has connected himself with the W. H. King Drug Company, of Raleigh, N. C. He was in Baltimore recently and arranged to act as distributor for some goods.

—CHARLES LE COMTE, proprietor of the Le Comte drug store at Green Bay, Wis., has departed for a two months' trip abroad and will spend most of the time at Antwerp, Belgium, his native city. During the absence of Mr. Le Comte the drug business will be under the charge of Joseph Lefebvre.

—JOHN M. A. LAKE, Portland, Ore., has resigned from the Oregon Board of Pharmacy after a continuous service of more than twenty years, being president at the time of his resignation. He recently retired from active business and will hereafter devote his time to conducting a preparatory school of pharmacy.

—T. J. LONERGAN, formerly with the W. M. Rickert Company at Fayette, is now at C. J. McLaughlin's, West Union, Iowa. If he follows in the footsteps of his predecessors in that position he will soon be running a store of his own, as under Mr. McLaughlin's tutelage pharmacists speedily graduate into proprietors.

—DR. HENRY W. JAYNE, of the Barrett Manufacturing Company, of Philadelphia, one of the best-known chemists in that city, has gone to Arizona for the benefit of his health. He expects to remain the balance of the winter. Dr. Jayne is a trustee of the Jayne estate and is a prominent member of the Franklin Institute.

—MAYOR HOBELICK, of Racine, Wis., of the Horlick Malted Milk Company, has presented a new automobile to Chief Baker, of the Racine Police Department. Mayor Horlick made a proposition with the city some time ago that he would furnish an auto to the police department if the city would furnish one to the fire department.

—W. H. BETTS, for many years one of the Baltimore city salesmen for Sharp & Dohme, and who has been recuperating for the past six months at Saranac Lake in the Adirondacks, visited the New York S. & D. contingent at 41 John street last week en route to Baltimore to resume his duties, having been considerably benefited by his vacation.

—HALSEY HASTINGS, of Portsmouth, Ohio, has shipped his household goods to his former home in Sciotoville, pending his departure for the Southwest, where he intends to locate permanently. Mr. Hastings is awaiting the return from Mexico of Charles Reiniger and party with the expectation of securing information that will be useful in formulating his future plans.

## REFEREE BOARD OVERRULES DR. WILEY.

**Decides, After Experiment With a "Poison Squad," That Benzoate of Soda is Not Injurious to Health, Nor Does It Impair the Nutritive Value of Food—Board is Unanimous.**

WASHINGTON, Jan. 25.—The Referee Board appointed to determine whether benzoate of soda used in food as a preservative is harmful and deleterious to human health has decided that it is not, and thus joins issue with Dr. Harvey W. Wiley, Chief of the Bureau of Chemistry of the Department of Agriculture, who holds that it is harmful and injurious, and who was responsible for the issuance of a series of restrictive regulations under the pure food act concerning the use of benzoate of soda by canners.

The Referee Board was appointed last March and consists of Dr. Ira Remsen, president of Johns Hopkins University; Russell H. Chittenden, director of the Sheffield Science School of Yale University; John H. Long, professor of chemistry, Medical School, Northwestern University; C. A. Hertel, professor of physiological chemistry, College of Physicians and Surgeons, New York, and Alonzo E. Taylor, professor of pathology, University of California. Dr. Taylor has been absent in Europe and did not participate in the consideration of the question. Otherwise the report of the board is unanimous.

The Referee Board reached its conclusion after experimenting on a "poison squad." Dr. Wiley reached his conclusion after experimenting on a "poison squad."

In presenting the issue the President submitted to the board two propositions, as follows:

1. Does a food to which there has been added benzoic acid or any of its salts, contain any added poisonous or other added deleterious ingredient which may render the said food injurious to health? In large quantities? In small quantities?
2. If benzoic acid or any of its salts be mixed or packed with a food is the quality or strength of said food thereby reduced, lowered, or injuriously affected? In large quantities? In small quantities?

"To make this experimental inquiry as thorough as possible," says the report of the board, "and to minimize the personal equation, three independent investigations have been carried out: One at the Medical School of Northwestern University in Chicago, a second at the private laboratory of Christian A. Hertel, of Columbia University, New York, and the third at the Sheffield Scientific School of Yale University."

"The same general plan of procedure was followed in all three experiments. A certain number of healthy young men were selected as subjects and during a period of four months these men under definite conditions of diet, etc., with and without sodium benzoate, were subjected to thorough clinical and medical observation, while the daily food and the excretions were carefully analyzed and otherwise studied and comparison made on clinical, chemical, bacteriological and other data collected. In this manner material has been brought together which makes possible conclusions regarding the effect of small and large doses of sodium benzoate upon the human system."

The board says that the fact should be emphasized that the results obtained from the three separate investigations are in close agreement in essential features. The main general conclusions reached by the board are:

1. Sodium benzoate in small doses (under .05 gram per day), mixed with the food, is without deleterious or poisonous action, and is not injurious to health.
2. Sodium benzoate in large doses (up to 4 grams per day), mixed with the food, has not been found to exert any deleterious effect on the general health nor to act as a poison in the general acceptance of the term. In some directions there were slight modifications in certain physiological processes, the exact significance of which modifications is not known.
3. The admixture of sodium benzoate with food in small or large doses has not been found injuriously to affect or impair the quality or nutritive value of such food.

Ordinarily fruit manufacturers using sodium benzoate, according to the report, content themselves with .01 of 1 per cent, so that only by eating two-thirds of a pound of the preserved fruit could a daily dose of .03 of a gram of the salt be received. This was the minimum daily dose given in the clinics, and in many cases this was increased to the unusual amount of 4 grams a day, with no noticeable effects.

What will be the exact effect of this decision upon Dr. Wiley's official career can only be guessed at. His friends say that he will resign immediately, though when seen he re-

fused to make any statement. There is a pretty general impression that the report of the scientists will be used as a weapon for still further reducing his powers, and if that course is followed no one doubts that he will resign at once.

Dr. Wiley has been fighting to have three substances—benzoic acid and its salts, sulphate of copper, and saccharine—put under the ban, and his greatest efforts were directed against benzoate as being the worst of the three. Now that it is declared not unhealthful it is thought that the other substances will also get certificates of immunity.

## New Association to Aid Dr. Wiley.

Representatives of several of the largest food packing establishments in the East met on Monday at the Waldorf-Astoria in New York and organized the American Association for the Promotion of Purity in Food Products. This alliance was made for the purpose of aiding Dr. H. W. Wiley, Chief of the Bureau of Chemistry, in his efforts to set a higher standard for preserved foods.

## STATUS OF DRUG BILLS IN CONGRESS.

**Slim Chance of Passing Measures at This Session, But Surgeon-General Wyman Makes Promise.**

WASHINGTON, Jan. 26.—Four bills are lying dormant in the pigeon holes of congressional committees which are being watched with interest by druggists. Two of these bills pharmacists are anxious to see emerge from their resting place, and two of them they are content to let undisturbed in the committees' boxes. Hope of passing the patent reform law appears to be dead for the present, the opposition of the Commissioner of Patents being the great obstacle in its way. As the patent office is blocking the passage of the patent bill, so the Marine Hospital Service is said to be blocking the bill fixing the grade of pharmacists in the service. With the short session rapidly drawing to a close, hope of passing either of these two measures, which are not yet on the calendar of the House, is very slim.

There are also two postal bills, certain features of which the druggists are opposing. One is the bill providing for a comprehensive revision of the postal laws. This bill contains a provision for a cheap postal note. Druggists find this provision to be intended to pave the way for the parcels post and their national association is opposing the measure.

Another objectionable piece of proposed postal legislation is a provision in the postal penalties bill aimed at the suppression of mail trade in abortive nostrums and appliances. The objection to this provision is that it has been drawn so drastic as to close the mails to any prescription that may call even for infinitesimal quantities of poisonous drugs. There is prospect, however, that this defect in the measure will be remedied before such a bill is passed.

Surgeon-General Wyman, speaking of the pharmacists' bill, said today: "The pharmacists will be taken care of in due time, but they cannot be taken care of at this time."

## UNITED DRUG CO., BOSTON, INVADES DETROIT.

**Louis K. Liggett and Associates Purchase Interest of John W. Gray in Gray & Worcester.**

DETROIT, Jan. 25. Louis K. Liggett, president of the United Drug Company, of Boston, and some of his associates have purchased John W. Gray's half-interest in the retail drug concern of Gray & Worcester in this city. The consideration was not made public. Mr. Worcester will remain as treasurer of the company, with Mr. Liggett as president; J. C. McCormick, Boston, vice-president, and James McCoubrey, Detroit, secretary and general manager.

D. H. Kinney, of the Hall-Lyon Company, Providence, is temporarily in charge here. The firm name will be retained. Mr. Gray plans a tour abroad and will locate later in California.

## Appeal Taken in Balsam in Capsules Case.

The Collector of Customs at New York has been directed by the Secretary of the Treasury to file an application for review of the recent decision of the Board of General Appraisers wherein it was held that certain balsam in capsules is dutiable under Paragraph 20 of the Tariff Act as a drug advanced in value and condition.

## Many Associations Of Druggists Elect Officers—Three Active Men In New England.



CLARENCE BOWMER, of Providence,  
Secretary Rhode Island Ph.A.



HOWARD A. PEARCE, Providence,  
President Rhode Island Ph.A.



CHAS. F. NIXON, of Leominster,  
President Fishburg-Leominster D.A.

### H. A. PEARCE HEADS RHODE ISLAND Ph.A.

#### In Annual Session Pharmacists Decide to Hold Meeting With the Physicians of the State.

PROVIDENCE, Jan. 25.—Officers were elected, committees appointed and routine business was transacted at the thirty-fifth annual meeting of the Rhode Island Pharmaceutical Association. There was a large attendance and much enthusiasm was manifested.

The following applications for membership were referred to the executive committee: Benjamin de Blasio, of Providence; Howard de Wolf, of Warren; Irving T. French, Jr., of Providence; Dr. James F. Duffy, of Providence; George W. Fochr, of Pawtucket; James R. Slattery, of Providence, and Herbert Haynes, of Providence.

The following new members were elected upon recommendation of the executive committee: Frederick Robinson, Thomas J. O'Neill, Adolph Bakst, Herbert L. Chatterton and Thomas H. Carr, all of Providence.

After the reading of the reports of the various officers and committees, which showed the association to be in a good condition, the following list of officers was reported by the nominating committee, consisting of ex-Presidents James O'Hare, Frank A. Jackson and John E. Groff: President, Howard A. Pearce, of Providence; vice-presidents, Providence County, Edward T. Colton; Bristol County, W. A. Bullington; Newport County, James T. Wright; Kent County, Alfred L'Amoreaux; Washington County, James A. Wright; secretary, Clarence Bowmer; treasurer, George W. Armstrong; executive committee, Alfred J. Johnston, Jr., of Pawtucket; Enoch W. Vars, of Niantic, and Harry L. Swindells, of Providence.

A committee consisting of Edward T. Colton, Nicholas F. Reiner and George W. Payne was appointed to arrange for a conference between the pharmacists and physicians of the State. A committee consisting of John E. Groff, Gilbert R. Parker and Clarence Bowmer was appointed to revise the constitution and by-laws.

Resolutions of thanks to Charles H. Daggett for efficient services as secretary during the past ten years and to Edward T. Colton as treasurer were adopted. The entertainment committee served a luncheon at the conclusion of the meeting.

### Poughkeepsie, N. Y.

At a recent meeting of the Poughkeepsie Association of Retail Druggists the following officers were elected for the ensuing year: C. W. Allen, president; F. T. Hiller, vice-president; T. R. Lawrence, secretary; H. B. Revier, treasurer.

### HENRY F. LACKEY ELECTED PRESIDENT.

#### Druggists in Tarrant County, Texas, Will Fight the Prevalent Practice of Medicine Vending.

FORT WORTH, Jan. 22.—Instructing the secretary to forward petitions to the members of the State Legislature to support the Haytyn Bill, the Tarrant County Retail Druggists' Association, in annual session recently, put itself on record as being against the man who sells medicine on the streets. The Haytyn Bill, which provides a tax of \$150 per year on the man who follows this business, is being supported by druggists' associations in all parts of the State.

Others elected are as follows: Henry F. Lackey, president; R. Hathaway, first vice-president, North Fort Worth; John Coulter, second vice-president, Arlington; G. O. Holt, secretary, Fort Worth; C. C. Martin, treasurer, Fort Worth.

Members admitted were Messrs. Barnett, R. L. Jordan and C. C. Saunders.

At the banquet in the evening John W. Covey, the retiring president, acted as toastmaster. As the first speaker, he addressed the banqueters upon topics touching upon the volume of business during the year just past. "I believe that I voice the sentiments of the entire organization," he said, "when I make the assertion that last year was the most prosperous in the history of the organization."

Mr. Covey was followed by H. F. Lackey, the newly elected president, who spoke of the work which is being done by the N.A.R.D. The speaker came out strongly in favor of Sunday closing in some form and cautioned the younger men present who believed in it at present while they are working for someone else to not forget their convictions when they enter business for themselves.

L. G. Eberle, of Dallas, spoke in the interest of the Itinerant Vendor's Bill, prohibiting the peddling of patent concoctions from door to door by fakers.

A fine discourse on "The Benefits of Organization" was delivered by Dr. J. L. Cooper. R. H. Walker, secretary of the State Board of Pharmacy, delivered a short address, as did W. H. Roberts, president of the board; W. F. Robertson, Bruce Vredenburg, Tom Snell and John A. Weeks. J. P. Brashear, the poet laureate of the association, read an original poem dedicated to the man of the mortar.

### Westchester County, New York.

The twenty-fifth annual meeting of the Westchester County (N. Y.) Pharmaceutical Association was held in the White Plains Club. The following officers were elected for the en-

suings year. President, W. H. Smith, of White Plains; first vice-president, J. Harold Thomas, of Yonkers; second vice-president, John Heineke, Tuckaheo; treasurer, J. B. Sackett, Tarrytown; secretary, John Romer, Chautauqua; executive committee, L. J. Schlesinger, Yonkers; Frederick Koch, Mamaroneck; W. H. Leonard, North Tarrytown. The re-election of Mr. Sackett as treasurer makes it the twenty-first consecutive year that he has held that office.

Among the charter members of the association are Eugene Barnes, J. B. Sackett and W. H. Leonard. They were present at the meeting, together with F. A. Russell and Frederick Farrington. Later the druggists went to Briarcliff Lodge, where dinner was served. Toasts were responded to by four charter members. The next meeting will be held in Ossining in April.

#### Rock County Druggists Hold Banquet.

MOLINE, Ill., Jan. 25.—At the annual banquet and business meeting of the Rock Island County Retail Druggists' Association recently the following new officers were elected: President, A. J. Riess, Rock Island; vice-president, Victor H. Dumbuck, Silvis; secretary, C. Brunstrom, Moline; treasurer, Gus Lindvall, Moline.

J. Jennich was elected to membership and E. Heimbeck, of Moline, was made an honorary member of the association. H. O. Rolfs, William Ullemeyer, W. M. Battles, William Hartz and E. Jericho were elected trustees; C. C. Coyne, C. J. Strate, N. W. Steiner, F. J. Clendenin and G. W. Sorlock were named as the trade committee, and the following were chosen as members of the U.S.P. and N.F. propaganda committee: H. V. Burt, August Sundine and A. J. Lydehn.

Following the banquet, at which thirty-one druggists, including several invited guests from Davenport, were present, a programme of addresses was enjoyed, the principal talk being by George P. Mills, of Evanston, chairman of the State propaganda committee. J. B. Singer, representing the Illinois association, and M. Whipple, of the Iowa association, also made short talks. H. O. Rolfs presided as toastmaster at the banquet.

#### Detroit.

C. A. Weaver was elected president of the Detroit Retail Druggists' Association at the recent annual meeting. Other officers: R. A. Carmichael, first vice-president; R. W. Renney, second vice-president; George B. Simons, secretary, and W. A. Hall, treasurer. Mr. Carmichael told of the progress of the Sunday early closing movement, saying that West Side druggists generally are still continuing to close their stores Sundays at 6:30 p. m., and that many on the East Side are joining the movement. But four of the druggists at the meeting opposed the movement.

#### Atlanta.

The Atlanta Retail Druggists' Association has elected officers for 1909 as follows: T. H. Brannen, president; James Sharp, vice-president; B. J. Adams, secretary; W. P. Smith, treasurer; executive committee chairman, Charles A. Smith. The retiring officers, J. A. Pickard, president, and J. Q. McRae, secretary, were complimented for their earnest efforts in behalf of the association during the past year. This association is one of the best of its kind in the country, and nearly every retail druggist in Atlanta is a member.

#### LaCrosse County, Wisconsin.

The regular quarterly meeting of the LaCrosse County (Wis.) Retail Druggists' Association was held recently at LaCrosse and the following officers elected for the ensuing year: President, George E. Mariner; vice-president, O. T. Erhart; secretary, Charles Bayschlag; treasurer, M. Simon; trustee, John Kindley. Some interesting trade discussions were participated in by the members present. The county association experienced a profitable year during 1908 and indications are that 1909 will be even better.

#### Smoker at Salt Lake City.

At the annual smoker of the Salt Lake City Retail Druggists' Association, held at the Commercial Club in that city recently, many of the representative druggists of Utah were present. Following a general discussion regarding the drug business, in which different methods of conducting business

were threshed out, the party adjourned to the private dining room of the club and carried out a quiet social meeting until a late hour.

Among those present were Frank Sherwood, James Doull, B. H. Townsend, Charles Van Dyke, Walter Dreuhl, George Brice, James L. Franken, Joy H. Johnson, Clem Schramm, W. Dayton, Dr. Wade and Earl Leaver.

#### An Oyster Roast in Galveston.

The Galveston (Texas) Retail Druggists' Association will hold an oyster roast on February 3 for members, their families and friends. The programme will include music, vocal entertainment and dancing. Miss E. C. Domingo is chairman of the Ladies' Auxiliary and will assist I. F. Orton, who will have charge of all the arrangements. The tally-hos will start at 7 p. m. for the oyster resort down the island, and an automobile will call at 9 p. m. for all those that could not leave with the first crowd to join the merry-makers.

#### M.A.R.D. May Decide to Disband.

The annual meeting of the Metropolitan Association of Retail Druggists is scheduled to be held tomorrow evening at the Brooklyn College of Pharmacy. The question as to the advisability of continuing the association will probably be discussed and action taken. If it is decided to continue there will be an election of officers. This scheduled meeting is the first held by the association since last September.

#### Fitchburg and Leominster, Mass.

At the last meeting of the Fitchburg and Leominster Druggists' Association, Charles F. Nixon, of Leominster, was elected president; John F. Hayes, vice-president; William D. Johnson, secretary, and Frederick W. Baker, treasurer. The session was harmonious and it is believed that a threatened rate war was averted. A new price list of druggists' supplies was agreed upon and will come out shortly. Prices will remain about the same as they are now, with few exceptions.

#### Santa Rosa, Cal.

Santa Rosa (Cal.) druggists met recently and organized for mutual benefit. It was agreed to close Sunday afternoons from 1 to 6 o'clock on and after Sunday, January 24, with the exception for one firm, which would remain open for emergency cases. The organization was completed by the selection of Dr. N. Juell as president; Paul Habman, secretary, and G. M. Luttrell, treasurer.

#### New Britain, Conn.

New Britain (Conn.) Retail Druggists' Association has elected the following officers for the coming term: President, William J. Marsland; vice-president, George M. Ladd; treasurer, Arthur S. Clark; secretary, Charles Scherp. The executive committee consists of the officers and W. J. McBriarty, W. H. Crowell and S. Bergquist.

#### Banquet at Plainfield, N. J.

Following its recent quarterly meeting, the Plainfield (N. J.) Retail Druggists' Association held a banquet at Truett Hall. Speeches were made by Thomas S. Armstrong, Lawrence Mallinson, Peter B. Dodge and Dudley S. Miller. L. W. Randolph acted as toastmaster.

#### Sunday Closing in Hattiesburg.

HATTIESBURG, Miss., Jan. 25.—Every drug store in the city now closes its doors on Sunday. This reason is the action of the grand jury which indicted the drug stores here for violating the Sunday law by keeping open. The druggists have the option of remaining open and selling only prescriptions, but they say this would result in loss, and they prefer to close altogether.

#### Recruiting Members for St. Louis Chapter.

ST. LOUIS, Jan. 23.—Mrs. J. V. Calver, general organizer for the W.O.N.A.R.D., has been here for several days visiting wives of druggists and recommending membership in the St. Louis chapter. The members who have been keeping in touch with Mrs. Calver's work expect good results at the January meeting.

## FATHER OF THE VERMONT STATE BOARD OF PHARMACY AT LAST CONSENTS TO BE ITS PRESIDENT.



W. R. WARNER, of Vergennes.  
Elected Treasurer.



J. G. BELLROSE, Burlington.  
Elected President.



D. F. DAVIS, of Barre.  
Elected Secretary.

MONTPELIER, Vt., Jan. 25.—At the annual meeting of the Vermont State Board of Pharmacy, recently held at the State House, the following officers were elected: J. G. Bellrose, Burlington, president; D. F. Davis, Barre, secretary; W. R. Warner, Vergennes, treasurer. The other members of the board are W. L. Gokay, Bennington, and W. F. Root, Brattleboro.

Mr. Bellrose, the new president, was largely instrumental in passing the law creating the board and has been a member of it ever since it was organized in 1894, and during that time has always been the secretary. He is known to many as the father of the board. Mr. Root, the retiring president, has filled that office for two terms, and at present is president of the New England Association of State Pharmacy Boards.

Four candidates appeared before the board for examination. Miss Elizabeth Gregg, of Bennington, passed a successful examination. Forty-five candidates have appeared before the board for examination during the past year and fourteen were successful. The board revoked ten licenses for the non-payment of biennial dues and issued thirty exchanges to persons coming into the State under the Reciprocity agreement. Twenty-three certificates were granted to persons from Vermont to other States.

Meetings for examination of candidates for registration will be held at the State House, in this city, as follows: April 6, 1909; July 13, 1909; October 5, 1909, and Jan. 4, 1910.

#### Missouri.

ST. LOUIS, Jan. 25.—The Missouri Board of Pharmacy has issued certificates to ten members of a class of twenty-five applicants examined at Jefferson City on January 11. The successful candidates are: W. B. Adcock, Washburne, Mo.; H. Brooksbank, Springfield, Mo.; W. E. Harrington, St. Joseph, Mo.; Joseph W. Horne, St. Louis, Mo.; John R. Lee, Mountain Grove, Mo.; James Morgan, Kansas City, Mo.; E. E. Powell, Birch Tree, Mo.; E. E. Roberts, Dearborn, Mo.; Manly Scrutfield, Wellsville, Mo., and H. W. Sterling, Dunweg, Mo.

Next examination in Kansas City on April 12.

#### Wisconsin.

MILWAUKEE, Jan. 25.—Fourteen out of the thirty-eight applicants who recently appeared before the Wisconsin State Board of Pharmacy were granted registered pharmacists' certificates at the examination held in Milwaukee. The following were successful and are now full-fledged druggists: Walter S. Jones, Milwaukee; Ralph H. Allen, Superior;

Clarence Brown, Hebron, Ill.; William L. Braun, Merrill; Joseph LeFebvre, Green Bay; Fred F. Staeben, Beloit; Gus Crikelair, Green Bay; Alvin J. Boden, Lake Geneva; Matt Cholsky, Mukwonago; Peter Gisher, Milwaukee; Michael Reischel, Milwaukee.

Assistant pharmacist certificates were granted to the following: Henry Zimmerman, Milwaukee; Robert H. Baarth, J. Vosly Vary, Thompson, Ill.

Members of the board present were: O. J. S. Roberg, president, Eau Claire; H. G. Ruenzel, secretary, Milwaukee; Edward Williams, Madison; H. B. Allen, Richland Center; G. V. Kradwell, Racine. The next meeting and examination is scheduled to take place at Madison on April 13 and 14.

#### Enforcing the Michigan Pharmacy Law.

DETROIT, Jan. 25.—Five of the eleven druggists and drug clerks recently complained against by Frank L. Henderson, an inspector for the State Board of Pharmacy, for alleged violation of the Pharmacy Law, which requires that all pharmaceutical work shall be under the personal supervision of a registered pharmacist, were found guilty by Police Justice Stein. Of the five, only William H. Young is a proprietor. He was fined \$85 with the alternative of thirty days in the house of correction. Each of the four clerks tried and convicted was fined \$10 with the same alternative. All paid. About the only defense offered was ignorance of the law. The clerks fined were: Walter Pazeau, J. E. O'Rourke, Donald N. McRain and Charles Freeman.

#### Michigan Board Acts on Liquor Selling.

LANSING, Mich., Jan. 25.—The Michigan State Board of Pharmacy will take up the matter of druggists in "dry" territory turning their places practically into emporiums for the dispensing of liquor. There have been so many complaints regarding druggists' violations of the local option law that the board has requested the Anti-Saloon League to take up the matter with it. Attorney Marsh, for the league, met in conference with the board last week at Ann Arbor.

#### Alabama Ph.A. to Meet at Gadsden on June 9.

Secretary W. E. Bingham, of Tuscaloosa, announces that the Alabama Ph.A. will meet on June 9 for two days' session at Gadsden, the home of Lee Wharton, the first vice-president. Mr. Wharton will be the local secretary. The State Board of Pharmacy will meet at Gadsden on June 10 to hold an examination.

### CONFER ON GOV. HUGHES' MESSAGE.

Legislative Committee of New York State Pharmaceutical Association Will Draft Pharmacy Bill.

A conference was held last Monday night at the New York College of Pharmacy by the Legislative Committee of the New York State Pharmaceutical Association to consider that portion of the annual message of Governor Hughes which recommended changes in the pharmacy laws, with particular reference to the method of selection of the members of the State Board of Pharmacy. As noted in the ERA, the Governor objects to their election by the pharmacists of the State and prefers to have them appointed by the Governor.

The conference was well attended and while there was regret that the method of selection had been called into question, it was evident that there was no serious disposition to dispute the Governor's point regarding the constitutionality of the board. Some of the speakers considered the proposed change a step backward.

The present law was gone over carefully and it was decided to draft a new bill, embodying the Governor's ideas and the chief points of the Whitney bill and present pharmacy laws. This will be done by a committee composed of Dr. William Muir, Felix Hirsman, Warren L. Bradt, Fred S. Rogers and Peter Diamond, assisted by counsel.

Changes tentatively agreed upon were that the board be constituted without sections or divisions and that its members be appointed by the Governor. To be eligible to membership on the board, a person must be a registered pharmacist of at least ten years' standing and also a resident of the State.

Subdivision 4 of Section 190, relating to the election of branch members was stricken out, as was also Subdivision 5 of Section 201, relating to the distribution of funds.

Regarding the issue of permits in rural districts, to sell poisons, medicines, fill prescriptions, under Section 190, a portion was revised to the effect that poisons and medicines must only be dispensed in original packages bearing the label of a licensed pharmacist. Permit to fill and compound prescriptions was also crossed from this section.

Section 200, on the matter of the compounding of prescriptions by unlicensed persons, was made to read on the eighth line "the immediate personal supervision"; the word "immediate" being inserted for the purpose of facilitating prosecutions for violations under this section.

It was stated that the only opposition the Governor had to the Whitney bill was that its enactment would mean considerable power to a board which was not a State creature. Several present expressed their opinion to the effect that the Governor would probably have signed the measure and would do so at its future presentation if the board was appointive by the Governor.

### N. Y. Executives of Parke, Davis & Co. Have Dinner.

The annual dinner to the executives and their assistants of the New York branch of Parke, Davis & Co. was given by O. W. Smith, the manager of the branch, on January 12, at the Drug and Chemical Club. An enjoyable evening was spent, a programme being carried out and a number of speeches made. Mr. Smith was ably assisted by S. H. Carrigan, assistant manager of the branch. The following were present: A. J. Carr, N. Nicola, W. D. Rowles, A. Jenkins, H. R. Saunders, William McKay, John Burnside, A. De Castro, E. McCall, Chris. Brunn, J. Doran, G. R. Tompkins, Walter Snyder, H. Romerstein, H. Kniesel, Harold Kellogg, H. Robinson, D. Lyle, V. Pinto, N. Loubriel, W. Patrick and Dr. G. M. Gutierrez. Due to previous engagements, E. Plummer and W. R. Kaufmann were unable to attend.

### New Wholesale Concern for North Carolina.

ASHEVILLE, N. C., Jan. 25.—The Asheville Wholesale Drug Company has been chartered by the State and subscriptions to the capital stock are fast coming in to the organization committee in preparation to the general meeting on February 20, when organization will be completed. The capital stock is \$100,000 and business will not begin until \$50,000 is subscribed. The organization committee is composed of Dr. E. B. Glenn, S. Lipinsky, R. L. Fitzpatrick, J. H. Lange and A. W. DeLand.

### DRUGGIST WEDS FAIR LADY FROM PARIS.

Groom Speaks No French, Bride No English and They Courted Through an Interpreter.

Although M. Leman, a druggist, of 124 West One Hundred and Thirty-fifth street, does not speak French, and although Miss Helen Soquet, who came to New York City from Paris less than two months ago, speaks very little English, friends of the two learned recently that they had been married at the City Hall.

Mrs. Leman said that she had first met the druggist when she went to his store to telephone to her sister. He spoke English and she spoke French, she explained, and each spoke a little German.

"My sister, who speaks French, English and German with equal facility, interpreted for us," Mrs. Leman continued. "An hour before the ceremony was performed I telephoned the news to her from Mr. Leman's store, and she replied: 'I give you my blessing.' She joined us and went with us to the City Hall, where we were married."

Mr. and Mrs. Leman have taken an apartment at 127 West One Hundred and Thirty-fifth street, and Miss Soquet, whose services as interpreter were invaluable, has given up her apartments in a hotel and gone to live with her sister. She said:

"I have lived in New York for two years and until my sister telephoned to me that she and Mr. Leman were to be married I thought I had seen so much of American life that nothing could astonish me simply because it moved swiftly. When my sister came here from Paris she could speak no English at all. When she first spoke of Mr. Leman I thought surely he must speak French, because I could not see how a man who knew no French and a young woman who knew no English could make themselves understood to each other.

"I helped them by interpreting for them, and now they are happily married. My sister is learning English and Mr. Leman is learning French, and I have written to our relatives in Paris to tell them that it is impossible that anything they have heard of the strangeness of New York can be exaggerated."

Mr. Leman has had a drug store in West One Hundred and Thirty-fifth street for more than twenty years. He is forty-seven years old and his wife is twenty-six.

### Cupid On a Pharmacy Phone Wire.

CINCINNATI, Jan. 25.—An argument between a young druggist and the chief operator of the Canal telephone exchange has resulted in a love match. Dan Cupid, who happened to be on the wire, has the principals so well in hand that they will consent to let him lead them to the altar in a few days. The groom-to-be is Marshall Wood, of Moscow, Ohio, who is employed in Cincinnati as a druggist, and the bride-elect is pretty Miss Lillian Oldiges, 3316 Hackberry street, Cincinnati.

Mr. Wood was using the phone longer than Miss Oldiges felt was right and proper one night recently, and she "called him down". Wood was temporarily abashed, but central's voice was pleasant. The pair will go to Los Angeles, to make their home.

### Couple Trapped in Telephone Booth.

Harold Cartwright, of Pond, Bowes & Cartwright, druggists, 2635 Broadway, held a man and a woman in the telephone booth until the arrival of a policeman, on a charge of attempting to rob the money box connected with the instrument. They claimed to be Mr. and Mrs. Edward Barrett and gave a fictitious address. Barrett was held on a charge of petty larceny preferred by the New York Telephone Company, and Mrs. Barrett was held as a suspicious person. It is reported that two keys which fitted the cash box were found in Mrs. Barrett's muff. About \$5 in small change was found in Barrett's possession.

### Ginseng Growers Elect Officers.

DETROIT, Jan. 25.—The Michigan Ginseng Growers have elected the following officers: President, George A. Roof, Big Rapids; first vice-president, A. B. Ingram, Fenton; second vice-president, John Ferris, Plainfield; secretary, A. E. Cook, Flushing. The next meeting will be held at the Agricultural College, in Lansing.



## PROF. ANDERSON LECTURES IN CINCINNATI.

## SUCCESSFUL DINNER OF THREE D'S IN CHICAGO.

New Yorker Tells Ohio Druggists His Views on the Future of Pharmacy—Attacks Manufacturers.

CINCINNATI, Jan. 25.—The Ohio Valley Druggists' Association members were addressed last week at the Lloyd Library by a number of eminent authorities on chemistry and the problems which confront the drug trade. The speakers were introduced by President A. O. Zwick.

Prof. William C. Anderson, dean of the Brooklyn College of Pharmacy, spoke of the commercial and professional phases of pharmacy. He argued that the two must be carried on together and in harmony, and that druggists must not lose sight of either in their work. He said that under present conditions druggists cannot profitably conduct a pharmacy on wholly professional lines, and therefore it is absolutely necessary that the commercial side be considered. The majority of pharmacists, he said, have gone into it not only because of the ethical or professional side, but also from a commercial standpoint, in that it affords a means of making a living.

Competition of grocery stores, dry goods stores and large department stores have made it necessary for the druggists to develop the commercial side more and more. Losing the support of the physicians has also been a great factor, for "just as soon as you lose the support of the physicians the professional side decreases and the commercial side must be developed."

Speaking of the proprietary evil, he said: "Manufacturing houses, aggressive in their methods of advertising, flood the physicians with literature which shows, or pretends to show, the advantageous results desired from the use of their preparation, and they point out to the physician the easy manner of prescribing their medicines, and he naturally, like all human beings, having a tendency to do things in the easiest way, that great work, the United States Pharmacopoeia, which the physicians themselves compiled, is buried under an avalanche of literature sent out by the proprietary manufacturer. What is the result? Every one of us have a back room upon the shelves of which you will find one patented preparation after another which cost a great deal of money, some of which a physician may have prescribed but once and for which we have never had a second call. This means a large investment upon which we can never realize."

Professor Anderson believes the time is ripe for a change, and advises the druggists to adopt methods that will bring this about. The U.S.P. and N.F. propaganda offers the greatest opportunity, he said, and the druggists must combine if the best results are to be obtained. He spoke of work that was being done by druggists in Brooklyn and Manhattan boroughs of New York City, not only laboring among the physicians, but inducing the medical colleges to devote more time to materia medica and therapeutics. What has been accomplished in New York can be done in Cincinnati, if the proper effort is made.

He was loudly applauded as he concluded, whereupon Dr. Zwick called upon several others for remarks. Among those who responded were T. B. Huston, of Toledo, president of the Ohio State Pharmaceutical Association; Z. T. Baltzy, of Massillon, Ohio; Professor Wetterstrom and C. A. Apmeyer.

Professor Waldbott, head of the department of chemistry of the Ohio Mechanics' Institute, Cincinnati, and who was an assistant to Prof. John Uri Lloyd in the Lloyd Library some time ago, told the history of the library and its thousands of interesting and valuable volumes on scientific subjects.

The next lecture will be by Professor Beal, on "Some Peculiar Pure Food and Drug Legislation."

## Likes to Entertain Druggists.



CHARLES E. CLARKE.

representing the Miles Medical Company in Chicago, is chairman of the entertainment committee of the Chicago Social Drug Club, which holds its fifth annual ball and reception at Masonic Temple Drill Hall on Feb. 4. He also is a member of the Illinois Pharmaceutical Travelers' Association and is interested in making the "round up" at Quincy next June a huge success.

Five Hundred Listen to Harmony Speeches at Feast Under C.R.D.A. Auspices at Auditorium Hotel.

CHICAGO, Jan. 25.—The annual get-together dinner initiated by the Chicago Retail Druggists' Association was a great success. It was a get-together dinner in truth when five hundred of Chicago's doctors, druggists and dentists gathered in the banquet room of the Auditorium Hotel and spent four hours discussing their overlapping interests on Tuesday night last. The attendance was entirely representative, the leaders of both professions being there.

Dr. Alfred C. Cotton was toastmaster and started off the evening with a laugh. He was followed by Dr. Corwin, who made a semi-serious but forceful appeal for harmony between the two professions. His speech elicited a great amount of enthusiasm from both pharmacists and physicians.

The keynote of the big meeting was struck when Dr. Bernard Fantus spoke on "The Need of a Code of Medic-Pharmaceutical Ethics." He said that while the physician has his code of ethics, the druggist had none and he deplored the need for such a code. The result would be a betterment of public service given by both professions. He stated that the great tract of common ground between the two would then be covered and tend towards more harmony. Dr. Fantus stated that while this was a meeting to produce harmony he would utter words of discord which could hardly be gotten around, as the discord really did exist.

The speaker candidly stated the errors made: favoritism and counter prescribing by the druggist; self-dispensing and the outrageous demands of the physician at times. He said that it is a very common practice for the druggist to diagnose a case over his counter and prescribe a remedy, and he could hardly expect not to encounter the displeasure of a physician. In speaking of the faults of the physician, Dr. Fantus denounced as an outrage the habit of the physician of demanding that the druggist keep in stock as many as half a dozen makes of the same preparations. He scored the physician for trying to dispense his own medicines. "No doctor," he said, "can carry around enough medicine in his case to fill all needs, or be conscientious and rely on the remedies at hand."

Dr. Fantus took occasion to urge the druggists to help the physicians in their war against patent medicines. Dr. Fantus' remarks were loudly applauded.

Dr. William E. Quine discussed the "Relation of the Physician to the Pharmacist." He said that there is now a divergence between the two professions, as each is more or less independent of the other, but in his long experience he had never been mistreated by a druggist and he advocated that each druggist get an understanding with his doctors and that all understand one another. This mutual understanding would reflect great credit on both professions, according to Dr. Quine.

H. F. W. Spilver and H. P. Sandkoetter, two leading members of the C.R.D.A., followed with discussions on the "Relation of Pharmacist to Physician" and "Relation of the Pharmacist to the Public," respectively. Mr. Spilver stated his belief that if the physician would mark his prescription "not to be refilled" the aggravation caused by the druggist refilling them would be dispensed with, as then the druggist could tell the customer that he would have to see the physician. He believed this to be the most flagrant fault in the relations between the druggist and physician. George P. Mills, the Evanson druggist, concluded the discussion of pharmaceutical relations with a terse exposition of the "Pharmacists' Relations to Each Other," as they are now, and what they should be.

Dr. Charles P. Pruyn summed up the whole situation, as

far as the dentists are concerned, in a short speech on the "Relation of Dentists to Physicians, Pharmacists and the Public." Dr. Pruyn represented the dentists of Chicago at this meeting, along with a committee of twenty others appointed to attend, at a recent meeting of the Chicago Dental Society. The attendance of the dental fraternity was a feature of this year's dinner, as it was the first time they had taken a part. Prof. C. S. N. Hallberg expressed "The Ultimate Object" as being the proper relations of the different allied professions.

"The subject is simply an alkaloid one," he said. "The two professions are the most important to humanity and they should get together on a common ground and evolve ethics that will reach the people directly."

Thomas H. Potts, secretary of the N.A.R.D., was the last speaker on the programme. He discussed the benefits of U.S.P. and N.F. propaganda. It was almost 1 o'clock when Mr. Potts had finished. The speaking was preceded by a seven-course dinner.

## MORE INTERPRETATIONS ON INFLAMMABLES.

Long List of Articles Excepted From Restrictions.  
Will Supplement List at Intervals.

Dr. William Jay Schieffelin, chairman of the committee on regulations for transportation of inflammables of the National Wholesale Druggists' Association, has mailed to the trade Circular No. 895 of the American Railway Association, containing interpretation No. 10 relating to the articles classed as "similar or generally understood to be similar" under Paragraph 1802.

In connection with the subject of the transportation of explosives, the committee interprets the paragraph (1802) as follows: "Many articles that are safe to transport as ordinary merchandise have names that cause them to be classed as 'similar' articles. Shippers are required to state in their shipping orders for these articles 'No label required' and to furnish the certificate. It is desirable that the burden of the clerical work, placed on the shipper and on the railway employee by the regulations, be decreased as much as is consistent with safety. While it is not practicable as stated in the general notice to furnish a complete list of technical and trade names of inflammable articles and acids, it will be practicable to furnish from time to time a list of articles whose names might subject them to suspicion and for which, after investigation by the Bureau of Explosives, the requirements of a certificate and 'No label required' are deemed unnecessary. An omission from an attempted list of articles requiring precaution might cause an accident, while an omission from the list of exceptions would only require additional clerical work pending the safe growth of the list as the result of experience. Shipping orders for any of the following articles, bearing notation 'No label required' and shippers' certificate should be accepted, but it will not be necessary to transfer his information to waybills covering these excepted articles. Shippers should be notified of the change in requirements, in order that they may be relieved of any extra labor, and that further supplies of their printed shipping orders may be made to conform."

The list of excepted articles that may be accepted, when properly described, without requiring a notation "No label required" and the certificate prescribed by Paragraph 1802, is as follows:

Acetic Acid.  
Acid, dry.  
Aerated Beverages.  
Ale.  
Ammonia or Aqua Ammonia  
(not compressed).  
Asphalt.  
Asphaltum.  
Axle Grease.  
Ealsum, Crude.  
Beer.  
Beer Tonic.  
Benzaldehyde.  
Benzene.  
Castoria.  
Castor Oil.  
Champagne.  
Charged Storage Batteries.  
Cider.  
Claret Wine.  
Cocoa Butter.  
Cocoa Nut Oil.

Oil Cassia.  
Oil Cedar.  
Oil Citronella.  
Oil Cloth.  
Oiled Clothing.  
Oil Clove.  
Oil Copaiba.  
Oil Eucalyptus.  
Oil Fusel Rectified.  
Oil Juniper Berries.  
Oil Lavender Flowers.  
Oil Lemon.  
Oil Lime.  
Oil Mirbane.  
Oil Mustard.  
Oil Pennyroyal.  
Oil Peppermint.  
Oil Pine Needle.  
Oil Sandal.  
Oil Sassafras Natural.  
Oil Sweet Orange.  
Oil Turpentine Rectified.

Cod Liver Oil (plain or in emulsion).  
Cordials (not containing over 30 per cent of alcohol).  
Cotton Seed Oil.  
Cressote.  
Cressote Oil.  
Cylinder Oil.  
Dry Paints.  
Earth Paints.  
Electrolyte.  
Dilute Sulphuric Acid not exceeding 30 per cent in strength).  
Eucalyptol.  
E-Z-Ola Shoe Polish in tins.  
Fish Oil.  
Ginger Ale.  
Glycerin.  
Hay, Baled (well cured).  
Lactic Acid.  
Lard Oil.  
Linoleum.  
Linsed Oil.  
Lubricating Grease.  
Lubricating Oil.  
Machine Oil.  
Madera Wine.  
Mirbane Oil.  
Neatsfoot Oil.  
Oil Bay.  
Oil Birch.  
Oil Butter Almond.  
Oil Camphor S.G. 880.  
Oil Camphor S.G. 970.  
Oil Caraway.

Oxalic Acid.  
Paraffine Oil.  
Paraffine Wax.  
Pine Tar.  
Pitch.  
Porter.  
Port Wine.  
Red Lead, in oil or dry.  
Rhine Wine.  
Rising Sun Stove Polish in Cakes.  
Rising Sun Stove Polish in Powder.  
Rosin.  
Rosin Oil.  
Sherry Wine.  
Shinola Shoe Polish in tins.  
Signal Oil.  
Sperm Oil.  
Spindle Oil.  
Stearic Acid.  
Sulphur.  
Sun Paste Stove Polish in tins.  
Tannic Acid.  
Tar, Pine.  
Tar Roofing Paper.  
Terebene.  
Turpentine.  
Vinegar.  
Waterproof Cloth.  
Wax.  
White Lead, in oil or dry.  
Wines (not containing over 30 per cent of alcohol).

In an additional interpretation, No. 12, the restriction of the limit of one-half gallon is only placed upon the more volatile liquids with flash points below 50° F.; also that well-packed and cushioned bottles, not packed in cylindrical tin vessels and metal or glass tubes, of not to exceed four and one-half ounces capacity, may be accepted. These liquids may also be packed in tight metal cylinders or drums.

The circular, in addition to the above interpretations, contains interpretations Nos. 11, 13, 14, 15 and 16, all relating to various paragraphs of the regulations.

## TO CONFORM TO WHOLESALE METHODS.

N. Y. Consolidated Drug Co. Elects New Officers.—Important Changes Are Planned.

At the annual meeting of the stockholders of the New York Consolidated Drug Company, held last Thursday at Allaire's, 192 Third avenue, a resolution was adopted which will practically place the company on the basis of a wholesale jobbing establishment.

August Diehl and Robert S. Lehman, both of New York, were elected directors to serve three years, and F. W. Hain, of Newark, N. J., was elected to fill the unexpired term of Felix Hirsman, resigned, as director.

According to the reports presented by the officers, the affairs of the company were shown to be in an excellent condition, and the retiring officers, President Felix Hirsman, Treasurer William C. Alpers, and also the present manager, S. Y. B. Swann, were praised for their devotion, efforts and excellent administration of the company's affairs.

The board of directors, convening directly after the meeting of the stockholders, elected the following officers for the coming year: President, F. A. Russell, Tarrytown, N. Y.; vice-president, August Diehl, Manhattan; secretary, Robert S. Lehman, Manhattan; treasurer, Charles Heimerzheim, Brooklyn, N. Y.

## Condennus Permanent Tariff Revision.

At the twenty-fourth annual meeting of the American Protective Tariff League, which was held last Thursday in New York, action was taken condemning the proposed permanent tariff revision commission. Arguments were presented stating that the leaders of the movement were free traders and tariff reformers, who had fallen back upon the plan of a permanent non-partisan tariff commission as a means of keeping the tariff in a perpetual state of "reform" and agitation.

Congress was also complimented in its proposed action in rendering it impossible for the executive department to hereafter negotiate tariff agreements without the full consent and approval of the Congress. Confidence was expressed in the Ways and Means Committee of the House and the Senate Finance Committee to act in accordance with the interests of the majority.

## RATE-CUTTING THREAT IN ST. LOUIS.

**Local Association Stirred by Demand of a Non-Member That Differential Be Given Downtowners.**

ST. LOUIS, Jan. 26.—The members of the St.L.R.D.A., at their last meeting, were confronted with a new proposition in St. Louis, an ultimatum from a non-member that a differential scale must be made for downtown druggists or cutting would start at once. The matter was discussed for more than two hours and then the meeting adjourned so abruptly as to postpone the election of officers. It was understood that the question of price scale will be referred to the sectional associations for discussion and that committees from them will meet with downtown men and a definite report will be drawn for a meeting of the St.L.R.D.A. to be held within three weeks at least, and two weeks if possible.

The ultimatum came from the Raboteau Drug Company, which has recently leased the corner of Broadway and Washington avenue, and will, it is understood, conduct a much more pretentious business there than has been attempted at Broadway and Lucas avenue, where the firm has been Raboteau & Co. for many years. Mr. Raboteau withdrew from the local association about two years ago because he believed the scale was being disregarded in some instances. He said at that time he had no intention of disarranging any scale the association might make.

The word that came to the association this time was that the Raboteau Drug Company was ready to cut if a special rate was not made for downtown men. The proposition was that they be permitted to sell at present prices, 22 cents, 43 and 54 cents, and that uptown and suburban stores push up prices to 25, 45 and 90 cents.

Representatives of Wolff-Wilson, Judge & Dolph and Johnson Brothers served notice they would be compelled to withdraw from the association in case the Raboteau Company was permitted to carry out this threat. After considerable discussion, a straw ballot was taken and seven of the members present voted "No." President Johnson asked each to state his objection, if he cared. All but one said the negative vote was more in the interest of more time to study the question, which had not been proposed to them until the meeting was called to order, than a final sentiment.

Mr. Consensus, of the Anti-Monopoly Drug Company, which was at one time the famous cutter of the city, was the most persistent debater on the floor for a one-price-for-all schedule. His store was for many years at Sixth and Market streets, but a few days ago was moved one block west because the old building is to be replaced with a new one.

Prof. J. M. Good took the position that stores like his would find trouble in advancing prices to an even-keel basis and it might be better to permit downtown men to shade the present schedule somewhat; that while he favored a differential, he would object to raising prices.

As the discussion was not gaining much ground, the suggestion was made that everybody "hustle" for a bigger meeting at a call soon to be issued, and that the question be passed to the North, West and South Side associations and committees be appointed to draw an exact agreement to be talked over at another general meeting.

Election of officers was declared in order, but E. A. Sonnenwald advanced the argument that it would be a bad time to change horses while crossing the river, and a hurried adjournment followed.

## Kentucky Druggist Makes Assignment.

UNIONTOWN, Ky., Jan. 25.—O. C. Hardig has made an assignment to W. C. Bland. His indebtedness is \$75000 to \$60000; assets not given.

## N.A.R.D. MEETS AT LOUISVILLE SEPT. 6.

**Executive Board, at Chicago Meeting, Extends Invitation to A.Ph.A. to Meet at Same Time and Place.**

CHICAGO, Jan. 25.—The Executive Board of the National Association of Retail Druggists was in session for four days last week at the New Brevoort Hotel. Charles F. Mann, chairman of the board, presided, and all the members were present.

The most important matter before the board was fixing a place and date for the next convention of the national body, which was taken up immediately after the routine business had been transacted. The next convention will be held at Louisville, Ky., during the second week of September, beginning on the 6th of the month. It has been a cherished hope of the officials that an agreement could be reached with the A.Ph.A. so that the conventions of the two organizations could be held simultaneously and at the same place. The latter association, it was said, had been slow in taking any steps in the matter, so the N.A.R.D. board decided to appoint a place and time and invite the A.Ph.A. to meet there also at that time.

Early in the meeting it was decided to leave the place and date open, subject to the consent of the A.Ph.A., but later there was a reconsideration. Three cities made bids for the convention. These were Louisville, Ky.; Cedar Rapids, and Niagara Falls. Of these Louisville was chosen, largely because of its location, as it is neither too far east, west, north or south. Invitations had been received from the Governor of Kentucky, the Mayor of Louisville, the president of the Chamber of Commerce, the president of the Citizens' Association, and others. Simon N. Jones, former chairman of the Executive Committee, presented the invitation to the board. The Kentuckians were so enthusiastic in the matter that they had planned a trip to the Mammoth Cave before their representative left for Chicago. Louisville, it was argued, has been a great success as a convention city and never does things by halves. It entertained 1,000,000 members and friends of the G.A.R. last year and at another time 300,000 Shriners.

A most cordial invitation was extended to the members to spend either the week before or following the convention in the city of Louisville. Pharmaceutical exhibitions will be held the same as at the last convention at Atlantic City.

In connection with selecting the time and place the following resolution was prepared and unanimously adopted, a copy being ordered sent to the A.Ph.A. officers:

Whereas, The committee appointed by the president of our association to confer with a similar committee from the American Pharmaceutical Association to consider the feasibility of holding a joint meeting, or contemporaneous meetings, of the two associations, has been unable to reach such a conclusion with that committee as would enable it to recommend to the N.A.R.D. a definite time and place for holding its 1909 convention; and

Whereas, It has always been the custom of this committee to name at its mid-year meeting the time and place for holding the annual convention of the N.A.R.D., and our members are expecting the usual announcement at the close of the present meeting of this committee; therefore, by the Executive Committee of the N.A.R.D., be it

Resolved, That we hereby select Louisville, Ky., as the place, and Monday, Tuesday, Wednesday and Thursday, September 6, 7, 8 and 9, as the time for holding the 1909 convention of this organization.

Resolved, That, desirous as we are of co-operating in every helpful way possible with the American Pharmaceutical Association in the efforts which that organization and our own are making to advance the professional and commercial welfare of pharmacy, we hereby extend to the A.Ph.A. a hearty invitation to meet with us at the place and, as nearly as may be possible, at the time designated.

Chairman Rodemann, of the telephone committee, appeared before the executive board and urged that the central idea of

Author, as Well as Student.



THOMAS A. MAJOR.

who has attracted attention by writing a book entitled "The Road From Damascus," which is a reply to a book written by a woman entitled "The Road to Damascus," in which an attack is made on a professor of the University of Michigan, where Major is a senior in pharmacy.

promoting slot telephones in different cities be developed as rapidly as possible. This view was immediately accepted by the committee.

A motion was made that every department of the N.A.R.D. go into a price protection plan, but it was held up pending the approval of the general counsel of the association.

#### Presentation to Messrs. Wooten and Jones.

An interesting feature of the week was the presentation to Thomas V. Wooten, former National secretary, and to Simon N. Jones, former chairman of the executive board, of handsomely engrossed resolutions testifying to their worth and expressing the gratitude of the members to them for their untiring efforts in behalf of the organization. The presentations were made as the result of action taken at the Atlantic City convention last year, upon the initiative of Samuel L. Hilton, of Washington, D. C. Mr. Hilton was appointed chairman of the committee and his associates were Dr. A. O. Zwick, of Cincinnati, and T. S. Armstrong, of Plainfield, N. J.

Each set of resolutions is ornately engrossed upon vellum, has the seal of the association in gold over a blue ribbon and is signed by the president and secretary of the N.A.R.D. and by the special committee having the matter in charge. The engrossed resolutions are folded once and separately enclosed in cases of envelope or portfolio form. These portfolios are of fine, white, art leather and lined with watered silk. Upon the flap of each portfolio are the letters "N.A.R.D." in gold, and below the letters a gold clasp for closing. The engrossing was done and the cases made by Galt, of Washington, D. C., who is known as the Tiffany of the Capital.

#### Dr. Hynson Favors Cedar Point for A.Ph.A.

BALTIMORE, JAN. 25.—Dr. H. P. Hynson is in receipt of a communication from Thomas V. Wooten, of Chicago, advising him of the action taken at a meeting of the executive committee of the N.A.R.D., appointed to act upon the suggestion that the organization hold its annual meeting at the same time or on consecutive weeks and at the same place as the annual meeting of the American Pharmaceutical Association.

Dr. Hynson says, with regard to the subject, that it would be entirely agreeable to him to have the American Pharmaceutical Association meet at Cedar Point, Lake Erie, during the week of August 30, or just before the annual meeting of the N.A.R.D., so that druggists who desire to attend the latter will have ample time to go down to Louisville and take in that gathering on a single trip. Dr. Hynson is a member of the conference committee and of the A.Ph.A. Council.

#### Will Honor Dr. Hugo Schweitzer.

On Saturday, March 13, a celebration will be held in honor of Dr. Hugo Schweitzer, who has long been active in promoting the progress of chemistry. This year marks the twenty-fifth anniversary of his doctorate, the twentieth of his landing in America and the fifteenth of his secretaryship of the New York Section of the Society of Chemical Industry. The following committee will arrange a knapsack and souvenir presentation: C. F. Chandler, chairman; J. Hasselbacher, treasurer; M. T. Bogert, secretary; V. Colbantz, F. Hemingway, E. G. Love, C. F. McKenna, W. C. Murrie, R. W. Moore, W. H. Nichols, T. J. Parker, A. Plant, M. Toch.

#### Nominal Fine For Misbranding.

CINCINNATI, Jan. 25.—The Heekin Spice Company, charged with having misbranded two dozen bottles having the label "White Cap Flavors, Lemon," has pleaded guilty before United States Judge Thompson. A nominal fine of \$5 was imposed. The Government inspectors claimed there was but a small portion of oil of lemon in the compound.

The company says it has withdrawn the article entirely from the market.

#### Dr. Schieffelin is Guest of Political Reporters.

Dr. William Jay Schieffelin was one of the guests of honor recently at the annual banquet held by the New York City Hall Reporters' Association. Dr. Schieffelin was present by virtue of his office as president of the Citizens' Union, in which organization he has been an active worker for reform. The association is composed of the principal political writers for the New York daily papers and only their friends are invited to their annual banquets.

## "TINCTURES" AND "EXTRACTS" EXPLAINED.

### Maine Official Furnishes Some Interesting Information Regarding an Important Matter.

Charles D. Woods, director of the Maine Agricultural Experiment Station at Orono, in Official Inspection No. 6, explains the use of the terms "tinctures" and "extracts" as viewed under the Maine Pure Food and Drugs Law. He says: "There are a number of materials the alcoholic solutions of which are used for both medicinal and flavoring purposes. In the majority of instances the U.S.P. name is a 'tincture,' while in the food standards the only name recognized is 'extract.' This has led to some confusion and misunderstanding and the following is an attempt to make their labeling clear to manufacturers and dealers:

"All preparations for medicinal purposes should be of U.S.P. strength and should bear the name recognized in the latest edition of the U.S. Pharmacopoeia. If other strength is employed the package should be plainly labeled 'above standard' or 'below standard' to accord with fact, and the exact strength given on the label. All medicinal preparations must bear upon the label the percentage of alcohol.

"While the only name recognized in food standards for the alcoholic preparations of flavoring materials is 'extract,' the use of similar words as 'essence,' 'flavor,' 'flavoring,' etc., will be allowed and will be considered as strictly synonymous with the word 'extract.' That is, goods labeled 'essence' or 'flavor' should correspond in strength to the standard as established for 'extracts.' If a preparation is below standard, it should be plainly labeled so as to show the fact. For information, the standards for flavoring extracts for foods are here reprinted. Such extracts do not need to carry a statement showing the percentage of alcohol."

The list of standards referred to is the same as that given in Pure Food Circular No. 19 issued by Secretary of Agriculture Wilson.

## WOULD TAX FOUNTAINS \$10 A DRAUGHT ARM.

### Massachusetts Legislator Has Novel Measure, But So Far None of His Radical Bills Have Passed.

BOSTON, Jan. 25.—In the Massachusetts Legislature a bill has been introduced that is sure to arouse menacing hostility from operators of soda fountains. It calls for a tax of \$10 for each faucet of a soda fountain.

The author is Representative Thomas J. Fay, of Roxbury, a salesman for the grocery house of S. S. Pierce Company. Mr. Fay is serving his third term in the Legislature, and he has already become conspicuous for his novel methods of creating revenue. He has been noted for his radical ideas ever since he has been in the House. He was the most persistent advocate last year of the bill to increase the salaries of members. The year before he came into prominence for his bill to provide for a deputy mayor of Boston, and also to penalize policemen for chubbing.

Representative Fay said: "This fountain tax is not altogether original with me. I understand that the State of Georgia already has such a law, and that it has worked well. One purpose of the bill will be to provide a revenue for towns and cities in lieu of the former revenue from liquor licenses. I would tax every soda fountain \$10 for each faucet and have it apply to every fountain in the State, whether in a pharmacy, confectionery or periodical store. I would have one-quarter of the fee go to the State treasury, as in the same manner and proportion as the liquor license fee is divided."

As yet not a single radical chance which the Roxbury Representative has yet advocated has found its way into law.

#### Perkin Medal for Arno Behr From S.C.I.

Arno Behr was presented with the Perkin Medal at the meeting of the New York Section of the Society of Chemical Industry at the Chemists' Club last Friday evening. Dr. Behr being absent, the medal was presented by proxy to Dr. Nichols, Prof. Charles F. Chandler making the speech of presentation. Maximilian Toch, chairman of the section, made an address of welcome to the members and their friends. "The Great American Industry of Corn Products" was the subject of a paper read at the meeting by T. B. Wagner, of Chicago.

# BOOK REVIEWS

**THE NATIONAL STANDARD DISPENSATORY.** Containing the national history, chemistry, pharmacy, actions and uses of medicines, including those revealed in the Pharmacopoeias of the United States, Great Britain and Germany, with many references to other Foreign Pharmacopoeias. In accordance with the Eighth Decennial Revision of the U. S. Pharmacopoeia, by authorization of the Convention. By Hubert Amory Dure, D.Sc., M.D., professor of Therapeutics and materia medica in Jefferson Medical College, Philadelphia; Charles Caspari, Jr., Ph.D., Ph.D., professor of theoretical and applied pharmacy in the Maryland College of Pharmacy, Baltimore; and Henry H. Rusby, M.D., professor of botany and materia medica in the College of Pharmacy of the City of New York; Expert in Drug Products, Bureau of Chemistry, Department of Agriculture, Washington, D. C.; Members of the Committee of Revision of the U. S. P., with valuable assistance from Edward Kremer, Ph.D.; Daniel Base, Ph.D., and Joseph E. Geisler, Ph.D. New (2d) edition, thoroughly revised. Imperial octavo, 2656 pages, with 478 engravings. Cloth, 80 net; full leather, 87 net. Thumb-letter index 50 cents extra. Philadelphia: Lea & Febiger.

An examination of the new and revised edition of this Dispensatory bears out the publishers' claim that it exemplifies the type of a book required by all who have to do in any way with drugs. Originally created to supply the intentional omissions of the Pharmacopoeia, self-limited as that work is to bare description of drugs arbitrarily selected as "official" and to the lists of ingredients in compounds thereof, the authors have developed the great usefulness of the Dispensatory by the addition of two other main features. Besides containing the Pharmacopoeia and rounding it out with the information absolutely necessary to its use in practical pharmacy, the book contains the fullest pharmacology, and completes these two departments with a third, that on medical action and uses, appealing thereby no less to the prescriber than to the dispenser, and enabling them to co-operate safely and efficiently. It goes far beyond the Pharmacopoeia by dealing fully with the "non-pharmacopoeial" or "unofficial" drugs, a section of materia medica of scarcely less importance.

The Dispensatory contains the latest changes made by the Committee on Revision of the Pharmacopoeia and in every way marks the advanced position occupied by the pharmaceutical and medical professions. One has but to compare the present edition with its predecessor to become cognizant of the changes and improvements that have been made. Descriptions of two hundred new drugs of value have been incorporated and important features are found in the addition of the National Formulary in abstract, as well as a Formulary of unofficial preparations widely used, and the United States Pure Food and Drugs Law, together with the regulations and decisions necessary for its interpretation. The general index of 120 three-column pages, contains in one alphabet the names of drugs in English, French, German, Italian, Spanish and Latin, rendering it easy to find any article on any substance used for medicine by civilized nations. This applies to the minor as well as the major drugs of the world, an inestimable service peculiar to this book. The therapeutic index of twenty three-column pages, arranged under diseases, brings out most suggestively to the mind of the physician every drug of value, and guides him to the directions for its use. In every way the book is encyclopedic and contains a mine of information for the pharmacist, physician, chemist and technologist; in fact, for everyone concerned with drugs, their manufacture, dispensing and medicinal uses.

**A SHORT PHARMACEUTIC CHEMISTRY, INORGANIC AND ORGANIC.** By I. V. Stanley Staibaus, M.S., Ph.D., professor of pharmacy and organic chemistry and dean of the School of Pharmacy of the Medical-Chirurgical College of Philadelphia, and Charles H. Kimberley, B.S. (in pharmacy), Ph.D., professor of applied chemistry in the School of Pharmaceutical Chemistry of the Medical-Chirurgical College of Philadelphia. Second edition. 12 mo., 616 pages, flexible covers, \$2.50. Philadelphia: P. Blakiston's Sons & Co.

In preparing this book the authors have succeeded in making it what the title implies, a chemistry for students of pharmacy. In addition there is presented much information that every educated person should know something about as the manufacture of iron and steel, cement, coal gas, and the various chemical problems pertaining to the dyeing and tanning industries. Beginning with a general discussion of the subject definitions and classification of compounds, there follow

in succession a description of the non-metals and their acids, water and its analysis, metals and their compounds, particular attention being accorded to those official in the Pharmacopoeia. The periodic law, Mendeleeff's classification of the elements and a description of the rare metals are also given. Equation writing is explained, as also chemical stoichiometry. Part II is devoted to organic chemistry, its scope, the leading facts pertaining to the "open chain" and "closed chain" series being given in logical sequence. Particularly worthy of mention are the chapters devoted to the classification of alcohols and the terpenes and essential oils. These are followed by methods for the purification of organic compounds, proximate and ultimate analysis, vapor density, determinations, etc., the book concluding with a comprehensive chapter on toxicology. The classification and sequence of the sections on organic chemistry are based on the lectures of Prof. Daniel C. Mann, of the Brooklyn College of Pharmacy, to whom the authors give due credit. As a text book, this work should be of special service to the student and pharmacist.

**REQUISITES OF LATIN.** With special reference to the nomenclature of the U. S. Pharmacopoeia, the National Formulary and the text-books in materia medica and botany. Including also prescription writing and notes on nomenclature of the German Pharmacopoeia. By Julius William Stürmer, Ph.D., professor of pharmacy, Purdue University, Lafayette, Ind. 12 mo., 92 pages, cloth, 81. Published by the author.

This book, to use the author's expression, is built on rather original lines, in that he does not follow the arrangement and sequence of subjects as laid down in the standard text-books used by instructors in teaching Latin. He does, however, present a systematic course of instruction for students of pharmacy and medicine which is quite sufficient to carry them through the Latin of pharmacopoeial nomenclature, prescriptions, botanical names, etc. For schools where an extensive course in classical Latin is impossible or out of the question, Professor Stürmer's book will fill a distinct want.

**WELLCOME'S PHOTOGRAPH EXPOSURE AND RECORD DIARY.** 1909. Burroughs Wellcome & Co., London and New York.

This interesting annual contains a great deal of information of just the sort the photographer needs in his work. Uniform in style with previous editions, the book contains a very complete article on exposure, two new features of which are a speed test for over eighty bromide papers and lantern slides. There should also be mentioned Wellcome's "Exposure calculator," which is arranged to tell correct exposure in any circumstances by one turn of one scale. The annual is in pocket-book form and there are blank pages for records, notes and diary. Three editions are published, viz., Northern Hemisphere, Southern Hemisphere and Tropics, and United States.

**THE LIVING CHURCH ANNUAL AND WHITTAKER'S CHURCHMAN'S ALMANAC, 1909.** 12 mo., 480 pages, paper, 50c; cloth, 75c. Milwaukee: The Young Churchman Company, New York; Thomas Whittaker, Inc.

The individual who desires information regarding the status of the Episcopal Church in the United States is sure to find it in this handbook. Complete statistics of the churches and a full roster of the Episcopate and the clergy of the various dioceses in the country and mission fields are given.

## Other New Books.

**BRYANT, JOSEPH DECATUR, M.D., and BUCK, ALBERT H., M.D., eds.** American practice of surgery: a complete system by representative surgeons of the United States and Canada. New York: William Wood & Co. In 8v., v. 5, 973 p., ill. pls. (quarter col.), 8s., cl., 87.

**FRIEDBERGER, FRANZ, and FROHNER, EUGENE.** Friedberger & Frohner's veterinary pathology. Tr. by Matthew George Hayes, with notes on bacteriology by Prof. R. Tanner Hewlett. 6th ed., rev. and enl. 2 v. Chicago: W. T. Keener & Co. 8s., cl., 88.

**MCCAYLEN, ALAN.** The cell as the unit of life, and other lectures, ed. by T. Tanner Hewlett. Philadelphia: P. Blakiston's Sons & Co. 83 net.

**PROCTOR, H. RICHARDSON.** Leather industries laboratory book of analytical and experimental methods. 2d ed., rev. and enl. New York: Spon & Chamberlain. 29+160 p., ill. diagrs., pls., tabs. 8s., cl., 87.50.

**WOOLSEY, G.** Applied surgical anatomy, regionally presented, for the use of students and practitioners of medicine. 2d ed., rev. and thoroughly rev., with 200 illustrations, including 50 plates mostly colored. New York: Lea & Febiger. 6s., 17+601 p., 8s., cl., 84.50.

# THE DRUG MARKETS

## BUYING LIMITED, BUT PRICES ADVANCE.

### Demand Moderately Active in All Directions—Effort to Depress Market for Messina Oils.

NEW YORK, Jan. 25.—Business during the past week has been moderately active in all directions, but there has not been any departure from the rule of limiting buying to actual requirements; and while the changes in values have not been important, nearly all show an advance. The Messina essences continue to attract attention, but there seems to be an effort on the part of some dealers to depress the market for lemon, bergamot and orange. These dealers seem to be short of stock and have contracts to deliver, which explains the motive behind their action. The active demand for lemon and orange will come later on, and it is believed that higher prices will prevail. Citric acid is still in good demand. Opium firm and quiet in absence of any heavy demand. Norwegian cod liver oil is very active with a good consuming demand.

**QUININE SULPHATE.**—The demand is fairly good at full prices, but no interest is shown in quantities beyond the 1000 ounce limit. At Amsterdam last Thursday the cinchona bark sale went off at an average unit price of 3.03 Dutch cents, against 3.43 at the December sale. There were 9422 packages offered and nearly all of this quantity was sold. The result of the sale has had no visible influence on the market for quinine. Makers are still quoting on the basis of 15c. per ounce in 100-oz. tins. The shipments of bark from Java to Amsterdam for December, 1908, are 1,570,000 pounds, against December, 1907, 1,100,000 pounds; December, 1906, 561,000; December, 1905, 858,000 pounds. During the year 1908 the total amount was 15,677,000 pounds, against 1907, 17,212,000 pounds; 1906, 13,316,000 pounds; 1905, 15,339,000 pounds. The sale of 50,000 ounces of quinine at auction in Amsterdam is scheduled to take place tomorrow.

**OPTICUM.**—The market remains quiet, with the limited business wholly of a jobbing character, as consumers are inclined to purchase only in accordance with actual necessities. There is, however, no abatement of the steady feeling which has been manifested by dealers for some time past, and quotations on natural are maintained at \$4.00-84.85, as to quantity. Granular is quoted at \$5.60-85.85, and to all appearances there is comparatively little available. Powdered is a shade lower, owing to competition, but is still quoted at \$5.60-85.85 in most quarters, most business being done at the inside quotation. There have been no cables of importance. The arrivals up to January 22 amount to 1999 cases.

**CITRIC ACID.**—This article is still meeting with a fairly good consuming demand, and former prices are still current, but in some quarters there is a disposition to report an easier undertone, which is said to be due to advices to the effect that crude material is offered more freely. Manufacturers continue to quote 43-49c. per pound, while second hands report sales at 50c. per pound and upward, according to quantity.

**ANISE SEED.**—The Italian variety is slightly easier, with sellers of the true at 9c. per pound in large quantities, but some holders of choice quality are still quoting 12c. Russian varieties are held at about 6c. and star is bringing 18-20c. per pound, as to quality, quantity and seller.

**NORWEGIAN COD LIVER OIL.**—Cable-grams have been received from Norway stating an advance of \$1.00 per barrel, and it will not be surprising to see a further advance. The demand in the local market is good and the sale of 50 barrels for prompt delivery is noted among last week's transactions. No reports as to how the fishing is progressing have as yet been received.

**SWEET ORANGE PEEL.**—More inquiry for this article has disclosed the fact that stocks are very light, with prospects of receiving additional supplies from the primary sources of supply very slight. With some demand the price has been advanced on the bale for the Trieste quality in ribbons. Malaga quality, in some quarters, is extremely scarce.

**BAY RUM.**—The Payne Bill, imposing a tax of \$1.10 per proof gallon on Porto Rico bay rum, has passed the House of Representatives, and will probably be passed also by the

Senate and become a law, thereby ending all controversy on this article in the future. As a result of this act the market is decidedly firmer, with an upward tendency. The present prices in barrels is \$1.50 per gallon, and all other sizes are at the usual advance from this basis.

**MENTHOL.**—There is a better demand for this article and the market is much firmer, with prices ranging between \$2.60 and \$2.75 per pound.

**HENBANE LEAVES.**—There is a good consuming request and prices in large quantities are steady at 15-16c. per pound for the U.S.P. grade.

**BALSAM COPAIBA.**—This article is becoming very firm under reduced available stocks and a good consuming demand. The inside quotation for large lots has been marked up to 48c. per pound.

## London Drug Market

LONDON, Jan. 16.—The week's public sale of drugs had been looked forward to with considerable interest, as six weeks have elapsed since the last auction was held. Large supplies were catalogued, but the demand did not come up to expectation, although prices on the whole were well maintained. Aloes was in plentiful supply, a feature being some very large gounds of Barbadoes Aloes, of which part sold at 75s. per cwt. for fine bright liver; Cape Aloes was firm at 25s. 6d. per cwt. for good hard bright, and Tamptas was also firm at 85s. per cwt. for good hepatic.

Balsam Tolu was steady at 10s. per lb. Two cases of Siam Gum Benzoin sold at 27 per cwt. for fine, bold, free almond; Sumatra Gum was easier at 47.5s. to 47.15s. per cwt. for good seconds, and ES for good almost seconds. Ipecacuanha was not in demand, but a few bales of sound lio sold at 7s. 2d. per lb., damaged in proportion, and Carthagen realized 4s. 3d. Buchu leaves were steady at 10½d. per lb. for good green sound, and 9d. to 10d. per lb. for fair; stalky and yellowish at proportionate rates. Coca leaves sold on the basis of 8d. per lb. for fair green Ceylons; Nux Vomica realized 11s. per cwt. for dark Ceylons. Grey Jamaica Sarsaparilla realized 18. 6d. per lb. and good Lima 18. 3d. Wax was very firm. Honey was neglected. Four coppers of Essence of Lemon (Carlo Periviechie & Co., Palermo) sold without reserve at 4s. 6d. per lb., and a tin of Essence of Lemon (Marie de l'Assommoir) sold without reserve at 4s. 6d. per lb. Two cases of Dodge & Olcott's American Peppermint Oil sold without reserve at 6s. per lb. Of Casarea Sagrada about 600 bags were offered and bought in. Scenna was steady and the supplies were for the most part of poor quality. Cardamoms advanced from 1d. to 2d. per lb.

Privately business in drugs and chemicals has not been brisk. Considerable interest continues to be centered in Essence of Lemon, but the position is very uncertain. The forced sales at Thursday's auction afford no true indication of the state of the market, and while holders have changed their views as to the near future, business has been done this week at 10s. per lb., there are offers from Palermo at 4s. per lb., but little importance is attached to them at this moment. A small business has been done in Essence of Bergamot at 40s. Business has been done in Citric Acid up to 1s. 8½d. per lb., and English makers quote nominally 1s. 10d.; the general opinion is that prices will recede very shortly. Small sales of H.G.H. Peppermint Oil have been effected at 8s. 11d. per lb.; Wayne County Tin Oil is steady at 6s. 3d. Menthol is lower and a fair business has been done at 6s. 10d. per lb. for "Kobayashi," smaller quantities at 7s. On the spot small sales of Japanese Camphor have been made at 1s. 10d. per lb. for 1-oz. tablets, and a good business has been done in 1-oz. tablets for arrival at 1s. 5½d. per lb. c. i. f. Small sales of Japan Wax have been made at 54s. per cwt. for good squares. The Shellac market, which was dull early in the week, has brightened up and fair "T. N. Orange" is quoted at 78s. per cwt. Russian Errot of Rye is scarce and 1s. 4d. per lb. is quoted on the spot. Quicksilver has been reduced 2s. 6d. per bottle, the new price being 87s. 6d. Opium is very firm. Citrates have advanced 2d. per lb., the Potassium Salt being quoted at 1s. 9d. to 1s. 10d., according to quantity. An idea of the dwindling importance of the London Cinchona Bark sales can be obtained from the fact that at the auction this week less than 110 packages were offered, of which only part sold at steady rates.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, FEBRUARY 4, 1909

No. 5

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn, Chicago

Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the	
Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

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For Era Album

## CERTIFIED COLORS IN FOOD AND DRINK.

As most of our readers know, Regulation 15 of the rules and regulations for the enforcement of the Food and Drugs Act provides that the Secretary of Agriculture shall determine by chemical or other examination those substances which are prohibited or inhibited in food products, and especially those colors or dyes coming within the scope of the regulation. To carry out the provisions of the law Food Inspections Nos. 76 and 77 were issued and a list of coal tar dyes was published which might be used in food products provided that a guaranty was given by the manufacturers that such dyes were free from subsidiary products and represented the actual substance of the name which they bear. The effect of this decision placed a new aspect upon the character of the dyes previously used for the coloring of foods, confectionery and the like, and manufacturers and experts began to devote their energies toward the fabrication of dyes which should conform to these standards. That an American manufacturer should be the first in the field to comply with these standards appeals to our sense of patriotism and belief that our countrymen are as fertile and resourceful in inventive ability as any in the world.

The era of pure food and drugs has come to stay, and as our knowledge of the composition of these substances increases, the authorities, backed by a discriminating public opinion, will demand the enforcement of all the laws and regulations which have to do with the health and lives of our citizens. "Certified colors" only will be permitted in the fabrication of foods and beverages, and the manufacturers of such products will have a strong claim for patronage by boldly advertising the use of such colors. Of course, the use of any dye, harmless or otherwise, to color or stain in a manner whereby damage or inferiority is concealed, is specifically prohibited by law, but there is a legitimate demand for harmless dyes which must and will be supplied.

## THE MANN BILL NOT NECESSARY.

On another page we give considerable space to an attack on Congressman Mann's Drug Bill, together with Dr. Wiley's reply to the criticism. With the Federal Pure Food and Drugs Law in operation it is difficult to see the necessity for further legislation such as is contemplated in the Mann Bill and the unwisdom of loading the statute books with laws of this description is so obvious as to call for little comment.

The druggists of the country seem to be generally opposed to the measure and Congressman Mann, has, we understand, promised to amend the measure

to meet their wishes, but really it would seem, in view of the opposition and the improbability of enacting the bill, that the best thing to do would be to let it die a natural death. Nobody would shed any tears outside of the few persons who may have axes to grind on the tablet which they are seeking to have turned by the Congressional machinery.

#### PURE DRUGS IN SOUTH DAKOTA.

It is unfortunate that there should be any conflict in South Dakota over the enactment of pure drug legislation. Two years ago a law was put through which differed from the Federal law and was so complex in its verbiage that the courts promptly threw it out as unconstitutional. An effort is being made by Dairy Commissioner Wheaton to push through a somewhat similar bill, which is to be regretted, for the general experience is that State laws in conflict with the National Act have been unnecessarily confusing to the trade and have accomplished no material benefits to anybody.

Some thirty States have adopted the Federal statute as a model and the South Dakota State Ph. A. has fathered such a bill, the only change being that enforcement is vested in the State Board of Pharmacy, a very wise provision. The law makers should have no hesitancy in passing the pharmacists' measure. Mr. Wheaton is a faithful and conscientious official and his ideas are of value. They may ultimately prevail, but for the present it is extremely desirable that State and Federal pure drug laws should be practically the same.

#### LOOKS LIKE A POLITICAL GRAB.

Assemblyman Conklin's bill to reorganize the New York State Board of Pharmacy reduces the board from fifteen to nine members, abolishes district lines and gives the appointment of the members to the Governor. Examinations will still be conducted by the board, but they will act subject to the supervision and approval of the regents. That the chief object is to provide political patronage seems to rise with spontaneity in the minds of the pharmacists who believe that there is no necessity for changing the present method of electing the members of the board and this feeling is intensified by the failure of Mr. Conklin to introduce a single feature of the Whitney-Wainwright bill, which might well have been incorporated in the Pharmacy bill, if reform was the real object.

The omission to do more than take from the pharmacists of the State the right to elect the board and transfer it to the State leader of the political party which polled the highest number of votes at the preceding Gubernatorial election certainly justifies the conclusion that it is patronage more than reform that agitates the politicians at Albany. How pharmacists of high professional attainment will like the idea of being made practically clerks to the regents is problematical and no doubt that feature may have been included in the bill for the purpose of preventing such men from accepting office on the board should the new bill become a law. The provision is unquestionably a reflection upon the attainments,

ability and integrity of pharmacists who may be named under its provisions for membership in the board, should it be enacted.

#### PHYSICIANS DECLARE WAR ON OPTOMETRY.

Now that Vermont, quickly following New York, has passed a law recognizing optometry as a profession, making the fourteenth State to enact legislation regulating its practice, the physicians have come to a realization of what seems to them to be a dangerous encroachment upon the prerogatives of their own profession. The National Legislative Council of the American Medical Association, at its conference in Washington last month, voiced this growing sentiment on the part of the doctors by passing resolutions declaring that—

the granting of such a license to opticians will do great harm to the public by reason of the fact that it gives to persons who are ignorant of the fundamental principles of diagnosis, ignorant of the profound relation that may exist between ocular fatigue and serious neurological disturbances, as well as of the many deep-seated, intra-ocular affections of the eye, the sanction of the State in their attempts to do the work which should only be done by the educated and duly qualified physicians.

Resolved, That the efforts of the self-styled optometrists to obtain such legislation should be discouraged and opposed in every legitimate manner and upon all proper occasions.

The resolutions do not go quite as far as do the writers in the medical press, who urge that laws which give "optometrists the same privileges as legally qualified physicians who are oculists, yet only requiring of them one-half the qualifications exacted of physicians" are clearly unconstitutional and should be contested in the courts on the ground that they are class legislation. The Vermont law is very much like the New York law (which was summarized on page 804 of the ERA of December 24, 1908), the definitions, qualifications and exemptions being the same. The arguments advanced by the physicians in attacking the Vermont law would also apply to the New York statute. The outcome of the agitation will be viewed with interest by pharmacists.

#### WHY NOT SELL DENATURED ALCOHOL?

For some unknown reason, despite the prominence given in the newspapers to the possibilities of denatured alcohol, the retail druggists of the country have apparently given little attention to the benefits which they could obtain by featuring the sale of this fluid fuel and illuminant and the lamps, heaters, stoves, etc., which are designed for its use. It is true that large profits cannot be made on the denatured alcohol, but the utensils called into trade by its exploitation offer good returns and lay the foundation for a permanent demand for the fluid.

The suggestion is worth considering by druggists who are progressive and anxious to supply their patrons with the latest innovations that may be of benefit to them. As usual, our readers will find the ways and means to enter this side-line fully set forth in our advertising pages.

Plans of the Hudson-Fulton Celebration Commission have fully materialized and the observance of the three hundredth anniversary of the discovery of the Hudson River by Henry Hudson and the one hundredth anniversary of the successful application of steam to the navigation of the river by Robert



Fulton will be an important event in this year's history of New York City. The latter anniversary ought to have been celebrated two years ago, but it was decided to postpone its observance so that the two might be made the subject of a larger and better celebration. The joint commemoration will begin on September 25, with appropriate services in the churches, continuing for eight days, during which period there will be band and water parades, a carnival, exhibitions and displays of fireworks. With decorations and throngs of visitors the week will be a gala one for New York City.

There are some druggists who think they are indulging in innocent amusement while doing that they would fire a clerk for, if he did it.

It is quite natural that the man behind the times should have a grouch. Very few things are pleasant when viewed from the rear.

Perhaps the reason some druggists keep no accounts is for fear of being forced to calculate their losses.

Representing the third successive generation of his family in the wholesale drug trade in Boston, and now the head of what is generally admitted to be the largest wholesale drug house in New England, Charles F. Cutler, president of the Eastern Drug Company, occupies a unique position in the drug trade of the United States. Not only has he spent all his life since early manhood in the drug business, but he has back of him now the record of more than eighty years of ancestry in the same business. Mr. Cutler is a descendant of one of the men who founded the wholesale drug firm of Lowe & Reed, in Hanover street, Boston, in 1826, a name which was subsequently changed to Reed, Cutler & Co., and later to Cutler Bros. & Co., which it remained until merged with other wholesale drug houses into the Eastern Drug Company. Dr. Abram T. Lowe, of the original firm, was an uncle to the Cutler brothers who succeeded to the business, and one of the Cutler brothers was the father of Charles F. Cutler, president of the Eastern Drug Company.

Yet the elder Cutler did not depend upon the past history of the house as an equipment for his son. Charles F. Cutler was carefully educated for the position which it early seemed would be ready for him. He was prepared for college at the Boston Latin School, the oldest preparatory school in America, and he won a Franklin medal at graduation for high scholarship. Then he entered Harvard College, where he pursued special courses in chemistry, and in 1882 he was graduated with honors. With very few days intervening, he entered active business in his father's house. The exact date is July 1, 1882. He was not altogether a stranger in the house, for he had spent two of his college vacations working in the store. But now he was put through a special course of training. He was first put on the stock, and in the course of the next two years he was employed in all the various departments outside of the office. For the two years following he was in the office. This period was followed by two more years on the road, visiting customers of the house all over New England, making acquaintances and winning friends. At the end of that training, which might be likened to an apprenticeship in the wholesale drug business, Charles F. Cutler was admitted to the firm of Cutler Bros. & Co. as a member.

For the next six years the partnership continued with the three elder Cutler brothers, and the son and nephew. In 1894 William J. Cutler died, followed in 1896 by the death of E. Waldo Cutler, and in 1898 by the death of George Cutler, father of Charles F. Cutler. The latter carried on the business alone for two years, until it was merged with other wholesale drug houses into the Eastern Drug Company. In the corporation were included the firm of George C. Goodwin

& Co., which was established in 1841, and the house of West & Jenney, established in 1887. Charles F. Cutler was made treasurer of the new corporation, and continued in that capacity until the death of Charles C. Goodwin, when he was made president.

The house has continued to expand with the passing years. The house does business in every State in the Union and in Canada and Mexico, and it has resident salesmen in Cuba and Porto Rico. It has twenty traveling salesmen and a total of one hundred and seventy-five employees. It occupies six floors of the building at Fulton, Barrett and Cross streets, which has a ground area of 100 x 160 feet. Its paid in capital is \$400,000 and it has a surplus of \$100,000.

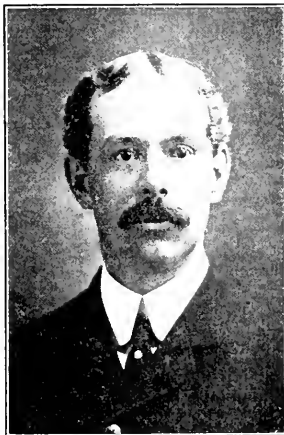
Mr. Cutler's association with druggists' organizations has made him quite as well known to the trade of the country as has that of his own business. He has served as vice-president of the National Wholesale Druggists' Association, and also as chairman of the committees on membership, on entertainment, and on credits and collections. He was chairman of the entertainment committee when the N.W.D.A. and the Proprietary Association of America met in Boston in 1903, and he filled the arduous position to perfection. He has also been president of the Boston Druggists' Association, the oldest organization of its kind in New England. He is now treasurer of the New England Drug Exchange.

Mr. Cutler also holds membership in many societies, including the Massachusetts Society of Mayflower Descendants, the exclusive Country Club of Brookline, the Commercial Club, the Exchange Club, the University Club and the Algonquin Club, all of Boston. He is a life member of the Harvard Union and also of the Bostonian Society.

In still another sphere of business Mr. Cutler is active. He is a director of the Commercial National Bank of Boston, and a member of the finance committee. The bank has resources of about \$2,400,000. He is also a trustee and member of the investment committee of the Home Savings Bank of Boston, whose deposits are nearly \$12,000,000.

Mr. Cutler is at his desk in his office in Fulton street every morning at nine o'clock, and he remains there throughout the forenoon, but much of his afternoon hours are occupied with his banking and trust affairs.

He lives in the Back Bay of Boston, in its most aristocratic thoroughfare—Beacon street. He is exceedingly fond of automobiling, and he attended the convention of the wholesale druggists at Washington two years ago and last year at Atlantic City by making the journey to and fro in his touring car.



CHARLES F. CUTLER,  
of Boston.

The recently discovered method of Dr. Randle C. Rosenberger for identifying the tuberculosis germ in the blood is described by him in the *American Journal of the Medical Sciences*. According to Dr. Rosenberger's description a patient suspected of having tuberculosis germs in his blood is brought into the operating room and a tourniquet is bound tightly about his arm in order to bring the veins into prominence. From any vein of sufficient size, at the elbow, the blood is drawn with a hypodermic syringe.

About two teaspoonfuls of blood is drawn from the vein and immediately mixed with a salt solution to prevent its clotting, and the tube containing it is put on ice for twenty-four hours. Herein lies the difference between this operation and the cultivation of the typhoid germ, wherein heat plays a part. Into the salt solution there is introduced about 2 per cent of citrate of soda.

After twenty-four hours the blood has settled in the vial and this sediment is withdrawn through a glass siphon. This is spread on glass slides and dried. The slide is next immersed in distilled water, the red corpuscles removed and dried again. It is next "stained," that is, immersed in carbol fuchsin, a red stain. Then it is immersed for five minutes in Pappenheim's solution, a blue stain by which the entire slide is stained blue, except the tuberculosis germ itself, which re-

main red. Under the microscope these red germs are revealed against the blue field.

To the medical profession the value of the process lies in its furnishing a means of making an immediate truthful diagnosis of the presence of tuberculosis. Heretofore the tuberculosis germ has frequently been mistaken for the typhoid germ.

Don't trust the fellow who has a vacant look in a poker game. He generally has a full house.—*Philadelphia Record*.

Before being too loquacious about imaginary cures, we should consider the volume of imaginary ills and imaginary science—unless we are satisfied with imaginary profits.

Druggists and others who demand a law for everything may learn by reading history that when law overflows the measure it becomes immeasurable lawlessness.

The more rapidly we secure laws to deprive others of freedom of thought, the more quickly will we find ourselves deprived of freedom of action.

A New York man milliner who imported the hats which Miss Hattie Williams wears in "Fluffy Ruffles" returned from Europe recently with the startling news of the probabilities in his line of trade.

"Summer hats will be again of overwhelming size," he said. "New York follows Paris so closely that hats worn on the boulevards in the French capital are copied within a week. Moreover the leading milliners now resort to cabling the latest fashions, just as any news is cabled. Early spring fashions will be small compared with recent shapes, but the summer models will be expensive.

"Pastel colors for spring and summer are mostly followed by the prominent Paris modistes. For ten weeks I have been in Paris obtaining the latest ideas for America, and I feel convinced that the American woman will have a greater variety of charming and picturesque styles than for several years before."

The Japanese have taken up the manufacture of celluloid, two factories having been established recently, one managed by an American, with American machinery, the other by a Swiss, with machinery from Germany and France.

The question whether playing on an organ as a part of a religious service is an infraction of the Sabbath laws caused much discussion in Berlin recently. The Jewish congregations of that city have considered organ playing as work and have always employed non-Jews for that purpose. When it was proposed to allow Jews to do the "work" the discussion arose, with the result that the question was laid for decision before a board of nine rabbis, of whom four voted for and four against the innovation and one leaned both ways and finally agreed to a compromise which must have been favorable to the liberals, because several changes in their favor have already been made.

"All the world's a stage," quoted the Wise Guy. "Yes, and the trust magnate wants to be the property man," added the Simple Trust.—*Philadelphia Record*.

Aeronautic ships are now being added to all the principal European navies except the British, says a writer in the *February Century*. Germany has two converted aeronautic transports, and another large one is being built specially for this work. This one is so planned that the masts, smokestacks and other upper works will not interfere with the inflation of large dirigible balloons or the launching into the air of aeroplanes. It will be fitted with the finest apparatus for producing hydrogen gas rapidly, also with a special arrangement for the storage of an enormous quantity of hydrogen

compressed in steel cylinders. These will be connected with the pipes running to the deck, so that by turning stop-cocks the gas may flow into the balloon for inflation as rapidly as wished, without disturbing the storage cylinders. There will be special facilities for storing aeroplanes, and arrangements for assembling them quickly on deck for flight; also complete workshops for repairs and alterations; and, still more important, there will be magazines for storing special aerial torpedoes. This ship will have great speed and will be protected like an armored cruiser.

"More money is spent for frivolity than for necessities."

"Oh, I don't know. It's costing the Chinese \$4,000,000 to bury their Emperor."—*Cleveland Plain Dealer*.

The very busy druggist who says: "I don't have time to eat," sometimes belies himself by having a double chin on the back of his neck.

"You know, of course," said a watch factory foreman to a reporter for the *Chicago Inter Ocean*, "how Lynn captured the African shoe trade—making shoes that squeaked softly. The native considers the discomfort and expense of American shoes quite futile if they don't squeak as he walks, like an ill-greased cart wheel. We have now hogged the African cheap

watch trade by turning out a good dollar watch that ticks like a boiler factory. You can hear this tick through a feather mattress. In fact, natives wearing our watches tick audibly. As they swagger along, their American watches ticking, they give out as much noise as a brass band."



A Sacrifice.

"Do you sell postage stamps here, Bub?" asked old Mrs. Bargin, entering the drug store.

"No, ma," returned the boy. "We just give 'em away at cost."—*Ottumwa, Ia., Courier*.

way through Ladakh into British India at the rate of \$600,000 worth annually. The drug is used throughout India for smoking with tobacco. A pouy load of 240 pounds generally sells at Ladakh for \$13.33 to \$16.66, and is transported to the Punjab, where it sells for about \$33.33 per 80 pounds. The retail dealers who sell it by the tola realize from \$66.66 to \$166.66 per 80 pounds. The high price of 1903, however, caused an overproduction, with the usual result of a big fall in prices. The imports into India of charas for Ladakh and Kashmir during 1907-8 was 2883 hundredweight, valued at \$763,520. Some charas is made in Nepal and adjacent localities in the Himalayas, but most of it is consumed locally. Except the limited amount of charas made from the bang plant in Gwalior, none of the drug is made on the plains of India.

"Politeness costs nothing," said the proverbialist.

"Which may explain," answered Miss Cayenne, "why some people of ostentatious wealth have so little use for it."—*Washington Star*.

Japan's new crop of peppermint is expected to produce almost 150,000 pounds of menthol crystals and nearly 220,000 pounds of oil of peppermint.

## Valentine Hints in Era's Prize Winner for Drug Store Display.



In the ERA's Cash Prize Competition this week the \$5 prize for the "best photograph of a druggist's show window or any display of goods in a drug store" is awarded to Frank J. Butler, Ph.G., secretary and treasurer of the John S. Murphy Company, druggists of Pontiac, Ill. Mr. Butler's contribution is particularly interesting at this time inasmuch as it contains hints of value to retail druggists in the display of goods not only at holiday time in the future, but for the valentine and Easter trade. Attention is called to the announcement of the conditions of the Cash Prize Competition which will be found on advertising page 40 of this issue of the ERA.

### Booths for Valentines, Easter Novelties, Etc.

(By Frank J. Butler, Ph.G., Pontiac, Ill.)

The most attractive way of displaying Christmas post cards, New Year cards, Valentines, Easter novelties and cards, is to build booths either on some of the unused floor space or on top of some of the show cases, on either one or both sides of the store.

The above picture shows but one of the many booths that I built for the holidays, and was left standing for the display of New Year post cards, and later for Valentines.

It is easily made. Four large four-inch corner posts with square two-inch boards or caps on top of each, and the arches are simply thin chair rail molding such as any wall paper

dealer carries. The molding is bent and covered with evergreen; the posts are covered with two coats of white alabastine.

It is very convenient and profitable to build booths on some of the rear show cases, over the paint brush case or any of the eight-foot cases not much used at holiday time. They are easily covered with flooring and booths arranged on top of them with arches extending from the case to the top of the shelving.

A system of booths and arches so arranged, the posts covered with white cloth or alabastine and the arches with evergreen, makes a delightful display for winter.

I have found that goods displayed in booths sold themselves when marked in plain figures, and the sales more than double in the same lines, such as perfumery, etc., compared with former years, when displayed in glass cases.

Booths, of course, are only temporary fixtures and must only be used in the ordinary store during the busy season, for it puts on a holiday attire and makes the store look more than stocked.

The same system could be used at summer resorts or winter resorts for the sale of souvenirs, post cards and novelties.

It is a good idea to change the style of the booth from year to year. The posts could be higher, and a gable top put on with a roof of holly crepe paper suspended by wood strips and white tape. Electric lights add much appearance to the display. "Try a booth or two ad see."

### Coat Hangers as a Means to Boom Drug Trade.

For real enterprise few druggists have anything "on" Andrew R. Cunningham, proprietor of the Standard Drug Store, in Detroit. A few days ago he ran across a bargain in wire coat hangers and a happy thought struck him. Here was a chance for some good advertising at greatly reduced rates. He ordered five gross of the hangers, getting an inside figure, and put them on sale the following Saturday at five for 10 cents, after announcing the "flyer" in the Friday evening papers. The way the natives went after those coat hangers was a caution. Early in the afternoon it became apparent that the supply would not survive the run, so Mr. Cunningham skinned around and secured ten more gross.

The demand continued all that day and many who called simply to buy coat hangers remained to inspect the other departments of the store and, in some instances, made liberal purchases. Up to date Mr. Cunningham has sold seventy-three gross of coat hangers and has a big reserve stock on hand, while his general trade shows an appreciable increase.

### Iowa College Wants Its Own Building.

The Pharmacy College of the University of Iowa is asking for a building to be erected from the millage tax and plans and specifications are to be submitted to the General Assembly at the present session. The Pharmacy College is the only professional college in the university that has not been provided with a building of its own.

In equipment and building per capita the Medical College is thirteen times greater than pharmacy, while homeopathic medicine is sixteen times greater, dentistry three and one-half times greater and engineering six times greater. In apparatus and supplies pharmacy shares per capita the following comparison: Medical, almost double, exclusive of hospital.

### Opportunity for a Modern St. Patrick.

Four Columbia druggists filled three thousand prescriptions for snake medicine during the month of December. Athens needs a St. Patrick powerfully bad.—*Edmon (Mo.) Telegraph.*

## A February Forethought.

How a Simple Tonic Disguised by a Sweet Vehicle  
Proved a Powerful Stimulant.

By Emma Gary Wallace.



The Apothecary turned the leaves of last year's cash book reflectively. He had a fancy for comparing monthly totals of the current year with those of the same months of previous years, and it was not encouraging to see a descending scale. The columns of figures told little, but the footings were eloquent. January had been quiet. Januaries frequently were quiet, but February—what was the matter with February? Surely the intervening weeks since the holiday season gave ample time for enaciated pocket-books to become fairly plump again, and yet the average daily sales of that month showed a constitutional tendency to sag.

He closed the book with an emphatic bang, replaced it in the drawer of the roller-top desk and pulled down the cover. It was the established rule that particulars of the business be kept under lock and key. General results might be discussed openly, but experience had shown the wisdom of a decided reticence on cash details.

Under protest, the Apothecary had finally admitted picture post cards, and the seasonable supply included many with a valentine sentiment. Regular valentines had never been sold, and yet what was the commercial difference between a valentine sale at twenty-five or fifty cents and a valentine post-card sale at two for five, or even five straight? Madam had figured that there was a difference, and it was on the profit side of the valentine.

### A Discriminating Decision.

That evening the two interested parties held a consultation on the advisability of trying this side line. The comic penny horrible was promptly eliminated from the proposition as degrading in its influence and beneath the dignity and service of the store. It was decided, however, that a well-assorted stock of attractive, popular-priced valentines should be purchased and the side-line window given over to promoting the sale of those goods for the week preceding the fortnight.

Madam insisted that, to stimulate one line of business by legitimate means, meant a certain degree of benefit to all similar lines, and that not to take advantage of the extra impetus thus available was poor business.

The Apothecary agreed. "But I do not quite see—" he hesitated.

"We'll concentrate our efforts on sweet things," she declared. "It shall be a carnival of sweetmeats, sweet fragrant odors, and sweet sentiments. Why I just long to commence, and if the idea meets with your approval I will begin preparations in the morning."

"Barkus is willing," laughed the Apothecary. "I'm up to my eyes in manufacturing, and I know of no one more likely to make a success of the undertaking than yourself."

### Taking Time by the Forelock.

The perfume stock was looked over and all fancy packages left from the Christmas trade were laid aside. As none with a holly decoration had been purchased at that time, the remaining goods were still perfectly salable. There were plenty of these on hand with the possible exception of a few special odors. The selection of the candy was easy, as regular lines only were chosen. The purchase of the new side line and the preparation for a successful window display were where the work and thought would come in.

Starting bright and early one clear, cold morning, Madam "did" the valentine wholesales and succeeded in making a fine selection. She inquired at several places for advertising posters and was soon rewarded by finding just what she wanted. The posters were of generous size and the principal decoration was a pair of exceptionally well-nourished cupids.

Each held in one hand a large square envelope, presumably a regular cupid's missive, and in the other a bow and arrow. A mental picture of the finished window flashed upon Madam with delightful distinctness. These cupids were to give the required touch of originality which she wished.

Upon reaching home the bows and arrows were neatly cut away from the uplifted hands as being likely to present difficulties later. The store label brush and the store paste-pot next came into play, for the figures were now neatly and smoothly pasted upon sheets of stiff cardboards, and set away to dry. The next day the outlines of the figures were slowly followed with a very sharp knife, and a strip of cardboard fastened on the back in the form of an easel stand, and behold, two well-made cherubs stood alert and ready for business. The figures had been so arranged that both could be stood with faces toward the center of the window.

With a child's set of ten-cent water-color paints the cheeks were tinted pink, the eyes blue and the chubby hands, arms and legs were washed over with flesh color, so lightly, however, that the poster shading showed plainly through. With a broad, flat brush the wings, hair and garments were richly gilded, and a deep, irregular, stippled edge laid in, on the face, and then the back received a coat of the same paint. Even with this liberal use, less than half of a fifteen-cent package of the gilt powder and the accompanying liquid had been used. The result was so beautiful that Madam was tempted to gild them all over, faces and all, and she felt sure that such a method would have given quick and effective results.

At a fire sale she had found some broad pink satin ribbon. Here and there a water-spot ruined its original salability. Five yards of this were purchased at twelve cents a yard, but if it had not been procurable at an exceptionally low price Madam would have cut strips of pink crepe paper and slightly ruffled the edges. The ribbon would give a more distinctive appearance to the window and could be used from time to time, and even colored later.

Two large heart-shaped signs were cut from Bristol board and fastened together locket-shape on the wrong side with small hinges of white cloth. The backs of these were likewise gilded, and a deep, irregular, stippled edge laid in, on the right side. On each sign was printed in large, clear letters, by means of a broad shading pen, especially designed for the purpose, the following sentiments:

There is <i>some one</i> somewhere	You are traveling but <i>once</i>
who will be <i>happy</i> to be	over <i>life's</i> pathway. Do
remembered by you	not neglect to make
on <i>Valentine's</i>	those you <i>Love</i>
<i>Day</i>	<i>Happy</i>

### The Easy Part.

The difficult part of a task is the getting-ready part, and so Madam found it. The rest was now but a matter of skillful arrangement. With drawn curtains she went to work at the window. The base was covered with the same soft, grey-green material that had seen previous use. The color was admirably adapted to throw into prominence the brighter shades of the goods to be displayed.

About equidistant between the plate glass and the background—a dark green curtain on a brass rod—and about one-third of the distance from the end to the center of the window a cupid was placed, slightly turned toward the central point. In the uplifted hand of each, from which the bow and arrow had been cut, a streamer of ribbon was placed. These silken strands were loosely festooned to a much higher point in the exact center of the window. From this higher point the heart-shaped sign cards hung, surmounted by a great shimmering bow of pink, which used up all the remaining ribbon. The crepe strands could have been used in the same manner. A fancy envelope, hand-addressed and stamped, was slipped over the missive held in the other hand of each figure. The effect was wonderfully good. The great open heart with its generous buying suggestions, and the life-sized little winged boys holding the rose-colored streamers made a balanced and striking effect, even from the opposite side of the street.

In the left of the window open candy boxes showed a valentine postcard standing upright in the end of each, conveying the hint that a box of sweets would make an acceptable gift. The perfume packages were destined to be the right flank, but their appearance must be varied from that of the

Christmas season. The outward appearance of an article that has not appealed before is not likely to make a strong appeal next time it is displayed, unless extra inducements are offered.

Accordingly, a dainty valentine had a box of perfume placed upon it, and a narrow pink ribbon was passed around both, and in the bow on top, three or four tiny blue velvet forget-me-nots were caught. The perfume boxes used were those which regularly retailed for fifty cents, but in this new combination they proved ready sellers at seventy-five. The cost of the valentine and trimmings averaged less than ten cents, so that the sale yielded the regular profit and an additional one as well. The packages especially appealed to those who wanted something with some degree of usefulness and yet having a festive appearance as well. There was still a nice clear space in front of the central decorations for a display of the valentines themselves. Inside the store a narrow, emergency counter-table was devoted to their use, while perfume and candy supplies were kept in attractive readiness on the tops of their respective cases.

#### The Results of Careful Preparation.

As opportunity permitted, Madam studied the people who paused before the side-line window, and from her observations she learned much, and not the least of the knowledge gained was that even a *Valentine Sale may supply a real want*. It was surprising how many men and women from whose hearts one would have supposed the romance to be quite dead, came to a standstill, read the heart-signs, dropped their heads a moment, and then turned slowly back and entered the store. These people never went out without at least one generous purchase and Madam liked to feel that each purchase of this kind would carry unexpected happiness which would brighten and cheer at least two hearts.

There was appreciative service for every one, from the little tot with the nickel, to buy a valentine for mamma, to the prosperous young man whose manner clearly indicated that nothing was too good for the best girl in the world.

On the morning of Saturday, the 13th, a shabby man stood in front of the window some time, and then passed on, evidently to his work. At noon he stopped again and looked hungrily at each class of goods. About half-past six that evening Madam looked up from a customer she was serving to see the same shabby individual waiting his turn. She nodded brightly to him. Someway her heart went out to this anxious-faced man in the thin, faded coat. In a moment she was free to attend to him, and she noticed that his face was one of patrician outline, although marked with toil and care. He looked at her a moment and she noticed that he swallowed hard.

"I haven't taken a valentine in thirty years," he said in embarrassed apology, "but I want one tonight, and I expect that this one will be the last that I shall ever buy. You see, my wife has been dreadfully sick. She is in the hospital, and I shall go to see her tomorrow—it's visiting day, you know—and I want to take her something. A few days ago the doctors told me that she could not live many days, perhaps a week at most, and well—I thought I'd like to let her know—well, that is to say, Lady, I thought I'd like to give her a little pleasure! There are just the two of us left now—the children went a long time ago, and when she goes—" his voice trailed off brokenly.

"What can you give me for twenty-five cents?" he asked in a tone that endeavored to be matter-of-fact.

"What do you think she would like?" Madam asked softly. He pointed to one of the gay packages of valentine, perfume, ribbon and flowers. "She always loved flowers," he said earnestly, "how much is the outfit?"

"Twenty-five cents!" Madam replied unblushingly.

"I'll take it," he said with a glow on his face that made him almost handsome.

Madam deftly erased the tell-tale mark and wrapped it up. The man slowly counted out two dimes and five pennies, and still he paused. "She'd like you," he added awkwardly, "an' I think you'd like her: She's sort of your kind," and without more ado the man hurried out, half ashamed of having betrayed so much feeling.

The Monday following Madam took account of cash and stock. The reduced sale of Saturday evening had practically cleared out everything that had been planned for the sale. The candy and perfume trade had exceeded that of the holiday season itself, as there were fewer competing attractions. Sta-

tionery, toilet and manicle goods had shown unusual activity. February returns certainly would not fall down this year, unless a blizzard or an earthquake or some other calamity entirely shut off trade for the rest of the month.

Madam figured out a neat profit and handed the paper to the Apothecary. He smiled.

"There is one item you have neglected to reckon in," he remarked.

"What is it?" Madam asked wonderingly.

"The pleasure given and received," the Apothecary remarked quietly, for no less an authority than Solomon himself has told us that 'a merry heart doeth good like a medicine,' and surely real happiness is more enduring than mirth."

## Me, Advertizing Expert.

By Joel Blanc, Jr.



This is a reglar draymaw. The docks thinked it was a tragedy, the reporters thinked it was a extravaganzanza, mama thinked it was a problem play and papa thinked it was a skinkin.

As it says in that volyum of Shakespear what papa is using the leafs of to paiste habills on, the draymawtis personay was these here personays. 1 trooley car, 1 bum, 6 buckits of blud (kinder-sorter blud), 11 docks, 1 amberlanse, 1 bunch of reporters and us kids.

You see, it happened this way. I herd papa telling Bill Spriggins, what is aisew a druggist and serry for it, that them docks is alwais getting thare names, peddygrease, dipplymore degrease and genral krimmel rekords in the free advertizing kolums of the noose papers evry time a nawtymble shuffer runs over a man for fun and the poor druggist dont get nutthing but two haf his floor all bluddied up and his bandiges used thout beeing paid for, and so on ad setery.

I thinked over awl what I herd and it did seam a mighty shame that poor papa never gets in the noose papers cepting when the sheriff is advertizing his bizness for sail at 37 sents on the 18 and I figgered out that us kids aught to get a little publickity for papa free gratis for nutthing.

I got us kids twogether and thay says awl rite, if I will get the munny for the blud and the brybe for Sim Waters what is our naberhood bum and dont do nutthing when he aint drunk cepting to get sober enough to get drunk agen. Well, I fixed Sim awl rite with some of the munny I robbed myself out of my own bank. Then thay is a feller lives neer us in a cheep hash labortory and he is a jurnalist and makes a poor living just a loafing around the cop stasbuns and fire engin houses to put in the noose papers about poles graft and fals elaruns ware thay aint no fires. And in our block there is five more jurnalists what is street cleaners (I meen, muck rakers) and keeps a noose stand on the corner and I give evry one of them jurnalists a tip soze he can have a skoop.

Well, to retrayce backward. Thay is 11 docks lives within 2 blocks of our store. Awl of them has offus ours at 10 oaklock A.M. in the morning and sum of them mite haf offus ours P.M., and awl nite two, cause thay aint got no pashints. At 10 oaklock Twosday I has one of us kids with his hand on the door bell of evry one of them docks, 7 jurnalists is hiding behind ass barrils and things like that and Sim Waters is standing on the curb with 9 bladders of slawter house blud hided in his pants and under his shurt and I has my big tin Happy New Year horn hided in my pants and it is neerly cutting my trayce off at the ankle.

Just as the loyfer, what is a sort of cow ketcher on the street and the offender, what is a sort of cage ketcher on the front peazza of the car just grazes Sims large and Sim jumps up into the air with a howl and comes down on his pants and basts one of them bladders and the blud spurts like a

leetric fowntin at the park and the reporters rushes out and carries Sim intwo our store and then I pulls my horn out of my pants and runs intwo the ally and blows it like the crack of dume and when us kids hears it they rings the bells of awl the docks and tells them that a man is beeing killed ded by a trooley car in our store and thay is a reporter thare and to come kwick and brung thare surgikle implements and plenty of thare bizness cards. The docks rushes out lickety split to thunder and yon wood thinked it was a maryanthony race to see the way thay tried to get thare ahead of each other.

And that old bum Sim was just doing fine. He was laying thare on the floor a raving and throurhing hisself aroun like a appleplektic fit and once in a wile a letting a uther bladdur of blud brake loose.

Old Jefflinks was the first dock what got in the store and as soon as he had handed his cards to awl the reporters he neeled down by Sim and Sim was suffering so horribble that he hit Jefflinks a bang in the eye what put that em dee out for the count and maid his eye look like a eg fried on both sides. Docks Swank and Dugles was a fighting at the door to sea which wood give the reporters his cards first and thay falled over Jefflinks and rite on top of Sim, and that maid Sim mad and he skweezed one of the bladders and skwirted a kwart of blud over Swank's personal appearence and sent a pint down Dugles neck. By that time Docks Wigglefort, Bullstein, Ruddle and Skidwing was passing out thare cards, and then thay tried to get at the corpse to safe its life. Ruddle tried to pore something out of a bottle down Sims' nek and Sim neerly bited Ruddle's finger off and he jumped back and necked down Skidwing and then set on him and by that time the uther 4 of the 11 had come in and after thay had passed thare cards to the reporters and telled them what hospickles thay was getting thare pay for charity work from thay tried to do some first ade to the ingered.

Dock Hidepoker, what is a oysterpatty or osteopathic or something like that tried to get at Sim, and Jefflinks pushed him out of the way and telled the reporters that Hidepoker aint no reglar practishner but just a bone puller and it is a shayme that the law dont make them oysterpathists go to jale, and please dont put that old Hidepoker in the paper. And Hidepoker he says that Jefflinks dont no nothing but pepsin and aumtytoksin and cant tell the difference between the pelvis and the scapula to safe his nek and while them too is scraping Dock Bubblestuffer tries to safe Sim's life with one drop of tinksher of nix vomitica diluted 41144 times and then awl the uther docks tells the reporters not to put Bubblestuffer's name in the paper cause he is one of them homelypathicks what dont use nothing but mind cure on a sugar pill and Bubblestuffer says he is got just as much right in the papers as them fellers and enyway, he dident learn his perfishin in a bone yard like them oysterpathicks or a aumtytoksin livery stable like the alleypathicks.

Then Dock Middlehike got at Sim. Middlehike is what thay calls a eclectic or something like that, and as a eclectic is a little of everything and not much of enything, and as the uther docks didnt no how to keep him out of the noose papers thay awl jumped on him at once and thay was awl piled on top of Sim and that skweezed more blud out of the bladders and neerly drowned the docks and Sim two.

The blud seemed to kindo cool thare intohosyasium and thay hollered at papa to bring awl the bandixes and liggy-chores and cotin and plasters he has in stock and thay gitted out thare saws and gimlins and things and started to cut Sim up and says to the reporters will thay please note the skill thay are alowt to use in safing the poor vikims life by cutting him to peaces.

By this time Sim was slitley aggravated and ill nachered and my, but Sim is strong evin if he is a bum. He necked them docks down as fast as thay end get up and he tried to get up hisself but when one dock wasnt setting on him three uthers was and evry time one of them docks wood set or fall on Sim thay wood be a reglar highdrawlik display of slawtherhouse blud and pritty soon them docks looked like thay is live blud puddings.

While them docks was fighting with Sim and getting more bluddud up thay kept hollering at the reporters what collige thay gradgerated from, what books thay wroted, and what famus people thay had killed in suksessful surgikle operations and calling each other kwacks and fakes and names what is two bad for me to write. Then the docks got to

punching each other and just then the amberlanse and five cops in a paterole wagin come and the cops sayled intwo the docks and Sim jumped up and necked the amberlanse dock intwo the nayberhood of the silent toom and runned out of the door.

When thay seed the corpse had flewed out, the docks tried to explaine but the cops didnt reckanize one of them cause thay was so covered with blud and awl chopped up and thare close awl tored and the cops loded awl the docks intwo the paterole wagin and rested them for unperfesul conduct unbecoming a gentilman and mayhem and anarky and a few uther things.

The store was a site, but you bet papa got in the papers awl rite. Them jurnelists wrote the hole thing up fine and the nex day the hole site was laughing at them docks. Of corse, the docks got thare names in the papers two but papa's was in bigger type and more often.

But my papa is a awful ungraitfull man. He said I had runed his ethycul reptashun and he woodent never get a uther preskripshun and he is gowing to kriteysize my pants till I cant set down. But as useyounall, mama come to the resque and safed my pants and life and people is coming from awl over the sity to shake hands with me and papa and by patint med-ins, seegars, postils and uther nawstrums. Papa come aroun at last as he useyounally does, when mama gets after him and he give me awl I took out of my bank and a kwarter more.

#### Notes of College of Pharmacy, Iowa City.

—Dr. C. S. Chase has been initiated in the Phi Chi.

—O. L. Rogers, '07, of Kalona, visited with R. A. Kuever recently.

—H. F. Eddington, of Pringhar, Iowa, has registered in the junior class.

—W. G. Pooley, '08, of Jefferson, called on friends in Iowa City recently.

—J. E. Packard, '09, of Manilla, has transferred to the College of Dentistry.

—W. R. Gray, '07, prescription clerk in Swayze's store at Eldora, was recently married to Edith C. Church, of Marshalltown.

—The second semester of the college begins February 8, and several have signified their intention of taking up the work at that time.

—G. L. Indra, ex-'08, who has been working at Ray, N. D., has returned to take up his work and expects to graduate with the class in June.

—The Pharmacy College shows a gain of over 30 per cent in attendance above total registration last year, and the largest gain of any professional college in the university.

—F. C. Lohmann, '03, of Wheatland, Iowa, is dead of typhoid fever. He was the owner of a successful pharmacy and was to have been married on Christmas day to Miss Pennegrath, of Tipton, Iowa, for which event he had built and furnished a fine residence.

#### Entertainment at Highland Park C. of P.

DES MOINES, Ia., Jan. 29.—The Highland Park College of Pharmacy recently gave a combined lecture and experimental entertainment which was pronounced a decided success. Prof. Maurice Ricker, principal of West Des Moines High School, gave an address on "Some Interesting Adaptation of Plants and Animals," and Dean Nagel and Mr. Roach, of the Conservatory of the College, rendered musical numbers.

The Science Building laboratories were open for inspection and visitors witnessed the process of manufacturing by the expansion of ammonia. The polariscope and spectroscope in connection with the general chemical work were shown in a most interesting way. Dr. Parker exhibited a lot of crude drugs illustrating the subject of materia medica and pharmacognosy, and Dr. Babel illustrated the methods of examining powdered drugs and food products and detecting their adulterants. The proceeds of the evening's entertainment are to be devoted to the scientific library.

#### Druggist's Daughter Disfigured for Life.

RIO, Wis., Jan. 30.—The five-year-old daughter of Druggist E. C. Molstad recently collided with a barb wire fence while coasting. Severe gashes were torn in her face and the child will be disfigured for life.

GROUP PICTURE OF TENNESSEE STATE PHARMACEUTICAL ASSOCIATION, TAKEN AT SEWANEE, 1908.



## Original and Selected

### HOME-MADE SHOW CARDS.\*

By A. R. Eberle, Watertown, Wis.

At the Appleton meeting in 1906 I read a paper on general advertising and made mention of the value derived from show cards displayed in the store. It is the purpose of this paper to dwell more especially on this particular feature.

Those who have not tried this method of advertising can hardly realize how much good such signs will do if kept fresh and timely. I have about twenty-five signs strung around the store which have, on many occasions made sales while customers were waiting for something else.

I know many druggists who will not consider the use of show cards on account of the item of expense, and it shall be my pleasure of presenting to you a method of making them that will cut down the expense to almost nothing.

I use for sign work cards 14 x 22. These can be bought in large sheets, 22 x 28 ten-ply white cardboard, at \$3.75 per hundred, making 200 cards of the size I use. For printing the signs I use a so-called "easy sign marker." With a little practice, patience and judgment in laying off the space, anyone can make a neat and attractive sign. The signs may be further improved by running a heavy red line around the lettering. For this purpose an ordinary ruling pen answers very well. Such a sign marker as I use can be bought from \$1.60 to \$2.75, depending upon the size of the type. You can see, therefore, that after you have your apparatus signs can be made for less than two cents each. Of course, this does not figure in your time, but this work can be done during spare time when trade is dull.

Black ink on a white card is most effective, but there are sign markers for sale which have two sets of letters—one solid face and one in which the letters are outlined, so that you can fill in the space with any colored ink desired. This gives you an opportunity to have certain words stand out by filling in the outlined letters with red ink. Sign markers of this nature are worth from \$12 to \$15.

Change your cards frequently. In our store some cards are changed every week, keeping seasonable articles before the public eye. Hot water bottles and cough remedies should be brought to notice during the winter months; spices and

flavoring extracts during the holiday season. When spring swings round placard your sarsaparilla and, as summer approaches, headline your kodaks and soda fountain. Prescription department, cigars and brushes can be featured the year around.

Many arguments are advanced in favor of free hand show cards, the chief taking point being their individuality. While I believe this method does save time and also attracts interest on account of the personal element of such work, I favor the printed sign on account of its neatness and finished appearance.

Show cards can be further embellished and will attract considerable more attention by pasting a picture of some kind on the card to aid in telling the story. I have made use of this only occasionally, but with very gratifying results. For example, a picture of a bald-headed man would focus the eye on a card "How you would look if bald. You need not be thus if you use our 'Crown hair tonic,' price 50c."

Another suggestion I saw offered not long ago is to paste the picture of a tooth on a card with the wording: "If your teeth were as large as this and ached all the way through, our toothache remedy would cure the ache. Price 10c."

In the same manner other cut-outs can be used to advantage. A lady's head will do nicely to enliven a card calling attention to face powders, perfumes, or any toilet articles. An ear of corn attached to a corn cure card will answer the same purpose, and so on. A great many cuts satisfactory for this work can be taken from discarded periodicals.

In the use of cards, especially for window purposes, do not make them too short. Mr. Gable, of New York, said some time ago in a paper along similar lines, read at the American Pharmaceutical Association, that he objected very seriously to the use of the so-called "skeleton" card. What is meant here is a card with a mere name painted on it. He asks one to imagine a window card bearing the words, "choice perfumes." In another your eye catches the message, "Climax Violet Extract, dainty and sweet as the flowers with the dew still on them." "Which card," he inquires, "would make the better impression on you?"

At the close of this paper I will show you some cards of my own manufacture to illustrate my ideas, and also a picture of the store to show the method of arranging and suspending the cards.

I have just said, do not use too few words in the making up of your cards. I would also warn you against too many, but rather have your cards bright, terse, snappy, convincing, suggestive and timely.

Before concluding I am going to read the wording of several cards that I have culled from several sources. Some of these

\*Proceedings of the Wisconsin Pharmaceutical Association.

I have seen displayed in stores I have visited and all of them I feel sure could be used to advantage.

"Don't hope to find a better drug store than ours. There isn't one."

"Buy your drugs where your doctor buys his—here."

"We can fill your prescription, no matter whose blank it is written on."

"There is pleasure in every puff of a 'Ben Ali' cigar. Price 5c."

"Our corn cure is not a lame argument. Price 25c."

"We'll cure that cough for a quarter."

"Falling hair now—a wig later. Our hair tonic makes both unnecessary."

"For comfort in your sleep have a hot water bag at your feet."

"We serve soda hot. It drives away the shivers."

"A truss you can trust; any truss fitted by us."

"Don't lose any time in becoming a Kodak."

"Refreshing bit of news—we are serving hot soda."

Such signs as these are not what would be termed "elegant" English, but they are catchy and will serve as silent salesmen for various lines of goods.

### JAPANESE PATENT MEDICINES.

#### Made for More Than Two Hundred Years, and Named With Free Imagination.

We of the West have got into the way of thinking that all, or anyway by far the greater part of Japan's newly acquired interest in such things as modern methods of hygiene and medicine has been borrowed or adapted from us. It will probably therefore surprise most of us, writes an Englishwoman in the *Queen*, to be informed that that very modern and especially American institution, the patent medicine monger, instead of originating in the land of the Stars and Stripes flourished in the Land of the Rising Sun long before he was seen or heard of in the Far West.

When Shakespeare was hardly cold in his grave they were making patent medicines in the country of the Mikado, and, moreover, were devising for them names which for lurid effectiveness would make the names given to our patent nostrums seem flat and feeble.

Did even Cousin Jonathan—the adept in inventing shockers in the way of labels for his wares—ever hit on one so likely to fetch the coin out of the pocket of the credulous as that invented by the physician Randaï-Jokan in the year 1682 and called by him Han-Gon-Tan, which translated into English means "Medicine Which Calls Back the Dead to Life"? This medicine is sold in Japan today, it has been selling there steadily for two centuries and a quarter, and if that is not a testimony to its powers what would be?

Whether the makers believed in the curative powers of suggestion—likely enough they knew all about its virtues long before we got hold of the first notion of it—they certainly showed a vivid imagination in finding names which should catch and hold the public attention and woo the pence from the public purse. Here are some of them—they are used in the Island Kingdom today: "Heal Everything Powders," "Spirit Cheering Pills," "Brain Healing Pills," "One-dose Healing Powders," "Poison Expelling Pills," "Second-to-none Plasters" and "Heal-all Pills."

They are all in the shape of powders, pills and ointments. Patent medicines in Japan are never sold in fluid form. Probably the reason for this is the very curious method employed for their distribution among the people, which began in the times of Prince Seïho Maeda, who died more than two hundred years ago.

This Prince was as much attracted by medicine making as many modern royalties are by horse racing. It was a craze with him; he might indeed be called the father of the modern patent medicine man. During the epidemics he used with his own hands to make up and give to the poor drugs and medications of various kinds, and it was he who started the credit system for the obtaining of medicines which has existed in Japan from his time down to the present day.

This system is simple in the extreme. The medicine monger comes with regularity of clockwork to every Japanese door, bringing his stock of "medicine which calls back the dead to life" and all the others with him. No doubt he expatiates with all the skill of an advertising agent upon their varied and

wonderful merits and, most seductive plan of all, he asks for no money!

Not yet! He receives a large order, for the Jap is as willing to be called back from the dead as his brothers and sisters of the West, especially when he can do it on tick, and then the medicine man goes on his way. He comes back again the following year and—he is certainly most accommodating—he takes away whatever drugs have not been consumed, obtains payment for those that have been used and leaves a supply of fresh medicine to go on with for another year, when he will call again and repeat the same procedure.

History does not hint what he does with the stale drugs that he takes back. Whether he, like the thrifty housewife who rebails last year's jams and maintains that that process makes it as good as new, remakes his medicines, we do not know; but there may in these days be a way out of the difficulty, for the Japanese now export their patent medicines to foreign countries, and this exported medicine is—since the end of the Russo-Japanese War in 1905—exempt from taxation, for Japanese patent medicines have to pay duty to the Government just as ours have.

It is hardly necessary to say that this free trade in drugs—in exported drugs, that is to say—has given a great stimulus to the outgoing of medicines from the shores of Japan, and as a consequence has increased their manufacture to a large extent.

There are now nearly a thousand different kinds of medicines made in the country—more, the uninitiated would suppose, than there were diseases calling for treatment. The medicine makers have increased in number from some hundreds until now there are over three thousand licensed makers of drugs, and the dealers in them are so numerous that in Toyama there is a patent medicine dealers' club with three thousand members.

There are patent medicine industry guilds, one of which has for its special object the lending of money to dealers who want to develop their business, and there is a Toyama patent medicine magazine. But perhaps the most curious and disturbing touch in the whole matter is that the Japanese, although they did not borrow the idea of making patent medicines from us, are borrowing some of our bad examples in the way of making them known. They have actually taken to the plan of putting up big boards in the meadows along the railway lines, just as we have been doing for years.

### NEW BOOKS.

#### PROCEEDINGS OF THE FIFTH ANNUAL MEETING OF THE NATIONAL ASSOCIATION OF BOARDS OF PHARMACY, 1908.

Readers of the ERA are already familiar with the work of the last meeting of the National Association of Boards of Pharmacy which was held at Hot Springs, Ark., last year. In addition to the report of the meeting the pamphlet before us contains the constitution and by-laws of the organization whose membership now numbers twenty-three active and eight associate members. The secretary-treasurer of the association is A. F. Sala, Winchester, Ind., under whose direction the pamphlet is published.

ALLEN, R. W., M.D., Vaccine therapy and the opsonic method of treatment. Philadelphia: P. Blakiston's Son & Co. c. 12 + 244 p. 8°, cl. \$2.

BERGEN, JOSEPH YOUNG, Essentials of botany. Boston: Ginn, c. 9 + 284 p. 11 pls. D. cl. \$1.20.

CASPAR, LEOPOLD, M.D., Text-book of genito-urinary diseases. 2d ed.; tr. by Charles W. Bonney, M.D. Philadelphia: P. Blakiston's Son & Co. c. 164 + 65 p. 8°, cl. \$5.

DEAVER, J. ELAIR, M.D., and Ashurst, F. Stanley Paston Cooper, M.D., Surgery of the upper abdomen; stomach and duodenum. v. 1. Philadelphia: P. Blakiston's Son & Co. c. 124 + 468 p. 8°, cl. \$5.

HOLLAND, J. A. W., M.D., The urine and clinical chemistry of the gastric contents, the common poisons and milk. Philadelphia: P. Blakiston's Son & Co. c. 104 + 100 p. 12°, cl. \$1.

STITT, E. R., M.D., Practical bacteriology, blood work and animal parasitology. Philadelphia: P. Blakiston's Son & Co. c. 114 + 294 p. 12°, flex. cl. \$1.50 net.

#### Interesting Papers for Chemists.

At the meeting tomorrow evening of the New York Section of the American Chemical Society several valuable papers will be presented, including one by L. H. Baekland on the "Synthesis, Constitution and Industrial Applications of Bakelite." The meeting will be held at 108 West Fifty-ninth street and will be preceded by the usual informal dinner at the Hotel Savoy.



# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Hectograph.

(S. G.)—See last week's *ERA*, page 88.

## Non-Lathering Shaving Cream.

(F. R. F.)—The so-called "creams" to be rubbed upon the skin to assist in shaving, and not to lather, are generally saponaceous emulsions of exceptional thickness, the following formulas representing the type of preparations:

(1)

Cacao butter .....	1/2 ounce.
Almond oil .....	1/2 ounce.
Glycerin .....	1 ounce.
Primrose soap .....	1/2 ounce.
Otto of rose .....	4 minims.
Oil of neroli .....	4 minims.
Oil of bitter almond .....	5 minims.
Distilled water .....	a sufficiency.

Melt the cacao butter and almond oil and pour into a warm mortar containing the soap previously rubbed down with three ounces of boiling water; stir briskly to make uniform cream, slowly adding 4 ounces of warm water previously mixed with the glycerin; finally add the perfumes. With 4 ounces of rose water and no glycerin, this gives a cream suitable for potting.

(2)

Powdered trazacanth .....	1/2 ounce.
Rectified spirit .....	4 ounces.
Put together in a dry corbyn quart and shake, then all the following in their order:	
Cream of almonds .....	1 ounce.
Oil of almonds .....	2 ounces.
Glycerin .....	5 ounces.
Water .....	45 ounces.
Mix well and perfume with:	
Oil of rose geranium .....	1 dram.
Oil of bergamot .....	2 drams.
Oil of neroli .....	1/2 dram.
Oil of citronella .....	20 minims.
Rectified spirit .....	1 ounce.
Mix.	

## Compound Elixir of Aletris.

(G. & G.)—We cannot undertake to give you the formulas employed by the various pharmaceutical manufacturers for making the "cordials" or other preparations containing aletris, starwort, crampbark, etc. However, some years ago the following formula under above title was published by the Cincinnati Academy of Medicine:

Aletris (star-grass or unicorn root)....	1 av. ounce.
Wintergreen .....	1 av. ounce.
Campip .....	1/2 av. ounce.
Crampbark .....	1/2 av. ounce.
Blue colosh .....	1/4 av. ounce.
Cinnamon .....	.60 grains.
Bitter orange peel .....	.30 grains.
Caraway .....	.15 grains.
Sugar .....	5 av. ounces.
Alcohol .....	5 fl. ounces.
Water to make .....	16 fl. ounces.

Reduce the drugs to a moderately coarse powder, and extract by percolation, using as a menstruum a mixture of alcohol

with an equal volume of water. When this menstruum has passed through the mixed drugs, follow with water until 13 fluid ounces of percolate are obtained. In this dissolve the sugar by agitation, add enough water to make 16 fluid ounces, and filter.

Whether this formula possesses any therapeutic superiority to the compound elixir of crampbark of the National Formulary is a question for the intelligent physician to answer. We cannot name the coloring agent employed in the proprietary article.

## Pine Tar Troches.

(A. C.)—The following formula has been published:

Pine tar .....	1/2 ounce.
Powdered cubeb .....	1/2 ounce.
Oil of wintergreen .....	20 minims.
Solution of potash .....	6 drams.
Orange flower water, enough to make....	4 ounces.

Macerate for 24 hours in a warm place, shaking occasionally, then filter through kaolin.

Then roughly bruise:

Marshmallow .....	2 ounces.
Horehound .....	2 ounces.
Licorice .....	2 ounces.
Anised .....	2 ounces.
Lobelia seed .....	1/2 ounce.
Hops .....	1/2 ounce.
Ipecacuanha .....	2 drams.
Capicum .....	2 drams.

Add to a gallon of water, boil and allow to simmer for some hours; press and strain, evaporate to about 30 ounces, to which add the preceding infusion of tar and cubeb diluted with 4 ounces of rectified spirit, and filter. Use this as a stock solution, to be added to any of the usual sugar pastes, about 2 ounces to every 14 pounds of finished lozenges. A good plan is to arrange with some lozenge maker to make and stamp the troches, using your medicated solution.

## Cardboard Paint.

(J. O. M.)—The paint employed for lettering cardboard may be easily made by using any of the so-called "dry water colors," with mucilage of gum arabic as a binder. Mix any color desired—vermillion, ultramarine blue, chrome yellow, lamp black, flake white, etc.—by adding enough water to make it the consistency of thick dough, adding whitening or flake white to any color you wish to be of a lighter shade; then grind the same by using a palette knife or spatula with a flexible blade or other similar means. Add a little mucilage as a binder.

In the place of the dry colors it is much handier to use fresco colors in distemper. It is said that these colors will give good results when thinned with water and a little mucilage, added as a binder. To increase the flowing property of the paint a mucilage containing a little glycerin is sometimes employed.

There are two kinds of water color paints, one of which has practically no body and of the consistency of varnish; the other has a heavy body and is said to be the most satisfactory for brush lettering. The latter paint, when set aside, should have a thin layer of water covering it which can be poured off when it is desired to use the paint. In this way the paint in the receptacle is kept thick and creamy and in a condition that enables it to "cut clean and cover well."

## Coloring Electric Globes.

(P. G. W.)—In further reply to your query, this journal, January 14, 1909, page 38, a correspondent who signs himself "N. Y. Z." writes that for coating electric light bulbs with anilin "banana oil" (bronzing liquid) is better than either collodion or varnish. Simply dissolve the anilin in the banana oil, put the solution in a tumbler or saucer and rotate the bulb in it.

## Wine of Camphor.

(A. A. W.)—Wine of camphor (vinum camphoratum) is prepared according to the German Pharmacopoeia by dissolving one part of camphor in one part of alcohol and incorporating gradually and with agitation 3 parts of mucilage of acacia and 45 parts of white wine.

## Bright Ideas in Decorations.

### Manipulation of Crepe Paper.

Crepe tissue paper admits of more varied manipulation and greater variety of artistic effect than any decorative material that has ever been found usable for store purposes.

#### Paper Ribbons.

Aside from its uses in merely covering flat surfaces, such as floors and walls of windows, the most general form in which crepe paper is used is in that of ribbons. The ribbons may be cut of any desired width, lengthwise with the roll and without unrolling the paper. To secure an absolutely clean and straight edge for the ribbons, it is best to lay a narrow, clean, straight-edged board across the roll at the desired distance from the end, place pressure, such as that of the knee, upon the board and cut through the paper roll along this straight edge with a very sharp knife. Two-colored ribbons are procured by rolling a strip of paper within a strip of a contrasting color and cutting both together. Use contrasting colors such as red and yellow or orange and green. The corrugations in the paper hold the two colors together in the ribbon. Crepe ribbons are generally used in twisted or screw form, to secure a light and airy effect. To illustrate: Suppose that a window canopy is to be formed. The ends of a number of ribbons are gathered together and tacked to one point in the center of the window ceiling. Then each ribbon is taken separately and the free end turned until the ribbon has taken the desired screw-like form, the free end being then tacked to the proper point at back or side of window.

To procure ribbons with contrasting edges, cut two colors together, as noted above. Then unroll and reroll with one edge of one paper protruding for the desired distance beyond one edge of the other. To procure a red ribbon with two orange edges, or vice versa, cut a red ribbon of, say, two inches in width and an orange ribbon of three inches, and roll the red within the orange. Be sure to roll evenly and firmly to get the corrugations to knit, but in manipulating be careful not to stretch the paper excessively.

#### Rosettes.

Cut a strip of paper of from four to six times as long as it is wide. For a rosette of average fullness the length should be five times the breadth. The breadth of the paper should be a little more than one-half the desired diameter of the finished rosette. For a twelve-inch rosette cut the paper six and one-half inches by thirty. Now cut a circle of cardboard eleven inches in diameter. With a back and forth fold pleat the paper across its breadth into a bundle about an inch wide. At one end force a heavy pin through all the folds about half an inch from the end and then force the pin through the center of the card and clinch it. Now fasten one of the outer ends of the paper to the cardboard with mucilage and permit it to dry. When dry, take the free outer end of the paper and circle it around the card until it meets the pasted end and then fasten it. Manipulate the ruffle thus formed until the tucks are symmetrical and then fasten to the card at five or six points with drops of mucilage. After all is dry press down the center of the rosette with the ball of the thumb and over this center lightly paste a small circle of paper of the same or a contrasting color. By repeating this operation upon the same piece of card with papers of decreasing width and length, one upon the other, a very full, rose-like effect may be procured. Papers of different widths and contrasting colors may also be used, one above the other. Tri-colored rosettes of red, white and blue make appropriate decorations for National and other celebrations. The use of the cardboard insures rigidity and permanency. Rosettes thus made may be used repeatedly and hung or tacked in any desired place and position.

#### Globes.

Cut two cardboard disks of the diameter desired for the globe. In each one make a slit from the center to one edge. Slip each one into the slit in the other so that they will be at right angles, then glue in place. Run thin strips of springy cardboard from pole to pole of one card disk over the edge of the other in sufficient number to form a globe-like cage. This cage may be covered with crepe paper in several ways. One is to merely tuck the paper around it and tie at top and bottom. A neater way is to first cover the cage with

oblong sections or slices of heavy paper, smoothly pasted in place. Upon this the crepe paper in varied colors, designs and contrasts, may be lightly pasted.

### Fan Decorations.

The foregoing directions answer for fan-shaped decorations by merely cutting the circular card into halves, thirds or quarters as may be desired, and making the paper of proportionate lengths. In the finished rosette or fan the card should never show, as the paper should extend slightly beyond its edges on all sides.

#### Bells.

Bells are appropriate for Easter, Christmas and other occasions. Of fine wire make a ring of the diameter desired for the bottom of the bell. Cut a strip of paper of the width desired for the height of the bell. For a wire ring four inches in diameter the paper should be five and one-half inches wide and in length a little more than the circumference of the circle of wire or twelve and a half inches. Paste the ends of this paper together with a fold of one-quarter inch. When dry, gather the paper in pleats across its breadth and tie firmly near one end with silk of the color of the paper. Open and spread the lower end of this bundle, and then pass the wire ring over the tied end until it rests upon the lower edge of the open end. Turn the edges of the paper upward and over the wire ring and so paste as to enclose the ring within the folded edge. You will now have a paper cone. When the pasted fold is thoroughly dry, take the cone in hand. Hold it so that the fingers are on each side of the paper just above the ring. With a pulling, smoothing motion work out the corrugations in the paper so as to form the curve or flare of the bell. Finish with a silk thread and glass bead or small ball of paper for a clapper. Small bells thus made are among the lightest and most fairy-like decorations. They are much more attractive than the machine-cut paper bells that have become so common.

#### Leaves and Light Shades.

Paper leaves for various decorative purposes and especially for making fancy shades for incandescent light globes are easily made, the proportions here given being those for making globe shades. A similar process applies to any size leaves.

Cut a cardboard pattern the shape of a rubber plant leaf and of the following dimensions: The base is a straight line two and one-half inches long. From either end of this cut on a curve until the curved lines meet in a point seven inches above the base line. The greatest distance between the curved lines should be three and three-quarter inches and that at a point midway between the base line and the point where the curves meet. Cut the crepe paper leaves around this pattern. Take pieces of fine copper wire ten inches long. Lay a wire along the center of each leaf from point to base so that the wire will extend three inches below the base. Cut strips of paper one-half inch wide and the length of the leaf. Paste these over the wires to hold the latter in place. If desired, two leaves of the same size or of different sizes and colors may be pasted together at the center to hold the wire in place. After the paste is thoroughly dry the wires may be bent to give any desired curve to the leaves. The free ends of the wires are used to fasten the leaves independently to the globe or they may be grouped around a wire ring or regular shade collar. A pleasing effect is procured by using leaves of alternating colors, as a red, then a yellow, then a red, and so on.

#### Flower Effects.

Space will not permit giving details for making the many paper flowers, but the following simple directions will enable one to secure what may, broadly speaking, be called a chrysanthemum. Cut out numerous circles of paper of various sizes, say, five of an inch in diameter and a similar number of inch and one-quarter, inch and one-half, inch and three-quarters, and so on to six inches. Cut all of these around the circumference into tongues the shape of chrysanthemum petals. At the end of a copper wire fasten a cardboard disk one-half inch in diameter. Cover this with paper. Now take the smallest circles of paper petals and singly pass the wire through the center of each one. Fold each petal upward and over the cardboard center. Continue this, gradually increasing the size of petals, fold each tightly over the preceding ones and keep folded until all are in place. Then shake out and curl outer petals over a metal edge.

## PERSONAL MENTION

—CHARLES L. TRUSLER, who represents the Red Lilly line in Peoria, is home from a visit to Indianapolis.

—DR. T. S. ANDERSON, of Live Oak, Fla., was a recent visitor to the Southern Drug Company, at Jacksonville.

—PROF. L. C. HOPP, of Cleveland, Ohio, will address the students of the Pittsburg College of Pharmacy on February 17.

—HARRY W. LYLE, who travels for the Red Lilly in southern Minnesota, was recently in Indianapolis visiting the home office.

—FRANK M. BELL, manager of the pharmaceutical department of Armour & Co., of Chicago, was a New York visitor a few days ago.

—N. W. PRAY, manager of the Diamond Laboratory Company, of Naugatuck, Conn., has been visiting friends in New York during the last few days.

—F. F. INGRAM, manufacturing chemist and perfumer, has been appointed chairman of the Detroit Credit Men's Association committee on legislation.

—E. J. KANE, formerly of the Liquid Carbonic Company, for some ten years, is now manager of the Marietta Manufacturing Company, Indianapolis, Ind.

—CHARLES WADLOW, of Texana, Okla., formerly in the drug business in Anthony, Kan., was a recent visitor to friends and relatives in the latter place.

—F. D. TROTTER, a former druggist of Pittsburg, Pa., has written to his friends in that city announcing that he is associated with a drug store at Riverside, Cal.

—RICHARD McNALLY, a well-known druggist of Pittsburg, Pa., and a former member of City Councils, is again a candidate, who has a large following in his ward.

—DR. THOMAS HOWELL, of Havana, and J. M. Young, of Lake City, were recent callers at the establishment of the Groover-Stewart Drug Company in Jacksonville.

—ROBERT WILLIAMS, formerly a drug clerk at Racine, Wis., and now located with the Chicago branch of the Horlick Malted Milk Company, is visiting friends at Racine.

—JAMES DUNCAN, who carries a sample case for the house of the Red Lilly, has returned to his home in Atchison after a week's visit to the Lilly laboratories in Indianapolis.

—S. E. MOORE, formerly with John Wyeth & Bros., is now representative for Sharp & Dohme in New Jersey. Mr. Moore was a recent caller at the New York branch of the firm.

—F. H. SNELL, of Lansing, Mich., has resigned his position with the Robinson Drug Company and has accepted a position with E. S. Nivins, druggist in Washington avenue south.

—JOHN GILRAY, traveling salesman for Schieffelin & Co., chemists, of New York, has been spending some time with his parents, Mr. and Mrs. William Gilray, of Sault Ste. Marie, Mich.

—WILLIAM A. SAILER, chairman of the sales committee of Sharp & Dohme, was here from Baltimore a few days ago, conferring with Mr. Stauffen at the New York branch of the concern.

—LOUIS BREHM, a retired druggist of Pittsburg, Pa., and the father of Fred J. Brehm, who is a member of the same profession, is spending the winter with his wife at Riverside, Cal.

—DR. JULIUS A. KOCH, dean of the Pittsburg College of Pharmacy, is at the head of a movement in that city which has as its object the organization of a branch of the American Pharmaceutical Association.

—CHARLES J. LYNN, secretary and general manager of Eli Lilly & Co., visited the New York branch of the firm a few days ago. Mr. Lynn had just returned from a trip through the New England States.

—F. L. MCCARTNEY, recently of Baltimore, where he was employed by Sharp & Dohme, has been transferred to the New York branch of the firm. Mr. McCartney is an assistant in the Spanish and credit departments.

—ALBERT A. MUNSCHE, who since his graduation from the Pittsburg College of Pharmacy in 1907, has been acquiring business experience in stores in that section, proposes to put that experience to his direct personal use and has purchased the pharmacy of H. S. Kossler, at Crafton, Allegheny County, Pa.

—EPHRAIM BACON, who is secretary of the Maryland

Board of Pharmacy, has severed his partnership with Dr. Truitt, at Roland Park, a suburb of Baltimore, and has taken personal charge of the drug store at Calvert and Thirtieth streets, which he and Dr. Truitt bid in at mortgagee's sale several weeks ago, the former proprietor having left the city.

—M. M. OSBORNE, of Elkins Park, vice-president of the Montgomery County (Pa.) Retail Druggists' Association, and a staunch supporter of organization in the retail trade, with Walter Rothwell, of Hathers, chairman of the executive committee of the same association, were among the number who dined at the Drug Club in Philadelphia last Friday. Both are members of the club.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, well known wholesale druggist, has been re-elected vice-president of the Merchants' and Manufacturers' Association, the leading commercial and civic organization of Milwaukee. Mr. Strong has several plans for furthering the city's public interests which he will carry into effect during his new term.

—EDGAR D. TAYLOR, of Richmond, Va., president of the Powers-Taylor Drug Company, and Mrs. Taylor were in New York the fore part of last week on a pleasure trip. Mr. Taylor is chairman of the committee on arrangements and entertainment of the N.W.D.A. for the next meeting of the association, which will be held in Richmond in October. During 1907 Mr. Taylor was president of the association.

—MEMBERS of the family of Frederick K. Stearns, of Frederick Stearns & Co., Detroit, who is now on his way to Egypt, say that he came very near securing passage on the ill-fated steamer Republic, of the White Star Line, which was rammed and sunk by the Italian, Florida, on January 25. Mr. Stearns, in planning his tour of the world, had the Republic in mind, but finally settled on a berth in the Carmania.

—F. V. JOHNSON, who has been president of the St. Louis R.D.A. for three years, was presented with a heavy gold mortar charm by members of the association at the January meeting, he having announced that he could not longer serve as president. The presentation was a surprise to Mr. Johnson and took place at the lunch after the regular meeting had adjourned. E. A. Sennevald made the presentation speech.

—EDWARD T. HAHN, a territorial manager for the H. K. Mulford Company and one of the best-known and most popular members of the sales force of that company, lays claim to the championship of the Drug Club of Philadelphia when it comes to playing "cowboy pool." So successful has he been that other aspirants for the same honors are ordered to "go and make a reputation" before their challenges are considered.

—W. F. MEDILL, who conducts a pharmacy at Fulton and Lafayette avenues, Baltimore, was severely burned about the hands last week in going to the rescue of his wife, whose clothes had ignited at the kitchen stove and who narrowly escaped being burned to death. Mrs. Medill escaped with slight injuries, thanks to the heroism of her husband and of another man, who, with rare presence of mind, threw his overcoat over her and smothered the flames.

### James E. Davis Heads Detroit Wholesalers.

DETROIT, Jan. 30.—James E. Davis, of Williams, Davis, Brooks & Hinckman Sons, has been elected president of the Detroit Wholesalers' Association. The other officers are: William C. Noack, first vice-president; W. D. Wood, second vice-president; George C. Bogue, treasurer, and Paul Leake, secretary.

### N. Y. Deutscher Apotheker-Verein Meeting Tonight.

A feature at this evening's meeting of the New York Deutscher Apotheker-Verein will be the reading, in the original, of the paper on "Earths and Kataplasma Kaolin" of Professor Schelenz, by Otto Raubenheimer. Emil Roller will also read a paper dealing with several practical subjects.

### Philadelphia Druggist Compromises Damage Suit.

TRENTON, N. J., Feb. 1.—Henry R. Nolte, of Philadelphia, has settled his suit against the Camden & Trenton Railroad for \$550 and costs.

### Will Install a New Fountain.

A. Ole, well known druggist at Kenosha, Wis., is remodeling his drug store and will install new fixtures and a new soda fountain.

## FOR AND AGAINST THE MANN DRUG BILL.

Dr. Johnson, of Washington, Quotes Prominent Lawyer Regarding Incongruous Consequences of Proposed Legislation—Dr. Wiley Declares in Favor of Passing the Measure.

WASHINGTON, Feb. 1.—In the House on Friday, Representative Mann, of Illinois, placed in the Record two communications bearing on House Bill No. 21,982, regulating foreign and interstate commerce in habit-forming and poisonous drugs. One was a letter from Dr. H. L. E. Johnson, M.D., of Washington, and the other a reply to Dr. Johnson by Dr. H. W. Wiley, of the Bureau of Chemistry. Representative Mann said many members of the House, in consequence of letters from constituents, had come to him for light on the subject, hence his presentation of the two communications.

Dr. Johnson follows a detailed discussion of the provisions of the bill with the following opinion by "a prominent member of the bar," who says that if enacted into law, the following will be some of the consequences of this act:

### Some Incongruous Consequences Foreseen.

"The maximum dose or quantity for either internal or external use of these drugs is no longer a question of medical science, but is fixed by act of Congress, so that, no matter what may be the necessity or advantage in the preservation of health or life in providing for a larger quantity than the act permits, the patient must be deprived of a rightful remedy, unless the physician and druggist are willing to bear the penalty of the statute.

"The citizen could not lawfully obtain a dram of paregoric for the purpose of administering 15 drops on a little sugar for his infant child, but must summon and pay a physician a fee and a druggist for putting up a prescription.

"No citizen may indulge in toothache drops or other like remedies for the relief of a maddening toothache without the expense of a physician's prescription or that of a dentist.

"Simple and familiar household remedies and home treatment would be abolished.

"A physician called in an emergency can not administer a hypodermic of morphine to relieve the excruciating agony of a person pinned under a fallen timber or otherwise critically injured until he has written a prescription giving the statutory limit of dose and the name of the probably unknown patient and sent it to a drug store to be compounded and recorded.

"A physician in his office can no longer apply the local anesthetic cocaine to a patient before operating upon eye, ear, nose, or throat; but must send out a prescription, to be compounded and recorded in the case of each patient."

### Inconsistency in Provisions of the Bill.

To this finding, Dr. Johnson adds the following conclusions:

"This (first) section is further emphasized by the inconsistent provisions of the second section, under which anyone may sell, furnish, give away, in any quantity in bulk, chloral hydrate, hyoscine, morphine, opium, and scopolin, all within the prohibition of the first section, together with a number of the most dangerous poisons, provided the package be conspicuously labeled as 'poison'.

"Under the second section a simple cough mixture, most beneficial and absolutely harmless, must be marked 'poison' and decorated with a skull and crossbones because it contains a trace of antimony and opium in each dose; so an ordinary adhesive plaster, to bind a cut or other wound, must bear the skull and crossbones and be marked 'poison' because it contains a little zinc.

"A large number of simple remedies, which have been familiar medicine in the family for half a century or more, must suddenly assume an alarming appearance, practically deterrent of their use, because of the warning crossbones and poison labels, though a quart of the mixture would not contain a harmful quantity of the prohibited drug.

"If the second section become a law, in addition to the burden it would impose it could be of little, if any, effect. The provisions of interstate commerce legislation end when once the transported package has been broken up and commingled with the other goods in the State of delivery, so that the prohibition of the statute could be readily overcome by a form of package which would convert the poison label into a sort of railway or steamboat ticket, to be thrown away when

the transportation was complete and the merchandise then reappear in the new State in a new suit of clothes."

### Dr. Wiley Denies Justness of Criticism.

Dr. Wiley, complying with Representative Mann's suggestion for a review of Dr. Johnson's criticism of the bill, says the law received the full sanction of the medical fraternity, and therefore criticism involving this law by Dr. Johnson is unwarranted and "comes with ill grace from one who poses as a public reformer." The following are Dr. Wiley's answers to the specific allegations made by Dr. Johnson and the "prominent member of the bar":

"Neither the doctor nor his patient is prohibited from carrying medicine from one State to another.

"Nothing in the law could be construed to interfere in any manner with physicians dispensing their own medicines.

"Telephoning prescriptions is not only a hazardous business, but would permit habitués ordering any amount of cocaine, morphine, etc., in the name of some physician. The druggist could not recognize the fraud over the phone."

"The bill requires the attachment of poison labels to the caustic hydroxides and concentrated mineral acids and not to preparations in the manufacture of which they or their salts are used.

### Many Efficient Remedies From Habit-Formers.

"In my opinion, every mother in the land should be advised against the use of laudanum, with or without 'sweet oil,' in the treatment of earache. The oil and water are either absorbed or dissipated, leaving residual matter, forming an excellent nidus for bacterial growth and thus aggravating conditions. I do not recall a single toothache remedy which contains any of the prescribed drugs, and if there is such a remedy, its use is absolutely uncalled for, because there are plenty of efficient remedies that can be used which are free from habit-forming agents.

"Cough mixtures containing cocaine, morphine, opium, codeine, heroine, chloral hydrate, etc., singly or combined, can not in any sense of the word be considered harmless. I have before me one of these cough remedies containing 110 grains of chloral hydrate to the ounce, sent into the home without restriction, containing no warning whatever, either by dosage or otherwise, relative to its dangerous character. It is to be used for croup, whooping-cough, etc. A single teaspoonful would land a child in eternity. The promiscuous, indiscriminate use of cough syrups containing the drugs named in the bill is liable to form a pernicious, life-wrecking habit.

### "Enough Dosage Permitted to Kill a Score of Men."

"It is claimed that the prescribed limitation relative to the amount of drugs that may be called for by a single prescription is too restricted in the case of chloral hydrate, and an attorney makes the criticism that the amounts would not permit the physician sufficient range to enable him to give proper dosage. There is no objection whatever to increasing the amount of chloral hydrate to one ounce, but the claim that there is not enough material permitted to give sufficient dosage to patients is incorrect, because there is enough material provided in each case, with the exception of chloral hydrate, to kill a score or more of men.

"The doctor claims that the law could easily be circumvented by giving numerous prescriptions calling for given drugs. While this is correct, it also places on record the transactions of the physicians, and thus enables the authorities to investigate the final use to which these drugs may be put. In this respect I believe that the Gallinger bill (S. 4892) contains an important nucleus. I believe the Government will be called upon sooner or later to supervise the manufacture, distribution, and final consumption of the drugs forming pernicious habits, with a view to decreasing the present illegal consumption. It is estimated that at least one-half of the cocaine, opium, morphine, etc., at present used in the United States is used for improper purposes. There is now a movement on foot to place a prohibitory importation duty on cocaine and its derivative, and at the same time impose an internal revenue tax to cover the expense of supervising the sale and distribution of cocaine and its derivatives."

### A Feminine Reason.

"Why does a hen cross the road?"

"Probably there is a rooster on the other side."

## More Associations of Druggists Elect Officers Three Active Organization Men.



JOHN B. THOMAS, of Baltimore,  
President Baltimore Retail D.A.



JOSEPH G. SMITH, of Rahway,  
President Union Co. (N. J.) R.D.A.



LEWIS G. GILMAN,  
President Manchester (N. H.) R.D.A.

### H. L. SCHULTZ HEADS MILWAUKEE R.D.A.

#### Question of Collection of Gas Bills a Leading Topic of Discussion at the Annual Meeting.

MILWAUKEE, Jan. 30.—The report in some quarters that there is a violation of contract on the part of the druggists of Milwaukee in the refusal to collect gas bills for the Milwaukee Gas Light Company has been denied by leading druggists. G. H. Kesten, chairman of the gas committee of the Retail Druggists' Association, also denies that there is a legislative bill in preparation to protect the druggists from prosecution by the gas company.

The question of gas bill collection for the convenience of consumers was the leading topic of discussion at the recent meeting of the Milwaukee Druggists' Association. A resolution was unanimously adopted by which the druggists agree to remain firm and not handle the gas bills for a commission of less than 3 cents each. There was a dissenting opinion among some of the druggists and the stand taken by the majority may mean the loss of from twenty to twenty-five members of the association.

"It is not that we don't want to accommodate the people, but that we don't like to lose money when we know that the gas company is making a big profit," said W. F. Kaiser, secretary of the druggists' association.

Officers were elected as follows at the recent meeting of the Milwaukee Retail Druggists' Association: President, H. L. Schultz; vice-president, Max Goetz; secretary, W. F. Kaiser; treasurer, L. H. Krassin; executive board, W. H. Barr, R. M. Dadd, H. L. Schultz, G. H. Weigle, John Patterson and Herman Lambek, Jr. The association now has a membership of one hundred and twenty.

### Progress of the Bay Rum and Opium Bills.

WASHINGTON, Feb. 1.—The Porto Rico Bay Rum Bill has passed both branches of Congress and awaits the President's signature. He is expected to make it a law. Bay rum withdrawn from bond before the passage of the act will be tax free. Bay rum hereafter imported from the island will be taxed to place it upon the same footing as the domestic article.

The House today passed the bill prohibiting the importation of opium into the United States except for medicinal purposes. Chairman Payne, of the Ways and Means Committee, gave notice that his committee would soon report a bill imposing a prohibitive internal revenue tax on the manufacture of opium in the United States.

### BALTIMORE RETAILERS AGAIN ORGANIZE.

#### John B. Thomas Elected President and Will Be Supported by Other Active and Prominent Men.

BALTIMORE, Jan. 30.—In response to a call issued to retail druggists of this city generally a number of them assembled recently to complete the organization of the Baltimore Association of Retail Druggists, the preliminaries of which were agreed upon at a meeting before the holidays. Temporary Chairman Samuel Nattans, of the Read Drug & Chemical Co., called the meeting to order, and the temporary secretary, R. E. Lee Williamson, of Williamson & Watts, kept a record of the proceedings. The chief business was consideration of the report of the committee on organization, which consisted of Dr. H. P. Hynson, Owen C. Smith and Mr. Williamson.

The committee recommended that the organization be incorporated and that the charter take the place of the usual constitution, a draft of the by-laws being submitted at the same time. The latter provides that the membership be limited to persons actually engaged in the retail drug trade, such as owners of stores, managers, clerks and relief clerks. The officers are to include a president, three vice-presidents, recording secretary, corresponding secretary and treasurer, who are also to constitute a board of directors. The city is to be divided into four sections, with Guilford avenue as the dividing line east and west, and the president and three vice-presidents to come from the four sections, with other officers from the city at large. Meetings are to be held in the first week of every month.

The objects of the organization are apparent from the standing committees provided in the report, which include a committee on grievances, one on fraternal relations, one on legislation, one on social relations and one on telephones and post-office stations. The report of the committee was accepted, and the election of officers resulted as follows:

President, John B. Thomas, of the Thomas & Thompson Drug Co.; first vice-president, David R. Millard, of Morgan & Millard; second vice-president, M. S. Kahn; third vice-president, J. Fuller Frames; recording secretary, R. E. Lee Williamson, of Williamson & Watts; corresponding secretary, Charles L. Meyer; treasurer, Dr. H. P. Hynson, of Hynson, Westcott & Co.

The association accepted an invitation from the Merchants' and Manufacturers' Association to send a committee of three to a general meeting of business organizations to advocate an increase of the city's representation in the Maryland Legislature, a movement that has been brought prominently forward

of late. It is pointed out that the counties, by reason of a relatively much larger representation in the Senate and House, wield an influence in the General Assembly altogether disproportionate to their population, and that as a result of this state of affairs the city is made to bear much larger burdens in the way of taxation and license fees than it should bear.

A communication from the Baltimore Drug Exchange in regard to the narcotic ordinance, containing the information that the exchange had consulted legal talent and had been advised that the ordinance is non-enforceable and void, was laid on the table without action, the sentiment of the retailers supporting the measure.

#### Boston Retail Druggists' Association.

The annual meeting and dinner of the Boston Druggists' Association drew forty members around the table at Young's Hotel, where President James F. Finneran presided with dignity and grace. On either side of the president were Mayor George A. Hibbard, of Boston; Hon. Allen T. Treadway, of the State Senate, and Hon. Lloyd E. Chamberlain, of Brockton, president of the Massachusetts State Board of Trade, with which the B.D.A. is affiliated. All the guests made speeches, that of Mr. Chamberlain's dealing with the general need of America developing her natural waterways if she is to make progress toward leadership in commerce.

Officers for the ensuing year were elected as follows: Charles F. Ripley, of Taunton, president; George H. Ingraham, of Newton, treasurer; Harry C. Wiggin, of Newton, secretary; James F. Finneran, chairman; Fred A. Hubbard, R. A. Newton, Paul C. Klein, George W. Cobb, W. W. Bartlett, H. A. Estebrook, executive committee; Edwin W. Shedd, chairman; C. E. Harrington, J. A. Gilman, Elie H. LaPierre, Henry Thornton, membership committee. The new president is the secretary of the State Board of Registration in Pharmacy.

#### Pittsburg, Pa.

The retail druggists of the Eighth Ward of Pittsburg have organized a branch of the Western Pennsylvania Retail Druggists' Association and will conduct an organized propaganda campaign among the physicians of that section. The following officers have been elected: John C. Smith, chairman; Harry Evans, secretary. The example will in all probability be followed by the druggists in other sections of the city.

#### Druggist's Six Assailants Are Arrested.

PHILADELPHIA, Jan. 30.—R. Frank Beauchamp, a well-known Philadelphia druggist, was set upon by a gang of roughs a few nights ago and although he was putting up a game battle in all probability he would have been seriously injured had it not been for the timely arrival of a policeman. Mr. Beauchamp had the satisfaction of seeing his six assailants locked up to be held later by a magistrate.

#### Druggist Van Alstyne Appeals Jail Sentence.

PAW PAW, Mich., Jan. 30.—A writ of error has been sued out of the Supreme Court in the case of Charles Van Alstyne, druggist, who was convicted of having violated the Local Option Law, and sentenced to imprisonment in the county jail for ninety days, in addition to the imposition of a fine. Van Alstyne has been released on \$1000 bail, pending a review of his case in the Supreme Court.

#### In Jail for Violating Local Option Law.

ST. JOHN'S, Mich., Jan. 30.—Albert Martin, a druggist of Fowler, on changing his plea from not guilty to guilty, was sentenced by Judge Searl to serve thirty days in jail, in addition to paying his \$50 fine, for violating the local option law.

#### Every Druggist in Stigler Indicted.

STIGLER, Okla., Jan. 30.—Every druggist in Stigler has been indicted for violation of the prohibition law, and they have formed a pool and employed every lawyer in town, save the county attorney, to defend them.

#### Will Erect a New Perfume Factory.

WINDSOR, Ont., Jan. 30.—The Seely Manufacturing Company, perfumers, will erect a \$15,000 factory in Pitt street, near Church street.

## PROPAGANDA WORK AIDS THE ORLEANS P.H.A.

### Large Increase in Membership Due to Active Efforts in Conducting Campaign of Education.

NEW ORLEANS, Jan. 30.—That the propaganda work taken up by the Orleans Pharmaceutical Association will not only benefit the drug trade of New Orleans but that it will be a tremendous influence in increasing the membership of the local association was shown conclusively at the last meeting of the O.P.A. Directly as a result of the propaganda work and of the efforts of the special committee on new members, which has been carrying on its work along with the propaganda work, thirty-six new members were added to the association. In addition to these applications, which were passed upon favorably at the last meeting, ten or twelve more applications have been filled out for the next meeting, and by the time that date arrives it is expected that there will be many more New Orleans druggists seeking admittance into the association. The new members added or in sight bring the total membership of the association up to about one hundred and fifty, and it is more than likely that the good work being done will result in this mark being passed before very long. The new members admitted at the last meeting are:

William M. Levy, 1384 Magazine street; Henry J. Lagarde, 2801 Magazine street; H. Lichtenheldt, 1801 Magnolia street; Henry Vienueu, 1936 Esplanade avenue; W. B. Woney, 1301 Magazine street; E. J. Bastian, 722 Cadiz street; F. S. Harvey, 1243 Dryades street; Louis E. Henne, 800 Foucher street; W. E. Harter, 2375 Chippewa street; Thomas A. Hindricks, Carondelet and Erato; Louis J. Hubert, 1632 Hospital; Dr. George A. Thomas, 435 South Rampart; Louis A. Castillon, 900 Dauphine; Hippolyte E. Capdau, Canal and Rampart; Denis A. Capdau, 2555 Ursuline; P. P. Cresap, Lafayette and Rampart; J. C. Caillouet, 3105 Magazine; P. A. Culotta, 1940 Burgundy Jules Monnier, 3300 Dumaine; Edward Martin, 3204 Magazine; Leon Maine, 4139 St. Charles avenue; R. J. Mainegra, 800 Washington avenue; Henry P. Kenney, 217 North Rocheblave; Albert Javelet, 2103 Canal; Joseph M. Wagner, 1301 Esplanade avenue; William J. Weudt, 3005 Magazine; Edward H. Walsdorf, 5401 Magazine; J. F. Simon, 1424 Amelia; Claude E. Simons, 501 North Rampart; Dr. Henry J. Otto, Rampart and Gravier; George Guesnon, 904 North Claiborne; Charles Ammen, Prytania and Jackson; Henry Bourgeois, J. F. Code, Charles Kirchen, P. G. Charbonnet.

## W. J. GAGNET IS ELECTED PRESIDENT.

### Entertainment Follows Annual Meeting of the Louisiana Retail Drug Clerks' Association.

NEW ORLEANS, Jan. 30.—Officers to serve during the coming year were elected at the recent annual meeting of the Louisiana Retail Drug Clerks' Association held at the New Orleans College of Pharmacy. The new officers are: W. J. Gagnet, president; M. J. Paul, first vice-president; J. M. Olive, of Slidell, second vice-president; H. M. Ricketts, secretary; W. M. Voelkel, grand marshal; F. D. Ameling, sergeant-at-arms; A. J. Ferry, treasurer. The finance committee consists of E. Dasté, A. Troxler and G. Paquette.

Reports submitted by the outgoing officers showed that so far as finances are concerned the association is probably one of the richest in the country. Eight members were added during the year. Resolutions were adopted deploing the death of two members, Henry Theile and D. M. Thorn.

A. D. Heinemann, the retiring president, stated that lack of interest had been shown during the past year by some of the members, and urged that the newly elected officers exert themselves to bring about a larger membership, increased attendance and greater zeal.

Following the installation, adjournment was taken to the college hall, where refreshments were served. A string band was on hand, and other music was furnished by some of the talented members of the association. The programme included numbers by B. A. Jackson and A. Troxler; songs by George W. Weber; dancing by A. Troxler; comedy sketches by August de Lanzac and J. P. Ipsier, and several numbers by the College Quartette, composed of Messrs. Broussard, J. S. Gary, G. B. Schwam and J. Kelly. The arrangements for the stag were in the hands of A. Troxler, chairman; M. J. Paul and G. C. Auer.

**RETIREES AFTER HALF-CENTURY OF ACTIVITY.**

**Isaac C. Chapman Has Been a Conspicuous Worker for the Best Interests of His City, Newburg.**

NEWBURG, N. Y., Jan. 28.—Isaac C. Chapman, for more than a half century the proprietor of the leading drug store in this city, has closed out his business and will retire from active life. His entire stock has been purchased by the proprietor of a drug house in Albany and is now being shipped to the new owner.

With the retirement of Mr. Chapman there remain in business in this State but few pharmacists who have served for so long behind the prescription counter. Entering the retail drug business in 1855, within a door or two of the place he has just closed out, he has seen all of his co-workers of a half century ago pass away. It is said of him that of the one hundred and fifty trustees of the Newburg Savings Bank who have worked with him during his career, he is the only survivor. He has filled many places in public life and in the mercantile activities of this city. He was for a time a director of the Warwick Valley Railroad, was elected a director of the Newburg Savings Bank, in 1862, and for a score or more years served as its secretary; was elected a director of the National Bank of Newburg; was clerk of the Town of Newburg; served in the Board of Supervisors of the county; was a member of Brewster Hook and Ladder Company; an officer of the Union Presbyterian Church, and served in various capacities in many organizations with which he was associated, including among others the Masonic fraternity. For many years he was a member of the American Pharmaceutical Association and now holds membership in the New York State Pharmaceutical Association.

Mr. Chapman has made no plans for the future, but will content himself by taking a well-earned rest.

**PROF. HYNSON HEADS BALTIMORE A.P.H.A.**

**Successful Year Brought to a Close With a Discussion of Formulas in the National Formulary.**

BALTIMORE, Jan. 30.—The Baltimore branch of the American Pharmaceutical Association held its January meeting with President Samuel Mansfield in the chair. Reports of the retiring officers were read, showing that the organization had made gratifying progress and enumerating the subjects discussed in the course of the year, regarding which reports have been published from time to time in THE PHARMACEUTICAL ERA, and which showed that considerable activity had been manifested within the period stated. The executive committee was authorized to examine into the feasibility of arranging for a post-graduate course and was empowered to authorize such a course, if after a careful consideration such a step seems advisable.

Harry Martin, a representative of Burroughs Wellcome & Co., of London, made a short address, in which he emphasized the better fellowship that appeared to exist between the druggists in the United States than in Great Britain and commented upon the benefits to be derived from closer association, not merely in a social way, but also from the business standpoint. He said it had been his observation during the time he had spent in this country that American druggists were far more disposed to fraternize and that the profession had gained appreciably from the spirit of amiability and cordiality in evidence. Though an Englishman, he already feels himself to be American in spirit. He suggested an interchange of delegates between the Pharmaceutical Society of Great Britain and the American Pharmaceutical Association.

The following officers were elected for the ensuing year: President, Henry P. Hynson, president; vice-president, W. J. Lowrey, Jr., who is also ex-officio chairman of the executive committee; secretary and treasurer, Dr. E. F. Kelly; chairmen of standing committees, science and practice of pharmacy, Philip Henisler, re-elected; education and legislation, Dr. J. F. Hancock; membership, C. L. Meyer, re-elected; fraternal relations, Charles Feick.

The branch assigned the arrangements of the programme for the next meeting to Mr. Lowrey, that for the March meeting to Mr. Henisler, that for the April session to Mr. Meyer, and that for the May gathering to Mr. Feick, the subjects to be in accord with the character of the committees represented by the chairmen.

Then followed a discussion of the first thirty formulas appearing in the National Formulary, the criticisms brought out in the discussion to be forwarded to the revision committee of the new edition. Each member had been requested to carefully study these formulas and note any suggestions. The discussion proved very interesting, so much so that all the formulas given were not reached. The following suggestions were among those made in reference to the formulas named:

**Aromatic Vinegar**—That the flavoring oils were in excess and might be reduced. That heating the preparation was unnecessary, as better results, especially as to flavor, could be secured by allowing the mixed ingredients to macerate for some time before filtration. That heating the preparation aided rapid filtration.

**Acidum Citricum Saccharatum and Acidum Tartaricum Saccharatum**—The products do not keep on account of the presence of sugar.

**Balsamum Trinitaticum**—Should be omitted.

**Bismuthi Oxidum Hydratum**—Should be replaced by a "milk" of bismuth.

**Ceratum Camphore Compositum**—That a more permanent base, petrolatum being suggested, be used as the product as now official becomes rancid.

**Camphor Menthol**—That the ingredients can be more easily



ISAAC C. CHAPMAN, of Newburg,  
Retires After Half-Century.

**GOLD MEDAL FOR PRIZE.**

**Medico-Chirurgical Alumni of Philadelphia Elects Officers.**

PHILADELPHIA, Jan. 30.—Commencing with the present year, the student attaining the highest general average in the practice of pharmacy in the Department of Pharmacy at the Medico-Chirurgical College will receive a gold medal, presented by the Alumni Association of that department. To the student receiving the second highest average in the same branch a certificate and permanent membership in the association will be given. This course was decided upon at the annual meeting of the organization and it was most evident that in the future the Alumni Association of the Department of Pharmacy is going to be an important factor in the promotion of friendly competition among the members of the respective classes as well as in the encouragement and the fostering of the college spirit. The association is also considering the advisability of reading and discussing papers on practical pharmacy, chemistry or pharmacology at its monthly meetings.

Officers were elected as follows: Honorary president, I. V. Stanley Stanislaus, M.S., Ph.D.; president, William F. Kelly, M.D.; class vice-presidents, Frank M. Mooney, '99; Herbert G. Lilly, '00; Norman C. Rife, '01; John H. Stitteler, '02; William E. Gibbs, '03; William R. Levering, '04; W. Ross Gibbs, '05; James Fertick, '06; William W. MacNeary, '07; Harry B. Roshon, '08; corresponding secretary, William E. Gibbs; recording secretary, George C. Wilson, Jr.; treasurer, Herbert G. Lilly; executive committee, George C. Wilson, Jr., chairman; Clarence Eli Stover, H. G. Lilly, D. Davidheiser, William F. Kelly, M.D.; W. F. Hinkle, Elmer M. Apple, George A. Beltz, M.D.; Raymond H. Stutzman, William E. Gibbs, William Finkel.

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powdered by use of chloroform than alcohol. That the ingredients be liquefied without being powdered, by warming in a closed bottle.

**Chloral Camphoratum**—Same suggestion as made in reference to camphor menthol.

**Colloidium Salicylatum Compositum**—That fluid extract of *cannabis indica* be used to replace the extract, as it is more easily incorporated.

The discussion of elixirs as a class was very much prolonged and there was about an equal division of opinion as to the advisability of reducing the flavoring oils and the alcoholic percentage. The value of this programme was generally commented on and the work will very likely be continued. The next meeting will be held on February 18.

## THE PRACTICAL TESTING OF DRUGS.

**Illustrated Lecture by Dr. Reed, of Philadelphia, Showing the Advances Which Are Being Made in This Branch of Science—Danger in the Use of Unstandardized Drugs.**

PHILADELPHIA, Jan. 30.—The attendance at the third of the series of lectures and demonstrations, comprising the post-graduate course arranged for pharmacists and students by the local branch of the American Pharmaceutical Association, was far ahead of any of the previous meetings. This evidence of appreciation of the efforts of the officers of the local branch was greatly appreciated.

Dr. E. D. Reed, chemist for the H. K. Mulford Company, was the lecturer and his subject was "Accurate and Practical Pharmacological Methods for the Test of Drugs." Frogs and small animals were used in making the tests, and the therapeutic value of the various drugs and of different standards was made most apparent. These experiments and demonstrations were made at the Mulford laboratories, 428 South Thirteenth street, owing to the presence of the necessary apparatus and other material necessary.

Dr. Reed called attention to the fact that nearly every business has been placed upon a scientific basis except the manufacture of medicines. Scientists have been endeavoring to establish practical standards for the determination of strength and purity in the substances employed as medicines for years, as well as to adjust the finished products to fixed standards, to the end that uniformity in medicinal effect may be secured. Heretofore the basis of standardization has been chemical; but scientists have realized at last that, while the determination of the amount of so-called active principles in a drug by assay is of great value, the test of such drugs upon animals is the true therapeutic index.

A plan was proposed by which the degrees of activity of certain potent drugs can be determined by their administration to animals and by measuring the effects produced. It was ascertained that the drugs referred to acted as stimulants or depressants on protoplasm. The heart, for instance, may be stimulated through the action of digitalis, the pulsations decreased in frequency but increased in strength. It was shown that this action can be determined accurately upon the heart of a frog and if a number of samples be taken and tested in the manner described, a standard is obtained for measuring every other sample. It was found, also, by chemical examination, that the digitoxin present in a given quantity of digitalis is inversely proportioned to its lethal dose.

An examination of the various preparations of digitalis bought on the market demonstrates that the same U.S.P. formula made by different manufacturers, as well as different lots made by the same manufacturer, possess a range of variation of about 300 per cent; in other words, a physician prescribing unstandardized digitalis can never foretell whether or not the drug will prove active, still less what degree of digitalis will inhere in the particular brand dispensed. On the other hand, a physician can prescribe standardized preparations with the knowledge that they will produce calculated results.

Another advantage of standardized preparations, said Dr. Reed, is the uniformity secured thereby in all brands of the same name, no matter by whom manufactured. If, for example, a physician has used a standardized tincture of digitalis and has increased the amount to the maximum dose and if the patient then has the prescription renewed and if an unstandardized preparation be sold to him the strength of

which may be double that of the standardized product, it is manifest that the dosage has been doubled and the result may prove disastrous. But if the patient obtains a weaker preparation it may be necessary to give a dose three times the volume to obtain the desired effect and the consequences may be equally serious.

The lecturer noted that the American Pharmaceutical Association had taken up the work of standardization by both physiological and chemical methods in order that the manufacture of medicines may be placed upon a scientific basis. Conditions exist, he said, in which a physician who would send six copies of a prescription to six leading drug stores in a city would probably be supplied with six different strengths of the medicine prescribed; but by adopting the methods of standardization illustrated in Dr. Reed's lecture constancy is secured.

Following an invitation by President William McIntyre, at the close of the lecture, the company repaired to the French Club, where an elaborate luncheon was served.

## NEW PHARMACY BILL IN N. Y. LEGISLATURE.

**Reduces Board to Nine Members and Gives Control of the Examinations to the State Regents.**

ALBANY, N. Y., Jan. 30.—Assemblyman Robert Conklin, of New York, is first in the arena with a bill drawn on the lines of the Governor's message relative to a change in the inspection of drugs and the licensing of druggists and pharmacists by the State Board of Pharmacy.

His bill provides for a commission of nine, unsalaried save for a \$10 per diem compensation, appointed by the Governor from active, practicing pharmacists of five years' standing, and residents of the State, and all but two must have been actively engaged in practice for two years immediately antedating their appointment. The expenses must be paid from the income of the board through fines, etc., no expenses being chargeable against the State treasury.

This new board may inspect drug stores and samples for analysis but it may not fine or take away a pharmacist's license without first notifying him of the complaint against him and giving a hearing.

As to the licensing of pharmacists the regents are to have control of that by requiring them to hold the examinations after receiving the questions to be asked from the State Board of Pharmacy and sending the papers of applicants back to the said board for examination. But the State Board of Pharmacy must report back to the regents the results of their examination of each paper sent to them and no license shall be issued till the regents have approved of the examination report.

## Did Removal of Warts Cause Death?

J. S. Higdon, a druggist at One Hundred and Sixteenth street and Park avenue, Borough of Manhattan, New York City, was accused last Friday at a coroner's investigation of causing the death of R. S. Irish, who died from septicaemia on January 12. Several physicians testified that blood-poisoning was caused by an operation to remove some warts which Higdon is alleged to have burned with an acid, subsequently cutting them off with a pair of nucleus scissors. The hearing was adjourned for one week.

## A Dainty Perfumed Talcum Powder.

The season for Talcum Powder is fast approaching and dealers will do well to take advantage of the offer made by I. F. Nace's Sons, perfumers, Second and Race streets, Philadelphia, in their advertisement on page 37 of this issue. Talcum powder is extensively used for toilet purposes and that made by these manufacturers is prepared from a fine quality of imported talc and daintily perfumed with the odor of violets. Write to I. F. Nace's Sons for full particulars, mentioning the ERA.

## Dr. Schieffelin Out of Merchants' Association Board.

Dr. William Jay Schieffelin has resigned as vice-president and director of the Merchants' Association of New York because of the fact that his duties as president of the Citizens' Union will occupy all of the time that he can devote to public affairs. The resignation was accepted with regret, for Dr. Schieffelin has been an active worker in the association.



## HUNDRED SAMPLES SHOWN IN DEMONSTRATION

Interesting Papers by Professor LaWall and George M. Beringer Read at Philadelphia Meeting.

PHILADELPHIA, Jan. 30.—The retail druggists, students and others who attended the January pharmaceutical meeting at the College of Pharmacy were well repaid, for the programme was a most excellent one. The subjects discussed were strictly along professional lines and harmonized entirely with the topics that have been taken up from time to time at the various lectures and demonstrations included in the post-graduate course, held under the auspices of the local branch of the American Pharmaceutical Association.

In a most interesting paper, Charles H. LaWall told of the differentiation of the enzymes in milk by the use of hydrogen peroxide and its tests. Dr. C. A. Weidenmann, recording secretary of the college, who presided at the meeting, with Professor Remington, Prof. Henry Kraemer, George M. Beringer and others participated in the discussion. Mr. Beringer then gave the meeting the benefit of his experience in the study of fluid glycerates and showed more than one hundred samples of drugs that had undergone this process. He declared that the results of this work were of great value to physicians and that this process without the use of alcohol could easily be conducted by the retail druggist. He told which drugs had yielded the best preparations and mentioned others that had not been satisfactory. His announcement that he would present the specimens of his work to the college provoked hearty applause and the offer was accepted with thanks.

John K. Thum, pharmacist at the German Hospital, told of his experiences in making ampoules and in addition to illustrating his remarks with diagrams on the blackboard, showed specimens of his work and told how they were used. He admitted that while they were popular in other countries, it was a question as to their ever being generally used in the United States.

In his paper on the physiological action of fluid glycerates of digitalis and ergot, John R. Rippetoe declared that the results of his experiments indicated that the hydro-alcoholic preparation of digitalis is five times more potent than the hydroglycerin preparation. In referring to tests of ergot which he had made on roosters, he said they were not very satisfactory, considered qualitatively, but that having made duplicate physiological tests of each preparation, he felt convinced that the hydro-alcoholic menstruum is superior to the hydroglycerin menstruum for making liquid preparations of ergot.

This series of demonstrations has aroused a great deal of interest on the part of the pharmacists of the city.

### For the Benefit of Drugs Laboratory.

PHILADELPHIA, Jan. 30.—Retail druggists, their wives and daughters were conspicuous by reason of numbers at the entertainment given at the home of Mr. and Mrs. Otto Kraus recently for the benefit of the food and drugs laboratory of the Philadelphia College of Pharmacy, presided over by Prof. Frank N. Moerk. Charles Rehfuess, David J. Reese and George H. Oehme did the punching of the tally cards, while Mr. Kraus did the announcing in a manner which would have made any of the monologue artists of the day envious and which would guarantee him a place on any of the vaudeville circuits.

### Medicine Output in Off-year Trebled Good One.

EATON RAPIDS, Mich., Jan. 30.—At the annual meeting of the Derby Medicine Company, it was decided to increase the capital stock from \$50,000 to \$150,000. The output of the plant in 1908 was 300 per cent greater than during 1907.

## RESTRICTING THE SALE OF HABIT-FORMERS.

Prominent Men Discuss Regulation of Sale of Narcotics From Several Points of Observation.

WASHINGTON, Jan. 30.—At the second meeting of the City of Washington Branch of the A. Ph. A., held in the hall of George Washington University, the general subject for discussion was: "Restricting the Sale of Habit-forming Drugs."

Dr. William C. Woodward contributed a paper on "The regulation of the sale of habit-forming drugs from a legal standpoint." Henry P. Hynson, of Baltimore, discussed "The responsibilities of the retail druggist, in connection with the sale of habit-forming drugs," and Dr. Lyman F. Kebler discussed "The existing laws regulating the sale of habit-forming drugs and the necessity for additional legislation."

The general discussion was opened by Dr. George M. Kober and Willard S. Richardson. Dr. Woodward pointed out that the regulation of the sale of habit-forming drugs, apparently encroaches on the rights of the individual. This encroachment, he pointed out, is only apparent, as ownership is held on the implied condition that no harm is done to others than the owner. He also pointed out that it would be of no avail to legislate for the restriction of the local trade so long as any quantity can be sent to a consumer from without the State. To prevent this encroachment from without the National Government has been ceded the right to legislate for police protection in interstate commerce.

Dr. Woodward believes that the most satisfactory legislation on the restricting of the sale of habit-forming drugs must involve the registration of all such drugs and the distribution through licensed dealers only.

Mr. Hynson, in discussing the responsibilities of the retail druggist, pointed out that there was no gaining saying the fact that the sale of habit-forming drugs has increased out of all proportion to the increase in population, and that the increase in pauperism, lunacy and crime, in this country, is largely due to the pernicious influence of these same habit-forming drugs. He holds that membership in the pharmaceutical guild entails heavy responsibilities; that the pharmacist, more perhaps than the follower of any other occupation, is his brother's keeper and is in honor bound to do all he can to uphold the standards of his ancient calling and to eliminate from it objectionable or morally unfit members.

Dr. Kebler pointed out that with one single exception all of the States have enacted some form of law designed to regulate or to control the sale of noxious or habit-forming drugs, thirty-seven of the States having special restrictions on the sale of cocaine. In discussing these several laws, he pointed out that the laws in some of the Southern States are particularly stringent, but that by far the most satisfactory anti-narcotic legislation that has been enacted to the present time is the law passed by Congress for the Philippine Islands in 1903. This law involves the registration of the sale and the licensing of the distributor.

Dr. Kebler exhibited a number of samples of catarrh remedies containing cocaine and teething cordials containing morphine, and pointed out that these remedies were designed to cultivate and to develop the most pernicious of all cravings for stimulation, because acquired innocently.

Dr. George M. Kober, in opening the general discussion, pointed out that education is, after all, the most important factor and the one that should be provided for physicians, pharmacists and the public. He believes that the education of the public could and should be secured through a system of bulletins, like the present Farmers' Bulletins, distributed by the Federal Government. The fraud orders, as issued, should be given widespread publicity.

Willard S. Richardson, in discussing the need for some



ALFRED F. KUHN.

of Buffalo, N. Y., elected senior vice-commander of Seymour-Liscom, Camp 13, Spanish War Veterans, is floor manager of the Cahoon-Lyon Drug Company. He is a U. S. graduate, has been in business nineteen years, part of the time for himself. He served eleven months in the 202d New York Volunteers as hospital steward.

active and efficient regulation of the interstate traffic in habit-forming drugs, pointed out that even the proposed Mann Bill would be preferable to no regulation at all. He pointed out that the sale of habit-forming drugs should be confined to the proper channels and hedged in with as little hardship as possible. Registration he believes to be an evident possibility and offers the most readily applied or enforced method for control.

Dr. Motter expressed the opinion that the point made by Dr. Koher was of the utmost importance, regardless of the form of legislation that was advocated or adopted. Any law without a strong public opinion designed to insist on its enforcement, would be of but little avail. He pointed out that pharmacists, if they were themselves sufficiently desirous of complying with existing laws, or desirous of curtailing the sale of noxious drugs, could readily control the sale and the use of these drugs with little or no additional legislation.

The several papers were further discussed by Professor Kalusowski, Mr. Hilton, Dr. Keher and Mr. Hynson.

The third stated meeting will be held in the hall of George Washington University and will be devoted to a discussion of the need for the physiologic testing of drugs and medicinal products. The general subject will be discussed by Dr. M. G. Rosenau, Dr. Worth Hale, Dr. Albert C. Crawford and others. This subject is one that pharmacists should be interested in and the Washington Branch is being congratulated on the ability and attainment represented in the list of contributors to the success of its meetings.

## HELD FOR PRESCRIBING COCAINE TO "FRIENDS"

Physician and Brother in Baltimore Under \$1000 Bail for Grand Jury—Others Involved.

BALTIMORE, Jan. 30.—Cocaine came prominently to the front this week, resulting in the arrest of Dr. J. F. Lang, 933 West Fayette street, a physician, and Charles F. Lang, a druggist at 623 West Baltimore street. The former was charged with giving prescriptions, knowing that they were intended for use by habitués, and not in the ordinary course of medicine, while the latter was accused of filling the prescriptions written by his brother. Paul C. Hauser, 891 West Lafayette street, and Samuel Mansfield, Baltimore and Schroeder streets, pharmacists, also figured in the case, they having put up similar prescriptions.

The complainant was a detective of the city force, and the witnesses were Frank Harris and wife, notorious "dope" fiends, and several abandoned women. All testified that they had gone to Dr. Lang's office and asked for prescriptions for cocaine, telling him they used the drug and needed it. The attorney for the accused physician and his brother sought to make it appear that the prescriptions had been issued in the ordinary practice of medicine, and that no violation of the law was involved, but Justice Loden held them under bail in \$1000. The father of the accused became surty.

## Cocaine Easy to Purchase in Cincinnati.

CINCINNATI, Jan. 30.—As the result of a quiet but searching investigation which has been going on in Cincinnati for some time, Dr. Frank H. Frost, special agent of the Ohio State Board of Pharmacy, has filed informations against two Cincinnati druggists on the charge of selling cocaine without a prescription. The druggists are being closely watched pending arrest.

Two or three of the largest pharmaceutical concerns in Cincinnati are known to be under close observation, and the board officials expect to land some big game soon. It is said to be no more difficult to buy cocaine in Cincinnati than to buy a drink, and the illegal traffic in the drug is said to be on the increase. The informations filed are said to be against small concerns, but that the State officials hope, through prosecuting them, to uncover the sources of supply.

## Court Declares Indicted Kansas Pharmacist Insane.

GALENA, Kan., Feb. 1.—A. A. Jolly, a druggist of Baxter Springs, has been declared insane by Judge Ellis. He suffered with epilepsy for two years and a recent attack completely unbalanced his mind. He is being held under guard pending removal to an institution. Jolly was recently arrested on a charge of violating the State Liquor Law and would have been tried in March.

## OBITUARY.

### John Raboteau, of St. Louis.

St. Louis, Jan. 30.—John Raboteau, a member of the St. Louis C.P. Class of '75, and for thirty-nine years a druggist in this city, died unexpectedly at the Mullanphy Hospital recently. He was proprietor until recently of the big downtown store at Broadway and Lucas avenue, and only a few weeks ago incorporated his firm, including in the company several helpers who have long been associated with him, and leased a better corner at Broadway and Washington avenue, one block distant, at \$25,000 a year. It is said that overwork and attention to details in preparation for the new undertaking hastened his death, which followed an operation.

Mr. Raboteau was born in North Carolina fifty-three years ago, but moved to St. Louis while quite young and practically spent his life in that city. His father, a retired business man, lives in a suburb and a widow and young son also survive. Mr. Raboteau had been a semi-invalid for a number of years. For the last three years Mr. Raboteau has not been associated with the St. L.R.D.A., but observed its price schedules. It is said that James Gibson, who had been associated with Mr. Raboteau, will take up his work and carry the planned business to completion. Mr. Gibson was recently made a member of the firm, after being with the Raboteau store for thirty-five years.

### Tragic Ending of Druggists' Lives.

—ARTHUR SCHMIDT, formerly a drug clerk in Paducah, Ky., recently committed suicide at Mounds, Ill.

—JOHN J. WISE, drug manufacturer of Cleveland, Ohio, recently shot himself in the head and was taken to a hospital in a dying condition. Age and failing health were the causes.

—MAURICE S. INGALLS, JR., Halstead, Mass., was recently found dead in the bathroom of his home, suffocated by gas which had leaked from a heater. He was married only last October.

—FRANK McMILLEN, a Highland Park graduate, commander of a Knights of Pythias lodge and formerly a prominent druggist of Independence and New Hampton, Iowa, recently committed suicide with carbolic acid in Muscatine. His mind had become unbalanced through overstudy.

### Miss Alice R. Merrell, of Cincinnati.

CINCINNATI, Jan. 30.—Miss Alice R. Merrell, a daughter of the late A. S. Merrell, founder of the Merrell Chemical Company, Fifth and Pike streets, died recently at her home in Avendale, following an operation at Christ Hospital. A brother, A. H. Merrell, is in the drug business in Los Angeles, Cal. M. M. Fuller, of Indianapolis, is a nephew. Miss Merrell was well known and a universal favorite here.

### Obituary Notes.

—CHARLES BROWN, Salem, Ind., is dead.

—DR. JOHN WESLEY WADE, Denver, is dead, aged sixty-eight.

—MRS. CHARLES H. WIDELY, Troy, N. Y., is dead. Her husband, son and two daughters survive.

—HENRY JUNE, a popular druggist of Burlington, Iowa, is dead, aged forty. He was unmarried.

—DR. A. W. SEEROHM, Pomeroy, Ohio, is dead. His son, Charles, is well known to Cincinnati druggists.

—T. H. FISHER, of Columbia, S. C., recently passed away while on a trip to Cuba for the benefit of his health.

—FREDUS B. HOWE, well known in the Connecticut drug trade, died recently at Waterbury. He was born in 1833.

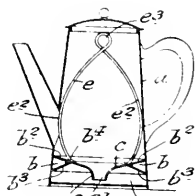
—B. F. P. BRIGHT, with the Oakman Drug Company, Spartanburg, S. C., is dead, aged forty-two. A widow and six children survive.

—JOHN KNOWLSON, who died recently in New York City, was well known in Utica, where he was formerly engaged in the drug trade.

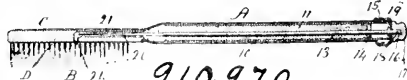
—ROBERT LAUTENBACH, who had been in business nearly all his life at Saratoga and Entaw streets, Baltimore, is dead, after a lingering illness.

—MRS. MINNIE CARR VARNUM, wife of Edward Varnum, druggist, of Jonesville, Mich., is dead from heart failure. She is survived by her husband, two sons and a daughter.

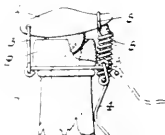
## PATENTS, TRADE MARKS, ETC.



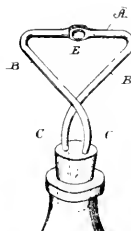
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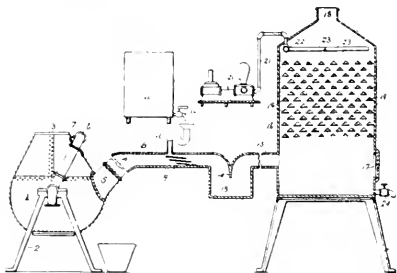
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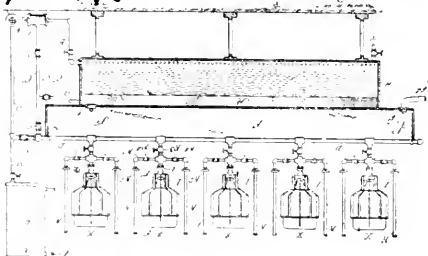
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910.982



910.882

## PATENTS.

Granted January 26, 1909.

910,490—Johannes Bock, Radeboul, near Dresden, Germany. Manufacture of large crystals.

910,498—Courland F. Carrier, Jr., Elmira, N. Y. Process of manufacturing chemical compounds.

910,530—Birger F. Halvorsen, Christiania, Norway, assignor to Norsk-Hydro-Elektrisk Kvaelfstofaktieselskab, Christiania, Norway. Method of absorbing oxides of nitrogen.

910,662—William T. Gibbs, Buckingham, Quebec. Process of making caustic alkalis.

910,686—John H. Hunter and William A. Palmer, Dublin, Ireland. Bottle and other vessel.

910,839—Eduard Münch, Ludwigshafen-on-the-Rhine, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation of Germany. Process of making thioindigo leuco compounds.

910,858—Friedrich Raschig, Ludwigshafen-on-the-Rhine, Germany. Production of hydrazin.

910,882—George Truesdell, Washington, D. C. Bottle-washing apparatus.

910,923—Chancey M. King, Derby, Conn. Cork extractor.

910,970—Auril M. Stryker, Chicago, Ill., assignor of one-half to George B. Haines, Chicago, Ill. Tooth brush.

910,978—Charles Weizmann, Rusholme, Manchester, England, assignor to The Clayton Aniline Company, Ltd., Clayton, England. Process of making isobornyl esters.

910,982—William H. Allen, Detroit, Mich. Process of forming metal salts.

910,988—Johan E. Fagerström, Husqvarna; Anders E. Johansson, Gisebo, and Göström Streiffert, Malmö, Sweden, assignors to Aktiebolaget Universaltilslutaren, Malmö, Sweden. Closing device for bottles or other vessels.

If you want anything use the ERA's Want Ads.

Copy of any PATENT or TRADE MARK, 10 cents.

Author of copyrighted work on Protective Trade Marks.

Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## TRADE MARKS.

Published January 26, 1909.

33,822—Chemische Fabrik Helfenberg, A. G. vorm. Eugen Dieterich, Helfenberg, Germany. Class 6. Laxative tablets.

37,061—Milford Chemical Company, Milford, Del. Class 6.

A preparation for the treatment of rheumatism, neuralgia, lumbago, grippé, Bright's disease, or kidney trouble and headache.

37,567—Rose Maston Crocker, Chicago, Ill. Class 6. A

tonic to be used in stock foods for animals.

38,525—Francis Alfred Rogers, London, England. Class 6.

A perfumed, non-poisonous, harmless and non-greasy insect

specific to prevent the bites of various insects.

38,749—John Wyeth & Bros., Inc., Philadelphia, Pa. Class

6. A laxative confection of phenolphthalein.

## New Window Glass Trust Assured.

COLUMBUS, O., Jan. 30.—After many months of negotiations it was announced recently that the organization of the Imperial Window Glass Company as a consolidation of independent glass manufacturers to put an end to ruinous competitive methods among the independents and to better cope with the so-called trust, the American Window Glass Company, had been practically completed, and it was expected that all the independents in the United States, including factories in California, West Virginia, Indiana, Ohio, Pennsylvania and New York, would be embraced in the merger. Headquarters of the new company probably will be in Pittsburg.

## Druggists Interested in Credit Association.

MILWAUKEE, Wis., Jan. 30.—Wholesale and retail druggists of this city attended in large numbers the recent annual meeting of the Milwaukee Association of Credit Men. The reports of the committee showed that the association has experienced a steady growth in membership. Officers were re-elected as follows: Harry Eisen, president; R. D. Barney, vice-president; H. M. Batlin, secretary; M. A. Grattinger, treasurer. William B. Strong, vice-president and treasurer of the Milwaukee Drug Company, was re-elected a member of the board of directors and chairman of the attendance committee.

### Modern Local Post Cards in Great Demand.

There is not a large city in the United States or in any country where there are not buildings of historic interest of which views of local, national or even international interest, are shown to the visitor only because of local pride. More than twenty-five years ago it dawned upon the people of Germany, Italy and France that they had a very large number of scenes, buildings and historic spots and that it would be a very wise thing to make them known to the world in an effective and economical way. After repeated efforts and experiments and an earnest desire to illustrate these different subjects in an original way the modern Post Card was evolved.

During the year 1908 the sale of these Modern Local Post Cards in the United States was larger than ever before and the orders given for delivery during 1909 will make the actual sales surpass those of any previous year. Many manufacturers who have advertised themselves as publishers of these Post Cards have spent large sums of money in their efforts to bring their cards to the attention of retail dealers, but usually orders have not been forthcoming without a large amount of correspondence or the visit of a traveling salesman. To economize in this direction William G. Frazer, Manager of the Post Card Department of the American News Company, New York City, has devised a plan that will cut off unnecessary correspondence and also the visits of salesmen, making it possible for the dealer to supply himself with cards which will please his customers and yet offer them a reasonable variety of good quality cards at a fair price. The company's advertisement contains full particulars regarding its proposition to the retail trade. If you will write Mr. Frazer you will receive by return mail all the necessary information condensed so that you will be able to place your order at once without asking a single question, and you will take absolutely no risk as to quality, price or delivery on time as agreed. The company will guard your photographs with jealous care and other cards will not be published from them under any circumstances. Write at once so that your cards can be delivered to you in time for your spring and summer trade.

### Half-Million Dollars for Advertising Diapiesin.

Pape, Thompson & Pape, of Cincinnati, Ohio, manufacturers of Pape's Diapiesin, announce that they are going to spend over half-million dollars this coming season in advertising. They state that every good daily, ten thousand county weekly newspapers, the standard magazines and also the street cars, will be full of Diapiesin advertising. By the demand that will thus be created they advise every retail druggist to



stock up on this article at once, and make arrangements with his jobber for a good supply and receive a discount. Each package has the formula plainly printed upon it and all the requirements of the Food and Drugs Act have been complied with. Any information, displays, etc., required will be gladly furnished upon application to Pape, Thompson & Pape, and mentioning the ERA.

### The Janus Vacuum Bottle.

The Janus Vacuum Bottle combines various features which make it a distinct improvement over all others. There is no plaster of paris or other adhesive used in its construction, which adds greatly to its strength. The glass part of the bottle rests upon a rubber cushion at the bottom of the case and fits into the latter so closely that there is no chance for vibration or strain. One of these bottles has actually been dropped upon a hard surface from a height of ten feet without breaking.

The Janus bottle carries a first-class guarantee, the unusual feature of which is that aside from the keeping of liquids at various temperatures for stated lengths of time, the bottle is

guaranteed against breakage for sixty days. The Janus Vacuum Bottle Company lays particular stress upon this clause, and stands ready to refund the purchase price or furnish new bottles. This vacuum bottle is a most convenient one to handle, as it causes very little trouble from breakage and can be taken apart should the glass part break through careless handling, a new part being easily inserted without necessitating return to the factory with its attendant delay and cost.

The Janus Vacuum Bottle Company has a large factory at 10 Beach street, New York City, its main office being at 652 Broadway. The manufacturers are fully protected against infringement, the bottle being made under U. S. Patents No. 889,092, issued June 8, 1909, and No. 129,480, issued September 1, 1908.

### Bohner's Patent Crushed Fruit Bowl.

Aside from the small vexations incident to the technical changes of an immaterial nature the Pure Food and Drugs Law has operated to the general benefit of all concerned. Indeed, none but the transgressor need fear its strictures. Now better conditions are ahead and not only must fountain supplies conform to recognized standards, but the service at fountains must be attended by protection from dust, insects, deteriorations, etc. The new order of things boosts the Bohner Patent Sanitary Crushed Fruit Bowl to the fore as one of the articles that fulfills requirements and makes service at the soda fountain a safe proposition instead of a risk. Order Bohner Bowls. If your dealer does not handle them, write to the Bohner Manufacturing Company, 42 State street, Chicago, Ill., for list, mentioning the ERA.

### The Opal Onyx Ice-Less Fountain.

"A real iceless fountain" is the claim put forth by the Marietta Manufacturing Company, Indianapolis, Ind., for its new invention, the "Opal Onyx Ice-Less Fountain," advertised in this issue of the ERA. This fountain embodies advanced and thoroughly practicable ideas of construction, the refrigeration being actually accomplished by means of cold dry air. The fountain is built of non-absorbing manufactured marble and onyx, making it absolutely sanitary. The Opal Onyx Ice-Less Fountain is in use in some of the largest stores in the country who are enthusiastic over the apparatus. Before obligating yourself to any other proposition, read the advertisement of the Marietta Manufacturing Company and learn all about the patent and claims made for this "Ice-Less Fountain."

### Castor Oil in Powdered Form.

A recent discovery that promises to be of great value to the medical profession is that of a process enabling oil to be put into powdered form. Practical use has already been made of this discovery by a German scientist who has succeeded in reducing castor oil to a tasteless powder, the new process making it possible, it is claimed, to eliminate the objectionable features of ordinary castor oil without interfering with its restorative virtues. Another advantage is that the powdered castor oil can be mixed with milk or other liquid and cereal food without being detected. In powdered form it is now sold in the United States under the name of "Castor Lax" by the Powdered Oil Company, New York, and may be obtained of all jobbers.

### The "Elite" Cloth Cleaning Pad.



The trade done by druggists in cleaning materials is worthy of greater attention. An article of this character which is claimed to instantly remove grease and food spots is the Elite Cloth Cleaning Pad. The manufacturers are B. L. Williams & Co., 132 Market street, Philadelphia, and the "Elite" may be obtained

of all jobbers or of the manufacturers direct. Read their advertisement in this issue of the ERA and learn full particulars.

The wise druggist smiles over the opinions of his friends and meditates upon the opinions of his enemies. The former are matters of sentiment, the latter are matters of fact.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

Supplement to The Era Druggists' Directory.

**ARKANSAS**—ASHDOWN—Model Drug Company has been succeeded by Leslie & Hudgens.

**CONNECTICUT**—DARIEN—Town Hall Pharmacy has been succeeded by Frank Zahn.

**KENT**—Frank Zahn has sold his store here to Thomas & Gidding.

**ILLINOIS**—BLOOMINGTON—Abram D. Loar & Co., 533 North Main street, has moved to 217 North Main street.

**Chicago**—Charles H. Westphal, 557 West Twenty-sixth street, has been succeeded by E. F. Jusajns.

**EDWARDSVILLE**—W. D. Harnist, it is reported, has formed a partnership with E. A. Delicate. Style of firm will be Harnist & Delicate.

**MAYWOOD**—K. Hummeland, 14 Nineteenth avenue, has been succeeded by Bennett & Jacobs.

**WAUKEGON**—C. W. Gilbert, 201 Genesee street, has been succeeded by the Central Drug Store, H. W. Henderson, manager.

**INDIANA**—MARION—L. L. Shull, 1102 South Washington street, has been succeeded by E. B. Kyle.

**IOWA**—BRADGATE—Graham & Butler; firm dissolved. William G. Butler will continue the business alone.

**BROOKLYN**—C. S. Rainsburg has sold an interest in his store to J. F. Dillsaver. Style of firm will be Rainsburg & Dillsaver.

**CHARLES CITY**—H. E. Brouillard has sold his store to his brother, Edward Brouillard, who will continue the business.

**EARLY**—J. M. Kelly Drug Company has been succeeded by Fuller-Carlton Drug Company.

**ELDORA**—Charles A. Swayze has been succeeded by Smith & Reed.

**MAPLETON**—Larrison Brothers, it is reported, has been succeeded by Burson & Babbe.

**THORNBURG**—Hamilton & Co. have been succeeded by J. W. Proctor.

**KANSAS**—LEAVENWORTH—S. M. Dotterer, 519 North Third street, has been succeeded by Fred Schroeder.

**TOPEKA**—H. C. Martin, 421 Holliday street, has moved his stock of drugs to 431 Holliday street.

**WICHITA**—Oxley Drug Company have opened a new store corner Washington and Douglass avenues.—Wilson Drug Company, 1147 South Lawrence street, has been succeeded by Fox Drug Company, Mr. Wilson selling his interest to J. Leslie Fox.

**KENTUCKY**—LATONIA—D. L. Ringo has been succeeded by Gibbons & Rucker.

**LOUISIANA**—COUSHATTA—C. E. Edgerton; store destroyed by fire.

**MARYLAND**—BALTIMORE—J. W. German, 2141 West Baltimore street, has been succeeded by M. E. Robinson.

**MICHIGAN**—DETROIT—E. A. Schwartz has opened a new drug store at 2558 Jefferson avenue.

**MANCHESTER**—Lynch & Co. have opened a new drug store here.

**MISSISSIPPI**—DUBANT—Howard Drug Company have opened a new drug store here.

**MISSOURI**—ST. LOUIS—Bader & Baum, St. Louis and Grand avenues; firm dissolved. Baum Drug Company will be the style of firm to continue the business.

**MONTANA**—MISSOULA—The Owl Drug Company's stock has been bought by the Skillman Drug Company and moved to Livingston, Mont.

**NEBRASKA**—ATKINSON—E. G. Schultz & Son have dissolved, E. G. Schultz selling his interest to his son, W. L. Schultz, who will continue the business.

**HUMBOLDT**—O. W. Cass has been succeeded by H. W. Howe.

**SPENCER**—Motherseed Pharmacy has been sold to J. N. Sturdevant.

**NEW HAMPSHIRE**—ANTRIM—William F. Dickey has been succeeded by Lane & Weeks.

**NEW JERSEY**—ATLANTIC CITY—R. C. Lang, Youngs Hotel, Boardwalk, it is reported, has been succeeded by Charles H. Jackson.

**JERSEY CITY**—Hawkins Drug Company, 140 Ocean avenue, incorporated with a capital stock of \$100,000.

**PATERSON**—Post & Dawson have opened a new drug store at 357 Clay street.

**NEW YORK**—BROOKLYN—Israel Berow has opened a new drug store at 4305 Thirteenth avenue.

**YONKERS**—M. Zoole has opened a new drug store in Saw Mill River road.

**NORTH CAROLINA**—KINGS MOUNTAIN—Mauney Drug Company is the style of the new drug store here.

**OHIO**—EAST LIVERPOOL—The Potters Drug Store is the style of the new drug store here.

**ELYRIA**—T. Parke Wooster; out of business.

**NEWARK**—C. T. Bricker, Main and Third streets, it is reported, has been succeeded by J. S. Linclan.

**ZANESVILLE**—J. Adam Sauer has opened a new drug store at 625 Main street.

**OREGON**—SALEM—F. G. Haas has been succeeded by Ringo & Graber.

**TOLEDO**—O. O. Krogstad has been succeeded by the Toledo Drug Company.

**PENNSYLVANIA**—BEAVER FALLS—Sutter & Burns is the style of the new drug store at 1310 Seventh avenue.

**GORDON**—Gregory Pharmacy has been succeeded by G. G. Hubler.

**NORRISTOWN**—John Gerhardt has opened a new drug store at 147 West Main street.

**POINT MARION**—F. B. Ogilvie has been succeeded by E. S. Tyler, formerly of Uniontown, Pa.

**PORT CARBON**—J. E. Gregory has bought the Bartholomew stock of drugs at Pottsville and will move it to this town and open a first-class drug store.

**TEXAS**—LAMPASAS—Burrell & Skagg have been succeeded by Cone Drug Company.

**LLANO**—Holden & Porter, proprietors of the Corner Drug Store, have dissolved partnership, and O. G. Porter has become sole owner.

**HALLETTSVILLE**—J. R. Lay has been succeeded by E. E. Hunt.

**VERMONT**—MONTPELIER—Rivers Brothers; out of business.

**WASHINGTON**—SEDR0 WOOLLEY—Holland Drug Company; store destroyed by fire.

**WEST VIRGINIA**—KEYSER—Wells & Furbee have opened new pharmacy here.

**WEITMER**—R. W. Larke has been succeeded by Harry E. Dietz.

**WISCONSIN**—GALESVILLE—Red Cross Pharmacy is the style of the new drug store here; O. S. Bergquist, M.D., proprietor.

**MADISON**—H. J. Stangel has opened a new pharmacy in State street.

**WATERLOO**—Old Family Drug Store has been succeeded by L. A. Towne & Son. Style of firm will remain the same.

## Partners Agree to Disagree.

**WASHINGTON, Jan. 30.**—In the District of Columbia Supreme Court, Monday, Edward Wehel filed suit against his partner, Benjamin T. Lanham, for dissolution of partnership and a receiver for their retail drug business, at East Capitol and Eleventh streets, northeast. The partners purchased the business from J. C. Haley for \$6000 in December, 1907. Business disagreement is given as cause for the litigation.

## Bowling Match Won in Three Straights.

**DETROIT, Jan. 30.**—Teams picked from Farrand, Williams & Clark and the Michigan Drug Company (Williams, Davis, Brooks & Hinman Sons) engaged in an exciting bowling match last week. The former team, under the leadership of Walter Macadam, captured all three games, the score standing as follows: F. W. & C., 791, 725 and 846; Michigan Drug Company, 740, 709 and 707. Ed. Knight led the opposition.

The druggist who boasts of "doing" his patrons, often gets "done up" by his creditors.

# THE DRUG MARKETS

## PROGRESS IN MARKET SAFE AND STRONG.

### Jobbing Quantities of Fairly Good Proportions Still Feature—Speculative Trading Lacking.

NEW YORK, Feb. 1.—The market for drugs and chemicals is moving along quietly with little of interest transpiring; and while the business in jobbing quantities is of fairly good proportions, the demand continues to be limited to actual requirements. The changes have been few and unimportant, but generally in the direction of firmness, and while progress made is steady but slow, it is along safe and very satisfactory lines.

OPUM.—The market keeps quiet but firm, and there is no disposition to shade prices. Advices from Smyrna state that during the month of December severe cold weather prevailed, which damaged the small poppy plants. The arrivals in Smyrna up to December 31 amount to 1978 cases, against 1328 cases for the same period last year, and in Constantinople 1768 cases, against 403 cases. For the week ending January 8, the arrivals in Smyrna were 1985 cases, against 1333 cases last year, and the total arrivals to January 29 were 2013 cases. The stock in Smyrna December 31 was 2345 cases, against 2055 cases last year, and in Constantinople 178 cases, against 206 cases last year.

QUININE SULPHATE.—At the auction sale of Java quinine in Batavia on January 27, about 140,000 ounces of quinine were sold at florins 10.70, which is the same unit as at the previous sale in December; and last Friday 1400 kilos were sold at Amsterdam at florins 10.87, against florins 11.00 at the previous sale. The manufacturers here have reduced quinine sulphate and bisulphate one cent per ounce in the different sizes. Minor salts have not been changed. There is a fairly good demand prevailing.

MESSINA ESSENCES.—The market for oils of bergamot, lemon and orange is still unsettled, and while lower prices are named in some quarters, all cheap lots have been taken out of the market by those who have faith in a higher market when the actual consuming demand sets in later on. Advices from correspondents in Messina state that the tremendous earthquake has destroyed large quantities of essential oils in the warehouses in Messina and Reggio, and it is impossible to give any quotations for future deliveries. From Palermo, correspondents write that the demand from all parts of the world continues to be most important, with buyers from London, Hamburg, Paris, Marseilles, Grasse, etc., actually swarming the market hunting for the cheapest parcels. There is no doubt that the situation in the producing districts is very serious, and the manufacture of the article can only be resumed on a very small scale, as a large part of the population is too much upset by what has happened to think of regular and steady work.

NORWEGIAN COD LIVER OIL.—A recent cablegram from Norway states that the weather has been very stormy and there has been no fishing, also that higher prices may be expected. The demand continues satisfactory.

VENICE TURPENTINE.—Primary markets are reported higher and with a very small stock in our market. The trade is short on both cases and stands, but imports now due will have a tendency to perhaps ease the market here.

JAPAN WAX.—Owing to large arrivals the market is easier and prices have been reduced one cent per pound for full cases. The competition in this article is exceedingly sharp, and at the ruling prices it is unprofitable to importers.

CASSIA FISTULA.—The market is now well supplied, due to recent arrivals, and all orders can now be executed promptly. The demand is good and prices are well maintained.

MANNA.—The stock of small flake is very scarce on the spot and holders are asking high prices. There are shipments of small and large flake on steamers now due which will probably have some easing effect on present conditions.

CANARY SEED.—The tone of the market is firmer in sympathy with corresponding conditions abroad and the outside quotation for not less than 25 bars is 2½¢ per pound.

ERBOR.—Under the influence of higher markets abroad this article is stronger and spot quotations for large quantities have been advanced to 30¢/31¢, for Russian, and 35¢/37¢.

for prime Spanish. The stock of the latter is reported small. Cables from Hamburg yesterday quoted a lay-down cost of 31¢, for Russian.

SODIUM BENZOATE.—In consequence of the decision regarding the use of this salt in preserved foodstuffs, manufacturers are looking for a considerable increase in the demand. The market is steady but with no advance in the quotations.

CITRIC ACID.—This article is less active, the recent urgent demand having apparently subsided. Manufacturers continue to quote 46¢/46½¢, as to style of package. Twenty-five barrels were recently sold at 45¢, by a speculative holder.

CACAO BUTTER.—Only a limited inquiry exists and the market is easier to the extent that wrapped fingers in 12-pound boxes are more readily obtainable to 34½¢ per pound, although in some quarters 35¢ is still the ruling inside figure.

## RIVAL PURE DRUG BILLS IN SOUTH DAKOTA.

Measure Fathored by the State Ph.A., Following the Federal Law, Opposed by Dairy Commissioner.

PIERRE, S. D., Feb. 1.—There appears to be an irreconcilable difference between Dairy and Food Commissioner Wheaton and the druggists, which is brought in issue in the two bills pending, H. B. No. 2, by Mr. Sasse, and H. B. 36, by Mr. Simonson. The bill introduced by Mr. Sasse follows the lines of the Federal law and was drawn under the auspices of the State Pharmaceutical Association. Its enforcement is vested in the State Board of Pharmacy.

The Sasse Bill makes the United States Pharmacopoeia, or National Formulary, as it exists at the time the investigation shall be made, the standard of judgment. Mr. Wheaton insists that this is not a proper test; that the Pharmacopoeia is made and controlled by the druggists, is liable to be changed at any time, so by changing the language of the Pharmacopoeia they would be able to virtually amend the law after it was enacted; and that the courts of some States have already held laws based on it to be fatally defective.

The Simonson (or Wheaton) Bill requires every article to be as pure as it purports to be, and requires the percentage of opium, cocaine, and a long list of other poisonous or deleterious ingredients, to be printed on the package in briefer caps. The drug men demur to this on the ground that it exposes their trade secrets and is unnecessary.

The druggists say the Wheaton Bill would drive the patent medicines either out of the State or give the trade to the mail order houses. The contest promises to be a spirited one.

## THE LABELING OF TURPENTINE.

If Marked "Not for Medicinal Use" It is Not Subject to Pure Drug Law.

WASHINGTON, Jan. 30.—The Board of Food and Drug Inspection, in reply to a number of letters received by the Department with reference to the proper labeling of the product generally known as "wood turpentine," etc., obtained by steam distilling or destructively distilling woods, has issued the following decision (No. 103):

Food Inspection Decision 58 recognizes that "products used in the arts and for technical purposes are not subject to the Food and Drugs Act \* \* \* when plainly marked so as to indicate that they are not to be employed for food or medicinal purposes."

It is held, therefore, that when wood turpentine is labeled "Not for Medicinal Use," etc., it is not subject to the Food and Drugs Act. When not so labeled it is in violation of Section 7 of the Food and Drugs Act unless labeled "wood" or "stump" turpentine. Articles labeled "turpentine," "spirits or turpentine," or "gum turpentine," etc., must comply with pharmacopoeial requirements; that is, they must be light oils of certain properties made by distilling the oleoresin of various species of Pinus. The word "wood" or "stump" should be in the same type and on the same background as the word "turpentine," thus being given equal prominence.

## Manufacturer Burned by Explosion of Chemicals.

CLEVELAND, O., Feb. 1.—A. L. Sausman, president of the Prescott Chemical Company, 4003 West Twenty-fifth street, was painfully burned about the face by an explosion which destroyed the plant recently. The loss is about \$5000.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, FEBRUARY 11, 1909

No. 6

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John.

Cable Address: "Era, New York."

Western Office:

Room 500, Dicker Building, 40 Dearborn, Chicago

Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

## Re Photographs for "Era Album"

### Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

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FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.

McMonagle & Rogers,

Ex-Pres. N. Y. State Phar. Assn.

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### Cabinet Photographs Only

The style of photograph we require is the so-called "Cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

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For Era Album

90 WILLIAM ST., NEW YORK.

## SHOULD HASTEN TO SETTLE THE TARIFF.

Tinkering with the tariff is always disturbing to business and this is especially true at this time. The country has fairly recovered from a serious financial depression only to confront the depressing effects of an agitation which in the end will probably fail to satisfy everybody. The Era is not concerned at this moment with the question of high or low tariff, for arguments can be advanced in favor of each, but we do protest against the delay of the law-makers at Washington in coming to some conclusion. No matter how they decide, or what they do, they will displease a great many people, but that is less serious than present conditions.

The steel mills are closing on account of lack of orders, the wage-earners throughout the country are being laid off and merchants are hesitating in placing their orders on account of doubt regarding future prices for commodities required in their business. The drug trade is much less disturbed than most others, but indirectly there will be the ultimate effect of the lesser earnings of the people. Congress should hasten to end this uncertainty.

## HOLDING THE JOBBERS RESPONSIBLE.

There is a lamentable disposition on the part of some of the retail druggists to blame the jobbers for all the ills of the trade. In the evolution which is apparently in progress competition in the retail drug world has become intense. A new element, the "chains" of stores, having large capital and an ability to obtain low prices for great quantities of goods, is reaching out for the business that has been done by the comparatively small druggists and the resulting rivalry is unquestionably a menace to many of the latter. In this dilemma there is only one thought in the minds of the worried merchants: "The jobbers did it; blame the jobbers."

This spirit ought to fade into thin ether. The fact is that the great chains of pharmacies form as much of a menace to the jobbers as they do to the retailers. They are dreaded by one element as much as by the other. It would be better to be fair. If the jobbers are in the wrong blame them, if you will; but do not censure them for what they cannot prevent. More good can be done by friendly harmony than by indulging in unsound crimination.

## PREPARING A NEW PHARMACY BILL.

The Conklin Pharmacy Bill, introduced in the New York Legislature, has so many unsatisfactory features and is so devoid of others necessary to real improvement in conditions that the pharmacists

have drafted an entirely new bill which will be submitted to Governor Hughes for his consideration. This new bill will comply with the Governor's known requirements, but it will also include the provisions of the Whitney-Wainwright act regulating the sale of poisons in this State. It will follow the lines of the Federal Pure Food and Drugs Law and is designed to be a comprehensive measure.

The Conklin plan of forcing the Board of Pharmacy to carry on its work without State aid, manifestly unfair if the board is to be a State institution, is eliminated. Penalties will be turned into the State treasury and the expenses of the board will be paid by the State in the usual manner. Other minor features of the Conklin Bill also are discarded. If the only object of the attack on the present board is real reform the bill drafted by the legislative committee of the New York State Pharmaceutical Association will meet all necessary requirements. This does not mean that the proposed change in the method of selecting board members will be any improvement. That also appears to be the view of many pharmacists, but they seem to think that there is a determination to enforce a new order of things regardless of consequences and some of them consider it futile to make a fight for their franchise in selecting board members.

#### REMEDY FOR THE CHICAGO CONGESTION.

Quite interesting is the discovery made by Dr. Fantus that in Chicago the corner drug stores are being supplanted by Greek fruit stores and are being moved to the middle of blocks. Corner stores have always been considered more desirable than those otherwise located, but in the case of drug stores it is questionable whether the extra charge for rent, or taxes, is worth the advantage derived from the obviously more desirable location. In Chicago, except in a few instances, it is probable that the druggists would be just as well off elsewhere as they would be on corners, but that may not apply in other cities.

In Chicago conditions are peculiar. There are too many drug stores in the city and the result is unsatisfactory to all but the more prosperous proprietors. Attempts have been made to show that the poor condition of the retail business in Chicago was due to the improved health of the inhabitants, but statistics do not bear out the theory. If some of the smaller, struggling druggists would seek locations in less filled fields times would be better for them and for the others still in the city. Why not try the ERA Want Ads.?

#### WHAT IT COST NOT TO READ THE ERA.

Occasionally there can be found a drug merchant who is not a subscriber to the ERA. One was discovered the other day who ought to serve as an object lesson to any others like himself. He was too busy to subscribe for and read the ERA, but he was not too busy to fill orders for goods for swindlers exposed by the ERA. One order was for about \$60 and the other about \$70. The swindlers got the goods, sold them and the merchant is out the \$130.

A \$2.50 year's subscription, or the purchase and

perusal of two single copies of the ERA at a total cost of twenty cents would have saved this merchant the \$130. While the merchant in this case is fairly successful, the question arises: how much greater would his success be if he subscribed to the drug trade journals and profited by what they print? The \$130 would have paid for several years' subscription to all of them and there would not be the unhappy feeling of being "stung" and "stung" hard.

#### PROGRESS OF PATENT LEGISLATION.

While the House Committee on Judiciary has favorably reported Representative Currier's bill creating a Court of Patent Appeals, it is doubtful if it will be pressed for passage at this session of Congress. Mr. Currier has introduced a bill, designed as a substitute for the Drug Patent Bill, which has been referred to the committee of which he is chairman, providing for reciprocity in the treatment of foreigners and American citizens applying for patents abroad and in the United States. The bill proposes to amend the revised statutes as follows:

"Section 4886. Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law and other due proceedings had, obtain a patent therefor; provided, however, that whenever a patent is issued to any citizen or subject of a foreign country it shall be subject with respect to its manufacture in this country to all the limitations, conditions and restrictions that are imposed by the patent laws of said foreign country, and the manufacture in this country of patents issued therein to citizens of the United States; provided further, this act shall not affect any patent heretofore granted."

While neither bill is likely to pass at this session, hearings will probably be held and the track cleared for action in the new Congress. It is probable that Chairman Currier's substitute will be reported in place of similar bills.

Passage by both branches of Congress of the bill prohibiting the importation of opium into this country except for medicinal purposes marks an important step in the war on narcotics and its enactment into law during the time of meeting of the International Opium Conference at Shanghai is especially significant for its moral effect. In Congress there is a disposition to go further in the suppression of the illicit use of narcotics and there are already suggestions of Government control of the manufacture and sale of these drugs. It is not unlikely that in the near future opium and cocaine will be subject to laws similar to those which control the disposition of alcoholic liquors and tobacco, but with greater restrictions and drastic penalties for unlawful use.

So the N.A.R.D. and the A.P.H.A. will not get together this year! Los Angeles is a beautiful city and those who are fortunate enough to be able to make the trip to the Pacific Coast will have one of the most enjoyable experiences of their lives. The proposition to hold a meeting of A.P.H.A. members residing in the East at Atlantic City during the A.M.A. convention will appeal strongly to Eastern members who are unable to go to Los Angeles and ought not in any way to interfere with the attendance at the latter city. No doubt quite a number of members will arrange to be present at both places.

There are salesmen who never seem to realize that salesmen can talk too much. Many a customer has been talked into a sale and out of it again. I have known salesmen who have talked clear up to the mountain top, and, instead of closing



up the sale when they got to the crest, they talked over the peak and down the other side, and they could not figure out why they didn't sell their goods.

A big buyer in a certain line of goods once told me that on one occasion he was ready to sign a contract, and actually had a pen in his fingers, but was prevented by the endless argument of the salesman, who did not perceive that his point was won and that action, not talk, was his duty. There is such a thing as having one's appetite spoiled by a trifle, with the food untouched before us. The salesman had talked too long.—*The Sample Case.*

The fad of American actresses in having their teeth jeweled instead of being a new idea is, according to E. P. Gaston, a lecturer at the Royal Geographical Society in England, a revival of the practice of countless ages in the past. The fad of jeweling teeth was popular among Central American women thousands of years ago. In the ancient burying grounds skulls have been found with jadites skillfully set into the enamel of the teeth.

Otto Stein, one of the best-known druggists in the Middle-West, was born in Stuttgart, Germany, September 18, 1852. After a thorough course in the schools of that city, he entered the great wholesale drug house of Fridr. Jobst, which house had connections throughout the entire world, with branch houses in Coblenz, Germany, and Milan, Italy. The house also operated the Fenerbach quinine factory, under the superintendency of the famous Dr. Hesse, and all leading pharmacists are familiar with his work in collaboration with Julius Jobst. The house was later combined with that of Heinrich Zimmer, of Frankfurt-on-the-Main, the title of the combination being *Die Vereinigte Chinin Fabriken*.

In those days, and with employers of the caliber of F. Jobst, students were not paid for their services, but bought their education with the work of their hands and brains. In the case of Otto Stein, he was apprenticed for the regular four years, without pay, and his parents were obliged to sign a bond in the sum of five hundred dollars as security that their son would be faithful in the performance of his duties.

The wholesale drug house of F. Jobst was built on the old lines. The firm was a heavy importer and dealt with all quarters of the globe, and consequently Mr. Stein, the young student, was in close touch and became perfectly familiar with huge seroons of Peruvian bark, aloes in skins and gourd, and a hundred forms of local packages which are now looked upon as real curiosities. Jobst was a heavy buyer at the London auctions, and always in original packages—camphor in "dells," metallic bismuth, antimony and zinc in the "regulus," cornu cervi, and many other things which the modern pharmacist knows only as antiques, if at all.

The goal of Mr. Stein was not, however, the special education of the chemist, but the more general one of the wholesale druggist as a merchant, and that he was faithful in his performance of the duties assigned him is pretty well evidenced by the fact that he completed his apprenticeship; for in those days laziness on the part of apprentices was never condoned, the lax one being held to a strict account, while the employer demanded his "pound of flesh." During his apprenticeship, Mr. Stein served in every department of the business and made the most of his opportunities.

In 1871 he went to Cincinnati and at once became identified with the firm of Vogeler, Wagner & Co., then doing business at Sixth and Main streets. As a matter of course, Mr. Stein found things quite different in this country and Cincinnati ways of doing business were not those of Stuttgart. There was more to be learned—if not in a scientific sense, there was in a commercial, and in his new position Mr. Stein put in his time to such good purpose that in 1878, when Mr. Wagner withdrew from the firm, a new firm was organized as F. Vog-

eler & Co., with Otto Stein as the "company." This firm continued in business until 1888, when Fred Vogeler withdrew, and the house of The Stein-Vogeler Drug Company was organized and incorporated with Otto Stein as president and general manager.

The business, under the new regime, grew rapidly and the firm name endured until 1901, when Mr. Stein withdrew from active business and indulged in a few months rest. As a matter of course, to an active nature like that of Otto Stein, more idleness is not rest, and in March, 1902, a new corporation entered the drug world under the title of The Stein-Gray Drug Company, with Otto Stein as president and general manager.

The success of The Stein-Gray Drug Company is a matter of history, and the subject of this brief sketch has earned for himself a place among the captains of industry in the wholesale drug business; the house being known from one end of the territory to the other, in spite of the fact that the commercial territory covered by its representatives is restricted to some extent by competition and natural conditions of trade.

Personally, Mr. Stein is a man of strong traits and his likes and dislikes are correspondingly strong. One who has known him for many years says that the cardinal sin in his calendar is unswiftness, and that the surest way to win his favor and confidence is to deserve it by being square; while his numerous employees say that those who do their duty are never "called on the carpet."

All men of positive character have their pet recreations, and Mr. Stein's are music and literature of the highest class. Mr. Stein and his family, which includes two interesting and charming daughters, never let an opportunity go by to attend musical or literary treats, and when there is anything of real merit being put on at Music Hall or at the theaters he and his family are sure to be present.

Mr. Stein is passionately fond of his family and home, and spends a large proportion of his evenings there. He is looked upon as one of the city's most solid business men, and on all sides he is honored and respected as such. While he has a business acquaintance with thousands he has never permitted himself to have more than a few "friends," and these friends, who know him as he really is, say they prize his friendship almost above all other earthly things, because he knows how to be a real friend in return.

The second shop for the sale of camel meat for food has been opened in the Rue Saint-Lazare, Paris. The first was established in the Rue Montmartre some time ago and met with such great success that a rival has arisen. The new shop is making a specialty of dromedary meat, and there has been quite a reduction in prices as a result of the competition. A nice dromedary steak can be had for one franc, and if you are content with a bit of the hump you can get it for a few centimes.

As our interest in the history of medicine and particularly the development of surgical practice grows, we find the so-called barber surgeon an increasingly entertaining figure. An interesting account of the barber surgeon's place in medicine has recently been given in Munford's volume of biographical essays, entitled "Surgical Memoirs and Other Essays," and our attention is again called to the matter by comments in the *Lancet* on speeches made at the six-centenary dinner of the Worshipful Company of Barbers. On this occasion the discussion turned upon the question as to whether historical evidence showed the physician or the surgeon to be the senior practitioner. In Hippocratic days no sharp distinction was drawn between medical and surgical practitioners. Then, as in fact, ever since, the physician did much surgery, but even at that remote period certain operations were considered below the dignity of the physician, forestalling the curiously degraded position which surgery found itself in during the Middle Ages. In the Oath of Hippocrates lithotomy was not



OTTO STEIN,  
of Cincinnati.

to be performed by a physician. Why this restriction was made is not clear, but very possibly specialism was even then developed to such a point that this operation was wisely left in the hands of the surgeon. Before the Norman Conquest surgery played a small part in English medicine. What was done was carried out either by priests or barbers. Bleeding was then popular and it is probable that the possession of razors made the barbers natural operators in the field. It may not be generally known that the barber poles still in existence represent the staff held by the patient to bring the veins into prominence; the white spiral represents the bandage used to increase the amount of blood in the arm, and secondarily, as a dressing for the wound. If we are to consider the barber surgeon as the earliest representative of surgical art, which no doubt is open to many historical objections, surgery must be regarded as an outgrowth of its older sister, medicine. On the other hand, our contemporary, we think, correctly maintains that whatever evidence we have from classical sources is rather in favor of the seniority of surgery, inasmuch as in classical writings injuries are spoken of before the treatment of conditions which we should not call medical. In view of the activities of ancient peoples in war, it would certainly be natural that the care of wounds and injuries be given first place in their medical practice (*Boston Surg. and Med. Journ.*).

In an article on the danger of long hours in druggists' shops *Hygienische Zeitschrift* says that during the four years ending July, 1907, thirteen dispensing assistants in Germany drug stores committed suicide and seven others attempted, but failed, to kill themselves.

The absent minded man didn't look up from his paper when the conductor came around, says the *Chicago Inter Ocean*. He just felt in his side pocket for his ticket and handed the ticket to the conductor. The ticket, however, was a theater coupon.

"Here," spoke up the conductor rather sharply, "this don't go. Come on with the right one."

The absent minded man glanced down over the top of his paper at the coupon.

"Well," he answered, "that's the coupon off the ticket the man gave me, and I purpose to occupy this seat right through all three acts. You can just—"

Then he came out of the fog, and with a sheepish look fished out the car ticket.

A postal card which was mailed in Ireland more than three years ago by Prof. George C. Sonn, now dead, was received in Newark, N. J., recently at the pharmacy of former Assemblyman John Brenzic, a member of the Board of Education. The card was found in the public yard of the post-office at Belfast on January 16 last and was forwarded to Mr. Brenzic. It was dated September 1, 1905. Professor Sonn was instructor in chemistry and physics at the Newark High School. He died May 10, 1906.

Mr. Brenzic was putting up a prescription at his drug store at 250 Springfield avenue when a letter carrier handed the card to his daughter, who also is a pharmacist. She manifested surprise at the receipt of the message from the dead teacher, and told her father she had a postal card from her former professor. Mr. Brenzic had attended the funeral of the professor and saw his body lowered into the grave. He was mystified until he read the few words written on the side of the missive by the Belfast postmaster, which explained that the card was found in the post-office yard.

A tip for the druggist who intends to plant a garden in his yard in the springtime:

Fenceman—Your garden is dug up to perfection. How did you ever get that boy to do it?

Gardner—I gave him a fishing rod and told him the garden was full of angle worms.

Advertising, broadly speaking, may be divided into two main purposes: to give information and to make personal appeal to prospective customers.

Informative advertising is the oldest, best known and most widely used branch of advertising. It is well defined by the term general publicity. It talks to the intelligence, to the reason. It makes every one know about the advertiser. It

makes people think and talk about him. If your customers, actual and possible, know all you know about your goods, it would not be necessary for you to advertise. But the people have their own occupations to learn; they don't know yours.

If you advertise on the assumption that you can take most of it for granted, you are making a mistake. Make everything clear as you go along. Write from the reader's standpoint; if you can, put yourself in his place. Have something to say about your goods every day and never assume that people know anything except the most fundamental things. Correct, forceful English is essential in an advertisement, but it can never make up for a lack of full and intimate knowledge of the matter to be advertised.

Roast 'possum served with thick gravy and sweet potatoes, "a la Taft," has sprung into some popularity in Boston since the President-elect ate his now famous 'possum dinner at Atlanta. One Boston hotel manager, quoted by the *Herald*, thinks the fad won't last long. He says: "I doubt if roast 'possum ever becomes very popular in Boston. May be in New York, but Boston is different. Roast 'possum has a lot of fat. We have served raccoon, which is about the same as 'possum, to an organization of New Hampshire newspaper men known as the 'Coon Club.' But we notice that they eat very little of it. We always have orders to have beef and turkey, so that they can fill. The raccoons are more of an ornament. That's why I don't think 'possum would suit the popular taste."

"Sometimes I 'spicious," said Uncle Eben, "dat de onlies' man dat really an' truly loves work is de one dat's birin' somebody else to do it."—*Washington Star*.

Frank W. Fluck, president of the Philadelphia Association of Retail Druggists, is an earnest advocate of the present propaganda movement and has been one of the staunchest supporters of all movement for bringing together the pharmacists and physicians of the Quaker City. He is heartily in favor of the proposition to have the P.A.R.D. hold a mass meeting and banquet at which the members of the association from all over the city should play the hosts to as many physicians as they might desire to invite. The banquet to be followed by addresses by prominent representatives from both professions. The good results of the recent meeting of this character held by the pharmacists north of Girard avenue, at which 400 were present, it is declared, have been felt all over the city and Mr. Fluck's plan is being heartily endorsed by his fellow pharmacists.

The February *Century* publishes, for the first time, twenty-two letters—the property of William H. Lambert—written at intervals during the years 1856-1860, to Lyman Trumbull, United States Senator from Illinois. In one of these letters, written just after his nomination to the Presidency, Lincoln said:

"Remembering that Peter denied his Lord with an oath, after most solemnly protesting that he never would, I will not swear I will make no commitments; but I do think I will not."

"How is your son James getting on at college, Mr. Boggs?" asked the Parson.

"Fine," said Boggs. "He's getting more business-like every day."

"I am glad to hear that," said the Clergyman. "How does the lad show it?"

"Well," said Boggs, "when he first went up and wanted money, he used to write asking for it. Now he draws on me at sight."—*February Lippincott's*.

Eye photography—which will be of great importance in diagnosing tuberculosis and other diseases—has been made nearly perfect by Dr. F. Dimmer, of Graz, who has overcome technical difficulties and obtained clear and valuable photographs of the back of the eye with extremely short exposures. It is claimed for these photographs, which can be enlarged to three inches diameter without much loss of detail, that they afford a new means of diagnosis of tuberculosis and other diseases more certain and rapid than any other.

The druggist who never takes a chance never has a chance to take in much—or anybody.

## Seasonable Remedy is Shown This Week in Prize Window in Era Contest.



J. Earl Taylor, of the drug firm of Dr. J. A. Taylor, Griddle, Ill., is a winner this week of the \$5 in the ERA Competition for the best photograph of a retail druggist's show window, or any display of goods in a drug store. The "Gold Cure" window is self-explanatory; it will be noticed that it is quite an effective exhibit of the articles which are displayed.

The full scope of the ERA'S Cash Prize Competition is given on advertising page 38 of this issue. The competition is open to everybody who may desire to compete, without charge or consideration. Every druggist should read the offer.

## Preparations of Booklets.

### Stitching or Stapling.

Every druggist realizes that if he and his help possessed the knowledge and appliances necessary there are odd moments when he, his clerks and the boy might do many things which he now pays others to do.

In the preparation of advertising booklets one of the most expensive items is the stitching or stapling. The average printer declares that he makes no profit on this work and is glad to leave it to other hands. With a seventy-five cent staple press, such as may be purchased at any well-equipped stationery store, any one in the drug store may staple booklets and thus largely reduce their cost. Have the printer do the press work and cutting, as usual. The leaves will then be delivered to the druggist in bundles, each bundle containing pages of the same number. Whoever is to do the stapling should arrange these bundles upon a table or counter in such order that by taking one slip from each pile in succession he will assemble a booklet with pages in proper order. Common sense supplies all the necessary instruction for the stapling itself. Two things, however, should never be forgotten: Have the leaves properly squared and then hold them tightly in position while the staple is being driven.

Some of the most novel and attractive forms of booklets

need only one staple. All single-staple booklets should be cut so that each leaf (two pages) is a separate sheet of paper. There should be no folds. An advantageous size, one that may be quickly rolled around a bottle before wrapping, laid flat within a package, or slipped into a tooth brush envelope, has a leaf measuring 2x6 inches. The printing is done across the narrow dimensions of the paper, and when assembled the booklet is fastened with one staple in the center of the top edge of the leaves. This booklet is well adapted for the advertisement of the druggist's own complexion, tooth and hair specialties, and the various brushes and other appliances used upon the face, teeth and hair. The booklet may be entitled "Head Harmony."

### Don't Forget Name and Address.

The cover leaves should differ in tint or texture from the inside pages. The title should appear at the top of the front cover page. Midway have a stock cut of a beautiful woman's head and at the bottom, the name and address of the advertiser. The last cover page should hold a condensed price list of the preparations mentioned within and a repetition of the advertiser's name and address. Each page should be primarily used to advertise some one specialty, but in connection therewith advertise the brushes or other appliances which may be used with the preparation. In addition to the price list on the back cover, prices should always be mentioned in the advertisements. In the printing of top-fastened booklets, such

as this, be sure that the printer gets the make-up so that the top of the second page backs the bottom of the first page, and so on.

### Novel Form Booklet.

Another novel booklet is four inches square with the type set so that the lines run from corner to corner, instead of from side to side. This naturally costs more for type-setting, but the novelty makes it worth its cost. This is bound with one staple set in the corner which forms the top of the page. This booklet is well adapted for advertising one or more of the druggist's own preparations for internal administration and may be entitled "A tight corner on health."

In the make-up place the pages in the same order as the "Head harmony" booklet. Booklets of this form are best suited to solid composition and the reading matter, within itself, must be of sufficient interest to carry the reader. Neat illumination may be secured by commencing and ending each page with an ornamental capital letter, thus giving two corner ornaments to the page.

By binding with a single eyelet instead of a staple, printing on one side of the leaves only and using a heavy cover stock, the pages may be turned upon the pivot which the eyelet forms, instead of being turned upward for perusal.

### "Our Round Table."

This booklet is unique because its perusal discloses the unexpected. The leaves are cut in circles and may be from three to five inches in diameter. In preparation of the copy for this booklet the druggist should first learn the diameters of the circular dies which his printer may have for cutting paper round. The type may be set in a circular form to comply with the shape of the leaf, or in a square of proper proportions to go within the circular leaf. Now, in fastening this booklet with one staple, ninety-nine people out of a hundred would so arrange the leaves that the staple would come at the top of the pages. The man who made up the booklet from which this idea is taken was different from the ninety-nine. He had the leaves gathered haphazard or in intentional disorder, and through them the staple was driven near any part of the edge that might be closest at hand. As a result, the person perusing the booklet found the staple at the top of one page, to the right of another, in the corner of the next, and so on. In this arrangement, every time a leaf was lifted the booklet had to be turned to read the next page. This brings to mind a good old definition of originality: "Think of how everyone else would do the work, and then do it some other way."

The booklet referred to had printed on the front cover page "Our round table." This title was in the center, with each word forming a line and one word above another. The back cover page was like that of the front, except that the lettering read "Your dining table." The interior of the booklet was given up entirely to advertising slices, flavoring extracts, baking powder, olive oil and such other articles of the druggist's merchandise as might be used in the preparation of food.

### Tied and Stitched Booklets.

The druggist is not advised to attempt the home stapling of folded booklets; that is, booklets in which four pages are printed on one leaf and that leaf folded between the pages. A booklet of this nature that is not more than four inches long may be held with one staple driven in the center of the fold. But the difficulty lies in keeping the sheets squared while the staples are driven. The difficulty increases with the size of booklet and number of staples. Generally, the printer trims the edges of such booklets after they are stapled.

If the booklet has a folded card cover of fairly stiff stock it may be tied with thread, twine or silk, by merely passing the tying material through the center, folding, then passing the thread over the back and fastening at the edge with a tight knot. Unless there is a stiff cover it is difficult to tie tight enough to keep the leaves from slipping from beneath the thread. For such tying, silk floss is the best material to use.

### One Perforation Stitch and Tie.

The best home-work method of fastening a folded booklet is as follows: Use linen thread or silk floss with needle. After the booklet is assembled and folded, hold it in the left hand with the cover up, the fingers being inside the center and the thumb pressed against the middle of the fold on the outside of the cover. Force the needle through from the inside so

that it comes through the center of the fold close to the thumb. Pass the floss or thread over the thumb and then pass the needle back through the perforation it has just made. This leaves a loop of thread over the thumb. Withdraw the thumb gently. Cut the thread so that there are two ends extending from the perforation inside the book, each end being a trifle longer than the length of the book. Pass these ends in opposite directions along the inside of the book, over the edges, and along the outside of the cover until they meet at the loop. Pass one of the ends of the thread through the loop, hold it firmly, and draw on the other end until the loop is drawn within the book. Now tie the ends in a fast knot immediately over the needle perforation through which the loop has been drawn. A booklet thus fastened is elegant in appearance, and while the leaves are permanently held in place, the thread allows enough movement to prevent any rigid irregularity of the edges.

### Cover Stock.

In the majority of cases it is well worth the additional expense to bind booklets in regular cover stock. Whether it should be cover paper or card stock depends upon the size and uses of the booklet. One druggist who is a regular user of booklets always has them bound in cover stock of the same surface, although the weights may vary. It has a light blue, marbled finish. Upon the back and front cover surfaces he has his name printed in very large letters, running diagonally from corner to corner. This is in blue ink only a shade darker than the color of the cover. Over this is placed whatever printing the nature of the contents may be, by following little what the nature of the contents may be, by following this uniform style the cover of each booklet becomes, in itself, a trade-marked advertisement.

## ALUMNI BALL A SUCCESS, AS USUAL.

Over One Hundred Couples Present Before Midnight.  
Dancing Continued Until 4 A. M.

Although the weather was somewhat stormy, the fourteenth annual ball of the Alumni Association of the New York College of Pharmacy, held on February 3, in the Madison Square Garden Concert Hall was among the most successful events given by the association for some time. Over sixty-five couples were in line when the grand march was called at 10:30, and an hour later more than 100 couples were on the floor.

The grand march was led by President Hieronimus A. Herold and Miss Marguerite Urban. Music was furnished by Crowley's Eighth Regiment Band and each of the two parts of the program consisted of twelve numbers.

Several of the classes and "frats" had arranged booths in the gallery, trimmed with the Columbia colors, blue and white, which predominated in all the decorations. Class yellows were a feature between the numbers on the program.

Dancing was continued until 4 A. M. when Auld Lang Syne was rendered from the balcony by a number of students who finished on the program. The committee in charge was composed of the following members: William H. Ward, chairman; Harry B. Ferguson, treasurer; Frederick A. Leslie, secretary. Thomas M. Davies, George C. Diekmann, William H. Elbitt, Charles S. Erb, Adolph Henning, Hieronimus A. Herold, William A. Holburg, Jr., Nelson S. Kirk, Eugene F. Lohr, Frank N. Pond, Anton Vorisek, Curt P. Wimmer.

### Coming Meetings of State Associations.

Massachusetts State Pharm. A. met in semi-annual session at Worcester at 11 a. m. Wednesday, February 10. Sixth-class licenses and recommendations of the Board of Pharmacy were among the important matters considered.

Indiana Ph.A. will meet in annual session this year at French Lick Springs, June 22-24.

Pennsylvania State Ph.A. will meet June 22 to 24 at the Bedford Springs Hotel, Bedford Springs, Pa.

### Phi Chi Meets at Chicago in March.

Irving H. Robitshchek, grand president of the Phi Chi Fraternity, has issued a notification that the next national council will be held in Chicago on March 4-6, at the Phi Chi Lodge, 398 East Superior street. Communications sent before March 1 to Mr. Robitshchek should be addressed to 1600 Ninth avenue, South Minneapolis, Minn.

# Capital, Ingenuity and Forethought.

By Emma Gary Wallace.

Madam Apothecary eyed the second new silent salesman now placed in her charge, as if she expected to gather some suggestion for its best use from its own transparent sides.

She walked several times up and down the length of the store and then sat down and began to figure. The Apothecary came and looked over her shoulder.

"You see," Madam explained, "I have estimated that there are at least three thousand people in our neighborhood who could conveniently buy their soap of us, and that each person, in order to be reasonably clean, ought to use about three pounds of soap a year.

It would require nine thousand pounds of soap to supply these possible customers and members of their families for whom they would naturally buy. We cannot expect to get all that trade, but as a matter of actual fact, how much of it do we get?"

The Apothecary shrugged his shoulders.

"I have looked up our soap sales of last year, and while I cannot get at the amount in pounds, I can get at it approximately in dollars and cents, and the humiliating truth confronts us that our soap sales were paltry—insignificant, in comparison with what they ought to have been. Our actual cash profit on that line of goods is far and away below what it has any business to be. By being alive to the possibilities we ought to gain and hold at least one-third of the surrounding trade in soap. Either the populace at present is not using the amount of this product it ought to use, or we are not getting our legitimate share of its patronage. If that is the case it is our own fault. Soap is good stock, as we sell it, shrinkage in weight does not count, and there is a steady demand for it every season of the year. It is easy to handle and ought to yield a fair profit."

Madam examined her calendar, and discovered with pleasure, that Easter with its increased opportunities for business was still some weeks away. That was good, for having decided that she would take the soap business under her patronage, she determined that one of the Easter displays should be soap. She wanted time, and there was none to be lost.

Correspondence was held with several firms and the contract finally given to a well-known and thoroughly reliable house to manufacture a quantity of extra fine toilet soap, of which the Apothecary was to control the dies and brand. Each cake was to bear the name "Bourbon Lily Soap," and the Apothecary's name and city. The cakes were to be specially shaped to fit the hand, the stock was to be first class in every way and the box-package refined and attractive. The margin of profit was satisfactory. This was to be a high grade special and so one thousand miniature cakes of the same were provided for sampling good "prospects." These samples were to be directly given or wrapped in the parcels of possible purchasers.

For a medium priced soap, another product was contracted for, which was of good quality, but less expensively molded and wrapped. It was to bear the more descriptive name of "Violet Oatmeal." There were no samples, but the price was decidedly appealing.

The third part of this order caused Madam considerable thought. It consisted of the cutest, little yellow soap chickens in gift boxes, the shape and decoration of which suggested a small coop; and another soap novelty in the form of a round box which held a nest made of a cleverly folded wash cloth, in which reposed three soap eggs, marked and colored in excellent imitation of various birds' eggs. On the covers of these boxes appeared the lines.

*I send to you, oh friend of mine,*

*A gift of Easter meaning;*

*Do not, I beg, these eggs decline,*

*They're fresh I know—and cleaning.*

For a little more expensive gift, a small order was placed for slightly-oval celluloid soap boxes, containing the same nest and eggs.

A moderate assortment of well-known soaps was purchased, and also a supply of what Madam was pleased to call Borderland goods, because they were on the dividing line between toilet and laundry, and were widely advertised for both uses.

Here Madam paused in her preparations, and consulted the Apothecary, for when it came right down to a question of the eternal fitness of things, Madam relied on his clear-sighted judgment. In her Southward travels, she had come across a splendid laundry product manufactured by a large soap and perfumery house, and which she declared to be the best and most economical piece of goods of that kind she had ever seen. Diligent inquiry at small and large retail groceries in her own and neighboring towns had failed to locate it. She had even requested her grocer to stock it, but he had never done so. As the Apothecary carried a small stock of toilet waters and toilet soaps of that very house, she advised adding that laundry soap to their line.

He could see no reasonable objection to placing this one brand in stock, as it seemed to be Madam's discovery, as it were, and as she had such faith in its quality. He, however, advised against further stocking of this class of goods, at present, as it might lead into deep waters.

Shaving soaps and creams, special hand-cleaners put up in glass containers for the use of near-by factory workers, bath bags, and other salable products of a soapy nature completed this part of the preparatory work.

Madam's next thought was her window. It must be attractive, suggest needed supplies, be artistic and suitable for this season, and it must not cost too much. She had an idea that had been gradually shaping itself in her busy brain for days. She first provided herself with a quantity of different shades of violet colored, leaf-green, and white, plain tissue paper, wire, and a few other necessities, including a small pamphlet book of Dennison's on paper flower making. Next, she wrote out a dozen invitations to as many of her younger friends, which somewhat enigmatically ran in this wise:

.....  
: You are cordially invited to attend, at eight :  
: o'clock on the evening of Wednesday, the twenty- :  
: third, A violet bee, at the home of Madam :  
: Apothecary. What is this? Please come and see! :  
: We'll have a flowery time—your scissors bring :  
: Also your gayest mood—it's the very thing. :  
: .....\*

There was no little speculation and gay badinage over the telephone between the invited guests and Madam, but she refused to disclose her plans, and when the evening came Madam's big front parlor was full of light and laughter and happy faces. They were all special friends of whom she felt free to ask this pleasant service.

She explained that she had a "heap" of violets to make for her Easter decorations, and she thought that instead of working all alone at them, it would be fun to have an old-fashioned bee, such as they used to have in apple-paring and husking times, and like the quilting party at the renowned Aunt Dinah's, and from which the fair Nellie never seemed to quite reach home. A few easy directions for making tissue paper lilies and violets were explained and demonstrated, and in half an hour the flower garden began to bloom riotously.

The gaiety of the occasion was contagious, and many declared themselves the debtors for an opportunity to learn so simple and so fascinating an art. At ten o'clock Madam announced that the supply of "cut flowers" was entirely sufficient, and the company crowded around the table to see the great mass of purple and lavender beauties, and exclamations of delight were numerous over the productions of the lily squad.

Many hands had made light work, and a vivacious college sophomore expressed it as her firm conviction that the flowers were sufficiently natural to deceive the most discerning honey bee. There was a prompt call for a few remarks on either zoology or botany, and amid much laughter the young lady departed to assist Madam to serve the light refreshments which announced themselves by a deliciously appetizing odor.

Some music followed, then came a short period of sociability and the evening was almost over, almost, but not quite, for each helper-guest was presented with a box of Bourbon



Lily Soap, and either a soap chicken or a box of soap eggs, as a souvenir of the evening.

Their delight over these gifts was later evinced by the great numbers of their friends who had seen their novelties and came to procure some also.

Madam banked the back of the window solid with violets and sprays of living green, and placed stately clusters of lilies at each end. The base of the window was covered with a soft, dull grey-green crepe paper. Not the rank shade so often selected which kills everything near it.

The Bourbon Lily Soap in boxes and singles, the Violet Oatmeal leader, and the novelties appropriately arranged made a display of simplicity and beauty. The price of everything was indicated by the use of the neat price-cards and card holders to be had for that purpose.

The Saturday morning the curtain went up on the soap window a number of small boys left an Easter Announcement in the homes of about three thousand people. These announcements were dignified and business-like. They called attention to the fine line of toilet articles, perfumes, and especially the soaps that had been secured for the Easter trade. Special notice was given to the prescription department.

On the Monday night following, the Apothecary looked gloomily out of the window.

"You have made a mistake!" he announced.

"How so?" demanded Madam with asperity.

"Why, in the size of your orders, at this rate we shall be sold out of our soaps, slick and clean, long before Easter. I suppose it is too late to order any more of those special goods now."

Madam laughed, one of those inimitable, rippling silvery laughs.

"Why, you dear old goosie," she said with a contradictory pat of approval. "I got that tip the night of the violet bee, when I saw how perfectly delighted the girls were over their gifts. I feared a shortage in the market myself, so I sent in a supplementary order by Special Delivery. You were so busy with those assays that I didn't tell you—perhaps I wanted to surprise you a bit."

"And you certainly have succeeded," acknowledged the Apothecary with manly frankness.

#### Well Attended Meeting of Boston Chapter.

BOSTON, Feb. 6. The January meeting of Boston Chapter 1, W.O.N.A.R.D., was held in a new meeting place in the Chaney Hall building in Copley square, and brought out a large attendance. Mrs. Godding, the president, occupied the chair, and the programme included an address on "The Unwritten Law of Courtesy," by Mrs. Marie A. Moore. Songs were contributed by Miss Leta Haskell, accompanied on the piano by Mrs. E. R. Sox. Refreshments followed, with Mrs. J. A. Tupper, chairman of the committee on entertainment, in charge, and with Mrs. John McIntire pouring the tea.

#### Branch of W.O.N.A.R.D. Formed in Syracuse.

SYRACUSE, N. Y., Feb. 1.—About thirty women, wives of druggists and members of their families, met in the assembly hall of the Chamber of Commerce recently and started a movement towards the organization of a companion society to the Syracuse Retail Druggists' Association. They were addressed by Mrs. Emma Gary Wallace, of Boston, former president of the W.O.N.A.R.D. The following officers were named: President, Mrs. W. B. Bissell; vice-president, Mrs. Rufus Smith, and secretary-treasurer, Mrs. George E. Thorpe.

#### Reception and Dance for Chapter 6.

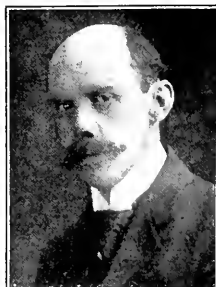
PHILADELPHIA, Feb. 8.—Mrs. William Estell Lee, president of the W.O.N.A.R.D., will give an at home to the members of Chapter 6, of Philadelphia, at her home, 822 North Twenty-fourth street, Thursday afternoon. The second annual birthday reception and dance of Chapter 6 will be held at the College of Pharmacy Friday evening and provision has been made for the entertainment of several hundred members and friends of the banner chapter of the national organization.

#### Will Entertain Queen City Members.

CINCINNATI, Feb. 8.—Members of the Queen City Chapter No. 5, W.O.N.A.R.D., will be entertained at a euchre party February 19 at the home of their president, Mrs. A. O. Zwick, in East McMillan street.

## Spot-Lights.

By Joel Blanc.



Mama bought the tickets, saw that her two boys had their clothes on right, their faces clean, shoes polished, and then sent them off to see that beautiful fairyland, "Little Nemo." My! but the little fellow and I did enjoy it. Once, when the spot-light was playing on a dancer, the little fellow turned to me and said: "Papa, doesn't the light burn that lady?" I replied that it did not and that there was no danger.

We had hardly entered the elevated car for our homeward trip when the

little fellow, happily tired, cuddled close in my arms and went to sleep. As I felt his brow pressing sweetly against my cheek, there came to my mind his query about the spot-light. I had answered him wrongly, but it was better so. May it be many years before he shall know that the spot-light does burn, that it does leave terrible scars and sometimes kills.

As the thought goes back over twenty-six years spent within the domain of drugs, years holding so many thousands of miles of travel, of contact with so many people in so many places, of so many conditions, I realize that the spot-light flashes across the path of nearly every life and happy are those who find it without seeking, for they only stand within or pass through its glaring circle without being burned.

How the name of the light has changed as its glare has increased in intensity! Our parents, in speaking of it in a metaphorical and material sense, called it the "limelight." In our youth it was the "calcium-light"; today it is the "spot-light." As I use the term here, it stands for that fierce light which beats upon the stage of publicity which, strangely enough, brings honor and love to those whom it seeks, and unhappiness and remorse to those who seek it. Happy the man or woman who unconsciously stands within the circle and receives its rewards of honor, gratitude and love, unsought. But pity, yes, mercy, for those who struggle to face the spot-light's glare, to have its rays unveil them and then to realize when it is all too late, that for them it is a merciless light, unshrouding the dark depths of their own souls, disclosing the characteristics which prompted them to struggle to the center of the scorching circle, and there to lay bare their vanity, selfishness, hypocrisy, ingratitude and greed.

I can only think of the spot-light of publicity as shining from the eyes of Justice. Though all the courts of men may err, from within the circle of publicity's spot-light, every being upon whom it shines is disclosed at last in the beauty or hideousness of naked truth.

Wherever the spot-light of publicity shines there is a quiet, darkened auditorium of the mind from which many gaze upon those within the magic glare. The many gaze in rapture as they see upon those the soul-beauty that even in the spot-light is made more beautiful beneath the cloak of modesty or, they laugh at those whose inane antics become visible or who stand with all the horror of their duplicity nakedly exposed, assuming the posture of gods and goddesses, yet who have not awakened to the crushing realization that others have long seen what self to self would not confess.

One who has been familiar for any length of time with the work of any organization of whatever form or purpose, can look through memory and see the paths of the spot-lights of the past. There are always two paths, one to the right, the other to the left. Along the path to the right rest those whom the light sought out, but who did not seek it. Strangely enough, they are only semi-conscious that the light of publicity ever shone upon them. Although the spot-light brought them no additional wealth, and did bring them much hard work, they are at peace with all the world. They did the work cheerfully, joyfully, partly for the joy of working, partly to help others

along a little bit. They know that a vaguely understood something brought them more friends, more love. Although they did their hardest work and fought fatiguing battles in the glare of the spot-light, they were so earnestly thought-centered on what they were doing and so pure were the impulses which prompted lip and hand, that they were never fully conscious of the glare of the light in which they worked. Of course, they were often misjudged and abused, but a clear conscience armored them so effectively that shafts of injustice and malevolence could not wound them. And now, after the battle, the brilliance of the spot-light seems to have left them to dwell permanently within a soft effulgence, a sort of permanent reflection from the spot-light's rays, a reflection perpetuated in the mirrors of their own honor through the love of their friends.

But how different is the mind-picture disclosed in our view of that memoried spot-light path to the left. The circle of light has changed to fitful tongues of consuming flames which dart through billows of black smoke. That path is marked by the milestones of regret, remorse, shame and many other such attributes. Along the path wander the forms of some we recognize. Each in his or her hand holds the mirror of the soul. By means of this mirror they now see themselves as they know themselves to be and they begin to realize that the spot-light for which they so eagerly fought, must have long ago showed them to the many, just as the mirror of the bared soul now shows them to themselves. They, too, were sometimes misjudged and often slandered, but unlike those on the path to the right, they are denied the comforting nepenthe of having acted uselessly. In every memoried injustice rankles the thought of much deserved contempt.

And now we turn to the stage of life as it is today. That world-stage, in the limit of our own littleness, seems only to hold the actors who come personally within the sphere of our own lives. We see the spot-light, like a will-o'-the-wisp, darting hither and thither, following those who seek it not, followed by those who worship it. Let us watch those who strive to keep in the center of its glare. Some hold open pockets, hoping that the spot-light rays may turn to material gold. Others seek only notoriety and call it fame. See how selfishness prompts some to push all others aside as each strives to fill the entire circle of light, blind to their own littleness. Some foolishly scatter the little gold they have because it is echoed back as applause from the hands that receive it. Others work until mind and body are worn and torn. True, the work they do must bring some little good and for that let us give them credit, but prompted only by vanity or conceit they so scatter their efforts, so dissipate their energies, that the ton of labor evolves but an ounce of production.

All without the glaring circle within which the spot-light plays is shrouded in stygian darkness and many of those who do gain the light forget the worn garments they left in the darkness so close at hand. They forget that at the most unexpected moment, in the most unforeseen way, the light may fly to left or right, upward or downward and disclose that which they thought was forever buried in the gloom of oblivion.

But he or she who seeks only the right, who drops nothing but seeds of love, kindness and honest effort is in an impregnable position. When at last the spot-light unsought and unheralded comes, it may flit and bring into view the actions of a lifetime, but when the shadows have melted into the light nothing has been disclosed but fair flowers and fine fruits.

He is a coward who, before men for men, refuses to work in the world. He who slinks in darkness through fear of the spot-light is no better than he who seeks the spot-light in the belief that its glare will help him hide the darkness of his motives.

It is the duty of every man and woman to be fearlessly fit and mentally clean enough to face the spot-light's searching rays. But this, duty though it is, will not be accomplished until humanity in its entirety becomes divinity. So, let us thank the spot-light of publicity for the good it does though much of that good comes through the exposure of evil.

The spot-light of publicity punishes the selfish, it unmasks the hypocrite, it foils the mercenary, it awakens the fool, it identifies the public enemy and blocks private graft.

The spot light of publicity brings fame to those who deserve but do not seek it, rewards those who only ask for the right to help, carries peace to the peacemaker and victory to those who fight for right.

So, the spot-light of publicity shines from the eyes of Justice. Though her eyes may be bandaged the light will at last come through and shine upon her scales and guide the blade she holds. For a time its brilliance may seem to reward the undeserving and hold the true in shadowland, but sooner or later, to every man it shines upon, whether in drug trade organizations or political, religious or social bodies, it brings justice as punishment or reward.

It sometimes happens at the most unexpected time, when the spot-light is brightest, when the being within its circle seems greatest, noblest and fairest, there suddenly comes a terrific explosion. It is in such explosions that the innocent are often injured.

## Original and Selected

### THE ASSAY OF DRUGS.\*

By C. E. Parker.

The spirit of progress, a quickened sense of responsibility is manifest among practitioners of that branch of medicine dealing with the provision of agents for the prevention, alleviation and cure of disease which we call pharmacy. The whole prestige and distinction of the pharmacist which differentiates him from the common merchant, is contingent upon his fidelity to that obligation to use certain professed attainments for the benefit of others which is the essence of professionalism. If he for gain promotes the use of drugs regardless of the discipline of his profession and of the public welfare, he becomes a mere drug seller. The old-time apothecary who personally conducted practically all the details from growing drugs to dispensing prescriptions could not easily forget his professional responsibility. But the commercial development of applied pharmacy has now become so complex and drugs pass through the hands of so many people who have no personal or professional relations with the sick for whose benefit they are destined, or whose interest in pharmacy proper is subordinate to other affairs, that there is a strong tendency to divide and dissipate responsibility.

The professional status of the retail pharmacist depends upon his success in arresting and reversing this tendency. Power and authority naturally accrue to those who are efficient in the discharge of responsibility and depart from those who fail to "make good."

#### Effect of Pharmacy Laws.

The pharmacy laws of our country, which have been in a large degree shaped by the influence of pharmacists, are theoretically the basis of a compact whereby in consideration of his professional ability and obligation to conserve the physical welfare of the public, and to enable this to be done more effectively, the pharmacist receives certain exclusive privileges. Practically the provisions of many of these laws, and the activities of boards of pharmacy operating under their authority, have been more efficient in restricting the practice of pharmacy and thereby limiting competition, than in suppressing adulteration and other practices detrimental to the public health. Sometimes a disposition has been disclosed to regard pharmacy laws as primarily for the benefit of pharmacists rather than that of the public. On the other hand, the efforts of the ethical element in pharmacy have powerfully promoted the pure drug legislation of recent years, though as an expression of public sentiment it represents a loss of prestige by the boards of pharmacy. The prevalent tendency has been to withdraw from them and entrust to other officials in authority the duty of enforcing the new laws.

#### Responsibility of the Pharmacist.

Those laws generally provide a system of guarantees whereby the retailer can transfer to his source of supply the responsibility for drugs sold in the original packages, the liability otherwise being his own, and his willingness or unwillingness to assume the responsibility for what he sells may be expected to have a corresponding effect upon his professional standing. He may reduce his liability by selling a minimum of his own

\*Read at the meeting of the City of Washington Branch of the American Pharmaceutical Association, December 14, 1908.

preparations, thus tending to become a mere drug distributor; or he may attack the problem of supplying a creditable proportion of legal medicaments on his own responsibility. A rigid enforcement of the requirements of these laws would oblige pharmacists, by the application of pharmacopoeial and other tests, to assure themselves of the legality of many preparations for which they are necessarily responsible. Some have had no training in this branch, and for others it has had, since their college days, but academic interest. If a demand arises the colleges will no doubt provide suitable courses in pharmacopoeial technique, following the example of the Pharmacopoeial Division of the Zurich Polytechnic, Switzerland, which gives ten-day courses of instruction and laboratory practice based on the new Swiss Pharmacopoeia.

#### Valuations Based on Assays.

The first application of drug assaying was probably made to afford a rational basis of valuation in the purchase of opium and cinchona for the manufacture of alkaloids. Thus when the medical profession urged the desirability of more reliable and uniform products than the existing system of supplying medicaments afforded, the basis for a partial solution of the problem was available. Perceiving a commercial advantage in the extended application of scientific principles, manufacturing pharmacists, who had been controlling the quality of their crude drugs to some extent by assaying, began applying the principle to finished products. The success of this experiment helped to create a demand that assay methods be officially recognized by the Pharmacopoeia.

The Revision Committee was very conservative in respect to this innovation, hesitating to sanction methods which, however satisfactory for the use of trained chemists, would be liable to miscarry in the hands of the average pharmacist. Restricting the choice to methods supposed to be within the capacity of the latter, a few simple assays were made official. Though scientific progress and the needs of rational medicine were recognized by the introduction into the last Pharmacopoeia of a considerable number of assays, the technical limitations of pharmacists had a restraining influence in the exclusion of microscopic characteristics of drugs and the selection of assay methods. In regard to the latter the committee was instructed that assay processes should be "reasonably simple (both as to methods and apparatus required) and to lead to fairly uniform results in different hands."

#### Assay Methods Now Fairly Representative.

The methods adopted were the consummation of protracted and painstaking labors by a group of the most competent experts in the country, and, on the whole, fairly represented the existing status of this branch of chemical analysis. Some of the most important defects have since been remedied.

Though the Pharmacopoeia had been recognized to some extent in legislation, its authority was chiefly moral until the passage of the National Pure Food and Drugs Act of 1906. The probability being somewhat vague that its standards and methods would be made the basis for general legal regulation, a fairly high degree of accuracy appeared less important than it does under the altered conditions. For example, there was no requirement that the assay methods give correct or approximately correct results.

It is necessary now to ascertain how these methods, upon which an official status has been conferred, will respond to the requirements of the official chemist and prospective witness before the courts. Before the passage of the Pure Food and Drugs Act the Association of Official Agricultural Chemists had begun a cooperative study of analytical methods for crude drug plants under Dr. L. F. Kohler as referee, and since the law became operative the scope of the investigations has been considerably extended. The method of procedure, which has been found quite valuable in increasing the accuracy and efficiency of other branches of chemical analysis, is to distribute suitable uniform samples of the drugs, with detailed instructions in the methods of analysis to be tried, to a number of competent volunteer analysts, who report their results, with observations and constructive criticisms on the utility of the methods. A compilation of these returns is reported to the convention of the association, communicated to the collaborators, and made the basis of recommendation for the adoption of official methods for the use of the association, or provisional methods for further study.

In this manner since 1906 methods have been studied for the assaying of opium, cinchona, ipecac, nux vomica, acornite

leaves and root, belladonna leaves and root, coca and colchicum corn and seed. In every case the pharmacopoeial method has been compared with one or more other methods selected from the best available, the choice being influenced by the desirability of contrasting the aliquot and total extraction methods of obtaining the active principle, and the gravimetric and volumetric methods of determination. The pharmacopoeial method of assaying opium has been adopted as official by the association. In regard to the results obtained by the pharmacopoeial methods for other drugs, it may be said that they can scarcely be called "fairly uniform," as they sometimes scatter widely, differences amounting to 30 or 40 per cent of the average occurring. Other branches of analysis have made a similar showing when first made the subject of cooperative study.

Though drug assaying does not involve the application of any analytical principles peculiar to itself, it is attended by some special difficulties, so that even the competent chemist who is trained in other branches of analysis does not usually succeed in this without a certain amount of experience, and the amateur surely cannot expect to get very accurate results.

#### Criticisms of Pharmacopoeial Assays.

The pharmacopoeial methods are formulated in simple terms, and on carrying out the manipulations it will usually be found that more or less of the details are left to the judgment of the analyst, and there is small probability that any two attempting to follow the instructions exactly will perform the assays in an absolutely identical manner. If these differences are material it will be necessary to fill in the gaps with explicit instructions.

The methods start with the assumption that the analyst has a representative sample of the powdered air-dry drug. Air-dry drugs vary themselves, and are affected by atmospheric conditions of humidity with respect to the amount of moisture they contain. Therefore it would be better to make a separate determination of loss of moisture on drying and compute the assay to a basis of dry drug. A representative sample of crude drug is often very difficult to obtain. If a bale is ground and the powder mixed it is easy, but to make a representative mixture of portions from different places in the package of leaves, roots, etc., requires trained judgment. There is also difficulty in obtaining proper comminution of small samples of tough and refractory drugs, as every particle must be powdered and small mills will not readily accomplish this. For example, one would not obtain a representative sample of ipecac if he rejected any of the woody fiber which the mill refuses to grind. It is important that the powder be as fine as the Pharmacopoeia directs for assay purposes, as extraction may otherwise be imperfect and cause variation in results.

In extracting the drug both by total extraction and aliquot methods, the powder is directed to be digested in a stoppered flask with a certain amount of volatile solvent to which ammonia is usually added to liberate the alkaloid. The digestion is to be accompanied with agitation, though in some cases the use of a mechanical agitator is alternatively directed. The direction, "with frequent shaking," will be interpreted differently by different persons, and for the sake of uniformity it would be better to direct "with continuous agitation." A mechanical agitator driven by a small electric or water motor is easily arranged.

#### A Few Modifications Desirable.

The total extraction and aliquot methods are both recognized in the Pharmacopoeia, the latter being usually preferred for drugs which contain much alkaloid or are difficult to exhaust. Both have their advocates and advantages, but the cooperative work has not yet disclosed a decided superiority on the whole for either. A few modifications are desirable, such as the use of more solvent menstruum in the total extraction of certain drugs, and filtering the solution through cotton previous to drying, or after the shaking out process.

A number of alkaloids after isolation from the corresponding drugs are directed to be determined by titration. They are dissolved in a certain volume of tenth-normal sulphuric acid which is more than that necessary to combine with and bring them into solution, the excess being then titrated back with fifth-normal potassium hydroxide to the neutral point as indicated by cochineal or iodeosin solution. Owing to the relatively high molecular weight of alkaloids and the small amount usually present, small differences in measuring the few cubic centimeters of tenth-normal sulphuric acid require



## DEAN WHELPLEY, ST. LOUIS C.P., AND SPECIAL CLASS IN ADVANCED MICROSCOPICAL WORK.



ST. LOUIS, Feb. 9.—A strolling photographer happened in sight just as the advanced class in microscopy was gathering for the day's work at the St. Louis College of Pharmacy recently and the above is the result. Reading from left to right, John Harvey Throgmorton, Mannel Daniel Rozas (Costa Rica), Charles Herbert Hunt, Arthur Dahman, Lawrence Elmer Gohison, Julius Benjamin Boehm, Dr. H. M. WHELPLEY, John Andrew Göttinger, Francis John Wild, Jr., Bernard Friedrich Rohlfing, James Lathrop Jensen. The work done in this class is entirely voluntary.

have a relatively large effect upon the result. It seems desirable to substitute for tenth-normal, twentieth- or fiftieth-normal acid in corresponding amount, even though it should prove necessary to hasten solution by the use of neutral alcohol. In any case a blank titration is advisable for comparison.

These volumetric solutions are standardized upon purified potassium bitartrate as a basis. The standard is somewhat unfamiliar to analysts and a comparison with the usual standards has been instituted, but no conclusion has yet been reached. Experiments on checking the purity of the bitartrate by incinerating and cautiously igniting one or two portions and neutralizing the resulting carbonate with the reserved bitartrate resulted in a mixture of acid reaction. This may be attributable to loss in ignition.

#### Principle of Standardization.

The principle of the standardization is faulty in adjusting the normal potassium hydroxide (from which the fiftieth-normal is prepared by dilution) from the potassium bitartrate by the use of phenolphthalein indicator and then adjusting the normal sulphuric acid from the normal alkali with the use of methyl-orange. In the absence of carbonates the end points of phenolphthalein and methyl-orange do not differ so materially with normal as with weaker solutions. The methyl-orange, however, is used backward, so to speak, titrations with it being more commonly made to a pink than to a yellow color. The Pharmacopoeia takes cognizance of the fact that in alkaloidal titrations neither of these indicators, but a third cochineal or iodoquin is employed, and directs a special experiment and adjustment of the solutions of this indicator. The titration is apparently to have the tenth-normal acid adjusted to the fiftieth-normal alkali, whereas the acid, owing to its permanence and stability, is much better suited for a secondary standard. Cochineal as an indicator seems to give satisfaction to most analysts. As with other indicators, experience teaches, and a dummy in proximity aids in determining the exact end point.

Lack of time precludes any discussion of special methods such as the assay of opium, or modifications adapted to particular drugs, such as cinchona and nux vomica. The assay methods for galenical preparations are likely to be applied by retail pharmacists more than those for crude drugs, since the employment of a standard drug does not assure a standard product. Their interest as well as that of the public is subserved by their exercising due control over such products, for which, moreover, they cannot usually transfer the responsibility. The methods are generally quite similar to those for crude drugs, but more expeditious, since the active principles usually already in solution or readily dissolved.

Assaying the finished product does not ensure a complete remedy for all the abnormalities in drugs which may be occasioned by natural variation, accidental deterioration, or the ignorance, carelessness or cupidity of those through whose

hands they pass. An assay will show, for example, how much alkaloid is present in a certain preparation, provided it is the characteristic alkaloid of the drug in question. Ordinarily it will not show whether it is that particular alkaloid or a mixture of alkaloids; nor will it usually indicate whether the original drug was mixed with other drugs or inert matter, or properly cured and in a good state of preservation. The physical examination of the original crude drug is a very important factor in controlling the quality of the drug products. The process of grinding destroys many of the characteristics, and it is difficult to determine the quality of finely ground drugs even with the microscope. The efficient inspection and control of crude drugs at the point of importation into the country, therefore, is a very valuable agency in preventing the distribution of objectionable drugs.

### ERA COURSE IN PHARMACY.

#### Graduates January, 1909.

Matriculation	Examination
No.	Grade p.c.
5487, Rebecca Kehr, Hammond, Indiana, .....	98
5519, A. L. Powell, Marquez, Texas, .....	96
5572, Noble L. Croop, Goshen, Indiana, .....	95
5642, E. B. Holmes, Farmington, New Mexico, .....	98
5678, J. D. Brown, Nianqua, Missouri, .....	98
5777, Aylmer B. Green, Terrell, Texas, .....	98
5795, Rudolph Blohm, Nopal, Texas, .....	98
5902, John O. Brandenburg, Attica, Indiana, .....	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on official parchment, with the graduate's name embossed, especially suited for framing, will be furnished to all those who request it for the sum of 82. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

#### New Place Provided for Dr. Angell.

ANN ARBOR, Feb. 8.—The office of Chancellor of Michigan University is to be created by the Regents and President James B. Angell is to be installed therein. A new president of the university is to be elected and to assume the work, which is becoming too onerous for Mr. Angell's eighty years. President Angell as chancellor will remain actual head of the institution at a salary probably larger than the present one.

It is stated that on these conditions only have the Regents consented to let Dr. Angell retire from the presidency. His present plan is to present his resignation at the next meeting of the board, February 17.

Thus far Senator Beveridge, of Indiana is the only man who has been spoken of as President Angell's successor.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Bottle Capping Wax.

(Compounder)—

Rosin	1 ounce.
Hard yellow wax	2 1/2 ounces.

Color with lampblack or vermilion, and you will have a neat, dull-finish cap. See that the corks are of the best and are cut smooth on the top with a sharp knife in order to have the wax set evenly. Apply five minutes after removing from the fire, dipping and revolving the bottle at an angle of about 45 degrees in the mixture and then standing the bottle quickly upright.

(2)

Melt 8 ounces of white wax over a spirit lamp. For this purpose the wax may be put in any cheap tin or porcelain vessel with a handle. When the wax is melted add 2 drams of thick macilage of tragacanth and 1 ounce of bismuth subnitrate. Stir briskly until a uniform mixture results. The preparation is now ready for use. Dip the necks of stoppered bottles to the desired depth. The substance will coagel almost immediately. Repeat this operation about three times and you will have a beautiful white cap—firm and yet easily removed. During the capping process the mixture must be stirred and held over the lamp from time to time.

## Polish for Shoes (Paste).

(G. C. Dr. Co.)—For a tan polish try one of the following:

(1)

Yellow wax (dark)	1 ounce.
Palm oil	1 ounce.
Oil of turpentine	3 ounces.

Melt together on a water bath and color if desired with Nankin brown (5 grains) dissolved in a little alcohol.

(2)

Carnauba wax	8 ounces.
Sperm oil	3 ounces.
Oleaceous butter coloring	q. s.
Oil of turpentine	12 ounces.
Powdered soap	1 ounce.
Oil of mirbane	1 dram.

Melt the wax and first two oils together, remove from the source of heat, and add 10 ounces of the oil of turpentine carefully, constantly stirring. Then add the soap and oil of mirbane previously mixed with 2 ounces of oil of turpentine, and mix thoroughly.

A polish for black shoes may be made by using the above formulas, substituting oil-soluble nigrosin for the Nankin brown or oleaceous butter coloring, or, if a preparation of a creamy consistency is desired, you can try one of these:

(1)

Carnauba wax	10 parts.
Beeswax	20 parts.
Solution of caustic soda (40° B=27%)	4 parts.
Water	160 parts.
Oil of turpentine	60 parts.
Nigrosin (oil-soluble)	5 parts.

Melt together the waxes and the caustic soda solution and stir until homogeneous. When the mass has cooled somewhat add the turpentine, in which the nigrosin has previously been

dissolved. Lastly gradually add the water, which should be almost boiling.

(2)

Paraffin wax, high melting	20 parts.
Carnauba wax	20 parts.
Wool-fat	10 parts.
Solution of caustic soda (40° B=27%)	5 parts.
Nigrosin (oil-soluble)	5 parts.
Nigrosin (water-soluble)	4 parts.
Water	250 parts.

Place the paraffin wax and wool-fat in a water bath, and when melted and at the maximum temperature add the caustic soda solution all at once, and heat and stir until a smooth mass results. Next add the carnauba wax, and when a homogeneous mass has been formed, add the oil-soluble nigrosin. The color having been dissolved, add the hot water in small quantities at a time, the water-soluble nigrosin being dissolved in the last portions.

## Pharmaceutical Synonyms, Dictionaries, Etc.

(H. G. & W. H.)—We assume that you desire a book of pharmaceutical synonyms, something on the order of "Hedley's Polyglot Index," which covers fairly well the principal articles in the materia medica in Latin, English, French, German, Swedish and Norwegian-Danish. "Rudolph's Pharmaceutical and Chemical Directory" gives the drug names in English, Latin and German languages. Unfortunately both of these works are out of print, although you may be able to pick up copies from some dealer in second-hand books. "Moeller's International Medical and Pharmaceutical Dictionary" in three languages, French, English and German, may also prove of value. It costs about \$1.50. For vernacular German, French and Spanish names of all the important medicinal plants get Lyons' "Plant Names on Synonyms" (\$2.50). Hoffman's "Popular German Names of Drugs and Medicines" is also recommended. For general synonyms Rouse's "Dictionary of Synonyms for the use of Chemists, their Assistants and Apprentices" will be found useful. Good medical dictionaries for the pharmacist's particular use are Gould's "Student's Medical Dictionary" (\$2.50); Dunglison's "Dictionary of Medical Science" (\$8); Lippincott's "Medical Dictionary" (\$4.50); (Prof. Joseph P. Remington, of the Philadelphia College of Pharmacy, is one of the editors of this work). There are other medical dictionaries.

## Worm Syrup.

(W. M.)—Try one of the following:

(1)

Santonin	30 grains.
Oil of saffrafas	4 minims.
Alcohol	2 1/2 ounces.
Fluid extract of pink root	2 ounces.
Fluid extract of dandelion	1 ounce.
Fluid extract of golden seal	1/2 ounce.
Molasses, enough to make	6 ounces.

(2)

Fluid extract of spigelia	5 ounces.
Fluid extract of senna	3 ounces.
Oil of anise	10 drops.
Oil of caraway	10 drops.
Simple syrup	8 ounces.

Dose: One or more teaspoonfuls at intervals until purging commences.

(3)

Santonin	40 grains.
Stronger solution of senna	1 1/2 ounces.
Powdered tragacanth	5 grains.
Powdered acacia	5 grains.
Essential oil of bitter almond	2 drops.
Glycerin	2 1/2 ounces.
Syrup, enough to make	10 ounces.

## Advocates Rigid Anti-Liquor Law.

DES MOINES, Ia., Feb. 8.—C. H. Boyson, of Cedar Rapids, former president of the State Pharmaceutical Association, is here in the interest of a bill to prohibit the sale of liquor in the drug stores of the State even upon the prescription of a physician.

## PERSONAL MENTION

—W. H. NEWTON, who represents the Red Lilly in Connecticut, was a New York City visitor last week.

—W. N. FRANKS, of the Franks Drug Company, Atlantic, Iowa, has returned home from an extended trip to Illinois.

—HOWARD L. GRABER, of Parke, Davis & Co., recently addressed the Society of Detroit Chemists on "Food Digestants."

—R. S. VAN LOON, who represents Eli Lilly & Co. in Buffalo, spent a week recently in Indianapolis visiting the home office.

—DAVID Z. WINGER, of Norristown, Pa., has gone to New Orleans and will visit other points of interest during a vacation trip.

—J. M. McDONALD, of Detroit, connected with the tablet department of Parke, Davis & Co., was a visitor in New York a few days ago.

—DR. A. R. L. DOHME, of Baltimore, second vice-president of Sharp & Dohme, was a visitor in New York during the early part of the week.

—W. G. GOULD, of Santa Ana, Cal., recently sustained a fracture of his left arm by falling from his bicycle while riding on a wet pavement.

—B. O. QUILLIAN, who travels southern Georgia for Eli Lilly & Co., visited Indianapolis recently and inspected the home office and laboratories.

—E. J. TAYLOR, who sells the Red Lilly pharmaceutical line in Milwaukee, was a recent visitor to the home office and laboratories in Indianapolis.

—PROF. W. H. LAMONT, of the St. Louis C.P., and in charge of the Eli Lilly branch in that city, was recently in Indianapolis calling at the main offices.

—GUY C. WISOTZKI, a well-known druggist of Smithburg, Md., was operated upon recently in the Union Protestant Infirmary in Baltimore and has been very ill since then.

—C. M. FLETCHER, who for a time was with Bauer & Black, of Chicago, is again with the Miles Medical Company and will resume his visits to his patrons in Pennsylvania.

—JOHN F. QUEENEY was recently re-elected president and treasurer, also a director of the Monsanto Chemical Works, of St. Louis, Mo., at the annual meeting of the stockholders.

—JOHN B. MESSENGER, in charge of the Cairo (Ill.) district for Eli Lilly & Co., was a recent caller at the St. Louis office. A Clemens has succeeded Mr. Fieger in the Springfield (Ill.) district for that company.

—DR. E. R. LARNED, head of the experimental and research department of Parke, Davis & Co., Detroit, Mich., was in New York during the early part of the week in conference with his co-workers in the latter city.

—JORDAN LAMBERT, of the Lambert Pharmaceutical Company, St. Louis, was one of the five billiard players selected to represent that city in a match with Chicago recently. Mr. Lambert won his game handily.

—HENRY B. GILPIN, of Gilpin, Langdon & Co. and of the H. B. Gilpin Company, of Baltimore, who was operated upon recently for an abscess of the hip, is reported to be recovering rapidly and is expected to leave the hospital this week.

—W. I. LERCH, a former Philadelphia druggist, who has been representing Colgate & Co. in Western territory, has been added to the Colgate sales forces in Philadelphia and will report February 22 to C. W. Haviland, the manager in that city.

—J. H. BARLOW, who resigned as the Pennsylvania organizer of the N.A.R.D., January 1, is again visiting the trade as the representative of the Philadelphia Association of Retail Druggists. His efforts will be confined solely to Philadelphia.

—LOUIS DAVIS, of Davis & Davis, dealers in botanicals in Baltimore, has so far recovered from an attack of blood poisoning as to be able once more to attend to business. He was the recipient last week of a handsome past-master's jewel from his Masonic lodge.

—R. R. BOGGS, formerly representative of Lehn & Fink in Philadelphia, Baltimore, Pittsburg and adjacent territory, is in charge of the offices and salesrooms which were opened at 504 Arch street, Philadelphia, last week by Frank M. Prindle & Co., perfumers, of New York.

—MRS. H. G. THOMPSON, owner of the Thompson Phar-

macy at Marinette, Wis., widow of the late H. G. Thompson, a former member of the State Board of Pharmacy, and J. C. Quickenden, pharmacist at Columbus, Wis., were among the druggist visitors of the Milwaukee Drug Company last week.

—FRANK L. E. GAUSS, who until recently was on the soliciting staff of *McClure's Magazine*, has been appointed advertising manager of the *Housekeeper*, Minneapolis, with headquarters in Chicago. Mr. Gauss was formerly secretary of the Searle & Horeth Co. and a prominent member of the Chicago Drug Club.

—J. ELWOOD LEE, of Conshohocken, Pa., for the first time this season, left his team in the Philadelphia Wholesale Drug Bowling League to get along without his assistance last week, owing to the serious illness of his son who was operated upon for appendicitis. Expressions of sympathy and regret on the part of his friends in the league were general.

—CAPT. W. G. THOMS, a member of the Chicago Veteran Druggists' Association, will deliver an address to his fellow-druggists at the celebration of that organization, to be held on Lincoln's Birthday. Captain Thoms happened to be in Ford's Theater at the time of the assassination and the relation of his reminiscences of that eventful night will be one of the features of the C.V.D.A.'s programme.

—W. S. MILLER, of Williamsport, Pa., who has been spending several days in Baltimore each week since the organization of the Williamson & Watts Co. as one of the officers to look after the business of the three stores conducted by the corporation, has discontinued these trips to give his entire attention to the Williamsport business. W. J. Smith, of Holyoke, Mass., who represents the Boston interests in the company, has gone to Baltimore as manager.

### Marriage Mentions.

G. S. BRACE, of Mount Ida, and Miss Della Fields, of Rock Creek, Ark., have been married.

—CHARLES J. KENZ and Miss Gertrude L. Davis, both of Louisville, Ky., were recently united in marriage.

—ED. EARL DELANEY and Miss Louise Adkinson, both of Angleton, Tex., were recently wedded. The groom is a graduate of the Galveston C.P.

JAMES A. HENDERSON, of the Tryon Drug Co., Charlotte, N. C., was recently married to Miss Florence Knight, of Savannah. The couple came north on their wedding tour.

DR. ANDREW E. HIGEMAN, secretary of the Kings County Pharmaceutical Society and a successful pharmacist of Brooklyn Borough, New York City, was married at Mount Vernon, N. Y., on Jan. 28 to Miss Grace Carpenter Reed, daughter of Mr. and Mrs. Eli Harrison Reed.

—EMIL K. ROTH, a druggist of Johnstown, Pa., was married in Philadelphia last week to Miss Lulu B. Fletcher of the latter city and they are enjoying an extended honeymoon in the South. The wedding was the culmination of a romance which started last summer when Miss Fletcher spent her vacation with her sister in Johnstown.

### Ex-President Maher Quits Drug Business.

FORT DORCE, Ia., Feb. 6.—William F. Maher, last year's president of the Iowa State Ph.A., has withdrawn permanently from the drug business and has sold his large drug concern in this city to L. M. Barnes of Delhi, Ia. Mr. Maher will associate himself with the Johnson Bros. Clay Works, a thriving institution, which will increase its capital stock to \$200,000, Mr. Maher owning the increased stock.

### Medicine Maker Opens a Moving Picture Show.

BALTIMORE, Feb. 6.—A rather extraordinary combination of activities is represented in the person of C. Edward Whitehurst, manufacturer of Juniper Tar, who, besides being engaged in a war against sore throats and coughs, not to mention the graver ailments which frequently develop from these conditions, has also opened a moving picture place in Baltimore street, at one of the most frequented points in the city.

### Brooklyn Doctors and Druggists to Have Feast.

A musicale and dance to be followed by a banquet will be given by the East New York Medico-Pharmaceutical Association tomorrow evening at the Knights of Pythias' Temple, 432 Hopkinson avenue, Borough of Brooklyn, New York City. A committee has been in charge of arrangements for several weeks past and have spared no expense.

## NEW YORK BRANCH INDORSES DR. WILEY.

**Favors Paying Mr. Beringer's Libel Suit Expenses. Joint Meeting With Physicians Soon.**

There was a large amount of important and interesting business transacted at the meeting of the New York Branch of the American Pharmaceutical Association last Monday evening.

A resolution recommending that the American Pharmaceutical Association take action to reimburse George M. Beringer, of Camden, N. J., for his expense in defending a suit for slander and libel incurred by the reading of a paper before the association in 1905 was introduced by George H. Hitchcock. The paper attacked the methods used by a proprietary manufacturing firm in exploiting its products.

The motion to adopt the resolution started a lengthy discussion and it was asked why the matter had come up for consideration in the New York Branch instead of the Council of the parent organization or the Philadelphia Branch, of which Mr. Beringer is a member. It was brought out that the executive committee, without the knowledge of Mr. Beringer, had decided to introduce such a resolution because it had seemed that the parent organization and the Philadelphia Branch had either been negligent or thoughtless. The resolution was adopted.

Another resolution, also unanimously adopted, was one indorsing the work of Dr. Harvey W. Wiley and requesting his continuation in office. Copies of the resolution were ordered to be sent to President-elect Taft, the Associated Press, Department of Agriculture and the Washington Branch of the A.P.A.

Jacob Diner, the newly elected president of the branch, made a strong plea to the members for co-operation in regard to increasing the numerical strength as well as interest in the work on papers and lectures. There was no action taken but it was suggested to hire a canvasser and the matter will probably come up at the next meeting.

Dr. George C. Diekmann, chairman of the committee on progress in pharmacy, announced that hereafter the committee would present at the meetings a report that would occupy about twenty minutes time.

A new method regarding the reading of papers was also announced. Each paper to be read will be referred to two or three members about a week before its presentation and then discussed by these members in an official way before the general discussion. This method was applied to the paper presented by Otto Raubenheimer on "Medicinal Earths and Cataplasma Kaolin," at this meeting, it being first discussed by Dr. Diekmann and Dr. Alfred Herzfeld. The plan met with general approval.

Thos. P. Cook, chairman of the legislative committee, announced that the Mann bill was practically killed, and also called attention to the Gluck bill. The committee was instructed to attend the hearings on the Gluck bill and oppose its passage by the legislature.

Geo. H. Hitchcock reported that the correspondence with the committee of the County Medical Society indicated that the selection of a date for the joint meeting of pharmacists and physicians was not far off. J. C. Gallagher and Oscar C. Kleime, were appointed to assist Mr. Hitchcock in arranging details for the conference with physicians in perfecting the plans for the joint meeting.

A tentative schedule as prepared by the executive committee, for the coming meetings, gives the following program: March, commercial matters; April, papers on the Pharmacopoeia, meeting for the pharmacy students; May, paper by Dr. Virgil Colburn; October, paper by Dr. Geo. C. Diekmann; November, paper by Dr. Henry H. Rusby; December, paper by Prof. Geo. A. Egerstrom. Beginning with the 1910 season, there will be papers by physicians, and public men will be requested to lecture and read papers. Among those mentioned as probable speakers were Health Commissioner Darlington, Dr. Takamine, Dr. Houghton and Dr. Scribbler.

## One Management for Two Pharmacies.

WATOMA, Wis., Feb. 6.—E. J. Loew and A. Hunt, druggists, have formed a partnership, to be known as Loew & Hunt, and will conduct both pharmacies under the one management.

## PLEASURE AHEAD FOR GERMAN APOTHECARIES

**Valuable Papers Read at February Meeting and Prof. Remington to Be Present in March.**

According to the present plans of the entertainment committee of the New Yorker Deutscher Apotheker-Verein, the members of the Verein will not lack diversion from routine during the next coming months. Otto P. Gilbert, its chairman, has selected new colleagues to serve on his committee and announced several major events scheduled for the near future, at a meeting of the Verein last Thursday evening. Mr. Gilbert's associates are Paul Arndt, Hugo Kantrowitz, Ed. F. Pfaff, R. S. Lehman and Henry F. Albert.

The first will be the fifty-eighth annual concert and ball at the Terrace Garden on February 25. A. Lederhaus' celebrated orchestra has been engaged for the occasion. An entertainment will take place during April at the club rooms. Features at this affair will be the rendering of German music from imported German records on a Reginaphone, and the appearance of Carl Hauser, the German humorist.

Emil Roller, chairman of the scientific committee, announced that at the meeting in March Prof. Joseph P. Remington, of Philadelphia, would deliver a discourse upon reminiscences of his meetings with eminent German pharmacists.

Last Thursday evening, under the auspices of the scientific committee, Otto Raubenheimer read a paper in the original upon "Medicinal Earths and Cataplasma Kaolin," compiled by Dr. Herman Schelenz, and also an outline of the "History of Pharmacy," written by the same author.

E. C. Goetting, who is organizing a riding club, to be composed of members of the Verein, announced that invitations had been mailed to interested parties requesting them to formally meet and discuss the proposition, and also expressed his appreciation for the support given the plan. This meeting will take place today at Reisenweilers, Fifty-eighth street and Eighth avenue.

Fourteen new members were elected and four candidates were proposed for membership. Charles L. McBride, of Kingston, N. Y., was elected an associate member.

George Kleiman, chairman of the trade and legislative committee, called attention to the Conklin Pharmacy Board Bill and also the Gluck Formula and Labeling Bill which are now before the State Legislature, but no action was taken on either.

President Felix Hirsman appointed a committee of three to report at the next meeting upon a plan to relieve the messenger, Gustav Bischoff, of some of his duties, which had increased so materially that assistance was imperative in his office.

Emil Roller, who has had in charge some matters relating to a druggists' fire insurance plan, reported that the idea had not materialized and the pro rata funds had been returned to those who subscribed.

The report of Paul F. Gebicke, trustee of the mortuary fund, showed that at present there were 118 members subscribing to the fund. During the year the income had been \$755.45 and expenses \$477, leaving a balance of \$278.34, besides 857 in dues still outstanding.

President Hirsman made some interesting remarks about the habit of pasting new labels over old ones. He strongly denounced the practice.

Emil Roller explained some methods used in dispensing nauseating medicines in capsules, also the satisfactory results obtained from his experiments with the dispensing of liquid medicines, such as tinctures, in water proof gelatin capsules. He also explained a method whereby liquors and cordials could be tested as to their quality and constituents, and described in full the testing of persico, a well-known German cordial.

## Druggist's Fine Home Burned—Wife Injured.

BALTIMORE, Feb. 6.—The handsome brick residence of Dr. E. A. Wareham, a physician with a large practice and one of the best-known druggists of Maryland, in Potomac avenue, in the most fashionable section of Hagerstown, was almost entirely wrecked by fire recently, the loss being estimated at \$16,000, with only \$3,000 insurance. Dr. and Mrs. Wareham fled in their night clothes. Mrs. Wareham was burned about the face and hands. She was rescued by neighbors and is suffering considerably from shock.

## More Associations of Druggists Elect Officers—Three Active Organization Men.



CHARLES E. CARTER,  
President Lowell (Mass.) P.H.A.



CHARLES RENNER,  
President St. Louis R.D.A.



THOMAS J. BLAKE, JR.,  
President Hartford (Conn.) R.D.A.

### CHARLES RENNER PRESIDENT ST. LOUIS R.D.A.

Threatened Trouble Over Price Schedules is Happily Averted—Will Canvass for New Members.

ST. LOUIS, Feb. 8.—There will be no differential scale in St. Louis for the advertising stores. When the clans gathered for battle at the special meeting called for last week, there was no battle to be fought. A conference of persons most interested had been held, explanations cleared away some misunderstandings as to the association work and methods, and all hands were satisfied.

The net result of a meeting noted chiefly for the hand-clapping, that followed almost every address and announcement and oftentimes interrupted the speakers, was a feeling that the association was more securely cemented together than it had been for some time and the recruiting of a number of new members. Among the notable additions to membership were the Raboteau Drug Company, represented by James Gibson, president and manager, and E. A. Medler.

Charles Renner, a member of the N.A.R.D. board of directors, was nominated for president and elected without opposition. Mr. Renner is with the Kaltwasser Drug Company, Salena and Pestalozzi streets. Other officers elected were: first vice-president, J. M. Good, Olive street and Jefferson avenue; second vice-president, John A. Fritz, Twenty-second and Benton streets; treasurer, George F. Hansen, Maple and Hamilton avenues; secretary, William Busch, Twenty-third and Dodier streets; directors, James Gibson, of the Raboteau Drug Company, Broadway and Lucas avenue; E. A. Medler, 4300 North Twenty-third street; Martin J. Noll, 925 Goodfellow avenue; Herman Kunz, Twenty-first street and Franklin avenue; A. P. Bentz, 2519 South Broadway. President Johnson and Secretary Judge begged off when named for re-election and also for members of the board.

It is the intention to undertake an active canvass at once for new members of the association. The effort of two years ago to enlist every druggist in the city will be renewed. Another early undertaking will be to revise the schedule, some objections having arisen to the present one.

The meeting was more largely attended than any within a year and was actively participated in by many of those present. Another fact noticed was that none left the meeting until final adjournment. T. F. Meyer, of Meyer Brothers Drug Company, and C. P. Wallbridge, of the J. S. Merrell Drug Company, were interested visitors at a part of the session—and congratulated the association on careful pilot work among the breakers.

### BALTIMORE RETAILERS TO INCORPORATE.

Directors Hold a Meeting and Approve the Committee Draft of the Constitution.

BALTIMORE, Feb. 6.—A meeting of the directors of the newly organized Baltimore Retail Druggists' Association was held last Tuesday evening at the home of the corresponding secretary, R. E. Lee Williamson. At this meeting the articles of incorporation drawn up by a special committee consisting of John B. Thomas, Owen C. Smith and Dr. H. P. Hynson were approved and arrangements made to have the society incorporated. The organization will be known as the Baltimore Retail Druggists' Association, Inc., and the directors will act as incorporators. Two new committees were appointed, as follows:

Grievances—Charles L. Meyer, chairman; William M. Fench and George W. A. Meyers.

Social—J. Edwin Hengst, chairman; David R. Millard, Louis Schulze, Owen C. Smith and H. A. Brown Dunning.

Only drug store proprietors, managers, clerks and relief clerks are eligible to membership in the association under the constitution. Cards were ordered sent out announcing that the next regular meeting will be held Tuesday afternoon, February 9, at Sonnenburg's Hall, Baltimore and Greene streets.

### Druggists Enjoy Banquet and Games.

The Wheeling (W. Va.) Retail Druggists' Association held a very successful outing a few days ago. Bowling was the order of the day and a number of prizes were offered. Super, the best that the country could afford, was followed by a business meeting. Bowling was then resumed for the rest of the evening. Officers will be elected at the next regular meeting.

### St. Joseph (Ind.) R.D.A.

At a meeting of the St. Joseph (Ind.) Druggists' Association held recently at Commercial-Athletic Club in South Bend the following officers were elected: President, Ralph H. Kuss; vice-president, Henry L. Spohn; secretary, Nicholas Schilling, and treasurer, Paul Wolters.

### Lowell, Mass.

The regular meeting and annual election of officers of the Lowell (Mass.) Pharmaceutical Association was held recently. Charles E. Carter was chosen president; A. A. Toupin, vice-president, and Frank P. Moody, secretary and treasurer.

## SO MUCH TO DO P.A.R.D. MUST FINISH FEB. 19.

**Propaganda, Legislation, Etc., Will Be Further Considered at Adjourned Meeting—New Committees.**

PHILADELPHIA, Feb. 6.—Discussion on matters pertaining to the propaganda and to proposed legislation affecting the retail drug trade and which is now before the Pennsylvania Legislature so consumed the time of the February meeting yesterday of the Philadelphia Association of Retail Druggists that it was necessary to continue the meeting until February 19 at 2 p. m., at the College of Pharmacy, where the executive committee also will meet. The proposition made by the N.A.R.D. to the local affiliation will then be taken up again and either disposed of or a counter proposition made.

With a few corrections, the bill to prevent the manufacture and sale of adulterated, misbranded or impure drugs and the one regulating the sale, prescription and possession of cocaine, alpha or beta eucaine, or any patent or proprietary remedy containing cocaine or alpha or beta eucaine to any person and prescribing the penalties for violation thereof, were unanimously adopted. They were read and explained by William L. Cliffe, a member of the legislative committee of the Pennsylvania Pharmaceutical Association which prepared and had introduced both measures.

Chairman J. E. Marsden, for the entertainment committee, said there were two propositions under consideration, one the holding of a monster mass meeting of physicians and pharmacists in the interests of the propaganda and the other a minstrel performance and dance, the talent for the latter to be drawn exclusively from the membership of the association. He said that he thought the get-together banquet should be placed in the hands of a special committee.

Chairman Charles Reiffuss, of the telephone and press committee, asked that all complaints relative to the telephone or newspaper situations be forwarded promptly to him. He was taken at his word and several "kicks" were forthcoming.

Chairman W. T. Burke, of the executive committee, announced that J. H. Barlow, formerly the Pennsylvania representative of the N.A.R.D., had been secured to act as the organizer for the P.A.R.D. in Philadelphia alone.

R. H. Lackey and others discussed the decline in the price of oil of lamp to \$2.18 a pound and suggested that it was not so desirable to stock up with this article as had at first been indicated by the news of the earthquake in the south of Italy.

President Fluck's list of committees is as follows:

Entertainment—J. E. Marsden, chairman; S. B. Davis, vice-chairman; C. S. Cameron, secretary; H. A. Nolte, treasurer; W. H. Sutton, G. E. Weinman, R. H. Lackey, E. K. Boltz, W. B. Reigel, H. C. Comp, E. C. Esbeman, O. Zehn.

Telephone and Press: Charles Reiffuss, chairman; Samuel B. Davis, D. J. Reese, O. W. Osterwald, C. L. Bonta.

Memorial: Dr. C. R. Lowe, chairman; L. S. Sorber, J. J. Steinman, J. Grier Long, A. R. Robinson.

By-Laws: J. B. Haegebach, chairman; W. H. Lacey, W. M. Morrison, L. R. Hofferker, N. F. Weissner.

Auditing: Walter Rothwell, chairman; Clarence Campbell, S. H. Shingle.

Reception: F. R. Keller, chairman; C. E. King, Paul McGonemy, H. L. Hetrick, E. H. Teubold.

Scholarship: C. A. S. Neely, chairman; Josh Marsden, A. Hunsberger, W. B. Ricker, S. E. Betts.

Finance: Samuel C. Henry, chairman; W. H. Gano, James C. Perry.

Legislative: W. L. Cliffe, chairman; Charles Leedom, H. C. Bluff, Theodore Campbell, W. E. Lee.

Commercial Interest: E. R. Gattell, chairman; D. H. Ross, T. Gilbert Ruff, Otto Kraus, A. J. Frankberger.

Membership: W. H. Carpenter, chairman; F. J. Austin, J. H. Bailey, Harry Swain, Nelson Ott, Ralph Haas, C. E. Tolson, A. R. Hesse, H. C. Chapman, H. J. Siegfried, J. B. Reynolds, Russell T. Blackwood, R. F. Krehl, F. P. Streeter.

Ethical Preparations: Christopher Koch, Jr., chairman; W. L. Cliffe, H. L. Stiles, Ambrose Hunsberger, Franklin M. Apple.

### Wedgewood Club Elects Officers.

BALTIMORE, Jan. 30.—The Wedgewood Club, at its annual meeting, re-elected Owen C. Smith secretary and treasurer. John H. Thomas, of the Thomas & Thompson Co.; William M. Fench and David R. Millard, of Morgan & Millard, were elected members of the executive committee. Mr. Thomas being made chairman. Henry P. Baker, president of the Thomson Chemical Works, and Mr. Pierce, traveling representative in this territory of Eli Lilly, were admitted as members, while Miles E. Mixon presided. After the regular business had been disposed of the club sat down to the monthly dinner, which was served in excellent style and raised the spirits of the diners to a high pitch.

## DISCUSS PENDING LEGISLATION.

**Drug Trade Section Takes Action on Gluck Bill—New Committees Appointed.**

Both the legislative committee and its several special committees of the Drug Trade Section of the New York Board of Trade and Transportation presented some interesting reports at a meeting of the section held on February 3.

Thomas P. Cook, chairman of the legislative committee, announced that the Mann Bill recently introduced in Congress would in all probability never come out of the committee room, and consequently needed no attention at the present time. However, in regard to the Gluck Formula and Labeling Bill, introduced in the State Assembly, Mr. Cook advised that vigorous opposition be started against this bill at once, and a resolution was adopted that explanatory letters, together with reprints of the bill, be mailed to all the members of the section so as to procure united effort in holding it down should it come up for serious consideration at Albany. The sentiment of the members who discussed the bills was that there was enough legislation at present on matters contained in the Mann and Gluck measures.

There was also a general discussion on the Crumpacker Census Bill, which recently passed Congress. It was stated that there were still several objectionable features in the bill. Announcement was made that a conference will be held in New York in the near future with the Director of the Census, at which time the provisions would be thoroughly discussed and some definite action taken.

On matters relating to membership, the opinion prevailed that the efforts of the section and the membership committee should be towards retaining present members, because of the fact that about 95 per cent of the firms in the city eligible to membership were now on the membership roll, consequently no urgent need existed for increasing the number in view of the present high percentage.

The names of members to serve on the various committees for 1909 were read as selected by the new chairman, George William Kemp, who presided at the meeting.

### M.A.R.D. ASKS EXPLANATION OF N.A.R.D.

**Big Bills for Dues Cause Surprise—Local Prosecution of Propaganda Work Considered Best Method.**

The annual meeting of the Metropolitan Association of Retail Druggists was held on January 29 at the Brooklyn College of Pharmacy. The main thing up for discussion were two bills for dues from the National Association of Retail Druggists, one amounting to \$798, claimed as back dues for the year 1908, the other for \$2485 for 1909 dues.

As the members of the association understood that payments to the N.A.R.D. were made only according to collections, the sending of these bills to the association was considered to be ridiculous. The secretary was instructed to ask the national secretary for an explanation.

It was decided not to take up the propaganda work as proposed by the N.A.R.D., as similar work was at present being adequately carried out by the several local associations in a manner that was equally if not more effective.

There was no election, the present officers being continued in office by consent. The matter of continuing the association was not discussed. The date for holding the next meeting was left with the officers.

### Druggists' Meetings at Macon.

MACON, Ga., Feb. 6.—Macon Druggists' Association is making arrangements to entertain the State Board of Pharmacy on May 24 and the Georgia State P.A. on May 25-26. The committee is composed of C. T. King, Mallory H. Taylor, Cland H. Murray, Louis E. Pellet and Max Morris. Automobile rides, and other forms of entertainment will be provided and the event promises to be very interesting.

### Lilly and Bruen-Ritchey Teams Bowl Fourth Game.

The bowling teams of Eli Lilly & Co., and Bruen, Ritchey & Co., rolled the fourth game in the series scheduled for the season last Thursday evening at Luhrs' Alleys, the latter winning. They report a very pleasant evening.

## OPPOSE REVISION OF N. Y. PHARMACY LAW.

New York Retailers Consider Proposed Change in Section of Board Members to Be an Insult.

At a meeting of the New York Retail Druggists' Association held on the 29th ult. there was considerable discussion upon the subject of pharmaceutical legislation and matters relative to the Governor's recommendations pertaining to the revision of the Pharmacy Act. While no resolutions were passed, it was the unanimous opinion of the members present that a change from the present law, especially as regards the transfer of the power of selecting board members from the retail druggists to the Governor could only work injury both to the public and the profession.

Members who expressed themselves upon the subject denounced the recommendations, declaring them an insult to the profession, in view of the fact that most of the public health regulations had emanated from the pharmacists, who by this action had shown that they were public-spirited citizens capable of being trusted. The taking away from the pharmacists of the power of selecting parties to enforce the pharmacy regulations was considered a reflection upon the integrity and honesty of pharmacists in general and instances were cited to show that the Governor had been influenced by interests opposed to the retail druggist in forming the opinions reflected in his recommendations.

Another matter that caused a great deal of discussion was an editorial attack made by a New York pharmaceutical journal upon the course taken by the association in disposing of tickets for a ball which the association will conduct for the purpose of raising funds for fighting the "premium evil." A resolution was passed strongly condemning the journal and requesting an apology. The members considered that the object for which the funds were being raised was ridiculed and belittled without just cause, and that the stamping out of the evil was a matter which should interest all branches of the trade, as its accomplishment would mean much toward placing the profession on a higher plane. The entertainment committee reported that the wholesale druggists and pharmaceutical manufacturers had responded liberally toward the cause by the purchase of ball tickets.

It was also announced by the special souvenir committee, which has charge of the campaign of education for the purpose of obliterating the premium evil, that the two monthly issues of the journal which had been distributed to the public in the neighborhood affected had already brought excellent results and the insertions in the daily press had also done likewise. It was decided to continue both the journal and the insertions.

Many routine matters were disposed of besides the appointment of the following members to serve upon the various committees: Legislative, Peter Diamond, chairman; Joseph Weinstein, B. Kolle. Membership, I. Lexvin, chairman; M. Brodtkin, A. H. Koller. Finance, Charles Bernstein, chairman; L. Marmor, A. Katzman. Grievance, S. Rosenthal, chairman; B. Kirschstein, I. Rotkowitz. Trade interests, L. Marmor, chairman; M. Dingash, George J. Ballitz. Press and scientific papers, Joseph Weinstein, chairman; N. Kruskal, B. Kolle.

## More Than a Million Red Cross Stamps Sold Here.

The Red Cross Stamp Committee met January 30 and received the report of its treasurer, Mrs. William K. Draper, showing that 1,548,801 stamps were sold in New York County during the holidays, netting the Red Cross \$11,270.38. The committee has decided to make the Christmas sale of Red Cross stamps a permanent feature.

## DR. MILLER AGAIN CHOSEN PRESIDENT.

Dr. Wiley's Work and Other Timely Subjects Discussed at Annual Banquet to Phila. Drug Exchange.

PHILADELPHIA, Feb. 6.—Every one of the eighty-odd firms comprising the membership of the Philadelphia Drug Exchange was represented at the forty-eighth annual banquet at the Hotel Walton. It was one of the most successful gatherings of the kind that the exchange has ever held. The banquet followed the annual meeting and election of officers.

Dr. A. W. Miller, who was re-elected to the presidency of the exchange, acted as toastmaster, and the other speakers were Judge Howard Carrow, of Camden, N. J.; J. Hector McNeil and Franklin Spencer Edmonds, two leading members of the Philadelphia bar, and Prof. Joseph P. Remington, dean of the Philadelphia College of Pharmacy.

While dinner was being enjoyed, a company of colored musicians and singers, the happy idea of Walter V. Smith, first vice-president of the N.W.D.A., and chairman of the committee of arrangements, kept things lively.

Judge Carrow, in his address, took the stand that notwithstanding the printed reports that might give an opposite impression, the world was vastly better in every way than it was twenty-five years ago. In particular he emphasized the advancement, industrially, politically and religiously, as he knew it. His incidents and illustrations in support of his opinions were founded principally upon the histories of Camden and Philadelphia during the past quarter of a century and were most apt and in many cases amusing.

"The Law of Sales" was the novel subject discussed by Mr. McNeil, but his discourse—couched in the language of the layman and stripped of puzzling legal phraseology—was of vital interest and immense value to those business men who every day have to confront the very problems explained by this attorney.

Dr. Miller took occasion to read the reports of some members or guests who for various reasons were unable to attend the banquet. Among them was one from the veteran secretary, William Gulager, who, on account of poor health, was unable to attend.

The next speaker, Mr. Edmonds, discussed the functions of organizations of business men as related to municipal life. He showed how such organizations and their members were the first to feel conditions which affected an entire community and how necessary it was, therefore, for such organizations to take an active part in the direction of municipal affairs.

Professor Remington discussed reform, as it was being carried on in the drug trade. He declared that there had been, and was tremendous reforms all over

the United States in the character of the foods consumed and the medicines administered for the saving of lives. "I repeat the words of Dr. Wiley," he said, "when I say to you 'God bless the drug trade for the part it has played in the work of reform.'" Continuing, he said: "No body of men has given the department which is so important a part of the Federal Government, more encouragement and more aid and have had less cause to be investigated than the drug trade. I say this not only as a friend of Dr. Wiley's but as chairman of the Revision Committee of the United States Pharmacopeia. Where there has been a difference of opinion, instead of being balked or impeded by prominent drug houses of the United States, their attitude has always been that of letting us know that if there was anything wrong, let them know so that they might help to right it. The drug trade stands at the top in the way of affording material assistance. The Food and Drugs Act is here to stay and I believe Dr. Wiley can count on all of you in the future for any needed assistance in the furthering of this important work."

Referring to recent developments and the finding of experts

Successful Vermont Pharmacist.



WILFRED T. ROOT,  
of Brattleboro, Vermont.

has become by purchase the sole owner of the famous George E. Greene pharmacy in that city, having acquired the same from the Greene estate. He began work in the store twenty-one years ago and for a dozen years or more has been manager. Mr. Root has served as president of the Vermont State Ph.A. and as president of the State Pharmacy Board, of which he continues to be a member.

on the rulings of the Bureau of Chemistry, Professor Remington advised his hearers not to worry over the situation. He said: "If Dr. Wiley has made a mistake in one trifling matter—and I won't give my own opinion now on that matter—remember that he is the best friend of those who want to conduct their business honestly and in compliance with the law."

Dr. Miller expressed the hope that all would help to celebrate the next anniversary of the exchange and called upon Walter V. Smith to lead in singing "Auld Lang Syne." Mr. Smith stepped to the piano and played the famous old air while the assemblage stood and sang the well-known words.

At the election of the exchange the following officers were chosen unanimously: President, Adolph W. Miller, M.D.; vice-president, John Fergusson; secretary, William Gulager; treasurer, Edward H. Hance; directors, Charles E. Ilires, Edward J. Lavino, Mahlon N. Kline, Clayton F. Shoemaker, Walter V. Smith, A. Robinson McIlvaine, Adam Pfromm, Richard M. Shoemaker.

## BALTIMORE APPROVES CHOICE OF LOS ANGELES.

**Suggestion Made That Eastern Members of A.Ph.A. Also Meet at Atlantic City in June With A.M.A.**

BALTIMORE, Feb. 6.—The February meeting of the Baltimore branch of the American Pharmaceutical Association will be held on Thursday evening, the 18th inst., at the rooms of the Maryland Medical and Surgical Faculty, 847 North Eutaw street. The subject of discussion will be "The National Formulary Elixirs," and a number of contributions embodying the personal experiences of those who attend are expected.

The selection of Los Angeles, Cal., as the place for the next annual meeting of the American Pharmaceutical Association is viewed with satisfaction by the Baltimore members. Dr. H. P. Hynson, one of the Council, who had proposed that Cedar Point, off Cleveland, be chosen, expresses himself as contented with the choice of the Council, but apprehends some difficulty of bringing out a large attendance from the East on account of the great distance to be traveled and the expense attached to the journey. In order to keep up the interest of the Eastern contingent and to stimulate an active participation in the affairs of the A.Ph.A., it is suggested that a meeting be held at Atlantic City about the time the American Medical Association holds its sessions there next June. It is urged that the dates be so arranged as to fall in with the proceedings of the Medical Association section on pharmacology and therapeutics, subjects which are of concern to pharmacists as well as physicians. The two organizations could hold joint sessions, in fact, which would not only be of benefit in a scientific sense, but would serve to bring the professions still closer together and improve their mutual relations, an aim that has for some time past enlisted the efforts of leading druggists as well as medical practitioners.

Prof. Charles Caspari, Jr., permanent secretary of the A.Ph.A., said he could see no objection to the plan and expressed the belief that it would do much good. Other Baltimore pharmacists of prominence take the same view.

## Dr. Whelpley to Organize Party for Los Angeles Trip.

ST. LOUIS, Feb. 8.—Dr. H. M. Whelpley has received word that Los Angeles, Cal., was selected for the 1909 meeting of the A.Ph.A. by the vote of the Council. The meeting will take place in July or August, the exact date to be decided later.

Dr. Whelpley is the St. Louis member of the committee on transportation and asked that all of those who wish to make this city the starting point communicate with him at once, so that plenty of time will be permitted in arranging a route to please the majority. Stopovers, the railroad selected and other matters of that kind will be arranged with personal pleasure in view.

Twenty years ago the A.Ph.A. met in San Francisco and for that meeting a party of sixty-five persons started from St. Louis, they having two special cars which were allotted the party for the entire trip. Dr. Whelpley is hopeful of starting with a larger party this year and of securing at least as good accommodations.

## A.Ph.A. Branch at Pittsburg.

PITTSBURG, Pa., Feb. 6.—Prominent pharmacists of this city and vicinity have organized a branch of the American Pharmaceutical Association with twenty-five charter mem-

bers as a result of a meeting held at the Pittsburg College of Pharmacy. The following officers have been elected: President, Dr. J. A. Koch; first vice-president, John C. Wallace, of New Castle, Pa.; second vice-president, John Coleman, Wheeling, W. Va.; third vice-president, John R. Thompson, Pittsburg; secretary, B. E. Pritchard, Pittsburg; treasurer, T. Henry Utech, Meadville, Pa.; executive committee, Louis E. Emanuel, J. H. Beal, Dr. J. A. Koch, B. E. Pritchard, A. F. Judd, W. R. Bell, and J. R. Thompson.

## TIMELY TOPICS TOUCHED ON AT PHIL. BRANCH.

**Propaganda Work, Physicians' Responsibility and Possibility of Two Kinds of Drug Stores in Future.**

PHILADELPHIA, Feb. 6.—The presence of a large number of retail druggists and physicians was one of the features of the February meeting of the local branch of the A.Ph.A.

Dr. J. M. Anders read a paper on "The Efficiency and Sufficiency of the U.S.P. and N.F. Preparations for the General Practitioner." The need of enlightenment on the part of both the physician and the public was emphasized as well as the danger of recommending by druggists of well known preparations.

Franklin M. Apple, in his paper on the "Limitation of the Prescription," gave some of the methods in which physicians that he had come in contact with had endeavored to limit the use of certain prescriptions and how in many such cases the result was likely to react disastrously upon the pharmacist. Mr. Apple declared that the responsibility of conveying such information to the patient or the one who was paying for the prescription should be upon the physician and he showed a sticker which he uses, printed as follows: "Your Physician directs that this prescription is *not* to be renewed without his consent."

The "Past, Present and Future of the Propaganda for Popularizing U.S.P. and N.F. Preparations" was discussed by Christopher Koch, Jr. He predicted that eventually there would be two kinds of drug stores—one in which prescription work predominated and the other where patent medicines were the principal feature of the business.

The suggestions contained in the paper "The Declaration of the Prescription," by Professor L. V. S. Stanislaus, were considered so important that on motion of Professor J. P. Remington, this paper and the subject generally will be made the topic for discussion at the next meeting.

A general discussion of the papers followed. The report of the committee on pharmacy laws of which Professor Henry Kraemer is chairman, comprised the reading of the draft of the proposed cocaine law which will shortly be introduced in the State Legislature. The point was raised that if some of the derivatives of cocaine were named, it was only right that all of them should be or there might at some time be charges of discrimination. It was said that the wording would be changed slightly, although its present meaning would remain the same. It was adopted as a whole.

Another substantial impetus was given to the proposition to organize a chemical section by the contribution of \$25 to the necessary expenses by Professor Remington. President William McIntyre, of the local branch will name a committee to formulate by-laws for the proposed section. Joseph W. England, chairman of the special committee to consider the means for conducting the proposed section, made an interesting report and supplementing this came the suggestion that if the American Pharmaceutical Association would remit one dollar annually for every member of these affiliated organizations to go toward the current expenses of the latter, it would greatly encourage their formation. Officers of the local branch will be elected at the March meeting.

## A.Ph.A. Branch Organized in Denver.

DENVER, Feb. 6.—A meeting of the most prominent druggists in the city was held recently and a branch of the American Pharmaceutical Association was organized for the purpose of uniting all the druggists on the U.S.P. and N.F. propaganda work, which is carried on by the American Pharmaceutical and American Medical associations. The following officers were elected: Charles M. Ford, president; S. L. Bresler, vice president, and W. F. Nirdary, secretary.

The longer a man argues, the less reason he generally uses.



## MODEL PHARMACY BUILT ON RUINS OF GREAT FIRE IN CHELSEA AND ITS ENTERPRISING OWNER.

Boston, Feb. 1.—Lacking only three days of nine months since he was driven from his drug store by the fire which levelled one-third of the entire city of Chelsea, Mass., Charles W. Freeman threw open the doors of his new drug store in his new building in Broadway recently and welcomed a vast throng of customers and friends into one of the most finely equipped drug stores in that part of the country. And when the visitors departed a souvenir of the occasion was presented to the ladies in the shape of a box of confectionery.

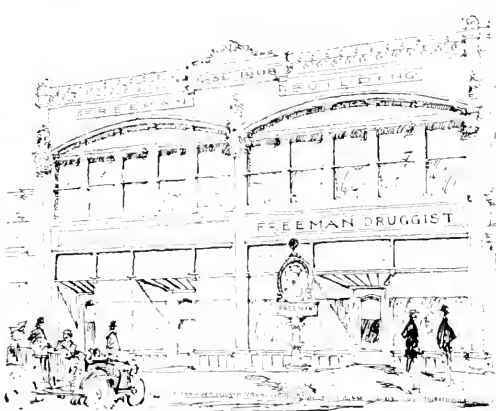
The new Freeman building is erected on the site where, in 1858, Samuel Freeman opened the first drug store in that part of Chelsea. At the time of the fire, on Sunday morning, April 12, 1908, it was the site of the largest and best-equipped drug store in the city of 38,000 people. The only things saved from the hungry flames were the file of prescription books, from No. 1 to No. 335,000. Incidentally, this was only one of three drug stores owned by Charles W. Freeman, which went up in smoke that fated day.

On Monday morning, however, Mr. Freeman had engaged a store in the upper part of the city, and by Monday night he was doing business on a small scale, and under tremendous difficulties. The demand for drug store goods and proprietary articles from a population of 15,000 who were homeless and were without even a toothbrush, was enormous, but just as fast as wholesalers and jobbers could ship articles of every description over to the new store and the things could be unpacked and arranged, they were sold. The temporary site was well located, and for the past nine months it has been a busy place.

Meanwhile Mr. Freeman was engaged in planning the new building and in equipping the store upon the most modern and convenient lines. Noted drug stores in various parts of Massachusetts were visited by Mr. Freeman during the spring and summer months, and by mid-summer he was ready to award the contract for the Freeman building, which, while not a high edifice, has a frontage of sixty feet and a depth of one hundred and twenty feet. It is built of Indiana limestone and brick and steel. About every convenience which the drug store furnisher could suggest has been incorporated. White enamel finish for the upper three-quarters of the side fittings, with a quarter base of mahogany line the sides.

Silent salesmen cases extend along three sides of the store, while the rear partition is a series of alcoves in library fashion. A private office for the bookkeeper and the proprietor are on one side, and on the other the prescription room, each of the apartments having a full view of the store, although seventy feet from the front. A laboratory and stock room and receiving room occupy the rear of the store, while ample provision is made for coat rooms and toilet rooms.

On the left side at the front is the big soda fountain, with a front counter twenty-five feet in length and a turn of seven feet. This is the successor of five fountains which have been erected on that site in the past forty years, for Samuel Freeman, father of the present proprietor of the store, was one of the earliest users of a soda fountain, and the first one in-



CHARLES W. FREEMAN, of Chelsea.

stalled was a "gooseneck" a pattern now almost forgotten, at least by the present generation. An ice-cream making plant has been installed, with an electric motor for power and a hydraulic elevator to convey the cream and chopped ice to the fountain on the floor above.

Mr. Freeman has secured as occupants of the second floor of this building a dentist and three physicians, with the apartments in the rear for the Masonic headquarters of the city while that organization is having its new building erected, so that he is drawing about his store an exceptionally select clientele.

"Although ours is the only drug store on Broadway in the burnt district, and we are the only store in

Bellingham square of any kind, the store is thronged more than it was before the fire," said Mr. Freeman to an ERA correspondent.

### Burglaries in Boston.

Boston, Feb. 8. Two Boston druggists whose stores were recently robbed have had the satisfaction of seeing the perpetrators caught. S. A. D. Sheppard of 1129 Washington street, had been missing money from his till for a number of weeks, but not until lately was the guilty one detected. Harry Simonds, a clerk, who until three months ago had been employed in a drug store in New York, was employed as a clerk at Sheppard's, and the loss of money had corresponded with the term of his service in the store. Various attempts to detect the robbery were fruitless for a time, but finally it was discovered that articles worth 75 cents and 81 were being sold and only amounts of 10 and 25 cents were rung in on the register. Simonds was charged with the larceny of \$21.25, was found guilty, and he was sentenced to the house of correction for three months.

Another fellow was in court for breaking into the drug store of Frank E. Ernst, in Jamaica Plain. In this case, however, the crime was far more serious, because the drug store is also a postal station, and among the articles stolen were postage stamps and money order blanks. The break occurred last April, but not until recently, through the alleged confession of the accused man, was he apprehended. He was arraigned before a United States Commissioner and held for the March session of the United States Grand Jury.

### Veteran Druggist Retires From Business.

MILWAUKEE, Feb. 1.—August Von Trost, one of Milwaukee's oldest druggists, has sold his business at 441 East Water street to Peters & Beek, of 2109 North avenue, who will now conduct both stores. A. E. Peters to manage the newly purchased establishment in East Water street, and O. T. Beek to be in charge of the pharmacy in North avenue.

### Improvements in a Washington Pharmacy.

Samuel L. Hilton, Washington, D. C., has recently re-fitted his store with most modern fixtures, all in white enamel. He has also put in a metallic ceiling and side walls and a new soda counter and workboard.

## BOARD EXAMINATIONS

### Indiana.

INDIANAPOLIS, Feb. 6.—A. F. Heinemann, of Valparaiso, secretary of the State Board of Pharmacy, has announced the successful candidates of the examinations held here January 11 to 15. They are as follows:

REGISTERED PHARMACISTS.—Ernest M. Adams, Warsaw; John V. Barore, Farmersburg; Walter Beck, Terre Haute; Harry J. Burring, Vincennes; James M. Casey, Indiana Harbor; Herman M. Cecil, Munice; Boyd A. Davis, Auburn; Walter Day, Rochester; Ira Dungan, Union Mills; John C. Endress, Crown Point; Ida P. Hagan, Ferdinand; George Hickey, Mt. Vernon; Carl E. Jackson, Indianapolis; James T. Jean, Mitchell; Albert H. Joab, Terre Haute; Edgar M. Johnson, Fowler; Charles A. Jones, Perryville; Hugh M. Keene, Indianapolis; Ferdinand M. Murr, Indianapolis; William H. McComber, Elkhart; Thomas M. O'Connor, Terre Haute; George W. Polhaus, Indianapolis; J. Harley Ramsey, Vincennes; Edward Remmiller, Indianapolis; Clyde Ritter, Angola; Glen O. Roberts, Jamestown; W. G. Rogers, Madison; Charles H. Spencer, Indianapolis; Herbert Stadtfeldt, Indianapolis; Walter J. Steinkamp, Richmond; Roger R. Stevens, Indianapolis; Frederick Thorn, Terre Haute; John W. Wilkie, Terre Haute; Claude Williamson, Ft. Wayne; Floyd V. Zimmerman, Marion.

ASSISTANT PHARMACISTS.—E. D. Coyatt, Marion; D. A. Keffler, Indianapolis; Leo Ray Clemmons, Rochester; Sophia G. Dickinson, Richmond; Clara M. Foeter, Wabashville; Lawrence A. Greer, Dunkirk; Valentine Hans, South Bend; Worthy E. Hughes, Ft. Wayne; A. G. Hingworth, Munice; William E. Crick, South Bend; William G. Lay, Columbus; Walter J. Maston, Lagrange; Harry Michale, Logansport; Joseph A. Noel, Logansport; W. H. Ozden, Jeffersonville; Kenneth Perrin, Alpine; Paul Richards, Columbus; Frank Rummel, Cambridge City; George R. Simmons, Munice.

The next examination will be held April 5.

### Minnesota.

ST. PAUL, Feb. 6.—The Minnesota State Board of Pharmacy has re-elected R. L. Moreland, Worthington, Minn., as president, and Charles T. Heller, St. Paul, succeeds C. J. Moos, resigned, as secretary. Mr. Moos, who has made a fine record in the college, could easily have been re-elected, but he has entered the retail drug business in Minneapolis on his own account and desires to give his whole attention thereto. Also present at the meeting were E. C. A. Tupper, Minneapolis; A. Van Rohr, Winona, and C. H. Clark, St. Peter.

Considering the needs of the College of Pharmacy of the State University, the board decided to give over for a time its efforts to secure the erection of a pharmacy building on the varsity campus. While the college has been more crowded than any department of the university, the board is satisfied with the plans of the board of regents for utilizing a part of Millard Hall, the medical building, for class rooms for the pharmacists, until plans for the greater university campus have been completed.

Thirteen of the forty applicants qualified after the regular examinations, which were held daily throughout the week, and the board issued pharmacist's certificates to A. F. Kurth, A. R. Gennell, G. L. Dodds and S. N. Warren, and assistant pharmacist's certificates to E. A. Wahlstrom, M. D. Unland, J. P. McCarter, H. O. Peterson, C. P. Sattlet, C. R. Bell, C. F. Engell, E. P. Jones and M. L. Larson.

### Illinois.

SPRINGFIELD, Feb. 4.—At the January meeting of the Illinois State Board of Pharmacy, 15 out of a class of 51 applicants for registered pharmacist and 16 of the 22 candidates for assistant pharmacist passed successful examinations. Their names follow:

REGISTERED PHARMACISTS.—George J. Alexion, St. Louis; Frank C. Belding, Jansville; George S. Borovik, Chicago; Ray A. Come, Monroeville; John L. Elson, Chicago; James Kamplain, Chicago; Aug. W. Lindstadt, Chicago; John J. O'Connell, East St. Louis; Albert L. Shults, Plano; John V.

Simonds, Belleville; Mark V. Smith, Chicago; Milo C. Taylor, Pontiac; Otto H. Threde, Alton; James Thackeray, Danville; and Walter Wagner, Morris.

ASSISTANT PHARMACISTS.—William B. Atterberry, Springfield; Samuel Bronstein, Chicago; William J. Barrett, Springfield; Alfred Dahl, Chicago; James H. Daly, Rushville; Peter B. Ekstam, Chicago; Edward G. Fingl, Chicago; Simon S. Friedman, Springfield; Theodore H. Hartmann, Collinsville; Ernest T. Kirkland, Decatur; Thomas F. Lazear, Carthage; Igino Monaco, Chicago; Arthur R. Pickering, Chicago; M. Dean Stauffer, Bloomington; Robert H. Stocks, Chicago; and John L. Zukowski, Chicago.

The board will meet in Chicago March 9 for the examination of assistant pharmacists and on the following day at the same place an examination will be conducted for registered pharmacists. The next apprentice examination throughout the state will be held March 5.

### Massachusetts.

BOSTON, Jan. 30.—Thirteen applicants out of a class of thirty were successful in their examinations before the State Board of Registration in Pharmacy. Their names and addresses are as follows: Oliver C. Brightman, New Bedford; Albert A. Cross, Huntington; James G. B. Humphrey, Springfield; Percy A. Leighton, Chicopee Falls; George W. Allison, Ipswich; Walter B. Barrett, Worcester; Napoleon J. Berard, Jr., New Bedford; William F. Doherty, Leominster; James F. Gallagher, Boston; Benjamin C. Hale, Haverhill; George E. Norton, Oak Bluffs; Daniel I. Weston, Boston; Daniel O. Wolff, Boston.

ASSISTANTS.—Charles L. Cordeau, Lowell; Jeremiah M. Nash, Norwood; Hervey D. Parthenais, Lowell; Frank G. Proctor, South Framingham; Edward A. Dervan, Lawrence; John F. Hand, Brookline; William F. Hotherman, Amesbury; Frederick C. Hunter, Everett; George Kramer, Boston; Andrew R. Newton, Boston; Arthur N. Sumner, Marblehead.

### Tennessee.

NASHVILLE, Feb. 8.—There are now over 1200 registered licensed pharmacists and 321 assistants in Tennessee. Among the class of thirty-seven that underwent the regular examination of the State Board of Pharmacy here last month seventeen were granted license to practice. A few others were granted license as assistant pharmacists.

The seventeen passing the examination successfully are as follows: Miss Carrie Nichel, L. W. Gorton, Nashville; F. A. Cleveland, Pleasant Shade; H. M. Rhea, Somerville; E. C. McNeely, Orinda; S. H. Beall and E. D. Taylor, Nashville; Carl Wood, Selmer; H. E. Wright, Orinda; T. L. Mangum, Inka, Miss.; W. E. Everett, Nashville; G. C. Young, Brick Church; W. H. Brigham, Murfreesboro; W. W. Fisher, Atlanta, Ga.; A. L. Binford, Nashville; A. C. Nicholson, Columbia, and J. A. Gentry, Nashville.

### Michigan.

ANN ARBOR, Mich., Feb. 6.—The following have been awarded certificates of pharmacy as the result of the examination by the Michigan Board of Pharmacy here, last month: Harry I. Chandler, Empire; Ray Fox, Reese; W. A. Gardner, Paris; William P. Guley, Holly; Thomas W. Irwin, Polkston; Charles C. Jackson, Vassar; Thomas L. Milne, Jr., Standish; Ralph G. Mitter, Detroit; Oscar A. Moreau, Detroit; John V. Sassaman, Charlotte; Guy R. Stone, Fairgrove.

The following received papers as registered druggists: W. D. Fales, Midland; John G. Foess, Ypsilanti; Justin N. Nelson, Ludington; Victor J. Szmielew, Detroit.

The board will meet in Grand Rapids March 16.

### District of Columbia.

WASHINGTON, Feb. 1.—William Daniel Thorn, Jr., William LeRoy Bond, Joseph Salling Baldwin, and Miss Irene Nellie Richardson, have been given license to practice pharmacy in the District of Columbia.

### Got More Flasks Than He Wanted.

BIRMINGHAM, Mich., Feb. 1.—A local druggist recently advertised that he would give a penny to every boy who brought him an empty whisky bottle. When he found that he had 1200 flasks he withdrew the "ad."

**DR. BARNARD BARS BENZOATE IN INDIANA.****BIG BUSINESS DONE IN NEW YORK POST OFFICE.**

**Even If Labeled It is a Violation of Law to Sell Goods So Preserved in That State, is His Ruling.**

INDIANAPOLIS, Feb. 6.—Indiana, in the center of the Middle West, with Dr. H. E. Barnard, Indiana State Food and Drug Commissioner, a good second to Dr. Harvey D. Wiley, of Washington, D. C., in thorough-going energy and uncompromising belief in his cause, is having a marked influence on neighboring States in the fight for pure food now going on.

A correspondent of THE PHARMACEUTICAL ERA asked him what he proposed to do now that the United States Government is temporizing with the benzoate of soda men.

"You may say for me to your readers," said Dr. Barnard, "that I propose to enforce the Pure Food Law of Indiana, which states that a food product is adulterated if it contains any added antiseptic or preservative substance except common table salt, salt-peter, cane sugar, vinegar and spices. The use of benzoate of soda is directly prohibited under this paragraph of the law and not because it may be, or may not be a poisonous or deleterious ingredient.

"Our law thus prohibits the use of benzoate of soda in food products and it makes no difference whether or not goods are so labeled, they cannot be sold in Indiana except in violation of law.

"The action of Judge Anderson, of the Federal Court at Indianapolis, in denying a temporary injunction to certain manufacturing interests that sought to restrain me from enforcing the provisions of the Food Law has already been widely commented upon and has been received with joy by food commissioners.

"I believe if we work along the lines upon which we have started that we shall stop all food adulteration in this State.

"Indiana has a population of nearly three millions and the people, without exception, including our manufacturers of food products, are with this commission."

**Federal Benzoate Decision Will Decide in Indiana.**

INDIANAPOLIS, Feb. 1.—Dr. J. N. Hurty, secretary of the State Board of Health, says in an interview that the differences in opinion between the State Board of Health and the State Food and Drug Commission regarding the use of sodium benzoate as a preservative will be settled by the decision following the report of the Referee Board appointed by President Roosevelt to look into the matter. He says that the present ban will be enforced until the Federal Government decides that benzoate of soda may be used without being considered harmful or an adulterant.

**Fined for Violating Federal Drug Law.**

DETROIT, Feb. 1.—United States District Attorney Frank H. Watson last week prosecuted the La Cotte Manufacturing Company, of this city, for shipping to a Cleveland, Ohio, drug firm a so-called complexion aid, which proved to be only magnesium sulphate colored pink. The fine was \$10.

**Heineman Company's Troubles Not Over.**

BALTIMORE, Feb. 6.—The troubles of the Heineman-Evans Company, wholesale druggists at 108 South Howard street, which were supposed to have ended when the Forderen Specialty Company several days ago had dismissed its petition asking that a receiver be appointed, have broken out afresh. Today a second suit for a receiver was instituted by Matthews Brothers. An order was issued requiring cause to be shown by February 20 why a receiver shall not be appointed. The company had accepted a proposition from creditors to pay 50 cents on the dollar, the arrangement to become effective February 1, and it was supposed that the plan would go through.

**A. F. Marquier is Again Elected President.**

NEWARK, N. J., Feb. 6.—Officers of the Alumni Association of the New Jersey College of Pharmacy have been elected as follows: President, A. F. Marquier; vice-president, Oscar A. Schraft; secretary, Fred P. Schweig; financial secretary, L. C. Hagney; treasurer, Clyde W. Heberling; trustee, J. C. Nixon. The meeting was held in the Continental Hotel. After the business session the members had a luncheon. Mr. Marquier acted as toastmaster. Speeches were made by Dr. P. E. Hommel, of Jersey City, and Dr. Louis Schneider.

**December Greatest Month in History of Office and January Makes Good Showing—Conditions Optimistic.**

Postmaster Morgan, of the New York Post Office, when interviewed regarding business conditions as reflected through the postal service, was very optimistic on the outlook for the future and called special attention to the prosperity indicated by the December revenue, which was the largest for any month in the history of the office.

The statistics given below apply to the offices under the jurisdiction of Mr. Morgan, which include all branches, substations and the main offices in the Borough of Manhattan and the Bronx.

For comparison the total revenues for the past three years are given and are as follows: 1906, \$17,827,300.98; 1907, \$18,850,220.77; 1908, \$18,898,782.20. The decrease of \$41,509.57 in revenue during the last year was due to the big falling off during the earlier months of the year. The months of 1908 from September to December showed such unusual large increases that a big general decrease was overcome.

January, 1909, has shown the heaviest business of any corresponding month and compares as follows with those of the two preceding years: January, 1909, \$1,640,503.68; 1908, \$1,508,415.70; 1907, \$1,063,619.87. In percentages the business done in January, 1909, was 8.75 per cent greater than January, 1908, and 3.39 per cent over January, 1907.

December, 1908, was the largest month in the history of the office, the total receipts for a month having never before equaled two million dollars. This mark was passed, the exact total being \$2,029,181.24 as against \$1,877,537.05 for December, 1907, the largest previous month. The enormous amount of Christmas business is reflected in the above figures, as is also the large increase in that class of mail over that of 1907.

Statistics relative to New York substations are as follows: total revenue collected for 1907, \$2,679,311.24; 1908, \$2,397,325.79; showing a general falling off as in the case of the other offices. A gradual increase, however, has been noted every month since fall and the number of substations has increased from 234 to 242.

As regards the registry business there was 4,100,268 pieces delivered and 4,291,236 pieces registered, making a total of \$392,294 pieces handled last year. The 1907 figures are higher.

During 1908 there were mailed out 427,030 special delivery letters from New York and 1,068,062 special delivery packages were received from other cities. The figures for last year are higher than those of 1906 but fall behind the totals of 1907.

**Not Victim of Mercurial Poisoning, as Reported.**

In the case of Charles Goeking, fifty-six years old, employed in the laboratories of Schieffelin & Co., New York, and reported to have been poisoned and killed by handling mercury, the autopsy showed that the man died from chronic affections of several vital organs. At the inquest held before Coroner A. F. Schwannecke, the causes of death, as disclosed by the autopsy, were as follows: Chronic interstitial nephritis, arterial sclerosis, myocarditis, chronic cardiac insufficiency, pulmonary edema.

Goeking had been in ill-health for several years and was stricken while standing on an L. station. Death occurred shortly following his admittance to Lincoln Hospital.

**Soda Fountain Talk.**

The American Soda Fountain Company's new models for soda fountains, both "Iceless" and regular ice cooling, are meeting with exceptionally fine reception and large sale. Perfect skilled workmanship goes into all the apparatus manufactured by this company and as they, or their predecessors, have been manufacturing soda equipments for many years, their long experience and reputation proves them competent to make and offer new appliances as soon as changing conditions are ready for them. Dispensers should write the company for a copy of the little book "The Passing of the Ice-man."

Era Price List is indispensable to all druggists.

### ASEPTIC PRODUCTS CO. ORGANIZED.

New York Corporation With \$200,000 Capital; \$150,000 in Common and \$50,000 in Preferred Shares.

The new company to manufacture plasters and surgical dressings which was promoted by C. H. Goddard, manager of the American Druggists' Syndicate, filed its application for a charter with the Secretary of State at Albany on February 3.

This new company is known as the Aseptic Products Company and has a capital stock of \$200,000 in shares of \$10 each; \$50,000 of the stock is in preferred and \$150,000 in common shares. The directors of the corporation are: S. C. Yeomans, of Chicago; A. W. Kiler, of Columbus, Ohio; Reese C. Roberts, of Ambler, Pa.; J. Maxwell Phinglo, of New York City; E. C. Goetting, of New York City; Adrian Paradis, of Brooklyn; Edw. Wolff, of Brooklyn; George W. Luft and C. H. Goddard, the latter two being officials of the A.D.S.

Mr. Goddard stated that the company has rented a large floor with 13,000 square feet of floor space in the new fire-proof Blanchard Building, which adjoins the laboratories of the American Druggists' Syndicate, and expects to be turning out plasters by the middle of March.

He also stated that such of the capital stock as will be sold now is sure to be largely over-subscribed, but the books will be held open until March 31, and in the distribution of this stock preference will be given to the single share subscribers. He estimates that the larger share-holders will have to be content with from 50 to 70 per cent of their subscriptions. The \$50,000 in preferred shares is what the company is selling in advance, and with each share of preferred a bonus is given of one share of common stock. This will leave \$100,000 of the common stock in the treasury to be sold in the future as the demands of the business may require.

### A Fussy Package for Fastidious Folks.

That it is easier to sell a pound package of candy for \$1 than a pound at 80 cents has lately been proved to the entire satisfaction of many druggists who are enjoying a monopoly of the sale of Whitman's chocolates and confections through the manufacturer's exclusive agency plan. Last year The Whitman Agency put out and pushed a very attractive package of selected chocolates under the catchy name of "A Fussy Package for Fastidious Folks" which struck a responsive chord in the hearts or stomachs of candy buyers. These chocolates hit exactly the popular taste, for people who bought them got just what they wanted and they were therefore willing to pay the price. In the attractive advertising the Whitman's are putting out for their agents more emphasis than ever before is laid upon the completeness of their package line, which covers from five-cent goods upward every kind of sweets that the public demands. If you haven't all the facts relating to this proposition handy, write to Stephen F. Whitman & Son, Fourth and Race streets, Philadelphia, for particulars.

### California Fig Syrup Co.'s Special Offer.

The California Fig Syrup Company announces that it has arranged with wholesale druggists to allow a discount of 5 per cent from the list price of 84¢ on all one gross orders. By taking advantage of this offer the retailer can materially increase his profits on the sale of a popular remedy. The California Fig Syrup Company has doubled its manufacturing facilities in order to supply the great output of California Fig Syrup which will be required this year and which is bound to increase, for the manufacturer has inaugurated an extensive advertising campaign which is sure to stimulate sales to the advantage of all concerned. Read the California Fig Syrup Company's advertisement on page 13 of this week's issue of the Era for full particulars.

### Shorter Hours Announced at Banquet.

RACINE, Wis., Feb. 6.—Clerks employed in the several stores of the Real Cross Drug Company here, were banqueted recently by the officers of the company. A supper of ten courses was served and President T. W. Thiesen announced that in the future all the pharmacies would close evenings at 9 o'clock, with the exception of Saturday evenings, when the stores will be open until 10 o'clock.

### CONSTANT TARIFF REVISION DANGEROUS.

Ways and Means Committee Object to Permanent Commission—Mr. Taft Favors Advisory Board.

Advices from Washington state that although there is little likelihood that the Committee on Ways and Means of the House of Representatives will consider any proposition involving a permanent tariff revision commission, it is expected that the coming Indianapolis convention of various National commercial bodies will declare strongly in favor of such a commission. President-elect Taft has expressed himself as favorable only to a commission that should advise Congress of desired changes in schedules and collect data needed for information, but not fix rates, as the latter would be unconstitutional.

Chairman Payne and other members of the Ways and Means Committee are quoted as saying that such a commission is unnecessary, for they assert that the numerous sources of information through Government bureaus are well able to supply all material required. The main argument advanced by them against such a commission, which would have the right to establish rates or even recommend such changes to the House Committee, is that business interests would be severely impaired by the constant uncertainty of tariff rates which would result. Furthermore, capital would not be so freely invested in those industries and trades which are affected by foreign trade and competition.

Washington authorities declare that on account of the stand taken by the Ways and Means Committee there is hardly any possibility that the permanent commission, should one be formed, will take any part in framing the forthcoming tariff bill or that it will supplant the Ways and Means Committee in any way.

### N.W.D.A. Delegates to National Tariff Commission.

President Fred L. Carter of the National Wholesale Druggists' Association has appointed the following delegates to attend the convention of the National Tariff Commission, to be held in Indianapolis, February 16 to 18: William Scott, chairman; William J. Mooney, John N. Carey, G. Barret Moxley, Marion Ward, all of Indianapolis; Thomas P. Cook, New York; James W. Morrison, Chicago; Frank G. Ryan, Detroit.

The purpose of the convention will be to give immediate and adequate expression for the creation of a permanent, non-partisan, semi-judicial tariff commission, which shall collect and study commercial and industrial facts in this and other countries, pertinent to the tariff question, for the information and use of Congress and the Executive Department.

Henry Riesenberg, of Indianapolis, president of the Lemare Pharmaceutical Company, of New York, will be chairman of the convention.

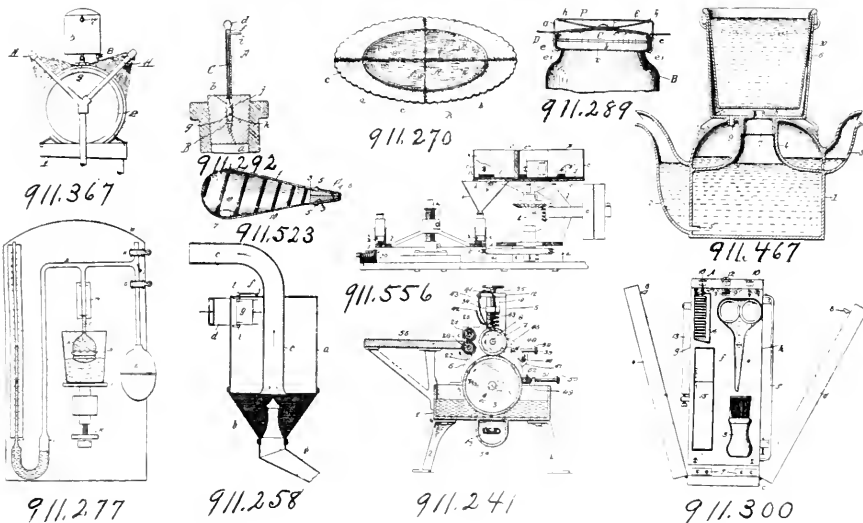
### Drug and Chemical Club Annual Meeting February 18.

The annual meeting of the Drug and Chemical Club of New York will be held in the club rooms next Thursday at noon. Several matters will be brought up for disposition and action taken on the report of the Nominating Committee, which has presented the following names of members to serve upon the Board of Governors for the three years ending February, 1912: Harry C. Larter, George W. Formeyer, I. Frank Stone, William H. Dutcher, A. K. Gardiner, E. H. Reynolds. Members of the board whose term expire this year besides Mr. Formeyer, who has been re-nominated, are: Gustav A. Schwarz, Samuel A. Moneyenny, Hector M. Hitchings, William S. Ginnel, Edward S. Woodward.

### Big Drug Company Orders Six Becker Iceless Fountains.

The Biker Drug Company, which recently opened new drug stores at Fourteenth street and Fifth avenue and Forty-second street and Sixth avenue, New York City, where they installed large Becker iceless fountains, and which also installed large Becker iceless fountains in its Jaynes store, 30 Washington street, Boston, and Brooklyn store, 1273 Broadway, is again opening two additional new stores one in Tremont street, in Boston, and one in Newark, N. J., for both of which orders have been placed with the Becker Company for large iceless fountains. This makes six iceless fountain orders given the Becker Company by the Biker Company in about five months, four of which are in operation.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted February 2, 1909.

- 911.241—George E. Inman, Chicago, Ill. Label-coating machine.
- 911.258—Richard G. Neumann, Wandsbek, near Hamburg, Germany, assignor to the firm of Kakao-Compagnie Theodor Reichardt, Gesellschaft mit beschränkter Haftung, Wandsbek, near Hamburg, Germany. Sifter for pulverulent material.
- 911.269—Ludwig H. Reuter, Berkeley, Cal. Process for producing certain proteins from buttermilk.
- 911.270—Ada Schneider, Chicago, Ill. Rouge holder.
- 911.277—Edmund S. Smith, Niagara Falls, N. Y. Glue tester.
- 911.289—William A. Bostwick, Rochester, N. Y. Cover fastening for jars.
- 911.292—Charles C. Call, Springfield, Mass. Cork-pulling device.
- 911.300—Eric Erickson, Portland, Ore. Toilet case.
- 911.367—Alexander Berg, St. Louis, Mo. Process for recovering waste alcohol from liquor casks or barrels.
- 911.467—Arthur W. Blunden, Sobastopol, Cal. Kettle still.
- 911.468—Karl Bosch, Ludwigshafen-on-the-Rhine, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation of Germany. Saponification of alkaline earth cyanides.
- 911.523—Charles Piers, Chicago, Ill. Antiseptic syringe.
- 911.556—William H. Froggatt, Jr., Brooklyn, N. Y. Counting and bottling machine.

## Boston Druggist and Wife Escape Earthquake.

Boston, Feb. 6.—Word was received in Boston today announcing the safety in Nice of Mr. and Mrs. C. R. Pollard, whom it was feared were in southern Italy, and possible victims of the Messina earthquake. Mr. Pollard was until recently one of the proprietors of Woodward's Drug Store, at 100 Tremont street. Mr. and Mrs. Pollard, when they left Boston, intended to tour Italy and spend the winter there, but instead of going to south they tarried at Nice.

## TRADE MARKS.

Published February 2, 1909.

- 33,024—Hans Schneider, Hamburg, Germany. Class 6. Disinfectants.
- 33,218—Alfred E. Dahlberg, Chicago, Ill. Class 6. Laxative tablets and laxative quinin tablets.
- 33,717—The Palmerto Chemical Company, Inc., Aiken, S. C. Class 6. A remedy for chills and fever, grip and colds.
- 34,487—Joseph W. Bowles, Normal, Ill. Class 6. A vegetable compound intended to be used as a blood-purifier and tonic for the treatment of biliousness, headache, constipation, etc.
- 36,900—The Johnson-Richardson Company, Ltd., Montreal, Quebec, Canada, and Burlington, Vt. Class 6. Liver pills and dyspepsia tablets.
- 37,563—Peerless Medicine Company, Petersburg, Va. Class 6. Liver pills.
- 37,791—Pharmacie Humanitaire de Paris, San Francisco, Cal. Class 6. Remedy for gonorrhea, gleet, syphilis and spermatorrhea.
- 37,813—Sanative Remedy Company, St. Louis, Mo. Class 6. Foot salve.
- 38,050—Willbur F. Shook, Dallas, Texas. Class 6. Medicinal remedies for diseases of the stomach, liver, bowels, for malaria, colds, catarrh, and diseases of the skin.
- 38,109—Ignatz Palocz, Budapest, Hungary. Class 44. Inhalers.
- 38,159—Samuel Schwartz, Newark, N. J. Class 6. An insecticide and vermin destroyer.
- 38,281—Frank L. Greer, Bloomington, Wis. Class 6. Lotions.
- 38,353—Laura M. Voight, Cincinnati, Ohio. Class 6. Chemical washing compound.
- 38,395—William Cooper & Nephews, Berkhamsted, England. Class 6. An antiseptic ointment for human and veterinary use.
- 38,536—Elizabeth Jensen & Co., Chicago, Ill. Class 6. A remedy for pain in the kidneys, swollen throat, rheumatism, stiff neck, neuralgia, headache, backache, strains, cramps, and mumps.

## Serious Fire in Montreal.

MONTREAL, Que., Feb. 1.—About \$20,000 damage was done recently by fire in the druggists' sundries establishment of L. McEwen & Co., 46 West Craig street.

Copy of any PATENT or TRADE MARK, 10 cents.  
 Author of copyrighted work on Protective Trade Marks,  
 Food and Drugs Act, and Valid Patents.  
 G. H. DAVIS, Attorney, 905 G St., Washington, D. C.

# THE DRUG MARKETS

## SEASONABLE GOODS IN FAIR DEMAND.

### Business as a Whole Much Better Than a Year Ago. Demand Confined to Actual Requirements.

**NEW YORK, Feb. 8.**—In the drug and chemical market only a moderate movement is noted with the demand confined to actual requirements for consumption; but taken as a whole business is fairly good, especially when compared with conditions existing a year ago. The price changes have been few and unimportant except for the reduction of 1c. per ounce for quinine, as noted in our last report. Opium is firm but quiet. Balsam of Peru is active and higher. Norwegian cod liver oil is selling well with a good demand improving the prices. Ergot, both Russian and Spanish, is higher with the market inclined toward still firmer prices.

**QUININE SULPHATE.**—The decline of 1c. per ounce in this article brings the price down to the lowest on record. Heavy bark shipments and lower prices for Java brand of quinine are responsible for the decline.

**OPUM.**—The demand is for small parcels only and the market has a quiet appearance, but holders are firm in their views and decline to shade their prices. The news from Smyrna give a fairly active market at unchanged prices. The arrivals in Smyrna for the week ending January 15 amount to 1990 cases, as against 1344 cases for the same period last year.

**BALSAM OF PERU.**—Owing to reports from primary markets a sharp advance has taken place in this article, and prices are now \$1.90@82.00 per pound. There is an extreme scarcity and the bulk of the limited stock is concentrated. The principal holders are retaining their supplies, and only a few stray lots are obtainable.

**GRAINS OF PARADISE.**—There has been an active demand for this article and prices have advanced to 35¢@40¢, for the powdered. Foreign markets report great scarcity and prices have nearly doubled in value. Lower prices are not to be expected, at least for some time to come.

**MANNA.**—The shipments referred to in the last report have now arrived and the market is well supplied with new crop.

**VENICE TRENTINE.**—The market is now well supplied with all sizes except stands. The demand seems to be very good with no difficulty in getting full prices. Artificial goods are being offered in this market but are very undesirable and will not answer where true goods are required.

**DIGITALIS LEAVES.**—There have been arrivals of a quantity of prime leaves of good quality. The stock in this market is very small and with the good demand this lot is rapidly being disposed of.

**Mastic.**—A shipment of new crop of very good quality has been received and is rapidly being absorbed by the trade.

**OLIVE OIL.**—The price of Lucca cream salad oil keeps steadily advancing in primary markets, and in the local market a heavy demand is experienced with only limited supplies available to meet the urgent demand. Correspondents write that the entire crop of olives will be secured by the middle of the month and no oil will be left in growers' hands. Further advances may be looked for any time and the trade should keep informed on the article if they desire to realize full value for any stock they may have on hand.

**NORWEGIAN COD LIVER OIL.**—A fair steady demand is reported, and the market has been quite firm at the former range of \$21@825 per barrel, as to brand and quantity. According to cable reports, goods cannot be imported below \$21 @ \$22.50. During 1908 there were over 51,000 barrels shipped from Norway, and the unsold stock in primary markets is said to be at a very low point.

**CANADA BALSAM OF FIR.**—This article is meeting with a fair consuming inquiry and the market is firm owing to light stocks and absence of offers from primary sources of supply. The quoted range of prices is \$5.50@85.75 for large quantities, but there is very little obtainable at the inside figure.

**BAY RUM.**—With a fairly good demand and with the knowledge that future stocks will cost more, the market has been

quite firm. Quotations range from \$1.50@81.60, as to quantity and seller, with no anxiety to sell at the lower figure.

**MENTHOL.**—There is rather more pressure to sell and in the absence of demand the market has been somewhat easier. Quotations for large quantities range between \$2.15@82.20, with most business done at the higher figure, only one seller naming the lower price.

**MESSINA ESSENCES.**—The essences are without any change, and while there is a good deal of bearish talk in some quarters, conditions cannot be considered much, if any better, either here or abroad. The trade in general is still of the opinion that higher prices for oils of lemon and orange will rule later on. Unusually cold weather with severe frost is reported to have destroyed the remainder of the fruit left on the trees in Messina and surrounding country.

**GLYCERIN.**—The market is rather unsettled owing to competition. One Western refiner has offered on the lower basis of 15 3/4¢, for drums, although no contracts are available at this figure. The general quotations are based on 16 1/4¢, for drums.

**QUINCE SEED.**—Goods of desirable quality are scarce on the spot, and holders are again firm in their views, with \$1.00 @ \$1.05 being the quoted range, as to seller and quantity.

**HEXANE LIQUIDS.**—Prime goods continue in good consuming request and firm, with further business in U.S.P. reported at prices within the quoted range of 16¢@17¢, according to quality and quantity.

## London Drug Market

**LONDON, Jan. 30.**—The small supplies of drugs catalogued for Thursday's sale met with a fair demand, notwithstanding the fact that the dense fog which prevailed in the city during Wednesday as well as sale-day rendered it extremely difficult for buyers to form a correct judgment of the samples on view in the broker's offices and at the warehouses. Timinevly Senna was not represented but a fair supply will probably be brought forward at the next auctions. Cape Aloes was in good demand and sold at prices about 2s. 6d. per cwt. higher than at the last sales, good, hard, bright fetching up to 30s. 6d. per cwt. Curacao aloes was steady at 45s. per cwt. for fair liver and Zanzibar was also steady at 80s. for good hard hepatic in skins. Ipocacuanha sold at 5s. 1d. to 5s. 2d. for good Rio. There was a good demand for Sarsaparilla and good grey Jamaica realized 1s. 5d. per pound, and red and yellow native Jamaica 10d. to 1s.; fair Lima realized 1s. 1d. to 1s. 2d. per pound and Honduras was bought in. A few cases of Palembang Gum Benzoin sold at 44s. per cwt. for seconds part drossy; fair seconds realized 47 per cwt.; two cases of Siam sold at £14 to £14 2s. 6d. per cwt. but fine qualities of Siam were bought in. Six bags of Spanish ergot of rye sold without reserve at 1s. 4d. per pound for sifted, slight weevily. For Buchu leaves there was no demand, but some business has been done privately at steady rates. Cardamoms were in good request at 1d. per pound advance. Two tins of Ambergris sold without reserve at 60s. per ounce. Wax was in strong request and realized slightly dearer rates for Zanzibar, up to 46 1/2s. per cwt.

Privately business in drugs and chemicals is far from brisk. Citric Acid is easier and buyers are holding off, not being willing to pay the price asked by the holders of English makes—namely 1s. 8d. per pound. The value of Essence of Lemon has again receded and there are offers at 6s. per pound spot, and 4s. 6d. and 5s. per pound, c. i. f. for shipment. Oil of Bergamot is nominally 35s. per pound spot. An advance in the price of Bromides is anticipated in the near future and a further rise in the value of Glycerin is expected. Opium is firm on the spot, as also are Morphine and Codeine. The price of Quinine Sulphate has been reduced 1/2d. per ounce. Oil of Peppermint is firm at 6s. 3d. to 6s. 6d. for Wayne County oil in tins, but business is quiet at the moment. Menthol is firm at 7s. 3d. per pound for "Kobayashi."

### Will Manufacture Patent Remedy.

**BUFFALO, N. Y., Feb. 6.**—Patent medicines will be manufactured by the Great Northern Remedy Company, which has just been incorporated. The concern is capitalized at \$150,000, but begins business with \$1000.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, FEBRUARY 18, 1909

No. 7

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western office:

Room 500, Dickey Building, 40 Dearborn, Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE.

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent office.

Entered at the New York Post-office as Second Class Matter

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For Era Album 90 WILLIAM ST., NEW YORK.

## RALLYING TO DR. WILEY'S SUPPORT.

Further evidence that the pharmacists of the country are in favor of the retention of Dr. Wiley as head of the Bureau of Chemistry at Washington can be found in the action of the New York Branch of the American Pharmaceutical Association which has ordered sent to President-elect Taft and other officials strong resolutions calling for a continuance in office of the Father of the Pure Food and Drugs Law, as he is sometimes styled by those who believe he is largely responsible for the enactment of the measure into law. Other associations also have endorsed Dr. Wiley and no doubt more will follow, while at the same time the preponderance of public opinion as shown in influential papers is against any change.

Enemies of the doctor will no doubt carry their fight against him to the last ditch, but it is puzzling to figure out what arguments they can use to further their purpose without placing themselves in the position of defending adulterations and impure food and drug products. Everybody may not agree with Dr. Wiley, but his errors, if they may be so called, have been upon the side of purity in every instance and errors of that sort are invariably condoned by the great mass of the American people.

## THE PENALTY FOR DOING ONE'S DUTY.

While it is only coincidental to the agitation in this State, the effect of placing the appointment of members of boards of pharmacy in the hands of Governors instead of having them elected by the pharmacists is shown in a striking manner in Pennsylvania. In our sister State, Governor Stuart has refused to reappoint an honest, indefatigable and conscientious board member at the behest of politicians who could not persuade him to prostitute his office by granting certificates to incompetent applicants. There is no profession that stands more in need of the vigilant safe-guarding of its portals than pharmacy, for there is not one that offers the opportunities to be found in a drug store for wreaking injury and death to the general public.

Pennsylvania is not the only State where politicians have sought to influence board members to pass would-be druggists through the short and easy entrance to the practice of pharmacy, but with rare exceptions the pharmacists have refused to become parties to such infamous proceedings. Like Mr. Cliffe in Pennsylvania and Mr. Bodemann in Illinois, they have suffered for their zealotness in the cause of clean pharmacy. With the appointive system board members are ever at the mercy of politicians. With the elective system in New York such a condi-

tion is impossible. There is one argument, however, that will appeal to many pharmacists in connection with the appointive method, for the higher and better class of men are sure to incur the ill-will of the politicians and thereby provide rotation in office. The politicians hope, besides securing revenge, to obtain pliable tools for future use, but men of that stamp are few in pharmacy and they are invariably disappointed.

With a provision in the law that the appointments must be made from lists submitted by State Pharmaceutical Associations there is almost the same protection that is found in the elective system, and safeguarded in that way the appointive idea loses much of its obnoxiousness.

#### EXAMINATIONS AND REJECTIONS BY BOARDS.

Questioning the mental integrity of problems put before candidates for examination to ascertain their fitness to receive certificates for the practice of pharmacy has gained some vogue, particularly in Pennsylvania, but it is doubtful if all of the elements entering into this important duty are given proper consideration by the critics. We do not know of a board member at the present time who is not actuated by complete devotion to the profession and possessing a due regard for the rights of neophytes who seek to pass from the preparatory stage into the inner circle of qualified pharmacists. Some of the examiners may prepare questions which they could not answer in the manner prescribed for examination purposes, but which they believe a student fresh from a college of pharmacy should be able to satisfactorily answer. If the questions were of a character that the expert with years of experience could easily answer it is probable that not every college graduate could obtain a passing percentage, while on the other hand if all of the questions were taken from the books there could be few failures by intelligent students to receive their certificates.

Board members have found, with few exceptions, that the preparation of questions that are fair, qualitative and reasonably conclusive in determining an applicant's fitness is the most difficult, if not the most important duty that confronts him. This subject was discussed in a very interesting paper by Dr. Thrush, of Philadelphia, in the ERA of January 21, page 62, and no doubt there will be further additions to the literature now available.

#### CONTROL OF SALE OF HABIT-FORMERS.

There was much food for thought in the account in the ERA of February 4, page 119, of the discussion on "Regulating the Sale of Habit-forming Drugs" held at the January meeting of the City of Washington Branch of the A.Ph.A. The druggists of the country have it within their power to control the sale of narcotics and many of them use the utmost discretion in limiting the sale to legitimate purposes. Unfortunately all are not so inclined and the result has been restrictive legislation, in some States so severe as to be irksome for conscientious dispensers.

The same rule applies to the sale of liquor. The

inclusion of druggists in prohibitory bills is due almost entirely to the tendency of some members of the profession to make their livelihood through the sale of liquors, rather than by selling drugs. In Alabama this condition has resulted in a prohibition law which the Attorney-General advises prevents even the sale of liquor on a physician's prescription. Closer attention to a higher moral standard would elevate the profession in the eyes of the law-makers and public generally.

#### THE DEVELOPMENT OF DISCOVERY.

Two recent announcements of discoveries in the scientific world are of more than ordinary interest. Although hailed as new discoveries they are really the development of previous contributions to present-day efforts to further harness nature. In Cleveland a torch has been invented which by the use of acetylene and oxygen produces a heat power of 6300 degrees, the most terrific known to science, and makes possible the hitherto impossible feat of welding aluminum. Some idea of the power of this flame is conveyed in the statement that it will eat through two inches of solid steel in less than a minute.

Dr. Baekeland's discovery of "oxybenzyl-methylenglycolanhydride," or as he calls it for short, "bakelite," brings into trade a substance possessing the good properties of celluloid, but cheaper in cost and fireproof as well. The latter quality is of utmost importance, for it enlarges the field in which this improvement upon celluloid can be employed.

There seems to be no limit to the possibilities of discovery by modern alchemists. The two just mentioned, despite their great commercial importance, are merely stepping stones in the path of chemical progress. What will be the next wonder presented to us by science?

#### ANOTHER SWINDLER PREYING ON THE TRADE.

Drug trade merchants, particularly in the East, will do well to read the item on page 171 of this issue of the ERA regarding the exploits of a dishonest salesman who is accused of having defrauded both his employers and their customers without showing either fear or favor. How this fellow obtained the excellent recommendations which paved the way for obtaining his last position is a mystery. No doubt he will beg, borrow or forge new credentials and endeavor to impose upon some other drug house in the same way that he did in Omaha.

The trade should keep a sharp watch for the appearance of this man and promptly turn him over to the police. It would be well to cut out the item and place it where the description of the crook can be easily seen for comparison with any applicant for employment who calls.

A Syracuse druggist has attached to his pharmacy what a local paper calls a "novelty" in the shape of a licensed physician who is constantly in attendance to prescribe for patrons who may desire his services, no charge being made for the same. Some successful druggists have found the plan to work well, but it has never been generally adopted for the reason that ordinarily the pharmacy would lose as much if not more trade through the antagonism of the neighboring



physicians as could be gained through the patronage of free patients. Regardless of the expediency of the experiment in Syracuse the doctors of that city can scarcely call the druggist a counter dispenser.

Optometrists are prosecuting a vigorous campaign for the recognition of optometry as a profession. Bills have been introduced in the legislatures of New Jersey and Tennessee modeled on the law which recently went into effect in this State and other legislatures are to be invaded. The opposition of the medical profession so far has not materialized to an extent that threatens defeat to the enthusiastic advocates of the new profession.

Those who have succeeded best did not choose their tasks, but put all their energy upon the execution of the tasks which were thrust upon them.

Duty to self demands sixty seconds of hustle in every business hour.

The first wholesale druggist, in point of time, in the State of Mississippi, is now one of the foremost wholesale druggists, in point of importance, in the entire South. The druggist in question is F. A. Dicks, doing business at Natchez, Miss., and he is now the chief executive of Finlay, Dicks & Co., one of the largest wholesale drug houses in New Orleans and that entire section.

Between the beginnings of the small jobbing house in the small jobbing city of Natchez and the big establishment which occupies most of the block bounded by Magazine, Canal, Common and Tchoupitoulas streets in New Orleans, within a stone's throw of the same Mississippi River which flower by historic Natchez, there has been many days of planning the display of much business wisdom and the exertion of much energy, but through it all F. A. Dicks has been the one ultimately responsible for the development of the institution.

Although still a young man of 55 years, Mr. Dicks has seen 42 years of service in the drug business. This means that he started early, and he must have started before thirteen had become an unlucky number, because, notwithstanding this was the number of his years when he began his drug career, ill-luck did not pursue him. For four or five years Mr. Dicks worked as a clerk in the retail drug store of W. H. Fox & Co., in Natchez, and then became a member of the firm of George J. Dicks & Sons, another retail drug firm.

In 1875, when he was just old enough to vote, Mr. Dicks went in business for himself, the eight years of experience he had previously had being sufficient to equip him to conduct a retail drug business in his own name and in his own behalf. Since that time he has not taken one backward step, so far as his business is concerned. On the contrary, it has increased in importance and size, notwithstanding the various vicissitudes through which commercial affairs of that section of the South have passed since 1875.

Mr. Dicks' entrance into the wholesale drug business was gradual. He got into it by what may be termed "breaking" into it. As a retailer in Natchez he saw the opportunity of not only selling small customers small doses, but also the opportunity of selling many doses to other retailers. Without relinquishing the paying retail business which he had built up, he added a jobbing department and started on a campaign for business. It came, and then it kept coming until its volume was so large that Natchez could not offer sufficient facilities for carrying it on. Then Mr. Dicks moved to New Orleans.

When he organized his company there he associated with him one of the best-known wholesale druggists in the city, George R. Finlay, who has been senior member of Finlay & Bruns-  
wig. Mr. Finlay became the senior member of the new com-

cern, and remained its president until his death in 1897. Since that time Mr. Dicks has been in name as well as in fact the head of the company. Its vice-president is C. B. Dicks, a brother, who has been a business associate since 1875, and T. J. Ferguson is secretary and treasurer.

In addition to its strictly wholesale drug trade, Finlay, Dicks & Co. have built up a large business in druggists' sundries and soda water supplies, and the catalogue which the company issues in this department is one of the most complete published in the South. C. B. Dicks, while having general supervision over various parts of the business, devotes his particular attention to the sundries department.

Aside from his business, Mr. Dicks finds time to devour a great many books. He is singularly free from hobbies, unless this can be called one. He is a lover of books and his readings cover a wide range. Ergo, he is a domestic animal. Although he belongs to several of the leading New Orleans Clubs, he is not a clubman. As a member of the Pickwick Club he has the entree, socially, whenever he cares for such pastime, and he is also a member of the Chess, Checkers and Whist Club, another leading social organization of New Orleans. But he is rarely at either of these places, and even takes his lunches at his residence in Prytanian street. In the summer, when many other business men find time for a vacation of several months, he is generally at work at his store,

but he takes enough time usually for a flying trip to the North Carolina mountains, or to Colorado or somewhere else. His New Orleans home, however, is both his summer and winter home. Last summer he combined business with pleasure and toured the tropics. As a result he not only saw much new country, but his house is now selling goods in many parts of Latin-America.

Mr. Dicks was for several years secretary of the Southern Drug Club. He is also a member of the American Pharmaceutical Association; the National Wholesale Druggists' Association and the Louisiana State Pharmaceutical Association.

When the Devil makes such a noise with his temptation, it is not to be wondered at that some people fail to hear the still, small voice of conscience.—  
*Hudson Observer.*



F. A. DICKS.  
of New Orleans.

New York's daily newspapers give little idea of the effects on life and limb of the operation of the transportation systems within the city limits. During 1908 there were 444 persons killed outright and 35,000 injured, according to a report made public by the Public Service Commission of the First District, by surface, subway, "L" and steam roads in New York City. A comparison of the figures for five months of the year with the corresponding period in 1907, during which statistics were compiled, shows a decrease in the number killed but an increase in the total of injuries. Of the 35,000 injured, by far the greatest number were passengers. Persons afoot and others not riding on cars came next in the list, with employees of the traction companies last. Accidents of all kinds, including those resulting in no injuries, amounted to 56,481. Of these the surface lines show 42,391, the subway and "L" lines 11,445 and the steam lines 2,645. The steam roads were proportionately much the hardest on employees, the injury list showing 1327 out of 1965 cases to be members of this class. The fatality table shows 107 for steam lines, 89 for "L" and subway and 248 for surface lines.

The gaming tables at Monte Carlo are once again in full swing, says the Dundee *Advertiser*, and the Casino is pouring into its coffers something like £4000 (\$20,000) daily toward the annual million or more it expects to clear before April closes. But, enormous as the Casino's profits are, its expenditure is proportionately great and includes some strange items. Thus it pays about £9000 a year for clergy and schools, £6000 for charity and £20,000 for police and courts. The

maintenance of the Casino runs into hundreds of thousands of pounds. And yet, in spite of these huge disbursements, the shareholders have little cause to grumble, for their pocket dividends something like £500,000 a year; and, even in a poor year, can rely on a return of over 30 per cent on their holdings.

"Nearly everything he touched turned to gold."

"How did he work it?"

"He was careful not to touch anything but greenbacks."

The undress photograph is the latest London society craze. Whether Salome is directly responsible for the daring innovation or whether it is the outcome of a growing contempt for conventionalities is an open question. Only one thing is certain—the undress photograph has arrived. All the London weeklies which devote pages to the glorification of the female form devise now certain photographs which a year ago would promptly have been consigned to the flames. Half the women, theatrical and social alike, photographed seem bent upon showing their figures with as much detail as the flimsiest of wraps permit, or giving the impression that the loose cloak alone hides their complete nudity.

Geraldine—Pa has put his foot down.

Gerald—I know it. I was under it.

The impetus given in England in the last few days to the development of the uses of radium has drawn attention to the great work that is being done by the Paris Radium Institute, where Mme. Curie superintends the extraction of the wonderful substance from pitchblende and other materials. The institute now possesses 15 grains of radium valued at \$85,000. Experiments in the hospital connected with the institute have been so extensive in the last three years that Dr. Degrais, in charge, says: "We in France are no longer in a period of expectancy. We are now in a period of confirmation."

The institute reports 64 cures of surface cancer out of 68 cases treated. Hundreds of cures have been made of cutaneous affections, including tumors, some of great size. Thousands of birthmarks and scars have been removed and remarkable cures of chronic rheumatism, eczema and tuberculosis have been recorded. It is expected that during the present year the laboratory will provide six times the quantity of radium above mentioned.

A recent departure is the application of radium to mineral waters, the efficacy of which will be vastly increased thereby.

Otherwise—And you actually approve of gossiping women?

Wise—Yes, for this reason: I have noticed that a woman who is always talking about her neighbors never has time to complain of her husband.

A number of Indianapolis druggists were talking the other evening at a bowling alley where they go for recreation about the business of other days. Among them was an old-timer, a retired druggist. "You're a lot of live people," said this one, "and you have more attractive places of business than those of my day but you don't know as much about clever advertising as some of us knew years and years ago, advertising that didn't cost us fifty cents a line in the newspapers. I was a boy in a drug store along in the sixties. The beautiful aniline reds Solferino and Magenta named after battles fought by Napoleon III. in Italy had then first appeared in the Indianapolis market. The druggist for whom I worked, John C. Green, had a shaggy coated little white dog. He took this dog, dipped him in a solution of this red aniline, and when he came out he was something gorgeous to behold. That dog was placed on the seat of an open buggy, the sides of which bore the legend 'John C. Green, druggist,' and shown through the streets of the town. The newspapers made features of this display and the red dog was the talk of the town. All at a cost of less than thirty cents."

"I think I can tell you of one that brought an immediate harvest and perhaps didn't cost much more," said another talker. "Opposite the old Indianapolis post office along about the early 80s there was a drug store that had a fairly good soda water patronage for that time. In a front room on the third floor above the entrance to this store was a clairvoyant or fortune teller, a plump and dangerous French woman, with dangerously keen, jet black eyes. She was about forty years

old but she was really handsome—she knew how to make up.

"One hot July afternoon this French lady was noticed by passers-by from the opposite side of the street. They stopped in open-mouthed wonder and admiration and gazed, then gazed again. Soon there was a hundred, then more hundreds, then a thousand or more up-lookers. They blocked the street gazing at that third story window. Elderly citizens mopped the perspiration from their faces and lingered entranced upon the spot.

"There with her feet in the window sat the charming French woman, an immense meerschaum pipe in her mouth from which she blew great clouds of smoke. She appeared to be wholly oblivious of the attention she was attracting and smoked on and on, while the crowd gazed and perspired.

"But the soda fountain was there and the thirsty crowd made a rush for the cooling beverage to the profit of the druggist. I did not know it at the time but later I found out that the druggist furnished the pipe with a lot of dried mullein leaf which made the smoke and paid the lady something for her performance."

He was a good customer, this one, bought straight ten-cent cigars and was a liberal smoker.

He stood before the cigar counter at Ergenbright's Drug Store, Indianapolis, looking through the glass case.

The druggist was ready to wait upon him.

"The name on that box," said the customer, "is misspelt," pointing through the glass.

"Oh, I guess not," said the druggist.

"Well, I don't like to bet on a sure thing. I've traveled in Mexico and Central America and I know some Spanish. Two d's in Eduardo is one too many."

"I guess it's all right on the box," said the druggist.

"Tell you what I'll do. I'll take every cigar in that box and pay you ten cents apiece for 'em if that name isn't misspelt, one d too many; or if I'm right you'll let me have 'em at five cents each."

So the proposition was accepted. The glass cover of the cigar case was opened and to the amazement of the customer the name read E-d-u-a-r-d-o, only one d.

He had been looking through the beveled edge of the glass, which at that particular angle showed double.

And he paid for 47 cigars at ten cents each.

This man came into an Indianapolis drug store, his open hand on the third button of his vest, and said: "What should I do. I've been drinking too much ice water?"

The druggist, loath to prescribe, told him to go to a doctor.

"But," said the sufferer, "I can't take medicine. I'm a Christian Scientist."

"Oh, in that case," replied the druggist, "go to a plumber."

Old Gentleman—And how old are you, my little man?

Little Archie—I'm not old at all, sir; I'm nearly new.

"While I was waiting to take the order of a merchant in a small town in Indiana," said the dry goods drummer, "I went prowling about his store, and a box fell against me. I regarded it as a trifle at the time, but an hour later I felt a severe pain in my side. I have always been afraid of appendicitis, and it occurred to me that it had come on me bigger'n a house. Away I rushed to the village doctor, and he felt of my pulse, looked at my tongue and shook his head and said:

"My friend, you've got it this time for sure."

"And I've got to be operated on?" I asked.

"You shouldn't lose a minute."

"With that I took off my coat and vest to have a look at the spot, and a minute later I was a surprised and pleased man. A splinter from the box was sticking in my side. I looked from the splinter to the doctor and back, and he looked from the splinter to me and back. Then I asked:

"Doctor, how much to pay?"

"Five dollars," he replied.

"But how do you make that out?"

"Two and a half apiece for being the two biggest fools in the State!"

Most of us learn a whole lot more from the mistakes of our own clerks than we do from our own ignorance.

**\$5 Cash Prize for Best Window Display Goes This Week to Providence.**



*In the ERA'S Cash Prize Competition this week the award of \$5 is made to William J. C. Kelly, of the Hall & Lyon Co., Providence, R. I., for the best window display in a retail drug store submitted in accordance with the provisions of the competition as printed on page 38 of this issue of the ERA. The window contains nothing but roots, herbs, bark and drugs in bulk, as received in original packages. This window is in the Westminster street pharmacy of the company and is one of five which are twenty feet long, eight feet high and three feet deep. The company has eight smaller windows which also are dressed up from time to time as required.*

*Druggists should read the ERA'S Prize Offer carefully. It is open to everybody, whether they are subscribers to the ERA or not.*

## Making Sample Cards and Books.

### Selling Helps.

In the majority of drug stores there is a great, though rarely considered loss through the handling of merchandise by both sellers and buyers. In the sale of lead pencils and other goods which may not be easily damaged by handling, there is the loss of time, difficulty of selection and the inducement to theft through spreading a large part of the stock before the prospective purchaser. These evils may be overcome and other advantages secured through the use of sample cards for sales purposes. A few druggists have profitably copied the traveling salesman's display methods and many more should do so. The preparation of sample cards is not difficult as those who will read the following suggestions may easily understand.

The cards themselves should be of stiff, hard cardboard of from one-eighth to three-sixteenths of an inch in thickness. These should be covered on both sides with bright green, glazed paper, because paper of such a color is least likely to fade, is easily kept clean and contrasts strongly with the colors of the goods most likely to be placed thereon. All cards should be round cornered, their edges bound with tape, and have strong but light brass hangers attached. It is advised that the druggist have his cards made at a paper-box factory, but he may purchase the stock and bind the cards with linen (not paper) passe-partout tape, and make his own

hangers of brass or copper wire.

A pencil or pen-holder card should be 10 x 18 inches. This card should be punched with two rows of holes. These rows must run from top to bottom, one row two inches from either of the two sides of the card, the holes being one-half inch apart. Do not make these perforations with a needle or knife. To avoid rough edges and assure neatness and long life to the card the holes must be punched and should be about one-eighth of an inch in diameter. It is better if the druggist will either make or pay some one to make the perforations with an eyelet machine and insert brass eyelets therein.

Through these perforations run good quality round elastic cord, preferably that of a black shade. Pass the cord up through the first hole, down through the second, up through the third and so on to the end of the row. Before the rubber cord is cut or fastened at the bottom, slip a pencil or pen-holder or other sample under each set of two opposite loops, so that the samples are in order, one beneath the other, extending from top to bottom of the card. When all are placed tighten the elastic cord sufficiently and fasten the end.

Now take a strip of light card or heavy paper one inch in width and as long as the sample card. This should be of material having a good writing surface. Run this strip down the center of the sample card between the card and the samples. The pressure of the samples will hold it in place for general handling, but security may be obtained by fastening the strip at the top and bottom with the slightest touch of paste. Upon this strip, between the samples, write the

price, cost and other desired memoranda, each memorandum being directly under the sample above it.

Sample cards should be hung in convenient and yet secluded places, such as at the dead ends of shelving, between sections of shelving or under the counters.

#### Care and Changes.

Cleanliness may be secured by having a curtain of heavy paper or muslin for each card. This can be made of almost any suitable material the size of the card and then fastened at the top so as to fall over the samples when they are not being exhibited. A good storekeeper will not find it necessary to mar his cards with such a cover. If there is a wall space between two sections of shelving a number of cards may be hung thereon by placing a series of screw-hooks in a perpendicular line, about six inches apart. The cards will then hang one over the other, yet by lifting any one the one below it may be readily removed from its hook.

The reader can, of course, readily understand how easily samples may be changed on such a card as that described. Prices and other memoranda may be changed by merely removing the price-strip and substituting a new one, and that without defacing the card.

#### Double Cards.

In making cards like those described the elastic cord loops or stitches are the same, on both sides of the card, an arrangement which will permit samples to be placed on both sides of the card. In this way both sides of the card may be advantageously used for pencils or other samples no thicker or heavier than pencils. Double cards, however, are apt to be cumbersome and the strain of holding samples to both sides shortens the life of the elasticity of the cord. Patrons should be discouraged against attempting to remove samples for inspection, a really useless act. Of course, if the samples are of a permanent stock character, greater strength and permanency may be secured by sewing them to the card with strong linen thread.

#### Suitable for Sample Cards.

Among other lines of merchandise which may be economically, conveniently and attractively displayed on sample cards are pen-points, rubber and steel erasers, camel-hair pencils, manicure instruments, caustic and menthol pencils, inhalers, glass, hard rubber and metal syringes, combs, tooth, nail and all small brushes.

#### A Sample Book.

There is also much damage and loss through the handling of paperettes. This may be avoided by the use of a sample book. While one sheet of paper and one envelope may be profitably taken from a box or package of each line, even though such box or package be sold for a few cents less than the regular price, manufacturers will, upon request, send samples of such goods as have been purchased from them direct or through a wholesaler.

For stationery samples first secure a good strong scrap-book with plain binding. Avoid novelties with "ready-gummed" pages or other ultra-modern innovations.

#### How to Arrange.

Let us suppose that the first page in the book is to hold samples of six kinds of paper and the corresponding envelopes. First, so far as possible, select six varieties of similar sizes and prices. If the envelopes are not all of the same shape and size take the smallest and narrowest, turn up the flap, moisten the gum slightly at the extreme corner of the flap and press it to the page of the book so that the envelope will be fastened at the upper, inner corner of the page with outside surface of the flap as well as the addressing surface of the envelope exposed. In the same manner place the second envelope beneath the first, but in such position that it extends one-half to one inch below the first and the same distance beyond it, towards the outside edge of the page of the book. In corresponding positions place each of the four remaining envelopes, each one beneath the one preceding it. Take the sheet of paper corresponding to the first or top envelope and with a mere touch of paste on the lower corner of its last page fasten it to the lower inside corner of the book page. Place the other sheets beneath it, upwardly and outwardly in the same order as the envelopes have been placed. To secure symmetry endeavor to have the last sheet of paper come close to and in a corresponding position on the book-page with the lower envelope. If care is used in attaching the samples to the

book-page and equal care is given to the removal of samples of exhausted stock the book may be used for a long time. Prices and other memoranda should be placed directly upon the samples.

In addition to paper and envelopes, similar books may be used for samples of legal or other printed forms, visiting cards, playing cards and even for suspensories, plasters and other very thin articles of merchandise.

## LETTER BOX

### Denatured Alcohol and Retail Druggists.

*Editor The Pharmaceutical Era:*

Referring to your editorial "Why Not Sell Denatured Alcohol?" in your issue of February 4, I would say that I believe you are "barking up the wrong tree." The authorities and the newspapers seem to have assumed that the retail druggists would be the natural distributors of this product, because, I presume, the sale of ordinary alcohol and wood alcohol has been confined to them. But when denatured alcohol shall come into general use for heating and lighting, the grocers and not the druggists will supply the demand, and its general use, which will be most desirable will come the sooner if it be understood that the grocer and not the druggist is to furnish it. The reason for this is that the grocer will be in position to deliver it along with other family supplies, just as he now delivers gasoline and coal oil. Most grocers have delivery wagons and certainly very few retail druggists have. Coming into general use the quantity required would be considerable and the retail druggist is not prepared to handle it, nor would it pay him to prepare to handle it, for ultimately he would be in competition with the grocer and would lose out.

As for lamps, the druggist might do something in this line, but the stoves for cooking and heating would better be supplied by the general dealer in stoves. Yours truly,

Harrison, O., Feb. 10.

J. P. MARVIN.

[While Mr. Marvin is probably correct in his view of the ultimate trend of trade in denatured alcohol, his conclusions need not prevent retail druggists from taking advantage of all the trade they can handle up to the point of the bulk being too large for them to handle. In some cases the druggists may be able to build up and keep a trade large enough to deliver by automobile, using the alcohol as fuel.—Ed.]

### No Longer in Employment of S. S. Pierce Co.

*Editor The Pharmaceutical Era:*

In an article in your issue of January 28 regarding a bill introduced by Thomas J. Fay, of the Massachusetts Legislature, imposing a tax of \$10 for each faucet of a soda fountain, the statement is made that Mr. Fay is employed as a salesman with the S. S. Pierce Company, but this is not true. Mr. Fay worked for us several years ago but is not in our employ at the present time. As this article will undoubtedly have a bad effect with the retail druggists who are good customers of ours, we would thank you very much to contradict the same. Yours very truly,

Boston, Feb. 4.

S. S. PIERCE COMPANY.

### International Congress of Applied Chemistry.

The International Congress of Applied Chemistry will meet in London May 27 to June 2. It is proposed to issue an invitation to the London Congress to hold its next meeting (spring, 1912) in New York City. A temporary committee has been formed to consider, first, whether it will be practicable and wise to issue such invitation; and second, if decided in the affirmative, what steps shall be taken to issue it and make it effective; and it has been decided to request all interested to attend a meeting Saturday, February 20, at 8.15 p. m., at the Chemists' Club. The temporary committee is composed of Wm. H. Nichols, chairman; Albert Plant, treasurer; H. Schweitzer, secretary; Charles Baskerville, first vice-chairman; Marston T. Bogert, second vice-chairman; L. H. Baeckeland, Charles F. Chandler, John Hays Hammond, J. H. Hasselacher, Alx. C. Humphreys, W. R. Ingalls, Adolf Kuttroff, Morris Loeb, W. J. Matheson, H. A. Metz, William McMurtrie, T. J. Parker, Cl. Richardson, William J. Schieffelin, I. F. Stone, Maximilian Toch.

## Price Versus Variety.

By Emma Gary Wallace.



Variety may be the spice of life, but spice itself ought to yield considerable variety, and that, too, of a paying kind. Once in a while we see a few printed lines calling emphatic attention to the fact that the spice trade belongs to the pharmacist. Most unquestionably it does, but possession counts for nine if not ten points in the law of cash profit, if some one else has the trade, and he—the pharmacist—makes no systematic effort to regain his just part of it.

The trade in *spices and flavoring extracts* has wandered and must be sought to be recovered. It never will come faring back like the educated sheep of the renowned Bo-

Peep, if left entirely to itself. It must be rounded up by a logical course of reasoning, showing why the pharmacist, and he alone of retail dealers, is a competent judge of the quality and purity of these products; and then it must be corralled by educating the buyer to the point of discriminating between the passably good, the little better, and the superlative best.

### Do Not Know What They Are Getting.

The buyers of ground spices and flavoring extracts are composed largely of housewives, bakers, candy and cream manufacturers, and it is an *exceptional case* indeed where such a purchaser has the least idea whether the condiments purchased are exhausted spices from which the oil has been extracted; blended spices, which bear a close resemblance in appearance to the simon-pure article, or full strength goods of the highest grade, prepared for market according to the most approved methods. In the latter case each kind of whole spice is carefully selected from the region yielding the finest product; it is assayed to determine its actual quality; and while still fresh and strong it is ground in its own separate mill that the delicate flavor may not be contaminated. The next step is to seal the ground spice in air-tight cans immediately, that its volatile oil may not escape.

To the customer, spices are supposed to be just spices, and are so ordered without further specifications. The recovery of the trade is largely a matter of educating the buyer, and that education cannot be accomplished in a day or a week, but a great deal may be done in six months or even three. The average housekeeper sincerely desires to obtain the best for her money and would not knowingly waste her allowance on inferior supplies. The large manufacturer should, from the very quality of seasonings used, recognize quality par excellence as a matter of plain business prudence.

The pharmacist alone is intimately acquainted with the whole spice, its history, care, and the value of its various products, and he is in a position to know what the guarantee vouching for a shipment is really worth. If necessary he can make an assay, himself, or subject the goods to tests to learn what he has bought.

The pharmacist knows this and the dealer, if he has ever given the matter any thought knows it, too, but as long as the former contents himself with an occasional protest to the other members of his profession, the latter will continue selling spices and extracts of varying grades to the trade for good money. The dealer is in no wise to be blamed, he simply supplies his patrons—often numbering druggists' families among them—with the goods for which he receives orders. He has never set himself up as an authority, and in many cases freely acknowledges that he knows little more about the goods than the label tells.

### Enormous Spice Supplies Required.

The demand for spices is simply enormous. They are a class of goods that move rapidly for they are articles of daily consumption by the whole nation. During the year 1907, we are told that 2,677,401 pounds of nutmegs were imported, 23,017,598 pounds of pepper (black and white), and 16,900,644 pounds of other spices considered together; making a total of 42,694,643 pounds.

From Singapore and P'ang alone, there were imported to the United States during 1908 no less than 7840 tons of black pepper, 2050 tons of white pepper and 478 tons of nutmegs. It should be remembered that the last named spice is grown in this country, chiefly in our little "Nutmeg State."

### Poor Condiments a Menace to Health.

It has been commonly supposed that the sole value of spices lay in their property of making food agreeable to the taste. This is but half the truth, for spices have a distinct dietetic value, each climate and zone producing that for which there is a strongly indicated need of its people. Poor condiments are a menace to the health as their essential oils are most valuable castric stimulants.

It is a common saying that we are a nation of dyspeptics. The French people assert that we American housewives do not understand the rudiments of seasoning and flavoring, and there is no denying that there are grounds for such a charge. It is a serious charge, too, for it calls into question the palatability and in a great measure the digestibility of our food. Food gives us our working energy. There is undoubtedly then, a direct connecting link between some of the causes of dyspepsia and the use of impure seasonings.

The American housewife has suffered a great injustice, being made to bear the blame of much in this connection for which she was entirely innocent. She should rise up and demand restitution through her family druggist, her magazines, and her clubs—the restitution of unimpeachable quality of materials with which to produce good seasoning—i. e. good health—results. It is most fitting that the druggist's wife be a pioneer in this much needed field of reform for herself and her sisters. It has been literally demanded of us that we make bricks without straw, for up to the time of the passage of the Food and Drugs Act the chances of being able to obtain seasonings were exceedingly slender. Here and there a druggist carried a line of pure spices, but they were helplessly in the minority.

The goods to be generally obtained were most unreliable. Out of sixteen samples of pepper examined by a noted food chemist, only three were even fairly good; the other thirteen were blends of foreign substances largely. Of twelve specimens of cinnamon, only three contained any cinnamon at all, and even these were found to be mixed with cassia and sawdust. One of the nine specimens was said to contain no trace of any spice whatever of any kind.

Such innocent adulterants as chalk, brickdust, lampblack, linseed meal hulls, burnt meal, red lead, colored sawdust, sandalwood sawdust, mahogany sawdust, lead chromate, oxide of iron, rice, starch, ground talc, rice, old dried and ground turnip, arrowroot, coal tar colorings, plain dirt, olive stones ground, etc., were found! Some of these were added for bulk, some for color and some for weight.

Ye Gods! And we women must continue to bear the world-wide blame for years to come for not being able to season exquisitely and delicately with such truck!

### Conditions Considerably Improved.

Wilful adulteration is now exceedingly rare, and probably a few months hence will be rarer still, when the new wording of the official guarantee comes into effect, making it plain that it is the guarantee of the individual and not of the Government, to which, however, the individual is responsible.

What is more commonly met with now, however, are the inferior and cheaper grades of the whole spice, or mixtures and blends of various qualities resembling to the naked eye, spices consisting wholly of the best and most expensive kind of the respective condiment.

The consumer ought to be still further guarded, as the housewife especially, is powerless unless some competent person comes to the rescue and offers protection in the form of absolutely pure, unblended, full strength goods. This is no side line but a legitimate part of the regular business which has suffered seriously through unskilled handling. The old time spice bag, plaster, and spice poultice, so effective and safe to use fell into gradual disrepute as the quality of the spices that were used deteriorated.

When a real want is filled in the most satisfactory possible manner, a public service has been rendered which soon lays the foundations of genuine business-building. It may take time and work. It will; but what of it? If the farmer failed to plough and to harrow and to plant in season because of the work entailed, he never could reap his golden harvest. It

takes work and waiting and then more work and more waiting. The second crop does not sow itself.

#### Some Means of Public Education.

Every locality will suggest its own best methods of education along these lines. Public education calls for advertising and advertising is largely the science of written salesmanship. Good demonstrating is valuable advertising as well. Almost every little town or city sub-division boasts a Domestic Science Club or a Cooking School or a Class in Home Economics. If so, the task is simplified. These classes naturally consist of the most progressive housekeepers within a certain radius. They would willingly grant an hour of their time for a talk and demonstration on "Spices, Their Selection and Dietetic Value." If such an opportunity could not be obtained, small folders setting forth the main points might be sent for distribution, and one of these should also be given to every woman customer coming to the store. A tray of samples in glass vials, showing spices, oils and extracts could be kept in readiness to show and used to good advantage in a window display.

Another way to create a widespread interest is to offer a weekly or monthly prize—something worth while—to the school children of certain grades for the best essay on one or two spices. The contest should be prefaced by an announcement stating that the growth, history climatic conditions, importations, home productions if any, manufacture and resulting products are expected to be covered. The winning essay of course would become the property of the druggist, and could be used to advantage in the paper having the largest local circulation. It would be tactful to secure a couple of the teachers to assist in the judging. The idea could be continued until the spice list was covered, and in order to maintain interest until the very end an additional prize might be awarded to the best of the prize winning essays. This is inexpensive advertising considering the possibilities it holds.

#### From the Customers' Viewpoint.

Bulk goods of this class never appeal to the customer. It entails trouble, loss, and inconvenience to transfer purchases into unlabeled home containers.

Not long since a druggist made a window display of spice packages neatly wrapped in white paper and arranged on a white window base. The packages were priced and labeled, but the prices were noticeably high without a word accounting for the price. The man stood inside his store with his hands in his pockets and watched the passers-by. The second day it was the same, and the third. It was fly time and yet the window was left to "draw trade" for three weeks. At the end of that time he declared that the spice idea was a failure for his locality anyway—it was a well-to-do intelligent neighborhood of good spenders—and he announced that in his opinion the game was not worth the candle. It was not, played that way.

The spice line is not sufficiently extensive to be burdensome and yet it is varied enough to suit all tastes. Naturally the seeds and whole spices used for pickling and preserving will be called for, and certain other condiments as well that are highly thought of by foreign residents, if there chances to be any number of them in the locality. This stock should be fresh and attractive and be suggestively displayed and not bear evidence of having been in stock when the proprietor was in his pinafore days.

Attention must be gained, a desire for the goods stimulated, the customer convinced that he is getting the finest goods on the market, and that for quality furnished the price is right.

#### The Itinerant Vender and the Extract Trade.

Perhaps in no one line does the itinerant vender take more trade directly from the drug store than by the sale of extracts. There are large manufacturing plants which thrive solely by this outlet for their goods. I have yet to see the advertised or unadvertised ordinary commercial extract that could not be beaten to a finish by the drug store errand boy, with a few directions from the junior clerk. The druggists' best extract of vanilla for example is about as much like the deceptions usually sold under that name as the Fourth of July street-stand lemonade is like the rich product of a first class soda fountain.

One druggist and his wife decided to specialize on extracts, and so they made and advertised a complete line of fine flavorings for cakes, candies and creams. The goods were

the best that could be made. The soda fountain advertised them by calling attention to the flavors used in the syrups. Before long a candy manufacturer began to buy at wholesale, then an ice cream maker followed suit. After that it was astonishing how rapidly the business grew.

In a short time the extract business had outgrown the dark corner of the laboratory, and it was deemed advisable to give it ample space and a better equipment. The file of unpaid bills commenced to dwindle and finally disappeared altogether. All this made possible a better general buying capacity, and the entire business took on an air of healthy prosperity. They could no longer afford to attend to the detail work themselves, for their time was needed for generalship.

Success had entered their doors, taken a place at their council-table and they were determined to make that welcome guest a member of the firm—for nothing succeeds like Success.

Extracts are a joy to make and happily they increase in value with time. The returns from this as from the spice trade are dependent on setting and keeping in motion the right motor power.

The motor power is judicious educational advertising, backed by having quality to justify every claim made. That quality must never vary unless, to be permanently improved, and the advertising must Repeat, Rehearse and Reiterate the important fact of QUALITY until every one knows and recognizes its truth.

### NEW BOOKS.

MINERAL RESOURCES OF THE UNITED STATES, 1907. 2 volumes, 8 vo. cloth. Part I. Metallic products. 743 pages; Part II. Non-metallic products. 897 pages. U. S. Geological Survey, Washington: Government Printing Office.

The arrangement and scope of this report are practically the same as in preceding reports except that it appears in two parts, the first part containing the statistics of the metallic products, and the second part the statistics of the non-metallic products of the country. Each chapter of the report is a census of the productive features of the industry under discussion, the various chapters being preceded by a summary of the principal statistical information presented. Of the chemical materials thus summarized are arsenious oxide, borax, bromine, lithium minerals, sulphur, etc., all products in which the pharmacist as a manufacturer is particularly interested.

REPORT OF THE COMMISSIONER OF EDUCATION for the Year Ending June 30, 1907. Washington: Government Printing Office.

This report shows that material progress has been made in educational matters during the period under consideration. Of particular interest to pharmacists are the statistics relating to schools of pharmacy. 71 institutions reporting an enrollment of 5047 students, a decrease of 98 from the number reported for the previous fiscal year. The number of graduates for the same period was 1386, a decrease of 277. Only one school—the Massachusetts College of Pharmacy—reported a permanent endowment fund.

ARMSBY, HENRY PRENTISS. The principles of animal nutrition, with special reference to the nutrition of farm animals. 3d ed., rev. New York: John Wiley & Sons. c. 7-614 p. tabs. \$5. cl. \$1.

JOHNSON, CHARLES MORRIS. Rapid methods for the chemical analysis of special steels, steel-making alloys and graphite. New York: John Wiley & Sons. c. 7-221 p. 8°, cl. \$1.

JUPITER, HANNS V. Heat, energy and fuels; pyrometry, combustion, analysis of fuels and manufacture of charcoal, coke and fuel gases; tr. by Oscar Nagel. New York: McGraw Publishing Co. c. 5-306 p. figs. O. cl. \$3 net.

MATTHEWS, N. CHAMBERLAIN HERBERT. First principles of chemical theory. New York: John Wiley & Sons. c. 7-122 p. diagrs. \$5. cl. \$1.

#### Mr. Howe Wins Honor for Oysterette Formula.

From the Hamilton (O.) Republican-News.

James Shuler Howe, manager of the Howe Drug Company's soda fountain, has received the first prize from *The Soda Fountain* journal, the leading trade paper of the country, of fered for the best soda fountain recipe. The prize was \$ and Mr. Howe won it on his "oysterette" over 25,000 competitors. The prize-winning oysterette formula will be found elsewhere in this issue of the *Republican-News*.

# The Drummer.

By Joel Blanc.



He is either a graduate from the order floor of a wholesale house, a retail drug clerk who pines for excitement and dyspepsia, or a kid fresh from high school who is put on the road because his pa is head of a department in "the house." He starts out with the idea that if he makes a hotel-spread of his samples or poses his prettiness in a hotel window the druggists of the town will flock in like seven-year-locusts and thrust their orders upon him. He returns from his first trip with the consciousness of having had

a real good time and a headache. Half his expense account is deducted from his salary and he starts out to look for another job.

His second trip finds him a wiser and less hilarious man, but however sad he may then be, and for all the years to come, he must hide the scars of his heartaches beneath a cheery smile and voice a jovial word. If he does not do so, people will call him a grouch, and if he does lots of folks will call him a "fool drummer."

He goes into the store of a druggist who blows about his moral courage and when this virtuous bravo catches the first glimpse of the drummer's sample case he flits out through the back door after having instructed his clerk to say that he will not be back for a week, or, if the drummer does corral this morally courageous knight-errant that individual will swear by every page in the U.S.P. that he is only a clerk and that "the boss is out."

If the drummer happens to be a specialty man, the druggist on whom he calls will accept one or two nickel cigars for which he charges the wayfarer a dime each and which straightaway the wayfarer charges to his house as "laundry." When asked to invest in the specialty the druggist declares that he is "stuck on a gross of that stuff," when in fact he never ordered more than seven-twelfths of a dozen of it in his life. At this point a woman comes in and asks for one package of the "stuff" and the druggist blandly informs her that he has not a package in stock. The drummer is expected to be such a self-possessed gentleman or gum-headed guy—take your choice—that he will smilingly stand aside and listen to the druggist abuse his goods from A to Zambesi, in an effort to sell a "just as good." After the woman departs with her "just as good" the druggist who was "stuck on a gross" a few minutes before happens to think that he just "ordered half a gross from the jobber yesterday."

In another store the drummer may be asked why his house does not advertise and create a demand, while on a show-case before his very eyes there rests a show-card which he left on a red with a strip of paper upon which there is lettered the name of the druggist's own substitute for the goods which the ad originally advertised.

After the drummer has sat in the fore part of a four-by-eight store for one hour and seventeen minutes, waiting for the proprietor to finish a game of checkers with Dr. Nodope, he said druggist suddenly appears with hat on head and as he shakes through the front door on "very important business" which consists in going around to the livery stable to (a new colt) he asks the drummer to "come in next week."

In still another store the wanderer may come in contact with an individual who has a front like a Standard Oil Senator and departs himself like the proprietor of a chain of forty-four drug stores. After the drummer has talked himself into the wabbles in an effort to make a sale to his magnificence, the presence person states that he is only a clerk, and pointing to a corner in which crouches a little, shriveled-

up specimen of humanity who looks like a mummified chimpanzee with a grin like a carved coconut, says: "There is the proprietor."

The drummer listens to the call of the wild—African hotel porter who announces that it is three, thirty-seven A. M., and that the bus does not run to the four o'clock train. He dresses in the dark because the electric lights were turned off at midnight, chases the porter through a mile of thick profanity and thin mud only to find that the train is five hours and sixteen minutes late because the cow-catcher has the glanders. Or he may rush from the dining room with nothing to satisfy his appetite but a hot soup burn on his chin, because "the bus is waiting." After sitting in the bus long enough to eat a five-course meal he learns that the bus is being held for Judge Bunn, Congressman Bum or Senator Bung. At last the bum Bung with a bun is thrown in and the bus is rushed to the depot, only missing the train by about eleven minutes.

The drummer writes to his house that there is a salesman just ahead who is cleaning up everything. The house replies that there are ten more salesmen just behind who are doing another clean-up. He gets mad and tries to catch "the salesman just ahead" to jolt his jaw out of joint. Much to his amazement he picks up a bunch of orders, while on the chase. He sends them to the house and asks for a raise of salary. In return he gets word that half the orders are N.G. except on C.O.D. terms and that the other half are underpriced, and he will have to return and fix things with the people who gave him those orders. Disheartened, he dares to refresh himself with one schmit of beer and for which act an old deacon who used to know his grandmother sends his name bounding down the ages as "a dissipated drummer."

Because he keeps his shoes shined and has an umbrella without holes in it, a lot of nanny-kids who are young enough to be his daughters, try to flirt with him, and so he becomes forever known as "a gay old goat."

He sends all but sixteen cents, his order book and his key-ring to his wife to buy winter clothes for the children. He expects to receive a check at the next town. His mileage book gets him to the next town but the check seems to have fallen by the wayside. He wires for money, the house wires the money. The prominent citizen who is combination baggage-smasher, telegraph operator, section hand and church-bell ringer, wants him to be identified. The hotel-keeper meets his request for identification by pointing to the sign "We cash no checks." Having never been in the place before, the only druggist treats him as if he was a Canadian smuggler of German synthetics made in Cincinnati. At last the railroad magnate acknowledges his identity, but states that he will have to stay in town three days to get the money because he, the magnate, will have to get the money from the bank, and the bank is now closed, the next day will be a legal holiday and the following day Sunday. Soon the whole town knows that he is broke and thus he gets a reputation as a "spend-thrift drummer" and it sticks to him for life.

Most of the time the house seems to be "just out of" or "unable to procure" about sixty-seven per cent of the goods it instructed him to sell. But it always fills the orders with "our own brand." So, on the second and all succeeding trips he gets Hail Columbia, hellebore and Helen Devilment from the retailers who object to competition in the working of the substitution racket.

Oh yes, the life of the drummer is one long scream! You bet it is! During the sleepless hours on beds stuffed with unpickled corn-cobs, while the hotel biscuit and mystery pie are raising humors and the gripes within his sacred precincts, he thinks of his wife and children at home. His homesickness is so intense that he thinks he is getting appendicitis on the left side. As for the "long scream" part of his existence, the only screams that come to him are the thought-heard screams of sick loved ones from whom business keeps him.

Because here and there may be found a fool or scoundrel among drummers, men who would have been fools or scoundrels if they had been preachers, civil engineers or anything else, the unthinking public puts down all the men of the road as a lot of sports or idiots. Incidentally the men are also supposed to be a lot of suckers who will furnish liquor, tobacco and show-tickets to all the well-dressed hotel loafers in town.

But there is another and a brighter side. A great majority of retail druggists are big and broad enough to appreciate

that a traveling salesman may be an honorable gentleman. After a man has been on the road for a few years he knows where a good many such retailers are. They draw the clean traveler to them as unerringly as the pole draws the needle. It is simply a case of man meeting, knowing and loving man. So the man wins, on the road or off, in the store or out, even if he happens to be a drummer or a druggist.

## Original and Selected

### OPPORTUNITY OF THE HOSPITAL PHARMACIST IN ADVANCING THE U.S.P. AND N.F. PROPAGANDA.\*

By Jno. T. Harbold, Ph.D., Pennsylvania Hospital,  
Philadelphia, Pa.

"As a tree is bent so will it grow" is a maxim which is capable of application to the animal as well as the vegetable kingdom, and a bend given to the human propensities in the formative period of life is as readily retained in one instance as the other.

We use this maxim as an illustration of our simple theory that the natural inclination of the medical practitioner in the selection and prescribing of drugs is, in a great measure, determined by the nature of his instruction in materia medica, therapeutics and medicine, and the attitude which his professors and instructors have adopted in relation to this branch of his art. The reason for this is obvious. It is within the observation of us all.

The mind in early student life is most impressionable; the imitative and receptive faculties are at their zenith, and the impress made, not merely by the instruction, but by the general demeanor of the teacher, is often indelibly fixed in the characters of the men to whom the tuition is being given. This is an abstract, fundamental principle that is recognized as soon as it is uttered. It is this principle which generally controls in the teaching staff of a college, and the success of a teaching institution is largely dependent on the extent to which this principle is consulted in the appointment of those whose influence on the student body most nearly approximates the standard of an ideal educator, and whose proclivities and prejudices are worthy of imitation and support. But it is no uncommon thing to find in some of the medical schools and colleges of the present day professors whose teaching is modeled entirely upon their own theories, and who are intolerant of the discoveries of their contemporaries, or the results of the experience of their predecessors, when they are at variance with the conclusions which they themselves wish to attain. This attribute in some cases rises no higher than stubbornness, in others it resembles eccentricity, but in nearly all cases it is condoned, if not actually approved, since it denotes originality—that enviable characteristic which even college professors do not always possess. We make these observations with the utmost respect for the gentlemen who help so much to fashion the scientific side of the members of this distinguished profession, and we refer to conditions in which they figure simply to call attention to a fact which concerns the pharmaceutical profession as well.

#### Conditions in Some Medical Hospitals.

The lecturer in materia medica, therapeutics or medicine frequently prides himself upon the originality of his own instruction. In the desire for student popularity, he exerts every effort to make his subject attractive, and he imagines that the substitution of a trite, snappy terminology (even though compiled from the literature of proprietary concerns) for the official nomenclature will achieve the desired result. He will not be contented to the U.S.P. He fancies that it savors of the commonplace if he recommends the strict use of the official preparations, and that he is hampered in the discretion of his office if he cannot suggest the administration of well-known drugs under smart proprietary names. So far he is promoting his own interests, but he forgets that the man before whom he is appearing will unconsciously assume his

attitude of indifference in following the standard text-books (U.S.P. and N.F.); that they will imitate his laxity, and that they will exhibit no more discrimination than he himself between proprietary remedies at exorbitant prices, and official drugs of equal efficacy, and in many cases of identical chemical composition, at much lower cost. The result is quite natural. The young graduate in medicine, when he emerges into practice, will follow the whim of his mentor. He neglects to consult the Pharmacopoeia and National Formulary; he will carry into execution the indiscriminate suggestions picked up in his classes, and the patient for whom he is prescribing, and the pharmacist who supplies the remedy will suffer thereby—the latter will have the trouble of hunting up fancy patent nostrums, and the former will be put to extra expense.

#### Harmonizing the Professions.

This, we contend, is the condition in some of the medical schools of the highest standing, and being beyond our jurisdiction, and not readily amenable to our wishes on such matters, these schools must be left to themselves with the hope that the evolutionary process through which teaching institutions will occasionally pass will yet bring their systems to, at least, a reasonable adherence to the old and reliable standards—the United States Pharmacopoeia and National Formulary. There is, however, a stage in the professional training of the majority of the present-day physicians to which we can turn our attention, and through which, if tactful, we can accomplish much towards harmonizing the professions. We refer to the post-graduate hospital course taken, as we have said, by the majority of the physicians graduating in our time.

#### Duties of the Hospital Internes.

By the average interne in a hospital, the position is regarded as entirely educational. His work and duties are but a continuation of his pre-graduate labors. He is, of course, entitled to a more intimate acquaintance with the prerogatives of the practicing physician than in his student days, but he takes up hospital work in order to perfect himself in his art. It is here that the hospital pharmacist can, and should, play an important part. The patient's treatment as directed by the visiting physician or surgeon, is transcribed in appropriate form by the interne who often uses in this work the proprietary nomenclature acquired in his student days with the acquiescence of his chief, who has possibly overlooked or was ignorant of the existence of a drug with the same chemical composition in the U.S.P., just as efficacious and much more economical than the proprietary preparation with the fancy title. It is the duty of the pharmacist here to point out to the interne, or to have it brought to the knowledge of his chief, that such prescriptions are needlessly expensive, and that a moment's reference to the U.S.P. or N.F. would furnish him with one or more remedies just as effective as the trade preparation, and possessing the advantage at once of being cheaper, and of ingredients of the nature of which he knows to a certainty, and of the effects of which he can find the most definite information.

With the hospital interne the hospital pharmacist is naturally in closer touch than any of his brethren outside, and being in charge of the drug supply of the institution, the pharmacist has a reasonable right to expect that his view on matters pharmaceutical should prove acceptable to the resident medical staff, and that his suggestions for the elimination or addition of such pharmaceutical terms as have been passed upon by the proper authorities, should receive from the interne the consideration they merit and deserve. If the pharmacist has carefully thought out the proposed changes in the mode of prescription writing, and can show conclusively that the adoption of the revised system will make for economy and regularity, he will seldom experience disappointment in the reception his ideas are accorded by intelligent men. By men of capacious temperament his aggressiveness may be temporarily checked, and his motives may frequently be subjected to criticism, but if he casts the bread of an honest purpose on the waters he shall find it even after many days. To his critics in general he can reply that his action is prompted solely by a desire to economize for the institution, and to secure complete uniformity in medication, and the absence of selfish, pecuniary motives on his part must attest to the integrity and uprightness of his plan.

We have been active in the propaganda work for over four years in connection with hospital dispensing, and the results

\*Read before the American Pharmaceutical Association at the meeting in Hot Springs, Ark., 1908.



have been extremely gratifying. The oft-repeated statement that physicians do not want to become posted on these various preparations, and receive suggestions from the pharmacist is erroneous. The experience of the writer leads him to believe that the physician is quite willing to confine his prescribing to the U.S.P. preparations as nearly as possible, and when his attention is called to the fact that he is writing for U.S.P. drugs under fancy names he is usually thankful for the information, and alters the prescription writing accordingly.

#### Opportunities of Hospital Pharmacist.

It is in this way, we believe, that the hospital pharmacist has great opportunities for rendering much valuable service to both professions. By a timely, judicious suggestion he can start a new train of thought in the mind of the young physician. He can turn the latter's attention to the advantage of a uniform system of prescribing, and, if opportune, he may be able to check and discourage the random use of vague and uncertain compounds which lead to empiricism on the one hand, and irregularity and dissatisfaction on the other.

In conclusion, let us express the belief in the ultimate harmonious co-operation of the medical and pharmaceutical professions, and we would not willingly mar this harmony by sounding a discordant note. We must not be taken as alleging that all physicians favor the use of patent medicines, or that in all cases it is easier for the pharmacist to compound the prescription than to hand down the ready-made article from his shelves, but we believe there are many hospital internes who have not learned the formula of the proprietary drugs they order, nor do they know that a little insight on their part would save considerable money to a needy institution, and later in life save drug bills to their patients, whose financial interests they should conserve as carefully as their health.

#### LIQUOR IN MASSACHUSETTS PHARMACIES.

##### State Board Recommends Changes in Law Governing the Sale and Asks for Disciplinary Power.

BOSTON, Feb. 1.—Five important recommendations are made in the twenty-third annual report of the Massachusetts Board of Registration in Pharmacy. Four concern some phase of the liquor law and the recommendations of the board, with their comments, are as follows:

"Chapter 281, Acts of 1906, gives the board the power to grant certificates of fitness to registered pharmacists to sell intoxicating liquor, only on a physician's prescription, in those cities and towns which do not grant licenses of the first five classes to sell liquor. We would recommend that this law be so amended that the board may grant a certificate of fitness to an applicant residing in a licensed city or town should the applicant prefer it to a sixth-class license.

"Chapter 308, Acts of 1907, gives the board the right to revoke, for cause, any certificate which it may have granted to enable the applicant to procure a sixth-class license, but the law does not state that such revocation shall revoke the license granted thereon. We would recommend that the law be so amended that the revocation of a certificate shall revoke the sixth-class license granted thereon by the local authorities.

"We would recommend that druggists holding a sixth-class license should be exempt from giving a bond, and that the fee be made \$5 instead of \$1, as at present, payable to the State.

"We would again recommend that the board have the power to suspend certificates of registration in pharmacy for gross and confirmed habits of intoxication or improper use of drugs, such suspension to take place only after a hearing and the most conclusive evidence."

The fifth recommendation relates to the time at which members' terms expire, and is as follows:

"We further recommend that the term of office of the members of the board be changed to correspond with the fiscal year of the Commonwealth, namely, from December 1 to November 30, inclusive, and that the members of the present board hold over until such date. At present the official year ends October 1."

#### Consideration.

Helen—Mr. Blow says he is a self-made man.

Grace—Very considerate of him to take care to relieve his friends of all responsibility.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

#### Wording of Serial Number Guaranty.

(B. S.)—In further reply to your query, this journal, January 21, 1909, page 63, E. M. Wells, Ph.G., Paris, Texas, calls our attention to the omission of part of the wording of the form of general guaranty as suggested by the Board of Food and Drug Inspection in F.I.D. 96. As corrected the form of guaranty should read:

I (we), the undersigned, do hereby guarantee that the articles of foods and drugs manufactured, packed, distributed or sold by me (us) and consisting of all..... articles which are now or which may hereafter be manufactured, packed, distributed or sold by me (us) are not adulterated or misbranded within the meaning of the Food and Drugs Act, June 30, 1906.

Of course, the signature to this guaranty must be authenticated before a notary or other official empowered to affix a seal.

#### Lightning Renovator.

(E. C. C. S.)—Under this name various formulas have been published for use as a cleansing fluid for removing stains from woollens, cloths, carpets, etc. Here are three from which you should be able to make a selection:

(1)

Stronger solution of ammonia .....	1 ounce.
Soft soap .....	6 drams.
Sodium carbonate .....	2 drams.
Sodium borate .....	2 drams.
Methylated ether .....	1 ounce.
Alcohol .....	1 ounce.
Water, enough to make .....	40 ounces.

(2)

Oleate of ammonia .....	2 ounces.
Solution of ammonia .....	2 ounces.
Ether .....	1 ounce.
Benzine .....	5 ounces.
Chloroform .....	1 ounce.

Mix the solution and oleate; shake well and add the ether; shake and add 5 ounces of benzine; agitate thoroughly. Then add 1 ounce of chloroform and shake well. Allow to stand for a few minutes and shake at intervals, when a mixture having the consistency of a cream and showing but little tendency to separate will result.

(3)

Stronger ammonia water .....	1 ounce.
Tincture of green soap .....	3 ounces.
Sodium carbonate .....	2 drams.
Sodium borate .....	2 drams.
Ether .....	1 ounce.
Alcohol .....	1 ounce.
Water, enough to make .....	32 ounces.

#### Vanillin, Coumarin and Caramel.

(B. H. G.)—"Will you kindly inform me in your next issue what are the incompatibles of vanillin, coumarin and caramel (burnt sugar)? I have had considerable difficulty in using these substances. In the first place I get a continuous precipitate in making a 'compound vanilla,' and I find in making a batch of five gallons and using a tin can container that the can rusts rapidly, so that in a short time the bottom is liable to fall out. I use dilute alcohol as a vehicle."

Your principal difficulty seems to be in the fact that you have used a tinued iron container in which to prepare your solution, which, no doubt, has come in direct contact with the

iron, thereby corroding it and decomposing the vanillin with subsequent precipitation. No incompatibilities are likely to be met with in the preparation of a flavoring solution, such as the above, if the materials used conform to the standard tests for these substances and the preparation be made in a glass container, preferably following the process outlined by the N.F. As will be noted, the latter formula contains glycerin, which, in the experience of many, greatly improves the character of the resulting preparation.

Regarding the labeling of a product so made for sale in this State (New York), see ERA of June 25, 1908, page 814. Under the Federal Food and Drugs Act this preparation would be considered as an imitation product and should be labeled as "vanillin and coumarin flavor," "imitation vanilla" or "vanilla substitute." See Food Inspection Decision No. 47.

#### Acid-Proof Colorless Cement.

(S. M.)—In reality there is no such thing as a colorless cement. However, a writer in a foreign technical journal recommends the following for cementing vessels of glass, china and other containers which are intended for strong acids:

Pulverized asbestos .....	2 parts.
Barium sulphate .....	1 part.
Soluble silicate of sodium (50° B) .....	2 parts.

These materials, well mixed, are claimed to produce a cement which will resist hydrochloric acid. In case of hot acids, a still stronger mixture is recommended, as follows:

Soluble silicate of sodium (50° B) .....	2 parts.
Fine sand .....	1 part.
Pulverized asbestos .....	1 part.

Both cements become solid after standing for several hours. A quickly hardening cement can be obtained by substituting soluble silicate of potassium for sodium silicate.

A cement extensively used by jewelers for mending fine glass and china, although possibly not so "acid-proof" as you would like, is the following:

Isinglass .....	1 ounce.
Water .....	4 ounces.
Alcohol .....	8 ounces.
Mastic, in tears .....	$\frac{1}{2}$ ounce.
Gum ammoniac .....	$\frac{1}{4}$ ounce.

Soak the isinglass in the water for a few hours and stand in a warm place to hasten solution. Then heat up, to evaporate all unabsorbed water. Keep the isinglass mucilage hot so that it will not set solid. Separately dissolve the mastic resin in 4 ounces of the alcohol, to which add the gum ammoniac. When the two preparations are ready, add the other 4 ounces of alcohol to the hot isinglass mucilage and mix with the mastic varnish, heating the whole until liquified by standing the vessel in a water bath. For use, remelt over a water bath and apply hot.

#### Emulsion of Linseed Oil (Thompson's).

(J. F.)—

Linseed oil .....	4 fl. ounces.
Oil of wintergreen .....	$\frac{1}{2}$ fl. dram.
Oil of cinnamon .....	$\frac{1}{2}$ fl. dram.
Acacia, powders .....	2 av. ounces.
Water .....	(112) fl. ounces.
Glycerin .....	$\frac{1}{2}$ a. ounces.
Simple syrup .....	3 fl. ounces.
Dilute hydrocyanic acid .....	45 minims.

Triturate the mixed oils with the acacia, add three fluid ounces of water, triturate until emulsified, add the syrup, glycerin, acid and the remainder of the syrup and mix well.

#### Mother Leaves; Senna Pods.

(R. I.)—"I enclose a sample of what is sold here under the name of 'mother leaves.' Would you be good enough to give me the botanical name and any particulars you may have about the sample. I have been unable to procure the article from the jobber under the name and it is being sold by a competitor."

We recognize the specimens of "mother leaves" submitted by our correspondent as "senna pods." As found in the market they are derived from both *Cassia acutifolia* and *C. angustifolia*, being either admixed with senna leaves or sold separately. As described in the text books they are 3.5 to 7 cm. long and about 2 cm. broad, greenish to dark brown externally

and contain five to seven obovate dark brown, nearly smooth seeds. They contain apparently the same active principles as senna leaves.

#### Interstate Registration Again.

(E. R. K.)—We have repeatedly published lists of the names of the States whose laws permit the boards of pharmacy to register applicant (without examination) who present satisfactory certificates of examination and licensure from boards of pharmacy in other States which accord reciprocal privileges. As a general proposition the boards of pharmacy constituting the active membership of the National Association of Boards of Pharmacy all maintain reciprocal relations. The States and Territories are Alabama, Arkansas, District of Columbia, Florida, Georgia, Indiana, Louisiana, Maryland, Massachusetts, Maine, Michigan, New Mexico, Oregon, Vermont, Virginia, Texas and West Virginia.

We cannot give you the amount of the several fees charged for such registration and would suggest that you correspond directly with the secretary of the board in the State you wish to locate for full particulars.

#### Coloring Wax Flowers.

(J. B. D.)—We have had no practical experience in either coloring or making wax flowers, but wax may be satisfactorily colored by using suitable aniline dyes of the desired shade, such as are employed for dyeing wax tapers, the dye known as ceresine red or red B, extra concentrated, being especially recommended for tinting wax red and induline 6 B for tinting wax blue.

The wax for making the flowers, according to the Scientific American Cyclopaedia of Receipts, is prepared as follows: Use only the purest virgin wax, entirely freed from extraneous matters. Wax that is either granular or friable must be rejected. It is generally melted in vessels of tinned iron, copper or earthenware. To render it ductile, fine Venice turpentine, white, pure, and of an agreeable odor, is added. The mixture is constantly stirred with a glass or wooden spatula. All contact with iron must be avoided, and if the vessels are of that material they must be well and carefully tinned. When stiff leaves are to be executed, two parts of spermaceti are added to eight parts of wax, to give transparency. Much care and tact are needed in coloring the wax. The colors being in fine powder, they are made into paste by adding, little by little, essence of citron or lavender. When the trituration is perfect this paste is mixed with melted wax, stirring rapidly all the while; when the mass is still liquid, it is poured into molds of pasteboard or tinned iron of the shape of tablets and is then ready for use. Sometimes it is passed through fine muslin as it flows into the molds.

Another method is to tie up the color in a muslin bag and wave it about among the molten wax until the desired tint is obtained. To combine colors it is only necessary to have two or three bags containing different colors, and to employ as much of each as shall have the desired effect. These bags, far from being spoiled by dipping in wax already containing other shades, have only to be rinsed in pure water to fit them for coloring other wax. The colors most in use in wax flower making are pure forms of white lead, vermilion, lake, and carmine, ultramarine, cobalt, indigo, and Prussian blue, chrome, Naples yellow, and yellow ochre. Greens and violets are chiefly made from mixtures of the above.

#### Society of Chemical Industry.

New York section of the Society of Chemical Industry meets at the Chemists' Club, 108 West Fifty-fifth street, February 19, at 8.15 p. m. The programme: C. D. Holley, "Manufacture and Properties of Mild Process White Lead"; L. F. Hughes, "Sublimed White Lead"; Herman S. Riederer, "Lithopone"; Jerome Alexander, "Colloid Chemistry and Some of its Technical Aspects."

#### Professor Lloyd Lectures on Indians.

CINCINNATI, Feb. 6.—Prof. John Uri Lloyd addressed a large number of friends recently in the Lloyd Library on the Hopi Indians, whom he studied and of whom he took a great number of photographs last summer while on his trip to the southwestern parts of the country. The stereoscopic pictures of the Indians were greatly appreciated by the audience, as was also the description of their manners and customs.

## PERSONAL MENTION

—WILLIAM C. THOMPSON, of Coatesville, Pa., was a caller upon the trade in New York City last week.

—SAMUEL STRUNK, a well known Philadelphia druggist, visited his old home at Quakertown, Pa., last week.

—SIMON MILLER, of Miller, Lyons & Co., Philadelphia, is spending a month on a business trip through the South.

—A. M. CLEMENS, of Springfield, Ill., who travels for the of Mexico, where he will represent Parke, Davis & Co.

—JULIUS FOERSTER, general New England representative Lilly line, recently visited the home office in Indianapolis.

—HANS HERZFELD will leave this week for the west coast for Sharp & Dohme, was a New York City visitor last week.

—E. G. SWIFT, of Detroit, Mich., general manager of Parke, Davis & Co., was a New York visitor a few days ago.

—CHARLES REHFUSS and wife, of Philadelphia, were recently the guests of John C. Gallagher and family, of Jersey City.

—F. V. PERRY, of Little Rock, one of the Red Lilly Arkansas travelers, was a visitor not long ago at the home office in Indianapolis.

—C. P. DUBOSE, of the Red Lilly sales force in South Carolina, spent a week in the home office of Eli Lilly & Co., Indianapolis, recently.

—HENRY C. BISPHAM, proprietor of the oldest apothecary shop in South Boston, Mass., is improving in health, which has not been good lately.

—L. D. WORDEN, representative in upper New York State for Schieffelin & Co., called upon friends in the New York City drug trade last Saturday.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., left a few days ago on a business trip to Florida, where he will spend about two weeks.

—E. B. CONNER has relinquished the management of his drug store at Cedar and Cumberland streets, Philadelphia, and has gone to California for the benefit of his health.

—JAMES R. OWEN, of Morrisson, Plummer & Co., Chicago, was a visitor in the trade last week. Mrs. Owen accompanied her husband and their headquarters were at Hotel Astor.

—O. N. BERRY, Superintendent of Public Instruction of Marshall County, Kan., will enter the drug business in Marysville upon the expiration of his term of office in May next.

—CHARLES A. SMITH, of Reading, Pa., where he has been engaged in the retail drug business for several years, has joined the traveling forces of John Wyeth & Bro., Philadelphia.

—JOHN S. MEAD, a pharmacist of Appleton, Wis., is now employed at the Graham Pharmacy at Portage, Wis. He is relieving Miss Ellen Ogle, who is enjoying an extended vacation.

—R. C. RIELLY has been elected a member of the South Side Mortar and Pestle Club, St. Louis, to succeed E. A. Seunawald, who retired because he had sold his store to his brother Ferdinand.

—DR. H. B. B. POPPE, who recently moved to Washburn, Wis., from the southern portion of the State, is considering the purchase of a half interest in the Fox Brothers pharmacy at Washburn.

—FRANK G. MUMMA, a prominent Philadelphia druggist and a former member of the Pennsylvania Legislature, enjoyed a successful duck hunting trip recently in the vicinity of Anglesea, N. J.

—T. B. HUSTON, of Toledo, president of the Ohio State Pharmaceutical Association, has been in such poor health for some time that he has disposed of his drug business and is going to take a trip South.

—DR. WILLIAM H. WARREN, dean of the Medical School of Washington University, has been selected to deliver the address to the 1909 class of St. Louis C.P. The commencement exercises will occur April 21.

—CHARLES REHFUSS, of Philadelphia, accompanied by his wife and daughter and Miss Lebo, of Tipton, Ind., spent several days recently with his brother, J. H. Rehffuss, president of the Brooklyn College of Pharmacy.

—FRED RUHE is a new member of the Western sales force of the Tetlow Manufacturing Company, of Philadelphia. His brother, Charles A. Ruhe, who is with the same company, has taken permanent quarters in Chicago.

—ANDREW ANDERSON, formerly at the store of the Alex. Krebs, Jr., Drug Company, at Stevens Point, Wis., is again connected with the establishment. Mr. Anderson is a graduate of the School of Pharmacy of the University of Wisconsin.

—CHARLES HAVENS, for six years in charge of the city order department of the Milwaukee Drug Company, has resigned and has been succeeded by Ralph Suckow. Mr. Suckow has been connected with the Milwaukee Drug Company for the past seven years and is exceptionally known to the trade.

—HOWARD B. FRENCH, Joseph P. Remington, Ralph T. Hunter and Charles S. Herron were among the speakers at a banquet given in Philadelphia last week by Epsilon Chapter, Phi Chi fraternity of the College of Pharmacy. C. L. Bonta acted as toastmaster and about 40 members of the chapter were present.

—D. CHARLES O'CONNOR, proprietor of the White Drug Store at Fitchburg, Mass., has returned from Boston, where he went recently to have an operation performed to remove a dislocation of the nose. The operation, which was a difficult one, was successful and Mr. O'Connor is at his home recuperating.

—FRED WEICHMAN, of Wausau, Wis., member of the enterprising drug firm of Weichman Brothers, was a visitor at the establishment of the Milwaukee Drug Company last week. Mr. Weichman is purchasing stock and making preparations for opening the new branch pharmacy which his company will soon establish at Wausau.

—D. M. PENICK, president of the Strother Drug Company, of Lynchburg, Va., recently had a narrow escape from death. While showing the company's new building to a friend he slipped as he entered an electric elevator and fell to the floor. An employee shut off the current in time to prevent Mr. Penick from being crushed.

—DR. GUNNAR HEIKEL, for the past two years chief chemist in the laboratories of the Norwich (N. Y.) Pharmaceutical Company, has accepted the office of State Chemist in Finland, with offices in his native town of Wasa. He sailed with his family from New York on the Campania on her last trip to Europe. Dr. Avid Bengts is his successor.

—THE constitution of the Bodenmann Club says that a session may be held wherever and whenever two or more members meet. Charles Rehffuss, of Philadelphia, and John C. Gallagher, of Jersey City, with their wives, held a jolly session of the Bodenmann Club at the residence of J. Leyden White (Joel Blanc), New York, on February 14.

—EVEN MCINTYRE, honorary president of the New York College of Pharmacy, anxiously awaits the return of his copy of that rather rare old English work "Culpeper's Materia Medica or Complete Herbal," published in London in 1655. The book was exhibited by him at one of the pharmaceutical meetings some time ago and he has not seen it since.

—S. AUSTIN DECKER acted as toastmaster at a dinner given by the senior class of the Department of Pharmacy of Temple University, Philadelphia, at which the members of the faculty were invited guests. Among those who responded to toasts were H. Edward Newton, William Van Reed Seltzer, H. M. Meed, Jr., E. A. Boone, C. Clayton Eberly, E. S. Miriam and E. H. Footlight.

—JOHN B. REYNOLDS, a Philadelphia druggist, demonstrated his ability as an after-dinner speaker last week when he addressed his fellow members of the Kensington Business Men's Association at the annual banquet at the Hotel Majestic on "Organization." Other prominent druggists who were present were Robert McNeil, who is treasurer of the association; Alexander Wilson and P. L. Barlemin.

—MRS. HARRY L. STILES, wife of the third vice-president of the Philadelphia A.R.D., was the chairman of a committee of the Ceramic League which conducted a highly successful euchre at the Plastic Club last week. Otto Kraus, Mr. Stiles and several other well known druggists and their wives assisted and the majority of the players were identified in some manner with the retail trade of the city.

—MAHLON N. KLINE, W. L. Cliffe, H. C. Blair and William E. Lee, of Philadelphia; L. L. Walton, of Williamsport, and John C. Wallace, of New Castle, comprised a group of men prominent in the drug trade of Pennsylvania who last week appeared before the Committee on Health and Sanitation of the Pennsylvania House of Representatives to urge the adoption of the cocaine bill introduced by Theodore Campbell. No opposition to the bill has appeared and it will in all probability be adopted with minor changes.

## SUDDEN DEATH OF GEORGE J. SEABURY.

**Pneumonia Ends a Long and Useful Career—Prominent in Public Affairs and in Pharmaceutical World.**

George J. Seabury, head of the corporation of Seabury & Johnson, and for more than 35 years a resident of Llewellyn Park, West Orange, died on Saturday at his town house, 320 West 108th street, Manhattan, of pneumonia, after an illness of but a few days. The funeral exercises were held there on Tuesday afternoon, the interment following yesterday morning (Wednesday) in Rosedale Cemetery, Orange, N. J.

Mr. Seabury, who was in his 65th year, was born in New York and attended the public schools there. He chose the professions of medicine and pharmacy, but abandoned his studies when the war broke out and enlisted, serving in the Army of the Potomac through the battles of the Peninsular campaign. He distinguished himself in the battle of Jones' Mills and was twice wounded during the war.

Resuming his professional studies at the close of the war, he went abroad. On his return he entered the manufacturing line and subsequently, with Robert W. Johnson and J. W. Johnson, now of New Brunswick, and the late George C. Hallett, of Orange, he formed the firm of Seabury & Johnson, establishing factories in East Orange for the manufacture of surgical and antiseptic specialties. Subsequently the Johnsons withdrew and organized an independent company. Mr. Seabury was an active Republican and an ardent protectionist, writing numerous articles on protection and sound money and taking a prominent part especially in National campaigns. He was also active in various Republican movements in New York and was one of a committee of 30 which organized the party in the various election districts of the old city. He served as a Presidential Elector from New York in the recent election. In pharmacy he was widely known for his activity in professional and commercial matters, holding membership in many scientific organizations. He was a member of the New York College of Pharmacy, a former president of the New York State Pharmaceutical Association and an active member in the American Pharmaceutical Association, serving as chairman of the commercial section of the latter organization for two consecutive terms. He was also secretary of the National Rifle Association at the time that the late Generals Grant and Hancock served in the office of president and a member of the Old Guard of New York.

Mr. Seabury will be best remembered by pharmacists for the advanced position he took at a very early day toward securing the enactment of State pharmacy laws, and many of his plans proposed nearly a generation ago are now in active operation. He was also enthusiastically devoted to art and music and frequently favored his friends with his own rendition of noted musicians. He had many characteristic traits that will long be remembered by those who knew him best. As one who knew him well has said: "Mr. Seabury was a typical New Yorker and one of the characteristic products of self-made metropolitan life."

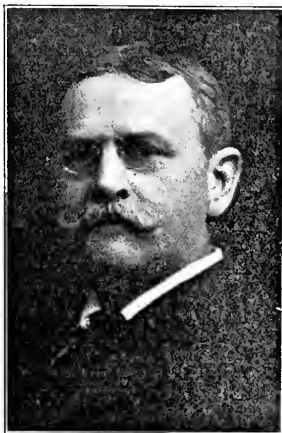
He is survived by two daughters, Miss Eugenia Seabury and Miss Rena Seabury, the latter now Mrs. David Ely Green, Jr., of Llewellyn Park, N. J.

## Speeding Automobile Strikes Professor Diekmann.

While crossing Broadway one day last week Prof. George C. Diekmann, secretary of the faculty and professor of pharmacy in the New York College of Pharmacy, was struck by the mud guard of an automobile and hurled to the middle of the street, where a wagon passed over his leg and painfully injured him. The machine that struck Dr. Diekmann was being pursued by a bicycle policeman for exceeding the speed limit. Professor Diekmann has since been confined to his home in Flatbush, but is doing nicely.

## LONG DISCUSSION ON PHARMACY BILLS.

**Views Presented Both for and Against an Appointive Board—Will Discuss Bills at Next Meeting.**



The late G. J. SEABURY,  
of New York.

The chief topic under discussion at the meeting of the Manhattan Pharmaceutical Association last Monday evening was pharmacy legislation. No action was taken on the Conklin Bill nor the proposed new bill drafted at the instigation of the members of the legislative committee of the State Pharmaceutical Association, as it was deemed better to wait until the latter bill was introduced in the Legislature.

George H. Hitchcock stated that according to remarks he had heard the present method of selecting the members of the Board of Pharmacy was far from popular, as was also the trial of a man by members of his own profession. Mr. Hitchcock thought that if pharmacy was regulated by State power similar to other professions, a long step forward in securing recognition for pharmacy as a profession would be made.

Joseph Weinstein, secretary of the board, came out strongly in favor of retaining the present law. The pharmacists could better select the members than could a Governor who would not be as well posted as members of the profession concerning the candidates.

Dr. William Muir, president of the board, posted the members on the provisions contained in both the Conklin Bill and the proposed bill. He desired to see the profession stand together for the latter measure as it represented the ideas of competent pharmacists, besides containing the vital features of the Whitney Bill. Dr. Muir advocated the appointment of members of the board by the Governor, not because the efficiency of the board would be enhanced thereby but to satisfy the demands of certain elements who desired a change from the present strict enforcement of the law which the board carried out for the protection and elevation of the profession in general. He dwelt at length upon the experiences of the members of the board in dealing with conditions and reviewed the work accomplished by the board last year. In summing up, Dr. Muir thought that this dissatisfied element as well as all pharmacists would eventually come to the conclusion that the present board was by far preferable to one supervised by State officials and that before very long it would be a case of first missing the water when the well went dry.

C. O. Bigelow, a member of the board, stated that no longer was it a matter of preference as to the kind of board desired. Developments were such that the pharmacists had better submit to an appointive board or action would probably be taken to place the whole matter within the province of the State Board of Health, which would result very seriously for all concerned.

Action was postponed until the next meeting.

Resolutions were passed that a letter of sympathy and condolence be sent to the family of the late George J. Seabury. A letter was also sent to Prof. George C. Diekmann, expressing sympathy for the painful injury he sustained a week ago when he was struck by a speeding automobile.

Lucas Craig delivered an address on "The Value of the Show Window of the Retail Druggist."

The treasurer reported a balance on hand of \$73.40 and the entertainment committee served the usual lunch.

## Alumni Association of B.C.P. Reception on Feb. 25.

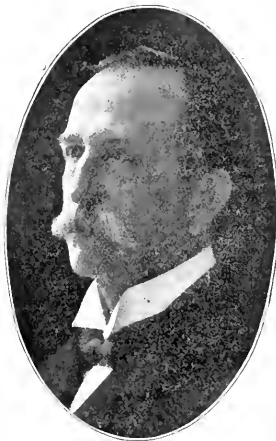
The Alumni Association of the Brooklyn College of Pharmacy will hold its second musical and dance of the season next Thursday evening at the college. An unusually fine musical programme has been arranged, including a ladies' quartette, a tenor, a soprano, a violinist and other professional talent are scheduled to appear. There will be dancing and refreshments.

**More Associations of Druggists Elect Officers—Three Active Organization Men.**

G. H. HAYWOOD, Osakis, Minn.,  
President Park Region D.A.



W. P. CLARKE, of Milton.  
President Rock County (Wis.) R.D.A.



JUSTUS J. SCHOTT,  
President Galveston (Texas) R.D.A.

**W. P. CLARKE IS ROCK COUNTY'S PRESIDENT.**

**Pleasant Gathering of Wisconsin Druggists, With Entertainment for Their Wives by Mrs. Heimstreet.**

JANESVILLE, Wis., Feb. 10.—Rock County druggists gathered here yesterday for their annual meeting. In Myers Hotel a long table was spread and all assembled there for dinner. Later the ladies repaired to the home of Mrs. E. B. Heimstreet, where they were entertained during the time the druggists held their business meeting.

W. P. Clarke, of Milton, who has been treasurer of the Wisconsin State Ph.A. since 1882, was elected president; E. B. Heimstreet, secretary and treasurer. The members remonstrated against the passage of the Post-Parcels Bill. They also purchased their fountain and soda syrups for the season. After adjourning until May 1 they went to the home of Secretary Heimstreet, where the balance of the day was spent in a social reunion. A number of prizes were given and a good deal of fun was caused by the nature of the prizes.

The meeting was largely attended. Among those present were J. M. Farnsworth and wife, C. A. Smith and wife, D. H. Pollock and wife, F. Van Wart, Beloit; A. L. Woodward and wife, and Carl Buchta, of Clinton; H. D. Stappenbach and wife, of Edgerton; George King and wife, J. P. Baker and wife, W. T. Sherer and wife, E. O. Smith and wife, Otto Smith and wife, and William Penning, of Janesville; W. P. Clarke and wife, of Milton; Charles Taylor, of Orfordville.

**Lafayette, Ind.**

The Pharmaceutical Society, of Lafayette, Ind., has elected the following officers: President, Shuttleworth; vice-president, Musser; secretary, Stout; treasurer, Cook; sergeant-at-arms, Comfort. After the election S. E. Hartford, traveling salesman for F. Stearns & Co., of Detroit, gave an interesting talk on "Salesmanship." Charles S. Downing, of the Kiefer Drug Company, Indianapolis, also addressed the members.

**Galveston.**

At the annual meeting of the Galveston (Tex.) Retail Druggists' Association the following officers were elected for the ensuing term: J. J. Schott, president; J. Scott Keene, first vice-president, Charles E. Witherspoon; second vice-president; Miss E. Domingo, third vice-president; H. Koester, secretary and treasurer; trustees, Dr. E. B. Kenner, G. H. Wilder and C. Michaelis.

**C. P. THOMPSON HEADS SPRINGFIELD PH.A.**

**Banquet, With Enjoyable Programme, Follows the Annual Meeting of the Association.**

SPRINGFIELD, Mass., Feb. 15.—More than 40 were present at the recent annual meeting and banquet of the Springfield Pharmacists' Association which was held at the Henking Hotel. The new officers are: President, C. P. Thompson; vice-president, John D. Smith; secretary, W. C. B. Merriam; treasurer, W. B. Noble; executive committee, C. V. Ryan, F. N. Wheeler, J. W. Delehanty, Albert E. Lerche.

Following the banquet were speeches and a general good time. The newly elected president, C. P. Thompson, made the opening address, and presented F. N. Wheeler as toastmaster. E. F. Leonard spoke on "The Massachusetts State Association," after which James T. Mommie gave a vocal solo. F. H. Coolbroth as "teacher" made some fun with the little grinds which he called upon different ones to read. D. F. Keefe spoke on "The National Formulary" and was followed by another vocal solo by Mr. Mommie. Albert E. Lerche spoke on "Legislation." Music was furnished during the evening by a small orchestra. The committee of arrangements for the banquet was F. N. Wheeler, chairman; D. F. Keefe, John D. Smith, A. E. Lerche and William C. B. Merriam.

**Denver.**

Edward C. Sætie has been elected president of the Denver (Colo.) Pharmaceutical Association for the ensuing fiscal year. The other officers elected were: L. T. Bontwell, vice-president; Charles J. Clayton, secretary and treasurer, and Robert H. McKenzie, Frank M. Hall and William T. Thebus, trustees. Action was postponed on a proposition to affiliate with the N.A.R.D.

**Park Region, Minnesota.**

At the annual meeting of the Park Region (Minn.) Druggists' Association held at the Grand Hotel in Fergus Falls recently G. H. Haywood, of Osakis, was honored with the election to the presidency for the ensuing year. Other officers are N. P. Wesberg, of Fergus Falls, vice-president; J. H. Beise, Fergus Falls, secretary; G. C. Miles, Fergus Falls, treasurer.

**Cumberland County, Maine.**

The annual meeting of the Cumberland County (Maine) Druggists' Association held at Riverton Park recently was

enlivened with a pleasing entertainment by Augustus F. Howell, of Boston, who told some humorous stories and gave a few dialect readings. The following officers were elected: President, E. M. Brown; first vice-president, Thomas F. Carey; second vice-president, Jonas M. Hammond; third vice-president, Theara Hilton; fourth vice-president, E. C. McDonough; secretary, John Williamson; treasurer, James A. Broe; executive committee, E. W. Murphy, E. O. Tuttle, Charles E. Wheeler, Edward A. Hay and G. H. Wyman. The summer outing will be held at Long Island.

#### Newburg, N. Y.

The annual banquet of the Newburg (N. Y.) Druggists' Association, or the organization that heretofore has been known by that name, was held recently in the Palatine. There were 36 members and guests present and the event was very much enjoyed. During the evening the name was changed by resolution to the Newburg Bay Druggists' Club, on account of the fact that the organization has changed in its character since it was formed and besides taking in druggists in nearby places has resolved itself into what is purely a social club, the main feature being an annual banquet. Speech-making was tabooed, as the druggists were there for amusement and entertainment, the latter being liberally provided.

Among the diners were Francis Nutt, president; Carl Streit, secretary; William Streit, Isaac C. Chapman, Fred V. Carpenter, George H. Merritt, John J. Elliott, Hiram Merritt, Clarence Miller, Ira Caldwell, Isaac B. Lozier, Eugene W. Smiley, Jesse F. Carr, Chester F. Brown, Daniel Coldwell, Frederick Wallace, Elmer Tibbets, Ellsworth Pindar, William A. A. Sloat, George McNutt, Albert Rightmeyer, Harry Rightmeyer, A. J. Dreyer, Arthur DuBois, Charles S. Wallace, of Newburg; Tjerk Rifenburg, of Central Valley, formerly of Newburg; H. N. Clark and John Holloran, of Cromwell; Ferdinand Loughran, Preston Greene and Daniel Merritt, of Fishkill-on-the-Hudson, and Henry Sheldon and Joseph Farley, of Matteawan.

#### Savannah, Ga.

The annual meeting of the Savannah (Ga.) Retail Druggists' Association was held at the De Soto Hotel. It was a very pleasant and profitable meeting and the reports of the officers showed the organization to be in splendid shape. The officers were re-elected as follows: President, W. A. Peman; vice-president, R. A. Rowlinski; secretary, H. C. Shuptrine; treasurer, H. H. Livingston. The advisory board is the same as last year.

One of the results of the organization is that there are now seldom disputes to settle or misunderstandings to adjust between the Savannah druggists. During the past year the advisory board was not called upon to consider a single complaint.

The question of placing pay telephones in the drug stores of Savannah was discussed, but the plan did not meet with favor and no formal vote was taken upon it. The idea appeared to be that the presence of the telephone served to bring business. It was decided to retain membership in the N.A.R.D. for another year. At the conclusion of the meeting a smoker was enjoyed.

#### Wilkes-Barre.

A number of druggists of Wilkes-Barre, Pa., and suburban towns met recently and formed an American Druggists' Syndicate Club for that section. This is an auxiliary organization of the National association, which is merely a co-operative body. The officers of the local club are: President, Henry Merritt, of Plains; secretary, John Lohmann, of Edwardsville; treasurer, W. D. White, of this city; executive committee, W. D. White, John Lohmann and Henry Bossert.

#### Nashville, Tenn.

R. L. Eves presided at the January meeting of the Nashville (Tenn.) Retail Druggists' Association. Propaganda work was discussed and a committee of six was appointed to devise plans to bring the druggists and doctors of Nashville closer together.

#### Davenport, Iowa.

What was one of the most successful affairs ever given under its auspices, was held recently by the Davenport (Iowa)

Pharmaceutical Association at the Commercial Club. There were about 42 Rock Island and Davenport druggists and their clerks present. A banquet was served in the dining room of the club house, after which the druggists were addressed by Thomas H. Potts, secretary of the N.A.R.D., who spoke briefly on matters pertaining to the work of a retail druggist, and by A. J. Reiss, of Rock Island, and Carl Schlegel, of Davenport. William Lage presided over the business portion of the meeting, and J. Klenze officiated as toastmaster.

#### Kansas City.

Ratifying the resolution of the Missouri Pharmaceutical Association, the Kansas City Retail Druggists' Association has appointed a committee to co-operate with the State association in its effort to require annual registration or re-registration of every pharmacist practicing in the State. C. E. Zimm, Joseph C. Wirthman and R. S. Stevens compose the committee.

#### Outagamie County, Wis.

At the meeting of the Outagamie County (Wis.) Retail Druggists' Association recently at the Sherman House, Appleton, the following officers were elected: President, Charles A. Little; vice-president, S. G. McCord, of Seymour; secretary, William Downer; treasurer, Rufus Lowell.

#### CHICAGO R.D.A. TO FIGHT MEDICAL CHARITY.

**Joins With Doctors to Banish Evil—By-laws to be Revised—Superabundance of Drug Stores.**

CHICAGO, Feb. 15.—That the abolishment of abuses of medical charities is only a matter of time and must come soon in Chicago was evinced in a vigorous discussion at the February meeting of the executive board of the Chicago R.D.A. in the Northwestern University building. The entire membership was present and each voiced sentiments and views on this new movement taken up by the Chicago association. The result of the discussion was that the board instructed the president and secretary of the association to co-operate and work with the committee of the Chicago Medical Society for the abolishment of these evils.

Following the "working together" spirit that was so enthusiastically shown in the January "get-together" meeting, the president and the legislative committee were instructed to confer and work with the committees of other organizations in the city for furthering their common interests. That a mild revision of the by-laws of the association will be made, as a result of the proposal of William Bodemann, is almost certain, and a committee composed of Messrs. Avery, Storer and Sandkoetter will report at the next meeting of the board.

Other important measures considered were: ward meetings for the druggists in all parts of the city; protection of retailers in damage suits; the establishment of a "For Sale and Brokerage" agency to show the superabundance of drug stores in Chicago by the number offered for sale and closing out. This was the idea of President Yeomans.

#### Olney & Jerman Co. Getting Ready for Business.

CHICAGO, Feb. 15.—Chicago's new wholesale drug house, the Olney & Jerman Co., which secured quarters at 15-17 Randolph street last December, expects to be ready for business before March 1. The stock is being moved from Clinton, Ia., and is in process of being installed in the new quarters. Charles R. Dickerson, formerly of Lord, Owen & Co., Chicago, is a member of the firm. A. R. Olney, F. L. Hastings and Charles A. Jerman are members of the firm.

#### Chicago R.D.A. is Pushing Propaganda Work.

CHICAGO, Feb. 15.—H. J. Holthofer was elected chairman and Otto Neithammer secretary at a recent meeting of the propaganda committee of the C.R.D.A. recently appointed by President Yeomans. The committee got active at once and is now well involved in a carefully prepared plan for pushing the work.

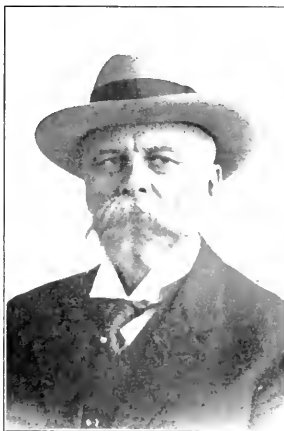
#### Acquitted of Violating Pharmacy Law.

DETROIT, Feb. 15.—The case against Arch M. Reid, the Gratiot avenue druggist charged with violating the Pharmacy Laws, has been dismissed in police court, he having complied with the requirements of the State inspector.

## THREE PROMINENT ILLINOIS DRUG MEN WHO WILL HELP ENTERTAIN STATE PH.A. AT QUINCY.



A. C. KENNEDY.



F. N. OXLEY.



A. W. HOBART, M.D.

## NEXT CONVENTION OF THE ILL. PH.A. IN JUNE.

Entertainment Committee Plans to Make the Quincy Event More Pleasurable Than Any of Its Kind.

CHICAGO, Feb. 15.—The ERA has printed the half-ton presentations of some of the wide-awake members of the Illinois Pharmaceutical Travelers' Association, three more are printed on this page and others will appear in later issues. These are the men who are shouting already: "All aboard for Quincy!" They are working hard to secure the largest turnout of druggists ever seen in Illinois and they propose to make the event so enjoyable that all will ever afterward attend the annual meetings of the Illinois State Ph.A.

Of the three here bowing to their future guests, Dr. Hobart is the manager of the Chicago branch of Horlick's Malted Food Company. He is an old hand at devising features to entertain druggists and promises to cut new notches in his record. Mr. Kennedy is with Robert Stevenson & Co., of Chicago, and is noted as a singer. Mr. Oxley represents Seabury & Johnson from Portland to Portland, that is from Maine to Oregon and back again, with Illinois as his turning place.

There are more than three; there are 30 or more just like these three, and they are all working to make the First Round-Up at Quincy June 15-17 the greatest ever in the State of Illinois. Dr. Hobart has whispered some of the features to the ERA, but they will be reserved for later use.

The I.P.T.A. will hold its annual informal stag dinner on the evening of February 27 in the quarters of the Chicago Drug Trade Club, 122 Franklin street. An attendance of 100 of Illinois drug salesmen is expected. The purpose of the meeting is to get all of the boys together and help along the preparations for the big round-up at Quincy in June of the association and the entertainment of the Illinois Ph.A.

## Visiting Druggists in Chicago.

CHICAGO, Feb. 15.—The following druggists were in Chicago last week: E. P. Shellabarger, Columbus Junction, Iowa; W. L. Holmes, Williamsburg, Iowa; M. J. Row, Portland, Mich.; C. F. Miller, Peru, Ind.; N. P. Olsen, Grayling, Mich.; W. Rogers, Madison, Ind.; W. E. Shrader, Iowa City, Iowa; H. Weir, Portland, Ore.; M. M. Nye, Nye & Booe, Crawfordsville, Ind.; E. Neurling, Cable, Ind.; O. C. Holmes, W. C. Holmes & Co., Parsons, Kan.; C. F. Scott, Argo, Ill.; C. Schaeetzle, Schaeetzle & Fosselman, Abnook, Iowa; J. W. Mulhern, Keota, Iowa; W. H. Linder, Stearns City, Iowa; J. C. Roushar, Zearing, Iowa; C. C. Bosworth, Madrid, Iowa; J. T. Dana, Dana & Worm Co., Fond du Lac, Mich.; H. M. Richardson, Omaha, Neb.; W. T. Brown, Columbus Junction, Ia.

## CHICAGO VETERANS HOLD LINCOLN SESSION.

Quarterly Meeting of the Old Guard Fixed for Hundredth Anniversary, Whereby "Scoop" is Scored.

CHICAGO, Feb. 15.—The Chicago Veteran Druggists' Association is original as well as old in the ages of its members and it is more enterprising than some of the older youthfull organizations. The quarterly meeting was fixed for Lincoln's Birthday at the Union Club for more than one reason and the association scored a "scoop" on all of the other druggists' associations by holding the first Lincoln celebration ever held by a drug organization. It was in line with the history of the C.V.D.A., which was unique in its inception and which scored another of many records in its tribute to the assassin's victim.

There were 25 members and guests assembled and the room was beautifully decorated with American flags, Lincoln pictures and the ever significant C.V.D.A. carnation pink. After luncheon President Fuller opened the exercises by proposing a toast to the President who had lost his life in the performance of his duty. Tossed off with proper appreciation of the memory of the dead, all of the members and guests were called upon for brief remarks and all responded, each in his own way. Later Mr. Jamieson occupied the chair and in his usual way succeeded in drawing out from the more diffident ones some expressions that were delightful to the appreciative members. Taken in its entirety the occasion was a source of pleasure to all present, for the speeches were eloquent, patriotic and sincere, although a majority of the speakers were not of native soil, but hail from Scotland, Sweden, England, Germany and Milwaukee avenue.

"Lincoln belonged to the 'drug store sitters' class," said Prof. C. S. N. Hallberg. "While in Springfield he spent much of his time in the drug store of R. W. Diller. His name is scratched with pencil in the desk on which he used to sit and discuss the politics of that day. In a sense he belongs to us as druggists. There is no doubt that in the drug store he learned human nature, which knowledge showed so clearly in his later career."

## Druggists Would Like to Be Aldermen.

CHICAGO, Feb. 15.—The druggist in politics is being emphasized by the fact that two members of the Chicago R.D.A. are running for aldermen. These are John J. Boehm, one of the most aggressive men in the city, who is seeking the nomination from the Democrats of the Ninth Ward, and C. G. Foneck, of 556 South Center avenue, who is a candidate for the Republican nomination in the Tenth Ward. Mr. Foneck has served on the City Council and has a record for his term.

## BOARD EXAMINATIONS

### Oregon.

SALEM, Feb. 10.—Governor Chamberlain has appointed Miss Kittie Walker Harbord a member of the Oregon State Board of Pharmacy to succeed herself, her term of five years, beginning in 1903, having recently expired. The Governor has appointed F. H. Caldwell, of Yamhill, to the vacancy on the

board created by the resignation of John M. A. Laue, of Portland, who has retired from the retail drug trade to devote his attention to conducting a preparatory school of pharmacy.

Miss Harbord is a native of Oregon and was born in 1876. At the age of 17 she began the study of pharmacy, later taking a three years' course at the Philadelphia College of Pharmacy, where she graduated in 1901. Miss Harbord is a self-made woman whose collegiate education was obtained through her earnings as a clerk. When appointed originally she was the first woman in Oregon to be thus honored. During her first term she served in rotation in her turn with the other members as president and treasurer of the board. She is a member of the American Pharmaceutical Association.



MISS KITTIE W. HARBORD.

### Ohio.

COLUMBUS, Feb. 10.—The Ohio State Board of Pharmacy has granted certificates to the following applicants, who took the test at the recent examination:

PHARMACISTS.—Harry J. Sand, J. H. Rundle, Henry J. Jennie, Frank H. Landier and Arthur M. Robinson, Cincinnati; Otto A. Koch and Pierce H. Richardson, Columbus; Adele Krebs, Cleveland; Adolph C. Steckel, Bryan; C. F. Assenheimer and Ralph R. Johnston, Bucyrus; George J. Smith, Manatee; Charles A. Lindsey, Toledo; Arthur W. Gillig, Elyria; G. J. Vorkamp, Lima; J. K. G. Given, Zanesville; Harry F. Hipp, Sandusky; Harry H. Anderson, Sardinia; P. J. Falter, Ireton; Merrill H. Mellott, Springfield; Daniel F. Brickey, Findlay, and John Jones, Jefferson.

ASSISTANT PHARMACISTS.—Duke Blacet, George N. Case and F. W. Gehring, Cleveland; Raymond H. St. John, Collinwood; Warren M. Goon, Toledo; Benjamin G. Covert, Loudonville; Ed H. Zulandt, Zanesville; Ora C. Wentling, Wharton; Fred M. Hale, Wilmington.

The following who took the examination for pharmacists, may secure certificates for assistant pharmacists if they so desire:

Carl W. Parker and John E. Barilett, Cleveland; Merritt C. Draper, North Baltimore; Thomas J. McRoberts, Xenia; W. B. Longstreth, Dayton, and John F. Kleiu, Pemberville.

The board filed its annual report with Governor Harmon, showing that during the year there was a total of 128 certificates granted, making the grand total of certificated pharmacists and assistants 4171.

The number of charges filed in the courts during the year for violation of the laws governing druggists was 39, of which 36 were tried and 29 were fined. The total amount of fines was \$1320.

The first prize for the highest average secured on examination was awarded to Percy P. Craine, Elyria, who will secure a membership in the American Pharmaceutical Association. A. A. Oppet, Toledo, was awarded the second, consisting of a membership in the Ohio Pharmaceutical Association.

### New Mexico.

SANTA FE, Feb. 10.—B. Ruppe, president, Albuquerque, and A. J. Fischer, secretary, Santa Fe, announce that a meeting of the Territorial Board of Pharmacy will be held at Santa Fe on Monday, March 8. Candidates for examination

must report promptly at 9 a. m. at Secretary Fischer's drug store.

All violations of the Pharmacy and Poison Laws should be reported at once either to the secretary or president, so that they may be investigated before the meeting.

### New Jersey.

BRIDGETON, Feb. 13.—Secretary Henry A. Jorden, of the New Jersey State Board of Pharmacy, announces that the following candidates were successful at the January examinations:

REGISTERED PHARMACISTS.—Harry F. Asher, Brooklyn; Miss Maris Atkinson, State College, Pa.; Abraham J. Block, New York; Henry I. Branower, New York; Morris Herman Burstein, Newark; Ralph Ciluz, Newark; Michael J. Comerford, Jr., Newark; Giambattista Corona, Newark; Charles Jerome Cruz, Fort Lee; Herman Lorenz Doring, Jersey City; Joseph Field Dulaney, Atlantic City; Raffaele A. Farese, Newark; Hugh Frede, Jersey City; Henry Herbert Gladwin, Paterson; Charles Roy Grammer, Asbury Park; Alfred Griggs, Philadelphia; Roland B. Grom, Newark; Emil Matthiessen, Passaic; Joseph Herman Mayzel, Jersey City; Ralph Vincent Muldoon, Freehold; Charles Henry Neff, Trenton; James Charles Nixon, Jersey City; Edward A. Rooney, East Orange; Samuel S. Rubin, Newark; Frank G. Schaefer, Jersey City; Israel Schapiro, New York; Fred C. Schmidt, Jersey City; Fred. Charles Grant Secker, Newark; Clarence R. Shryer, Scranton; Morris Teplow, New York; William Madison Walsh, Plainfield; Frank Lair Wilson, Belvidere.

REGISTERED ASSISTANTS.—Morris Herman Burstein, Newark; Henry Range, Newark; Ambrose William Coleman, Trenton; Charles V. Dempsey, Paterson; Mulford Ludlam, Jr., Millville; George Mazzer, Jr., Jersey City; Benjamin Road, Passaic; Samuel S. Rubin, Newark.

Messrs. Burstein and Rubin took both examinations, which were held on separate days, passing both successfully. While other candidates have taken both examinations this is the first time that any one has passed both at the same meeting of the New Jersey Board.

### Kentucky.

LEXINGTON, Feb. 12.—At the meeting of the Kentucky Board of Pharmacy held in Covington, January 13, a class of 38 was examined, the following of whom passed: William H. Davis, Jeffersonville, Ind.; Thurman Drane, Louisville; Miss Ethel Duval, Savage, Ky.; F. O. Heberlein, Covington, Ky.; Charles Jewell, Bardwell, Ky.; Joseph A. Teipel, Covington, Ky.; Judson T. Wilkes, Charleston, W. Va.; L. L. Carpenter, Owensboro, Ky.; Theo. Buschmeyer, Louisville; Edward J. Gibbons, Cincinnati.

The next examination will be held in Louisville, April 13. Applications should be filed with the secretary, J. W. Gayle, Frankfort, Ky., at least ten days before that time.

### South Dakota.

DELL RAPIDS, Feb. 10.—The result of the recent examination of the winter class by the Board of Pharmacy at Pierre is as follows:

REGISTERED AS LICENTIATES.—M. Goebel, Sioux Falls; A. J. Kohler, Sioux Falls; August Hoffmann, Watertown; Howard Dakin, Britton; C. D. Flannery, Elk Point; E. F. Shimerda, Howard; H. J. Peterson, Sturgis; Grant Vicker, Carthage; W. N. Walker, Lemmon; H. A. Peabody, M.D., Webster; J. J. Fletcher, Fort Pierre.

ASSISTANTS.—W. C. Voigt, Corona; B. T. Dott, Salem; Mrs. J. M. Kenaston, Bonesteel; C. B. Lillibridge, Lemmon; J. W. McCarthy, Meadow; F. R. Gibson, Esmond; J. L. Magennis, Pierre; H. C. Trowbridge, Pierre; I. E. Hamby, Miller; W. F. Albery, Spears; William Tollefson, Webster; C. A. Steen, Miller.

The next regular meeting of the board will be held at Brookings College, April 21.

### New Pharmacy for Atlantic City.

J. G. B. Newhard, who for several years was with Charles L. Keeler, proprietor of two retail drug stores in Atlantic City, is arranging to open on March 15 a handsome store at Boardwalk and Brighton avenue, Atlantic City. Mr. Newhard will make a specialty of soda water and has purchased a fine apparatus.



## GOVERNOR REJECTS HONEST BOARD MEMBER.

**No Objection to Mr. Koch, But Politicians Did Not Want Mr. Cliffe Because He Offended Them.**

PHILADELPHIA, Feb. 15.—The appointment of Christopher Koch, of this city, to a place on the Pennsylvania Pharmaceutical Examining Board, announced last week, to succeed Wm. L. Cliffe marks the close of one of the most interesting chapters in the pharmaceutical annals of the State. The outcome was rather a surprise and by some this result is looked upon as a compromise on the part of the sorely-beset Governor. Mr. Koch is well and favorably known to the trade, particularly in connection with his consistent and vigorous support of the propaganda movement which locally and as the chairman of the U.S.P. and N.F. propaganda committee of the N.A.R.D., he has helped to bring to its present eminent position among the issues which confront the retail drug trade.

The term of Mr. Cliffe, who was the treasurer of the board, expired in June of last year, and shortly before that time political interests which, it is generally understood, had tried in vain to have certain henchmen registered when they were not entitled to registration, aimed to have appointed as Mr. Cliffe's successor, a man whom they could control. Mr. Koch's name had been mentioned by retail interests for another vacancy on the board, since filled, but practically the entire retail trade of the State endorsed Mr. Cliffe for reappointment. Delegations from all over the State and representing the majority of its drug organizations called upon the Governor in the interests of Mr. Cliffe's reappointment. Endorsements of his work appeared in the newspapers while letters, petitions and resolutions were forwarded steadily to Harrisburg.

Mr. Cliffe continued to serve while the contest for his place was waged. Several names were mentioned and politicians of prominence sought to have certain druggists come out as a candidate, but the opportunities were refused. The Governor declined to commit himself until he named Mr. Koch to succeed Treasurer Cliffe.

But now new complications have arisen which promise to keep the matter before the public for some time to come. Governor Stuart, in a statement to the newspapers in reply to a charge by Mahlon N. Kline in which the latter said Mr. Cliffe had been dropped for political reasons, is credited with stating that his reasons for not reappointing Mr. Cliffe were not political in any way, but that if Mr. Kline would call at the Executive Department he will give him his reasons for not reappointing Mr. Cliffe, "which reasons," the Governor is quoted as saying, "will convince him of the impropriety of retaining Mr. Cliffe as a member of the Pharmaceutical Examining Board." The indignation of Mr. Cliffe and his host of friends is aroused over this statement by the Governor and they have demanded an investigation. Mr. Kline proposes to see the Governor and learn the reasons and the entire drug trade of the State is stirred up over the affair.

## Drug Clerk Indicted for Manslaughter.

Noe R. Hirsch, a drug clerk who was in the employ of Charles Frieden, a druggist at 120th street and Amsterdam avenue, Borough of Manhattan, New York City, was indicted by the Grand Jury last week for manslaughter in the first degree, on the charge of having caused the death of Carson Deelwater, an infant. According to the testimony given at the inquest and hearings, Hirsch compounded and dispensed a prescription containing morphine sulphate in place of magnesium sulphate. A chemist from the Health Department testified that analysis showed that the mixture given the child was a solution of morphine sulphate in water. Another clerk who checked the prescription was acquitted. The case will soon come up for trial.

## VALUE OF PHYSIOLOGICAL TESTS OF DRUGS.

**Interesting Papers Discussed by Washington Branch of the A.Ph.A.—Will Visit Philadelphia.**

WASHINGTON, Feb. 15.—At the third meeting of the City of Washington Branch of the A.Ph.A., the general subject was "The need for the physiological testing of drugs and medicinal substances." Mr. Hilton, the first vice-president, presided.

Dr. Milton J. Rosenau, director of the Hygienic Laboratory of the Public Health and Marine Hospital Service, read a paper on the physiological standardizing of sera. He defined micro-organisms that are instrumental in the production of diseases and discussed the tolerance produced by the toxins generated by the proliferation of these organisms.

He asserted that the benefit to the human race from the introduction of antidiphtheritic and antitetanic sera must be classed among the greatest benefits that have been secured through medical science and ranks well with such epoch-making innovations as the introduction of antiseptics, anesthesia and of vaccination.

Dr. Worth Hale presented a communication on physiological testing in the control of drugs. As an illustration of the harm that has been done by the indiscriminate or ignorant use of medicines he outlined the history of digitalis and called particular attention to the at one time widespread use of this drug in cases of aneurism, a condition where it would do distinct harm, and no doubt was the frequent cause of serious complications.

Ergot, another drug that is not susceptible to chemical control, serves to illustrate the need for developing standard methods for the physiological testing of drugs as different methods with different animals give widely varying results. In concluding, Dr. Hale ventured the opinion that the importance of the control of drugs of this kind fully justified the introduction of physiological methods of standardization in the Pharmacopoeia.

Dr. W. Salant called attention to the importance of the study of the action of drugs in pathologic conditions. The several factors that are involved in the action of a drug on the animal organism are more or less influenced by pathologic conditions which may, and undoubtedly do interfere with the ordinary effect of a drug.

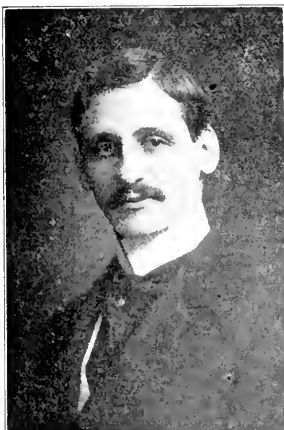
Dr. Salant quoted a number of experimenters who had demonstrated the variations in the action of foods and medicinal substances by pathologic conditions. Among the more interesting medicaments the variable results that have been obtained with such drugs as adrenalin, digitalis, strophanthus, antipyrine, quinine, sodium salicylate and salicylates generally all serve to show how differently drugs behave under various conditions and that active new drugs may involve dangerous complications.

Dr. Albert C. Crawford, in discussing "Some little understood phases of biologic testing," demonstrated the importance of biologic control in the separation of active principles of a complicated nature. In connection with the testing of crude drugs he pointed out that the accompanying ingredients may greatly modify the action of the active principle itself.

Dr. Reid Hunt, in opening the general discussion, pointed out that the papers presented fully justified the continuation of animal experimentation regardless of the agitation that is being carried on by overzealous but misinformed objectors to vivisection.

So far as experiments with drugs are concerned, Dr. Hunt pointed out that this does not ordinarily involve the causation of pain and never involves cruelty, as this would absolutely vitiate the results that might be obtained. The greater number of experiments are conducted on carefully anesthetized animals so as to avoid the complicating factor caused by pain.

Dr. John F. Anderson described the nature of the supervision exercised by the Hygienic Laboratory of the Public



CHRISTOPHER KOCH, Philadelphia.  
New Member Pennsylvania State Pharmaceutical Examining Board.

Health and Marine Hospital Service over the manufacture of antitoxins and vaccines. Among the subjects that are particularly controlled under this form of jurisdiction are the nature and the equipment of the laboratory, the correct labeling of the product, the potency, freedom from contamination and the nature of the preservative.

Among the advances that have been made, under this system of control, probably the most evident is the progressive increase in the potency of sera. The subject was further discussed by Dr. Kehler, Mr. Chestnut, Dr. Beyer, Dr. Schultz, Dr. Rosenau and Mr. Parker.

A communication from the chairman of the section of practical pharmacy and dispensing of the A.P.A. was referred to the next meeting, on March 9, when the general subject of revision of the National Formulary will be discussed.

An invitation from Philadelphia Branch to the members of Washington Branch to attend the meeting of the former on April 6 was accepted and quite a delegation is already assured.

## THOROUGH DISCUSSION ON PROPAGANDA.

### Kings County Society Detail Man to Cover Borough Again—Proposed Pharmacy Bill Indorsed.

There was an interesting discussion on matters relating to the propaganda work at the meeting of the Kings County Pharmaceutical Society on February 9, at the Brooklyn College of Pharmacy. A lengthy report was given by Dr. Van Horn, the detail man, who related his experiences and stated that he was now making his second call on a number of physicians. As a rule his reception was cordial and there was still the same interest in the work on the part of the physicians as heretofore. The old complaints from the doctors about the lack of uniformity in color, and other physical variations in some of the preparations were still coming from some quarters, he said, but not to the former extent, and he believed that in most cases the facts were exaggerated. This contention was supported by investigation by the committee.

John G. Wischert, chairman of the trade matters committee, which has charge of the propaganda work, announced that it was the intention of the committee to continue the work and have Dr. Van Horn cover the city again. No deviation from the present methods had been considered necessary and probably no new features would be added.

Dr. William Muir sharply criticized the druggists in certain sections of the city for lack of support in helping the society in pushing the propaganda work, citing a number of instances where a contribution to the propaganda fund had been asked for, but was deliberately refused by the druggist on the ground that the work was of no benefit to him, although it could be proven in most cases, that the N.F. preparations were stocked in the pharmacy and were in good demand. Dr. Muir thought it was about time that the druggists showed their appreciation in a material way.

George R. Christ, treasurer of the committee, announced the list of contributors during the month and took a more optimistic view of the situation, because of the fact that the committee so far had been self-supporting and had a balance in the treasury. The committee was authorized to purchase 200 additional physicians' manuals.

The legislative committee was instructed to oppose the Gluck Bill and the Conklin Bill, both of which are pending in the State Legislature. An outline of the proposed new Pharmacy Board Bill, drawn at the instigation of the legislative committee of the New York State Pharmaceutical Association, was given by Dr. Muir, one of the members of the State committee. This bill was unanimously indorsed and the legislative committee of the society instructed to favor its passage when introduced in the State Legislature.

Otto Raubenheimer read a paper entitled "U.S.P. and N.F. Preparations—Against Nostrums." This paper was a resumé on the use of the official and official remedies by the ancients and the subsequent usurpation under new names of a number of these medicines by certain proprietary interests who claimed originality for the remedy, and charged piracy on the part of the revisors of the U.S.P. and the N.F. Mr. Raubenheimer denied the piracy charge and the members who discussed the paper were in accord with his views on the subject.

Oscar C. Kleine, treasurer, reported a balance of \$303.91 in the society account and \$6203.48 in the college treasury. About ten members, no longer in the retail drug business, were

dropped from the rolls, and nine new members were elected, as follows: H. W. Dulberger, Walter S. Dean, Laurence Zunk, Perry Pick, August Baum, Alfred Hammer, Nicholas S. Gessalde, Adolph W. Moos, Frederick J. Zimmerman. Following are the names of those proposed for membership: Marcus A. Schochter, Louis Gaer, Maurice A. Cohn, Alfred S. Bayles, Toni Santrock and Edwin J. Woelfe.

Announcement was made that the members of the society were formally invited to attend a meeting of the Brooklyn Medical Society on February 19, at Hart's Hall, Gates avenue and Broadway. Dr. Muir stated that at this meeting Dr. William C. Anderson would deliver an address on "The Practice of Medicine and Pharmacy," and that a large delegation of both physicians and pharmacists from Manhattan, besides a number from Kings and Queens Counties, intended to attend the affair.

## OBITUARY NOTES.

—DR. EDWIN C. DENNIN, Brooklyn, N. Y., is dead of pneumonia, aged 40. A widow survives.

—ROBERT W. McLEAN, formerly a well-known druggist at Janesville, Wis., recently died at Chihuahua, Mexico, where he had been conducting a hotel.

—EUGENE WARD, formerly in charge of the druggists' sundries department of Noyes Bros. & Cutler, St. Paul, afterward in business for himself, died recently in Chicago.

—HARRY L. GUTH, Carnegie, Pa., died in the street recently while walking to his store. Heart failure was the cause. A widow and son survive; he was thirty-five.

—LEWIS E. COLLINS, aged 70, is dead in St. Louis. With his brother Henry, he founded the wholesale drug house of Collins Brothers about 40 years ago, but he retired 12 years ago.

—WILLIAM ECKEL, of Brooklyn, N. Y., is dead, aged 45. He was a graduate of the New York College of Pharmacy and for the last eight years had been in the employ of the Department of Agriculture.

—JOSEPH H. LUTZ, of New Britain, Conn., is dead as the result of a fall on an icy sidewalk. He was prominent in public affairs, belonged to numerous societies and was married. He was born in 1853.

—DR. BENNO BRIBACH, widely known in South St. Louis, is dead of spinal trouble, aged 63. He opened a pharmacy in 1880 at Virginia avenue and Stein street. A widow and five daughters survive.

—L. W. DOUGLASS, aged 42, and engaged in the drug business in Minneapolis for 23 years, is dead. A widow and son survive. Mr. Douglass was prominent in Masonic affairs and belonged to other organizations.

—CAPT. CHARLES E. BOND, who was a druggist in Minneapolis prior to the Spanish-American war in which he served with distinction, died recently from an operation made necessary by injuries received in the service. He was 38 years old and was raised in Bucks County, Pa., where his mother survives him.

—MRS. J. EDWARD HOWARD, wife of the secretary of the Drug Merchants of America, died suddenly at her residence, 2400 Seventh avenue, Borough of Manhattan, New York City, on January 17. The funeral took place in Detroit, her former home. Mr. Howard is well known in the drug trade and has a large circle of friends and acquaintances who will be grieved to learn of his bereavement.

### "Straight Whisky" is Crooked in Washington.

WASHINGTON, Feb. 6.—Wholesale prosecutions of saloon keepers will probably result from investigations which Dr. Wiley has just conducted. His inspectors went out recently and bought "straight whisky" from twenty-four saloon men and hotel keepers.

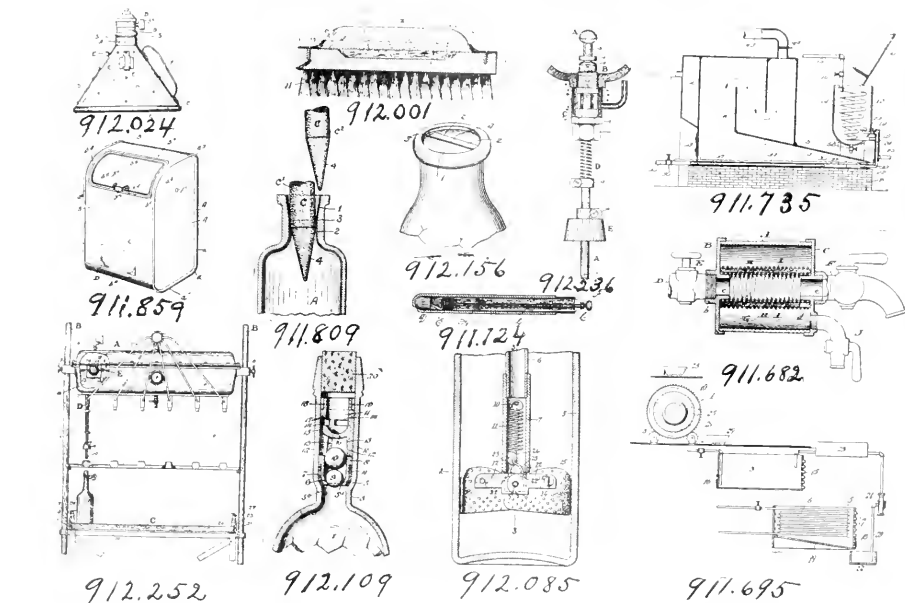
"Out of the entire lot," said Dr. Wiley to the ERA correspondent, "but three samples were pure whisky. Twenty-one showed adulteration."

"What are you going to do about it?" the government chemist was asked.

"Send them to the district attorney for prosecution."

Dr. Wiley has so far resisted the clamor of an interested public for information as to who is who in his directory of dispensers of pure and of adulterated liquor to the Washington populace.

## PATENTS, TRADE MARKS, ETC.



## TRADE MARKS.

Published February 9, 1909.

24,034—Max Elb Gesellschaft mit beschränkter Haftung, Dresden, Germany. Class 6. Perfumes, toilet creams, toilet powders, toilet powders in tablet form, face washes and medicinal preparations for aromatic and carbonated waters.

32,956—Charles E. Farnum, San Francisco, Cal. Class 6. Liniments for external use.

34,859—Howell M. Strange, Woodlawn, Ala. Class 6. A remedy for rheumatism.

36,172—Schimmel & Co., Miltitz-Leipzig, Germany. Class 6. Violet perfume.

37,063—Samuel D. Darris, Newellton, La. Class 6. Healing salves.

37,098—Lambert Benoit, North Yakima, Wash. Class 6. A remedy for rheumatism.

37,548—Orlando Bennett Baker, Savannah, Ga. Class 6. A liniment for internal and external use.

37,679—W. D. Fitzpatrick, Yorkville, W. Va. Class 6. A vegetable compound used as a catarrh remedy.

38,163—Chester Products Company, Baltimore, Md. Class 6. A remedy for coughs, colds, hoarseness, bronchitis, irritation of the throat and a tonic aromatic solution of syrup of hypophosphites compound.

38,584—Hutson Tonic Company, Savannah, Ga. Class 6. A tonic medicine for chills, fevers and colds.

38,616—Dike Drug Company, New York, N. Y. Class 6. Baby-cough-syrup, peptonized beef, iron and wine, blackberry compound, blood and skin remedy, etc.

38,640—E. B. Hall, Charleston, S. C. Class 6. Liniments.

38,968—Ernst Bischoff, New York, N. Y. Class 6. Anti-septic salves.

38,984—Osborne, Bauer & Cheeseman, London, Eng. Class

6. A preparation for softening and improving the skin and for allaying irritation and roughness.

39,053—L. & M. Rubber Works, Carrolton, Ohio. Class 44. Hot-water bottles and fountain syringes.

39,415—Robert Low's Son & Howard, New York, N. Y. Class 6. Hair-tonic powders.

39,430—Elam Ward Olney, New York, N. Y. Class 6. Antiseptic tooth powder.

39,436—Richmond Pharmaceutical Laboratory, New York, N. Y. Class 6. A cough remedy.

39,440—Gurdon Potter, Buffalo, N. Y. Class 6. Powder for the face and body, foot powder, remedies for diseases of the scalp, skin, etc.

39,491—Lambert Pharmacal Company, St. Louis, Mo. Class 6. Talcum powder.

39,511—Clarence T. Tuttle, Boston, Mass. Class 6. Tooth powder.

## PATENTS.

Granted February 9, 1909.

911,682—Ewald Scheunert, Silver Creek, Wis. Filter.  
911,635—Gilbert E. Bailey, Los Angeles, Cal., assignor of one-half to Archie Stevenson, Los Angeles, Cal. Process of making borax.

911,724—Frederick S. Honsinger, Syracuse, N. Y., assignor to Solomon L. Weisberg, Syracuse, N. Y. Syringe.

911,735—Chester W. Lyman, New York, N. Y. Process of making sulfur dioxide.

911,809—Conrad M. Conradson, Madison, Wis., assignor by mesne assignments to Precision Glass Grinding Machine Company, Sioux Falls, S. D., a corporation of South Dakota. Art of grinding interchangeable ground-glass bottle necks and stoppers therefor.

911,859—George W. Weber and George F. Miller, New York, N. Y., assignors to American Can Company, New York, N. Y., a corporation of New Jersey. Sheet metal caddy for spices and other articles.

912,001—Carl F. Kohler, New York, N. Y. Toilet article.

912,024—William M. Parks and Burwell B. Cross, Gas

Copy of any PATENT or TRADE MARK, 10 cents.

Author of copyrighted work on Protective Trade Marks, Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

City, Ind. Medical implement.

912.085—Albert N. Davis, New York, N. Y., assignor to Charles K. Volkening, Brooklyn, N. Y. Mounting for bottle-washer brushes.

912.109—Harry Gehman, Philadelphia, Pa. Non-refillable bottle.

912.156—James J. O'Grady, Chicago, Ill. Bottle stopper.

912.236—James M. Falls, Louisville, Ky., assignor to Louisville Filler Company. Bottle filling machine.

912.252—Leavelle McCampbell, Louisville, Ky., assignor to Louisville Filler Company. Bottle filling machinery.

### DR. SWETT CO. INCREASES CAPITAL.

#### New Charter Gives It Power to Buy Drug Stores and Operate Large Enterprises—Drinks an Adjunct.

BOSTON, Feb. 8.—The Dr. George W. Swett Company, of Boston, has been organized under Massachusetts laws to carry on a general drug business, with a capital of \$250,000. The new company succeeds a company of somewhat similar name whose capital was only one-fifth as much as that of the new company. The officers of the new corporation are: President, Dr. George W. Swett; Ora A. Atkins, vice-president; Patrick J. Flynn, treasurer and clerk.

In speaking of the new corporation, Mr. Flynn said the business of the Dr. George W. Swett Company was growing so rapidly that more capital was necessary, and broader rights were needed. The charter as now framed will permit the company to swing large enterprises, to buy out drug stores and to run them, with the beverage end as an incident, if need be, or it may enable the company to swing as big an undertaking as a summer amusement park, with the dispensing of temperance beverages again as an incident. The headquarters of the company will continue in the new building at 57 Albany street, Boston, which were occupied a few months ago.

#### Dinner to General Manager Lynn.

PHILADELPHIA, Feb. 6.—Charles J. Lynn, secretary and general manager of Eli Lilly & Co., with some of the company's sales representatives from this section, were pleasantly entertained at the Drug Club Thursday by Frank W. Smith, the Philadelphia manager. The other members of the party were W. L. Pierce, of the Baltimore branch; W. P. Ireland, of Reading, Pa.; J. O. Hancock, Wilmington, Del.; H. D. Baker, the New Jersey representative; Frank W. Smith, J. J. McCullough and George L. Hill, of the Philadelphia branch.

Chas. J. Lynn, secretary and general manager of Eli Lilly & Co., entertained a number of the Greater New York salesmen of the firm with a dinner at the Waldorf-Astoria on February 1. The dinner was followed by a theater party. Among those present were Martin H. Kleine, S. W. Abel, S. T. Douglas, A. M. Hopper, H. L. Winner, L. G. Carroll, and C. R. Cosby, manager of the New York branch.

#### Change in Mansion House Pharmacy, Buffalo.

BUFFALO, N. Y., Feb. 6.—A. B. Strobe, who has for the last quarter of a century been in the drug business in this city, has disposed of his store at Main and Exchange streets, in the Mansion House, to Grove & Linger. S. A. Grove, the senior member, has been manager of the Merchants' Exchange, the co-operative organization of the retail druggists which was started about six years ago. He will retain that position, devoting a part of the time to the new store. The junior member, Merton D. Linger, has been for the past six years chief clerk in the store of W. H. Sheehan & Co., of Utica, N. Y.

#### Metropolitan Druggists Organize Riding Club.

The Riverside Riding Club of New York, composed of members of the German Apothecaries' Society, has been organized by E. C. Goetting and arrangements have been made to hold regular meetings at the Central Park Riding Academy every Thursday at 3 o'clock. Mr. Goetting is very enthusiastic in his praise of horseback riding as a means of physical exercise and believes that druggists who once learn the art will be loath to give it up. There is still room for more members and those interested are invited to address Mr. Goetting, 820 Amsterdam avenue, for particulars.

### SHIPPED GOODS UNDER FICTITIOUS NAME.

#### Maker of Cancer Remedy Prosecuted by Federal Authorities for Alleged Misbranding of Goods.

ST. LOUIS, Feb. 1.—A suit has been brought in the Federal courts here alleging that Dr. Dennis Rupert Dupuis, of 2813 Pine street, violated the pure drug laws when he shipped a preparation known as Radol to F. G. Henson, a food inspector, at Washington, D. C. The petition alleges that the bottles were misbranded; that the preparation had no radio-activity and that the dealer prepared the goods under a fictitious name.

The preparation is for the cure or alleviation of cancer. The law provides for a fine of not more than \$200 for the first offense.

William D. Becker, attorney for Doctor Dupuis, says that his client has taken the name of Doctor D. Rupert Wells because his original name is difficult and the word Dupuis means Wells in the English language; that his change of name is known and approved by the State Board of Health, the Prosecuting Attorney's office in this city, and that no attempt has been made to conceal the name.

### DECISION ON LABELING OF PHENACETINE.

#### Attorney-General Rules That Its Derivation From Acetanilid Must Be Stated, Even if Not So Made.

WASHINGTON, Feb. 1.—Attorney-General Charles J. Bonaparte has rendered a decision upholding the contention of the Department of Agriculture that phenacetine should be labeled as a derivative of acetanilid, notwithstanding that it may have been produced from an entirely different substance, and in fact may not be commercially manufactured from acetanilid.

The Attorney-General holds that the term "derivative" as used in the Pure Food and Drugs Law must be given a narrow technical meaning, embracing theoretical derivation rather than the derivation of current industrial practice. Applying this construction to phenacetine, he holds that inasmuch as this substance can be chemically made from acetanilid, the regulation of the three Secretaries of Agriculture, the Treasury and Commerce and Labor, requiring phenacetine or acetphenitidine products to be labeled as such, is in accordance with the letter and spirit of the statute.

#### Annual Meeting of Parke, Davis & Co.

DETROIT, Feb. 1.—"We are well satisfied with the year's business," said Ernest G. Swift, secretary and general manager of Parke, Davis & Co., following the annual meeting. Directors were elected as follows: Frank G. Ryan, David C. Whitney, H. M. Campbell, Ernest G. Swift, George Hargreaves, Charles Stinchfield and Willis E. Buhl. The officers are: President, Frank G. Ryan; vice-presidents, David C. Whitney and H. M. Campbell; secretary and general manager, Ernest G. Swift; treasurer, George Hargreaves. The directors and officers were all re-elected. The executive heads and the branch managers of the big drug corporation were entertained at dinner in the Hotel Cadillac Wednesday evening by President Ryan. Tuesday night General Manager E. G. Swift gave a dinner to the branch managers at the Detroit Club.

#### For Purity of Horticulturists' Drug Supplies.

GRAND RAPIDS, Mich., Feb. 6.—Local fruit growers and general horticulturists hail with delight the introduction in Congress of the Lowden Bill framed to restrict the manufacture of quack insecticides and fungicides. The bill patterned along the same lines as the Pure Food Law will eliminate much faking among the manufacturers of horticulturists' drugs, the proposed act providing against the manufacture, sale or transportation of adulterated or misbranded fungicides, paris green, lead arsenate and all other insecticides. Interested in the movement in this city are Charles W. Garfield, R. D. Graham and John B. Martin.

#### Veteran Druggist Will Retire.

The Union Drug Company, at Appleton, Wis., has been purchased by C. W. Behrens, of Oshkosh, Wis. A. C. Newmeister, manager of the Union Drug Company since its organization, intends to retire from active business owing to failing health.

## CHAPTER 6 CELEBRATES ANNIVERSARY.

**Prof. Remington Pays Graceful Compliments to Members and Officers—Dancing Follows—Future Events.**

PHILADELPHIA, Feb. 13.—Chapter 6, W.O.N.A.R.D., was two years "young" last night and more than 200 members and friends assembled at the College of Pharmacy and celebrated the long-looked for event in most appropriate fashion. Never did the work of the chapter shine more brilliantly. Its activity, loyalty, strength and its aims were emphasized not only by the number and prominence of those in attendance but also by the addresses of Prof. J. P. Remington and Mrs. William E. Lee, the National president, and by the interesting review of the accomplishments of the chapter since it was organized, prepared and read by Mrs. William T. Burke, the secretary.

Professor Remington paid a graceful compliment to the chapter, its officers and particularly to Mrs. Lee. He dwelt upon the loyalty of the graduate body of the college and told how these principles were being carried out by the wives and daughters of the graduates.

President Lee had personally greeted practically every guest, but her address of welcome was none the less cordial. She reported the improved condition of ten members who were ill and unable to be present.

Mrs. W. H. Gano, on behalf of the chapter, presented Mrs. Lee with a handsome bouquet. Another interesting number was the announcement that the beautiful banner, presented last year to the local chapter by their friends in Washington Chapter, would be suspended from the walls of the college museum. The vocal solos by Miss Helen MacNamee and the rendition of two difficult piano solos by Otto Kraus, Jr., were enthusiastically encored by the delighted audience.

Then Mrs. Lee called upon Charles Rehfuess to act as floor manager. In this feature, too, the majority of the guests entered enthusiastically and it was after midnight before the orchestra swept into the familiar waltz "There's No Place Like Home."

The training received in the druggists' semi-monthly dancing class—also a project of Chapter 6—was evidenced in the barn dance which was participated in by fully 50 couples. Announcement was made of the coming entertainment February 25 of the chapter and of the dancing class in Bank Hall on Friday evening next.

On Thursday afternoon Mrs. Lee entertained the members and friends of the chapter at a tea at her home, 823 North Twenty-fourth street. It was very largely attended.

## Complaint Made of Alleged Candy Trust.

WASHINGTON, Feb. 15.—The Department of Justice was today presented with evidence of an alleged candy trust. Several New York confectionery supply firms were named as parties to a conspiracy to blacklist and boycott Frederick C. Fox, a manufacturing confectioner of Boston, the complainant in the case, because he declined to become a member of the Confectioners' Association. Among the New York firms Fox says refused to sell to him were the Gardner Lucas Company, Henry Heide Company and A. Slauson & Co.

Wade H. Ellis, assistant to the Attorney-General, said the charges would be investigated and if the facts justified it prosecutions would be started.

## Hampton Agency's Successor.

The Hampton Advertising Company, 7 West Twenty-second street, New York, has been succeeded by Biggs, Young, Shone & Co., Inc., Mr. Hampton having severed his connection with the business and entered the publishing field. H. A. Biggs, who has been treasurer and general manager since the agency started, becomes president of the new corporation, the directors, in addition to Mr. Biggs, being G. C. Young, E. H. Shone, J. H. Gallagher, H. H. Walker, R. T. Allen, H. J. Prudden and E. T. Carswell, Jr. The new corporation will continue the business so successfully followed by its predecessor.

## Sunday Closing Agreement at Sheboygan.

SHEBOYGAN, Wis., Feb. 6.—Druggists here have entered into a new arrangement in regard to Sunday closing. The store or stores whose turn it is to be open the entire Sunday will, in the future, be the only one or ones to be open on Sunday evenings. The agreement will also hold true in regard to legal holidays.

## WHOLESALE SMUGGLING OF CODEINE.

**Three Arrests Made in Connection With Operations of an Alleged Gang—One of the Accused Confesses.**

Wholesale smuggling of codeine and the ramifications of a system for its sale which met a serious setback through the suicide of the alleged principal agent six months ago, were revealed to Gen. James S. Clarkson, Surveyor of the Port of New York, on Monday, after his special deputy, George J. Smith, had extracted a confession from Herman Ebert, a steward aboard the Kronprinzessin Cecilie, of the North German Lloyd Line, who was arrested last week.

As a result, Adolph Bunneberg, for 22 years a steward on North German Lloyd steamships, and Gunther T. F. Schmidt, a steward and bartender on the Kronprinzessin Cecilie, were arrested, charged with smuggling, and Alfred E. Willembricher, of Westwood, N. J., outside salesman for a drug house and brother-in-law of Schmidt, was arrested, charged with disposing of the stolen drug.

Codeine is assessed \$1 an ounce for customs and is largely used in the preparation of various alleged cough cures.

Mr. Smith explained that confessions had been obtained from all of the prisoners, which involved the statement that Willembricher was operating in codeine without the knowledge of his employers and was drawn into the alleged smuggling conspiracy only when George Von Derschulenberg committed suicide.

Von Derschulenberg was a druggist and had a small office in Nassau street. The men arrested, Mr. Smith says, confessed to him that for years they had been smuggling codeine and Von Derschulenberg had been distributing it at a large profit, but that when Willembricher was drawn in to take the dead man's place affairs did not go well and discovery came at last.

Willembricher gave bail in \$3000, but Schmidt and Bunneberg were unable to procure bondsmen and were committed by Commissioner Shields.

## DRUG TRADE WARNED AGAINST EMBEZZLER.

**Accused Man Has Brother Holding Public Office in the City of New York—Wanted in Omaha.**

The drug trade is warned to be on the lookout for a swindler by the name of Otto N. Frankfort, alias Frankforter, recently in the employ of the Richardson Drug Company, of Omaha, Neb., as a traveling salesman, by which concern he is wanted for embezzlement.

His method consisted in borrowing money from the customers of the house besides making sight drafts on the firm and in other ways securing all the cash on which he could lay his hands. His bills in Omaha also remain unpaid. The firm states that it has no hesitancy in pronouncing him an unprincipled scoundrel and one of the smoothest types of individuals which the trade has been up against for some time.

His recent position was secured by the means of excellent references and it is stated that he has a brother in New York City filling a public office. The firm states that he was a very capable man, well posted in the drug business and had a future before him had he been honest.

Following is his description. Age, 32; height, 5 ft. 8 in.; weight, 135 lbs.; complexion, fair; eyes, hazel, rather small; hair, dark; smooth shaven, long prominent nose; nationality, German-Jew; speaks German and Spanish fluently.

## Jury Acquits Druggist in Wart Death Case.

J. S. Higdon, a druggist at 116th street and Park avenue, Borough of Manhattan, New York City, who was charged some weeks ago of causing the death of R. S. Irish, who died on January 12 from septicaemia, was acquitted by a coroner's jury of the charge last week. There were several hearings on the case and a number of physicians testified that blood poisoning developed as a result of an operation on some warts which it was charged Higdon removed with an acid and a pair of unclean scissors, but at the trial before the jury last week the widow of Irish gave testimony that conflicted with that given at the inquest, and the jury rendered a verdict that Irish had died from septicaemia contracted in some unknown manner.

If you want anything use the ERA's Want Ads.

# THE DRUG MARKETS

## TRADE IN GENERAL LINES FAIRLY GOOD.

**Impression That Trade Is Dull Due to Conservatism. Messina Oils Still Being Attacked.**

NEW YORK, Feb. 15.—Some complaints are being made throughout the trade on the failure of business to improve more rapidly, but investigation proves there to be a fair amount doing in general lines; conservatism is still noticed, however, which gives the impression that trade is dull. A few new features have developed, the principal one being the decline in manufacturers' prices for citric acid and citrates. Ergot, both Russian and Spanish, is more active with sales of large lots at high prices. Opium and quinine are without any material change, but firmly held at quoted prices. Cardamom seed is higher in primary markets with a good demand, and this has increased interest in our market with the price of all the different qualities advancing. Norwegian cod liver oil is very active and is bringing full prices. Jalap root is slightly easier. Oils of bergamot, lemon and orange are unsettled and easier owing to competition and bearish influences. Refined camphor, in good demand at this season of the year, is bringing good prices with a firm tone existing in the primary markets.

QUININE SULPHATE.—The bark shipments for January amount to 1,020,000 pounds, quite a large amount, but smaller than for some of the previous months. If the shipments for February should show a falling off, which is probable, an advance in the price of quinine would not be surprising. The present price is the lowest on record and would induce buying of quinine as an investment on the least grounds pointing to an advance.

OPTUM.—There is no material change in prices, but the market is firm at \$4.37½ for case lots and \$4.40 for lots of 25 and 50 pounds, and the usual advances for smaller quantities. The market in Smyrna shows a strengthening tendency with a sale of 88 cases for the week ending January 22. Eighty-three of these cases are coming to our market. The weather conditions are reported as more or less favorable for the sowings, but more cold and less rain would have been much better. January has been too mild and wet thus early in the season to remove all anxiety from the growers' minds of apprehension of future damage to the poppy plant. The arrivals in Smyrna for the week ending January 22 amount to 1999 cases, as against 1347 cases for the same period last year.

GINGER ROOT.—It is reported that the crop of Cochbin root is a failure and if such is the case there will be a large increased demand for the Jamaica variety, of which a good stock of both bleached and unbleached is at present obtainable among the trade in this city.

HOEBOUND LEAVES.—Owing to a good demand the stocks in our market have been considerably reduced and prices are hardening in sympathy.

BALSAM OF FIR.—The market for the Canadian article is very firm at \$6.00 per gallon in barrels and \$6.10 in 5 gallon cans. The cheap sellers are now entirely out of stock and there is not any to be obtained in Canada, so the present prices will undoubtedly rule for the coming year. The Oregon balsam is unchanged and the demand is not brisk for this quality.

CHAMOMILE FLOWERS.—The Hungarian variety of good quality is becoming very scarce in our market, and the new crop will not be available for some months hence. The Belgian variety is in better supply and lower.

CITRIC ACID AND CITRATES.—Prices on both the acid and salts have been reduced 2 cents per pound by the manufacturers.

BAY RUM.—This article is in a very firm position, with higher prices looked for in consequence of the tax on the Porto Rican product. Quotations last week were \$1.50@ \$1.60, as to seller and quantity, with little available at those figures.

CASCARA SAGRADA.—The market is somewhat steadier, the cheap lot recently offered at a material concession from quoted figures having been sold. The quotations are maintained at

\$1¼@9c., as to age, quantity and seller. The Pacific Coast market is reported firmer.

BENZOIC ACID.—Owing to lack of important demand and a consequent heavy accumulation of stock in first hands, quotations have been reduced to 26@27c. as to quantity.

ARNICA FLOWERS.—Goods of good quality are meeting with a fair seasonable consuming demand and prices are steadily maintained at 12@13c. for prime flowers, sales being reported at these figures.

ANGOSTURA TONKA BEANS.—Some important transactions have been consummated, and available stocks are temporarily under better control with the inside quotation advanced to 50c. per pound in large quantities.

JUNIPER BERRIES.—In foreign markets the stock has been reduced very materially, the total being stated as only 600 bags, which is a very small quantity. The quality is reported as ordinary. There is still some stock obtainable in our own market, but prices are hardening up very fast.

OLIVE OIL.—The ordinary yellow olive oil is now being held in barrels at \$1.65 per gallon. Supplies of green oil are now due and will be offered at slightly lower prices than those prevailing for the yellow oil. Prime salad oil in primary markets is eagerly sought for and prices are steadily advancing, as the supplies are decreasing. The trade may expect a considerable advance in the price of this article in the near future.

## London Drug Market

LONDON, Feb. 6.—The optimistic feeling which prevailed early in the year is in danger of being replaced by less hopeful views unless a change for the better speedily makes its appearance. Business in drugs and chemicals is lagging behind very badly and transactions continue to be limited to a very small scale. During the week things have been dull almost to a point of depression and apart from orders which involve the filling of immediate requirements, very little else has happened.

Citric Acid is attracting little attention, the prevalent idea being that prices will recede. English is nominally quoted at 1s. 9d. per pound, but no business of any magnitude has been done. Essence of Lemon is also quiet and buyers are holding off for the moment, although there are spot offers at 5s. 6d. per pound, while for shipment from Sicily offers are as low as 3s. 6d. per pound, c. i. f. A small business, more of a retail character than otherwise, has been done in Essence of Bergamot at 25s. per pound. Camphor continues quiet but the market is steadier at 135s. per cwt. for China crude; Japan refined is obtainable on the spot at 1s. 4d. per pound for 1 ounce tablets; a good business has been done for America in Japanese refined from Japan.

Wayne County tin oil is quoted at 6s. 3d. per pound and H.G.H. 8s. 4d. Small sales of Star Anised Oil have been made at 4s. 5d. per pound. A fair business has been done in Menthol for American account; on the spot the price of "Kobayashi" is 7s. 3d. per pound. Quinine is dull and German brands are quoted 7d. per ounce from second hand. Business has been done in Gamboge at £14 per cwt. for fair blocky Siam, being a lower basis than prices last paid. The position of Bromides is unchanged. Japan Wax is easier at 52s. per cwt. New Norwegian Cod Liver Oil is offered at 65s. per barrel, c. i. f.

### Fear Prohibitive Tax on Olive Oil Foots.

At a meeting of a number of soap manufacturing interests in Hotel Astor, New York, on February 2, it was decided to petition the Secretary of the Treasury asking that "olive oil foots" be classified under Section 568 of the tariff schedule as "grease and oil used in soap making." The manufacturers contend that "olive oil foots" do not contain the least particle of olive oil, being a sulphur oil. While the article is imported duty free at present under the olive oil regulations, which provide for no tax on oil that costs less than 60 cents a gallon f. o. b. European ports, there is a strong likelihood that the price on the "foot" will soon rise above the present price of 56 cents and possibly rise above the figure allowed by the statutes for free importation. In this case the tax will amount to 40 cents a gallon on the foots.

W. Crawford Hirsch, representing the textile, green and castile soap manufacturers, will present the petition this week.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, FEBRUARY 25, 1909

No. 8

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

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For Era Album 90 WILLIAM ST., NEW YORK.

## EXPOSING EVILS IS A PUBLIC DUTY.

While the ERA has never hesitated in its duty to the drug trade in exposing swindlers or calling attention to evils which deserved publicity there has always been the danger of libel suits. Litigation of this sort is annoying, sometimes expensive and never desirable. For these reasons the ERA has always endeavored to be sure of its facts to the extent that no injustice would be done to any honest business man. Of other people, the crooks and swindlers, once knowing them to be such, threats of libel suits have rather hastened and intensified the exposures than otherwise, for no honest business man has anything to fear from the exploitation of his methods.

Libel suits against reputable journals invariably result in favor of the defendants, as was the case recently in the suit of a druggist in this city against the New York Times for \$60,000 damages for an article printed away back in 1904 under the caption: "Another Fake Drug Raid." The article and the circumstances at the time undoubtedly warranted the druggist in taking the action which he did. The actual facts probably justified the jury's verdict of "no cause of action." The grievance of the druggist was more against the manner in which the alleged facts were stated than as to the materiality of the issues. However that may be, without going into the rights or wrongs of this particular suit, the following ruling by Mr. Justice Guy, of the Supreme Court, is interesting as showing the duty of public journals:

*"While newspapers should be held to strict and severe accountability for unjustifiable and untruthful assaults upon private character, upon business standing and credit, they deserve, not punishment and rebuke, but public approval and commendation where \* \* \* they truthfully, and in strict conformity to facts, call public attention to those who are engaged in nefarious practices, injurious to the public welfare."*

## NEW YORK BOARD NOT A POLICE COURT.

Pharmacists in New York State may change their minds somewhat concerning the advisability of taking away from the State Board of Pharmacy the control of examinations for admission to the profession and vesting it in the State Board of Regents as proposed by the pharmacy reformers. Complaints against the pharmacy board have been that the members were too strict, that they investigated the antecedents of applicants and rejected them when found wanting. One of the allegations made regarding the retention of fees paid by improper candidates is that the board considered such action sufficient punishment without prosecuting the offenders

for technical violations of the statutes in the matter of forgery or perjury that would have involved prison sentences, or penalties much more severe than the loss of the examination fees.

As a matter of fact and justice the board erred in assuming in this way to act in criminal cases which should have been turned over to the police, or certified to the county district attorney. The consideration shown by the board to young men whom they conceived were not likely to offend again has been repaid by attacks by some of the offenders who are not at all appreciative of the clemency of the board. The New York State Board of Pharmacy would have done better not to have permitted the philanthropic feelings of its members to undertake the functions of justice which ordinarily originate in the police court, or come within the province of the criminal courts. The few beneficiaries of the miscarriage of justice have been extraordinarily active at Albany in trying to obtain a change in the law creating and perpetuating the present State Board of Pharmacy.

#### SELLING NEW YORK REGENTS' CERTIFICATES.

A flood of light is thrown upon the attacks made at Albany on the present State Board of Pharmacy by five arrests which happened in one day in New York City last week of persons who held law, dental and medical school certificates which they had not earned. These all were Regents' certificates and they had been paid for by obvious incompetents at prices ranging from \$300 to \$1000 apiece. With Regents' certificates for sale at these prices the confiscation of an examination fee by the State Board of Pharmacy for offenders who are in the business and find the Regents' examinations an easy way to a means must have seemed to some of them, if not all, like inflicting a puerile punishment. The newspaper stories show that there has been an organized gang at work dealing in examination certificates to an extent which the District Attorney of New York County has not yet been able to fathom.

Under Assemblyman Conklin's bill to reorganize the State Board of Pharmacy this same system permitting impersonations and the sale of certificates would doubtless be in full force and effect, for in his bill the examinations are turned over to the State Regents and the members of the Board of Pharmacy are secondary, if not merely incidental figures. The pharmacists have neither creative nor final power. The questions propounded must be "approved" and the results and conclusions must be "approved" by the Regents. Changing from a system that has been absolutely honest to one that is under indictment by the criminal authorities does not mean much for the elevation of the profession of pharmacy or for its proper development along business lines.

#### FUTURE OF THE NEW YORK PHARMACY BOARD.

Outside of the misguided leniency which the New York State Board of Pharmacy has shown to crooks who have been unable to make its examinations the source of profitable revenue that has gone to them through the conditions applying to the examinations of the State Regents the only attack upon the board

that has any merit is the contention of Governor Hughes to the effect that the board is not responsible to the State executive, or the people. Considering the matter from the standpoint of Mr. Hughes, the lawyer, that is a point which would appeal to anybody. It is a strong point. As a matter of fact if the present elective system could be spread over the entire State to the extent of making each registered pharmacist a voter all opposition to the present system of election would undoubtedly disappear. Without going into the question of the constitutionality of the present Pharmacy Law it might be advisable to amend the law to provide for the continuance of the present system, *appointments to be made by the Governor from a list submitted by the New York State Pharmaceutical Association*. While the ERA does not see any important advantage to be derived from the change it would probably set at rest the ever present "constitutional" question and no lawyer-Governor would feel inclined to meddle with the pharmacy law outside possibly of attempting to do something in a trade way.

We do not advise the pharmacists of New York to turn over their elective rights to a Governor. We are of the opinion that a law which would give every registered pharmacist a right to vote would be much better than a restrictive law. It is up to the pharmacists of the State to decide what they want. The whole subject is present in such shape that it ought to be disposed of for the best interests of the drug trade.

#### JUST TWO POINTS REALLY AT ISSUE.

There are really but two vital points at issue. One is the enactment into law of the provisions of the Whitney-Wainwright Act which failed of executive approval last year. The other is whether the members of the State Board of Pharmacy shall be elective by pharmacists or appointive by the Governor. There can be no question of the proper use of appointive power by Governor Hughes, but there can be no guarantee as to what may be done by subsequent governors, especially accidental governors. A bill ought to be prepared and presented to the Legislature revising the Pharmacy Law and first of all including the Wainwright-Whitney legislation, thereafter providing

(1) for the appointment of the members of the State Board of Pharmacy from a list provided by the New York State Pharmaceutical Association; or

(2) the election of the members by vote of all registered pharmacists of the State, making no restrictions as to their eligibility to vote beyond their certificates.

Either innovation involves the abandonment of a present right of membership in incorporated pharmaceutical bodies in the State. The franchise is restricted and it cannot last for any length of time. The problem of the moment is for the pharmacists of New York to decide which of the two alternatives we have just mentioned is the better one to accept and settle the question of "constitutionality" for all time.

In any bill that is pressed for passage there should be a provision that the penalties are to be turned in



to the State treasury and the salaries and expenses paid by the State.

Governor Hughes has shown a spirit of fairness in his conferences with the representatives of pharmacy which gives promise of the approval by him of any legislative act which may be presented to him that will place the Board of Pharmacy upon a constitutional basis, from his view-point as a lawyer, and which will at the same time better protect the public in the integrity of pharmacy as practiced by the retail druggists of New York.

Answering a query, the thirteen States and Territories referred to in a recent issue of the ERA as possessing optometry laws are Arizona, California, Idaho, Indiana, Minnesota, Montana, Nebraska, New Mexico, North Dakota, Oregon, Tennessee, Utah and New York.

Hon. William F. Craig, formerly druggist, then chemist, then State Senator, and now postmaster of Lynn, has just added another occupation to his already long list. This month he was admitted to the bar as an attorney at law. For a man of 42 that is a rather busy professional career. Mr. Craig was born in Digby, N. S., September 15, 1866, where his father was for 40 years the town postmaster. At the age of 17 he went to Lynn, entered a drug store, and in 1890 got his degree of Ph.G. from the Massachusetts College of Pharmacy. Then he took a course at Harvard University in advanced chemistry.

Two years later he established himself in the retail drug business in Lynn with ex-Mayor Bessom of that city, and in 1896 sold the business to become chemist for the Lynn Board of Health. In 1902 and 1903 he served in the House of Representatives, and both years was a member of the committee on public health. This service was followed by two years in the State Senate, which under the Constitution gives him the title of "Honorable." Upon the completion of his last senatorial year, he was appointed postmaster at Lynn, one of the most responsible postal positions in this part of the country, and while filling that position he has been studying law, so that the indications are that pharmacy will lose what law will gain.

Mr. Craig's pharmaceutical and public experience will not be valueless to him in his newer profession. In fact, while a member of the Massachusetts Legislature Mr. Craig attracted considerable attention by his parliamentary ability. His place on the committee on public health, first as clerk and afterward as Senate chairman, threw upon him the responsibility of conducting in the respective branches the progressive legislation which year by year has made Massachusetts conspicuous for its advanced position.

Mr. Craig was never verbose. He never attempted the grandiloquent. But he was careful in statement, bold in insistence because of his absolute knowledge, and scientific in thought because of his scientific training. His knowledge of matters affecting the public health was not pedantic. He was calm and sane on "pure food" questions when agitators were inclined to be hysterical, and he was able through his knowledge of facts and faculty of expression to lead the houses along straight ways.

Mr. Craig is a modest man and is disinclined to talk about himself, but when he was asked the other day about his early experience in the drug business, he replied: "My early drug experience differed little probably from that of every other regular druggist. Yet there is this one feature of it which should aid one in starting right. We were compelled, as Lord Eldon said, 'To scorn delights and live laborious days.'"

The smallest trolley system in Philadelphia, a system that

boasts of only one car, two motormen, no conductors, and on which travelers ride free, is in operation at the League Island navy yard. It is the only street car line that Uncle Sam owns. The car is run for the convenience of the officers and their friends, and holds a score of passengers. The motormen are detailed whenever their services are required, and no transfers or tickets are issued.

Following the announcement in the ERA of February 18, a meeting was held last Saturday in the Chemists' Club in this city at which it was unanimously decided to take measures to bring the International Congress of Allied Chemists to New York for its next convention in the spring of 1912. The unanimity of sentiment in favor of the movement must have been as gratifying to the originators as it will be to the guests who no doubt will accept the invitation.

Faith is a belief in that which is not understood. This accounts for the public's faith in patent medicines, the physician's faith in ready made prescriptions and (sometimes) the druggist's faith in the N.F.

The French expedition into unknown parts of northeastern Japan has sent the first authentic news of the Ainos, a small tribe which is fast dying out. The Ainos resemble Russians more than the Japanese, but very little of their early history has been discovered so far. A peculiar custom is reported by Professor Mayr, a member of the expedition. He says that among this strange tribe married women are easily distinguished, because custom wills that they wear a mustache.

"Dobbins has a grand idea for a new game."

"What is it?"

"Play baseball on the ice in an auto."

"If smallpox or yellow fever was causing a thousand deaths a year, you'd be holding special sessions of the Legislature to devise means to be rid of the scourge. And yet I tell you that tuberculosis is no longer a burden to be borne unquestioningly, no longer a cross that must be unprotestingly borne. It is an epidemic that must be met and conquered." This strong statement of the case was made by Bishop Codman, of the Episcopal Diocese of Maine, on an appropriation for \$130,000 for the next two years for the Hebron Sanatorium.

If one would be familiar with all the latest electrical novelties, says the London *Globe*, he must make a tour of the kitchen of a big Atlantic liner. The automatic egg boilers, like those on the Lusitania and Mauretania, are able to cook 200 eggs at once, a clock arrangement causing the basket containing the eggs to hop out of the water at any half minute up to six minutes. Another novelty is a self-dumping oyster cooker for stews. At the expiration of a given time the cooker pours its contents into a soup plate.

The ancestry fad is raging in Indianapolis, chiefly among the women who are "proving up" claims that make them eligible as Daughters of the American Revolution and Colonial Dames. Some of the men have it, too. The other evening, in a small company in which was a young druggist named King, the subject of ancestry came up. One after another boasted of illustrious ancestors. Not a word from the young druggist. He was finally asked what were his claims to noble lineage. "I don't need to make any," was his modest answer. "I come of a race of Kings."

Frozen Chinese pork is to be imported into England, which recalls to a writer in the London *Chronicle* the fact that the frozen meat trade is nearly a century old. On January 30, 1816, three Esquimaux arrived at Harwich, England, by the packet from Gothenburg, bringing five sledges packed with



Hon. WILLIAM F. CRAIG,  
of Lynn, Mass.

ptarmigan, blackcock and other game, frozen and packed in airtight cases. The enterprising northerners had to pay over \$250 duty on the consignment and \$50 for carriage from Harwich to London; but as the game was in excellent condition it found a ready sale and brought high prices.

"So you think you would like to make a journey to the North Pole?"

"Yes," answered the city official. "It must be restful to get to some place where nobody cares whether the snow is cleaned off or not."—*Washington Star*.

A three-year-old "wonder child" has been amazing the musicians and savants of Leipzig. Pillar Osorio, a tiny girl, whose baby fingers cannot span an octave, is able to play on the piano difficult classical pieces with accuracy and spirit, although she performs entirely from ear and memory. The prodigy is puzzling the scientists as to how her three-year-old brain can possibly grasp and interpret the intricacies of the music she plays. The mystery is not explained by the heredity theory, for none of Pillar's parents or grandparents has shown any unusual musical talent.

When you hear a man say the world owes him a living, just tell him to "dig for it."

So great is the number of Alsatians and young men from German Lorraine wishing to serve under the French flag, that the Minister of War has decided to form a second Foreign Legion to serve in Africa. Most of the Germans going voluntarily into French service are the descendants of French patriots unwilling to recognize the annexation of Alsace-Lorraine to the German Empire. It is estimated that every family in the provinces secured by Germany in the Peace of Frankfurt, has, or had, at least one relative doing military service for the old country, France.

Mr. Younglove—What do you do when your baby gets sick at night?

Mr. Oldpap—I generally lie still and wait to see if my wife isn't going to get up and attend to it.

Catching fish by telephone is the latest invention of a Norwegian, which is now employed by the fishermen of his nation. A microphone which magnifies submarine sounds is shut up in a thin water-tight steel box and kept in communication by metallic wires with a telephone receiver installed on the fishing boat. Each kind of fish gives in the instrument a particular sound. The arrival of herring, for example, is signalized by a sort of whistling; the codfish announces its arrival in the neighborhood by a sort of grunting.

"Napoleon's Writings and Sayings" is the title of a little book which has just been published in Paris. On the subject of suicide, Napoleon wrote at St. Helena: "Has a man the right to take his own life? Certainly, as soon as his death would be an injury to no one and his life a burden. When is life a burden? When it offers only tribulations, but as these may vanish at any moment there seems to be no moment in one's life when he has the right of self-destruction. There are not many men who have not felt at some time the impulse to end all through death, but a few days later there comes a change and the cause for self-inflicted death is gone, and the man who succumbs to the impulse on Monday, could he undo his work, would be sorry for it when the week-end came."

Howell—It is hard for a woman to understand statistics.

Powell—I guess that is so. I told my wife that for every passenger the railroads of this country transported that tons of freight, and she wanted to know why the passengers were allowed to carry so much baggage.—*Harper's Weekly*.

An unusual short-course student has entered Cornell in the person of Mrs. Olive Brown Saare, a wealthy woman past middle-age, who has taken up college work because of her interest in raising chickens. Mrs. Saare owns a large estate in the Catskills and her home is known as Yanno Uchi. There are a large number of Japanese servants on her estate and her chicken houses are designed as Japanese pagodas. She is an authority on Japanese architecture and a woman of considerable intellectual attainments. Every morning, in

company with several score strapping young farmer boys, who are studying scientific poultry, she goes out to the university houses and feeds the chickens. She says she prefers to manage her own estate, and, therefore, decided to learn how to take care of her chickens. Farming, she says, is more important than tariff or the trusts, and she asserts that she never had so much fun in her life as when she feeds the chickens at the Agricultural College.

What joy one little baby brings!

When he his nightly squall begins

You hug him to your breast and bless

Your lucky stars he isn't twins.

"Ring out the old, ring in the new," for the passing of the Teddy bear seems imminent and the coming of the Billy 'possum is predicted! Already a company has been organized to manufacture the Billy 'possum. It is fondly hoped by the directors of the company that before many months Billy 'possums will be perched on automobiles, victorias and baby carriages and will have become an essential of every well appointed nursery. A woman well known in society in New York gave her views on the Billy 'possum question to a reporter for the *Herald* recently.

"Do you know," she said, "I think the scheme is a scream. I've ordered two dozen of the little dears."

A business man with a large family and many daughters was not quite so optimistic. His sentiments were something as follows: "I'm sick of these peripatetic pests."

The originator of the plan to adopt the little animal as the new national pet is Mrs. De Forest Allgood, of Atlanta. Soon the manufacture of the toys will begin, and if they "catch on" in popular favor it is believed that the Teddy bear will be ousted from its present aristocratic berth.

Gladys—My brother is just awful. He can't save a cent.

Harold—He has saved a ten spot of mine for the last eight months.—*Browning's Magazine*.

"Chameleon" floral decoration is the latest idea for dinner-parties in London. Lilies and other white flowers placed on the table are scientifically made to assume gradually varicolored tints before the eyes of the guests. The table vases are filled with colored solutions of gelatine. The stems of the flowers are slit and placed in the liquid, which is gradually absorbed by the flowers. Blushing lilies and jaundiced camellias are the result.

There was a young fellow named Syd,

Who kissed a girl on the eyelid;

Said the girl to the lad,

"Your aim's very bad;

You should practice a bit"—so he did.

—*Lippincott's*.

The true function of the clergyman is to teach the ethical and spiritual doctrines of Christianity, and as an under shepherd, to visit the flock committed to his care, is the stand taken by Dr. James M. Buckley in the February *Courier*, in a discussion of the "Dangers of the Emmanuel Movement," and the reasons why it should not be generally adopted.

In the discharge of this duty he should maintain an individual acquaintance with members of the congregation, listen to whatever they communicate, and by counsel assist them. He should be accessible to all, sympathize in sorrow and in joy, and help them bear their burdens. Scrupulous attention should be given the poor and the sick, and the clergyman should be in such relation to reputable physicians and surgeons as to direct those who require advice; he must also have the entree to hospitals. His prayers and communings in the sick room will sink into the depths of the mental and moral nature of the sufferer, cheering, comforting, strengthening and reinforcing every effort to cure or mitigate his malady, inspiring him with hope of recovery or of immortality. All else the pastor should leave to the physician.

Gyer—There goes a man the weather seldom agrees with.

Myer—So? Who is he?

Gyer—He's a Government weather forecaster.

Charge a nickel more and say "Thank you"—cordially.

## "Drug Clerk's Duty" Wins Cash Prize in Era Competition This Week.

*In the ERA'S Prize Competition this week the Cash Prize is awarded in Contest No. 4 to A. T. Nicholson, of Tarboro, N. C., for the best article of practical helpful value to drug clerks. Mr. Nicholson's identity was not known to the judges, for in these contests every precaution is taken to obtain unbiased judgment as to the relative merits of articles or photographs offered in competition for the various prizes. Full details regarding the Competition will be found on advertising page 38 of this issue of the ERA and it should be remembered that the contests are open to everybody.*

### A Drug Clerk's Duty, Often Overlooked—

#### And a Drug Clerk's Remedy.

There are certain duties that the drug clerk owes his employer that are in too many instances disregarded. Among the first of these duties, which is not always heeded as it should be, is the proper treatment of that employer's patrons, possession of whose confidence and good will and consequent patronage are essential to any degree of success to which the business may attain.

"A pleased and satisfied customer is the best advertisement."

The truth of that oft-repeated phrase has been demonstrated time and time again, and respectful attentiveness and courtesy to customers surely work together to that end.

So, I say, of first importance, the drug clerk's duty toward his employer—and incidentally toward himself—is unflinching and indiscriminating politeness and courtesy to every one who visits the store. Unfailing, because he should want to get the habit; indiscriminating, because he should want to be equally gracious and obliging to every one, rich and poor alike.

There is quite a large class of drug clerks who seem to think that they should have two sets of store-manners. A *de lute* set, so to speak, for use only while serving the more wealthy patron; and a second or indifferent set for the large, though less fortunate, majority.

Every man, woman or child who enters the store—whether to make a large purchase or a small one, to buy a \$10 toilet set or a 1 cent postage stamp—should be met with the same equally courteous reception and treatment, regardless of whether his position be high or low, or whether or not he makes any purchases whatever.

So far as his demeanor towards his customer is concerned, this side of the matter should in no way influence the man behind the counter. Nevertheless, if he is a wide-awake one, he will see to it that it is no fault of his if the customer gets out without having made a purchase.

The drug clerk's early training, behind the counter, determines to a great extent the degree of attention, courtesy, etc., that will be bestowed upon his future customers, for it is then that he gets the HABIT which plays so great a part in his future career. Then, it is here the two-fold duty of the man higher up to see to it that his customers are properly treated—for the good of the clerk, as well as himself—it's a duty the boss owes the boy, for the boy's future benefit. For if he is started right, he is apt to continue so. If he is started upon the habit of courtesy and attentiveness to patrons, it will become of incalculable value, and he will not fail to realize, sooner or later, its great importance.

The point is that HABIT, in this connection, to a certain extent, makes or mars the salesman. Whether good or bad, the habit, if unhampered, will grow and flourish as seed sown in fertile ground, and will produce results, good or disastrous, as the case may be.

Some will, doubtless, argue that one cannot always be agreeable and obliging so long as toothaches and headaches, and various other aches and ailments continue to infest the drug clerk, who is still human, notwithstanding the evident idea of some to the contrary, for at such times he will get out of sorts, become ill-tempered and grouchy, and that, in this condition, it is next to impossible for him to be even civil to a customer, much less agreeable. Ordinarily, that is true, but right here is where the man who has the "HABIT" gets the advantage over the other fellow.

In consequence of having trained himself in the habit of

courtesy to his customer, under such conditions, involuntarily he will realize the great necessity of keeping the customer in ignorance of any distress of mind or body from which he may be suffering. In other words, he will keep his wits about him and be constantly on guard for just such an emergency, and will exert himself to be equal to it, realizing at the same time that his customer is in no way responsible for, and should be allowed to suffer no inattention or discourtesy, not to say insult, as a consequence of his personal feelings, as innocent patrons so often do.

Under these circumstances, in many instances, a good customer would be won or lost, accordingly, as the clerk could or could not be master of his own feeling.

As a result of this simple matter of self-training in everyday dealings with your customer, courtesy and affability of manner, in all circumstances, will become a force of habit, almost of second nature. And the more persistently practiced, the more completely will it dominate the man's personality. The possession of such a disposition is positively of great value to the man of business, who is so largely dependent upon a fickle public for its patronage.

"While a Smile may put but a Dime into your strong-box—  
a Frown may mean Dollars taken out."

### WOMEN TO CAMPAIGN FOR SHORTER HOURS.

Each Member of St. Louis Chapter Appointed a Committee of One to Act—New Constitution Ready.

ST. LOUIS, Feb. 20.—St. Louis Chapter, W.O.N.A.R.D., has taken a decided stand for shorter hours for the druggists. The subject was brought up at the recent meeting of the organization at the Southern Hotel by Mrs. J. V. Calver, of Washington, general organizer, who had been working in the city for some time. Mrs. Calver's suggestion was that the wives undertake a campaign for shorter hours and closed Sundays.

The first suggestion met with instant response from those present, but the Sunday idea was not encouraged. Mrs. Calver's expressed idea was that the long hours were the fault of the public, but that a campaign of education would have excellent results. Mrs. Richard Kring, secretary, took issue on this point, expressing the belief that the public simply knew the drug stores would remain open late and that this fact was taken advantage of. If the druggists wanted to close, they could easily do so and the public would not blame them, but would come earlier for the small wants which now make the late sales. Mrs. Claus, the president, took a similar position.

Each member was appointed a committee of one to undertake the working out of the campaign with at least one store, that in which she was mostly interested.

The committee on constitution reported that document ready to be sent the general offices for approval. Mrs. Calver urged the members to build their organization in such a way that if for business reasons the druggists' organization should disband, that their society could be held together. The meeting closed with a programme for which Miss M. Jende rendered a very pleasing piano solo and Miss Corolee Siebly entertained with several recitations, which were well received and appreciated by all present. Then a game of "physiology" was indulged in by all present. Mrs. J. V. Calver won first prize; Miss Mollie Jende second and Mrs. J. P. Methudy third.

### Study of Browning Entertains Chapter Members.

CHICAGO, Feb. 20.—The Chicago Chapter of the W.O. N.A.R.D. at its regular January meeting voted unanimously to remain in the present quarters at 70 Adams street during the year. A pleasant hour was spent in the study of Browning. At the next regular meeting the members will be entertained by a lecture on "Woman Suffrage." Plans are being made for a card party during the early part of March.

### An Up-to-Date Pharmaceutical Journal.

"I have read THE PHARMACEUTICAL ERA since its first issue and regard it as being the most up-to-date pharmaceutical journal published."—HENRY F. LACKEY, President Tarrant County R.D.A., Fort Worth, Tex.

## A Successful Experiment.

By Emma Gary Wallace.



The graduated Woman Clerk in the exclusive Hurlburt Square Pharmacy was an experiment and she knew it. Her engagement was not only an experiment with her employer but with the customers, and she fully realized that in order to be an all-around success she must demonstrate her business value as well as her professional ability.

Certificates of qualification testified to what she was supposed to know, but so did those of the other clerks, and every little while one of these was dropped and a new one put in its stead. There was always some one ready to take the newly vacated place, and

she knew that if she failed to make good it would be so in her own case and she recognized the justice of it. It was the survival of the fittest, or as her old college professor used to say, the survival of the fittest, and she recognized the philosophy of that version of the saying as well.

As she took mental stock of her equipment she was forced to acknowledge that she—Asenath Esther Vail, was not a genius, except as she fulfilled the definition for one, by being possessed of infinite capacity for taking pains. Her chosen occupation had been mastered by hard study and close application, and she was determined to hold what had been thus gained and to steadily increase her fund of knowledge.

In one corner of the Woman Clerk's sleeping room an inexpensive but generous sized book-rack was installed. It was large enough to hold the dog-eared, text-book friends of her college life, the steadily increasing files of the pharmaceutical magazines which she could not afford to be without, and as much new professional literature as could be made of daily use. A well-bound blank-book was also provided in which to make notes of the new and practical ideas of more experienced workers, discoveries of her own, business pointers, and any valuable observations which from time to time might be the result of contact with others. She called this book her business diary, and tried to have something worthwhile to record every night.

Some of the other students who had graduated in her own and earlier classes boasted that they had not opened a reference book, except as absolute necessity demanded, since their closing finals. To the Woman Clerk this seemed like cultivating and planting a valuable piece of land to a promising crop and then sitting calmly back to watch the weeds choke the young plants. It was incomprehensible to her, how an apparently well-balanced individual could so utterly disregard his present welfare and his future prospects. Her life-field of activity had been carefully chosen and she meant that a harvest of usefulness to others and a competency for herself should be the outcome of a definite system of action toward that desired end. In her experience, random shots that hit the bull's eye were the decided exception and not the rule.

On her first half-day off she made a tour of observation among all classes of stores employing women clerks, and she was strengthened in her belief that when a woman becomes a successful part of business life, she must be attired in business-like fashion and be the possessor of an alert, yet modest manner. It was surprising how few women clerks whom she saw were irreproachable on the simple points of immaculate neatness and careful grooming. That night an entry in the note-book read: "The woman in business must give careful heed that the details of her toilet receive daily attention. Occasional care is not sufficient. Simplicity and neatness are the key-notes of a suitable appearance in business life. A plain tailored shirt-waist with spotless collar and cuffs is infinitely more attractive than a dingy garment of expensive material with elaborate trimmings of doubtful suitability."

The laundry bill might be a bit appalling but Miss Vail reg-

istered a vow to make herself valuable enough to her firm that the question of laundry would be a mere bagatelle. At present she regarded it as too sure a thing in the line of profitable investment to disregard.

While on this tour of investigation she could not but note the different manners of the various clerks and the immediate effect upon the customer. A much-rouged woman of uncertain age replied to every would-be purchaser with a studied and patronizing sweetness that was decidedly offensive; others were condescending with an accompanying air of resigned martyrdom; still others visited together while customers waited, or continued their conversations as they gave indifferent service; and a few were earnest in their endeavors to do their best.

Miss Vail was finally rewarded, however, by discovering her ideal woman-clerk behind the counter of an uptown apothecary store, and she extended her purchases almost to the point of bankruptcy to have an opportunity to study this gentlemanly young woman. She gave respectful and willing attention to every one, and while she spared no effort to please, or to show and if necessary to explain the merits of her stock, the element of quiet dignity was not even tinged with undue familiarity. Never once did she permit herself to say, "I haven't it," or "I will get it for you," or "I have so and so," as though she were the head and front of the whole concern, it was always the impersonal but inclusive "we." There was no attempt to air her technical knowledge to the discomfort of the customer, but there was a perfect willingness to render genuine and legitimate assistance. So great was Miss Vail's admiration for this unexpected "find," and right in her own line of business, that she determined to go to that store occasionally and to cultivate a possible friendship.

Somewhere she had read or heard that a woman who cultivates her spiritual nature only, is, as a rule, a pious freak; one who attends wholly to society is a butterfly; and one who gives her entire attention to her mental development is a book-worm. The business woman was not catalogued, and as the Woman Clerk thought it over, it seemed to her that she was a happy blending of the integrity of one, the human interest of the second, and the specialized knowledge of the third.

Miss Vail realized, perhaps for the first time fully, that in one respect she had a heritage for which to be deeply thankful. For generations back her ancestors had been men and women of honor and principle. They had not left her wealth, but they had done far better. They had given her a fair share of brains, reliability, and the ability to accumulate wealth. Reliability to her meant punctuality, faithfulness in the performance of every duty, honesty, and loyalty to her employer provided that loyalty did not conflict with her own ideas of right. In that case there could be but one solution of the difficulty, and that was the ending of the relations of employer and employed.

Her attitude toward her fellow workers was also the subject of some thought, and she decided that she owed it to them to be uniformly sunny and cheerful, to expect no special consideration or gallant attention because she was a woman, to keep in mind that her employer's best interests must be her first thought, and that occasions frequently arise in a drug store where the loss of a sale is much more profitable than making it.

She was confronted by the somewhat consoling fact that while there were some of the heavier parts of the business that required a man's strength, yet that the great bulk of it could be attended to as well by one as the other—all things being equal. That still left a balance on the man's side that the Woman Clerk felt an individual responsibility to even up. If she was to succeed as a woman pharmacist—and she never allowed herself to doubt for one moment that she would succeed—she must discover, systematize, and specialize on those very points.

It was astonishing how many of these particular parts of the business she found after she began to keep watch for them. They threatened to use up all the spare room in her business diary and so she devoted another book entirely to them, giving each idea plenty of room for additional notes as the subjects developed with time and experience. As the months passed by and rolled up into years the note books have become of untold value, and from time to time we may be permitted to gleam some of the ways and means which have been tested and found good.

Miss Vail was early impressed with the value of attractive

sign cards for interior advertising. These she discovered, frequently would be changed and new ones put up, were it not for the trouble, expense and delay in obtaining them. The delay was a most important item. When it rained in the shopping district, the man who had umbrellas to sell, put his sign out while it was still but threatening a storm. He did not wait to advertise until he could go to a sign maker and have one prepared, at which time the storm might be all over and the sun shining brightly.

Although having no special talent for brush work, she knew that mastery of the simple details necessary was but the matter of a little spare-time application on the subjects of lettering and easy, effective decoration. Inquiry revealed that the cost of a practical working outfit and a few lessons was trifling, and so without saying a word to anyone of what she proposed to do, she went to work, and when her employer casually remarked one day that he was to open an invoice of brushes of all kinds next day, she came gaily to work in the morning, with several attractive signs, which caught and held attention, and started the brush sale in fine shape. From that day on, as long as Miss Vail held her position in the Hurlburt Square Pharmacy the store revelled in artistic, timely and telling show cards. They gave point to many a window display, and were constant revenue pullers.

Even the customers noticed this evidence of an up-to-date individuality, and when one of the best patrons the store ever had, openly acknowledged that it was the live advertising that had first attracted him, Miss Vail felt amply repaid for any extra work it might have caused her.

"You see," the customer explained, "when I go into a store and see a sign or an advertisement that was out of date weeks before, or the announcement of a fair or a dance over days ago, taking up valuable space, I at once say to myself, 'the boss here is either too forgetful or too careless to take down the dead matter that lingers up his place of business, and if he is careless about his own interests he will be equally careless about mine. If I brought a prescription in here like as not, he would forget an ingredient or two, or put in a near-kind variety.' No thank you, the man for me, is the man who looks out for his own interests carefully. If will not do any better for me than he does for himself."

All that was some time ago. The Woman Clerk now owns a prosperous store of her own, and her old employer—she never had but one—frankly says she was the most valuable all around help he ever had. He emphasizes the fact that one of her strong points was her poise, and another her resourcefulness. She never allowed herself to be hurried unduly, never became impatient, and was too self-reliant and high-minded for anger and the disturbance of trifling annoyances, and too brave to shrink from needed action.

The very qualities which made her valuable as a clerk have made her successful as a proprietor. As a plant sends out tendrils after tendrils so this enterprising pharmacist ventured into various unexplored fields, and in every case her employer and later she herself, were the gainers, because she never allowed enthusiasm to run away with her judgment. Then, too, she always had in mind some point at which her knowledge gained could be profitably hitched on to the drug-store business. The sign work soon led to the study of another subject, which promptly placed her worth to the firm away beyond that of the ordinary clerk—but that, too, is another story.

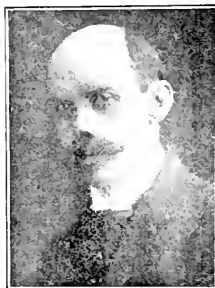
### Northwestern University School of Pharmacy.

Despite a most disagreeable storm, students and alumni to the number of 300 or more turned out to the dance tendered recently by the students of Northwestern University School of Pharmacy in Chicago to the Alumni Association of the School. The music was fine, the refreshments were excellent. Assembly Hall had been tastefully decorated with banners and pennants of the university and a number of other universities and colleges, and altogether the affair was one of the most enjoyable ever given in any department of the university. The students speak in the highest praise of the committee of their fellow students who had charge of the preparations and entertainment and they are anxious for at least two more such dances during the present school year.

A visit was made during the evening by all the participants to the School of Pharmacy on the fourth floor where the friends of the students found plenty to interest them.

## Rocking Backward.

By Joel Blanc.



You have probably noticed when rocking backward and forward in an ordinary rocking-chair that, little by little, the chair moved backward until it brought up against the wall. This double motion of the rocking-chair is very much like what some men call "progress." Moreover, the man whose life is largely spent in this sort of rearward progression is one of a lot of old grannies who, as they swing backward and forward and yet ever backward, loudly protest against the men who move steadily forward. It is from this rocking-chair brigade that there comes a constant refrain of disjointed words such as: "Can't, impossible, return to first principles, good old times, established business practices, commercial rules, without precedent," and similar expressions.

Let a competitor enter the field of one of this woolen-sock aggregation and the chorus breaks forth with an increased volume of sound. It was such a hobby-horse cavalry that looted in Stephenson's locomotive, Fulton's steamboat, Morse's telegraph, Bell's telephone, Edison's phonograph and Marconi's wireless, and today, within the drug world, a part of the same old chorus continues to rock backward towards the dead wall of self-encasement. As it does so it repeats the words of the same old refrain and flings them at the army of its fellows who march by in double time or fly overhead. This sullen chorus is composed of retailers, wholesalers and manufacturers in about equal numbers.

One who has friends in the rocking-chair brigade as well as among the marchers and flyers may watch and listen to both classes. He may conscientiously believe that some of the marchers move too rapidly, that some of the flyers are too daring and that some of the rocking-chair brigade are not zetting a pebbly square deal. Of course this impartial watcher is knocked by both sides—and the knoockee probably enjoys the knocks more than the knockers do. However, as the knoockee watches the hobby-horse knights rock back and forth and listen to their everlasting cant about "can't", he at last becomes tempted to join the flock of high flyers even though he believes that some of them may be using imperfect flying machines. He feels just as safe in the company of possible Darius Greens as among those who persist in rocking backward until they crack their craniums against a wall of concreted "can'ts."

Just at present the favorite words of the woolen-sock superiors are, "return to first principles," "established business practices," and "commercial impossibilities." The retailers of the rocking-chair brigade would go back to goose-grease and rhubarb methods by a "return to first principles." A corresponding class of wholesalers would keep their grip on best quality discounts with "established business practices," and the manufacturers would kill the Pure Food and Drugs Law with "commercial impossibilities." True, in the rocking-chair brigade there are only a limited number of each of these classes; but they have so spread out their chairs that the progressive man must either fly over them or trip over the rockers and break his blooming neck.

I can imagine that millions of years ago some ring-tailed Darwin may have informed the other members of the Simian family that monkeys would eventually be evolved into men. If such was the case, we can rest assured that throughout the primeval forests there was a chattering protest and that as our four-handed ancestors rocked back and forth on the limbs of the trees they screamed "can't" and demanded a "return to first principles" and a jelly-fish state.

The general commercial structure is undergoing a grand rebuilding and yet some men who are watching the rebuilding and occasionally catching a stray brick on the jaw, will continue to twitter: "It can't be done because it never has

been done." About the safest bet I know of is to wager that everything the grannies say "can't be done" will be done within the next five years. Of course, some of the mercantile aviators will come down with a hard chug and break their legs; but it is not safe to bet which of them will make the unlucky descent. When one of the Wright boys was falling on America and breaking his bones, the other was soaring over France, breaking records.

I am willing to concede that with every step of progress there may be some loss of good, but such a loss is usually followed by a gain of the better. The advent of the railroad threw a good many stage-drivers out of work and they could no more foresee the better fields of employment the railroads would open than we can foresee details of our own business future. However, intelligent comparison of the present with the past seems to prove conclusively that the rapidly developing commercial changes are not destructive, but reconstructive. If the changes in alignment take certain customers or lines of business from me, the conditions are, of course, bad for me, so long as I do not attempt to adjust myself to the new order of things. Bad cannot be made good by joining the rocking-chair chorus in the old refrain of "Can't be done" and "Return to first principles." Some of the "can't-be-done" things are not only being done, but are already done, and it is up to me to change my commercial practices so that what was lost to me from an old source shall be regained from a new one.

Sitting in my office or store figuring out why the other fellow "can't" do business on a certain margin is not going to help men when the other fellow is actually *doing* it. It is up to me to find out *how* he does it and then go and do him one better.

Another funny thing about the rocking-chair rubes is their utter disregard of the general public. The few hundred thousand which includes every man, woman and child in the drug world do not create the conditions which control that world. The public creates the conditions which the retailer is forced to pass on to the wholesaler, the wholesaler to the manufacturer, the manufacturer to the original producers and then the circle is completed because the original producers are the public and the consumers also. No one class within the trade is responsible. Self-preservation demands that each class shall adjust its contribution of changes to each condition as it passes it on; that is all.

It is time for each man to be up and doing for himself, instead of wasting so much time rocking back and forth and moaning, "back to first principles" and "a violation of established business usages." The fellow who does do that is not doing for himself, nor is he doing the other fellow—unless he is doing him a lot of good.

Instead of trying to put the retailer, wholesaler, manufacturer, or buying or manufacturing combination out of business, the wise man will put into his business the business of every man who tries to put him out of business. Of course, the new conditions will put some men out of business for keeps, and it is not difficult to tell who those men are—look in the rocking chairs and listen to the dirge.

Oh for a breadth of mind that would stop this wailing about things that "can't be done because they never have been done!" Oh for a vigorous, hearty, manly competition that would accept the new without rocking-chair moanings and evil prophecies, without the narrowness of personal invective and the pettiness of personal greed! Oh for a competitive spirit in which true co-operation would be born through the realization that conditions within the drug world are molded by influences from without!

I plead for a broader mental horizon for every man within the world of drugs and pharmacy; for less isolation in thought and practice; for a clearer conception on the part of every man toward united human effort; for a willing acknowledgement of the right of all and the interdependence of man on man!

I plead for progression in place of retrogression, for a creation of new principles instead of a return to the old; for a highway leading to the mountain tops of the future instead of a by-path leading to the grave-valleys of the past; for life instead of death!

#### Inadequate to the Occasion.

Golf Girl—Dear me! How annoying!

Caddie—Gee! If that's all she's got to say when she breaks a stick, it's hardly worth while talkin' about.

## Original and Selected

### KATAPLASMA KAOLINI, U.S.P. 1900.\*

By Dr. A. A. Herzfeld, New York.

It has been my earnest endeavor for the last 15 years to try and convince the medical profession that the prescribing of proprietary medicines is not only detrimental and unethical, but also unnecessary.

I have tried to bring about a change in all possible ways. Six years ago I examined 50,000 prescriptions and found at that time over 25 per cent of them were orders for proprietary mixtures, and I have recently been informed by good authorities that today this percentage is still higher, over double the amount. What do we understand by the term proprietary medicine or nostrum? All preparations consisting of one or more chemicals or pharmaceutical products brought into the trade under a new name which, when the formula is known, can be easily compounded by the pharmacist. Name and composition are as a rule protected by law. This definition excludes all chemical and pharmaceutical products, which, even protected by law, do not represent mechanical mixtures, but products of pharmaceutical and chemical research, as all coal tar products, many iron preparations and all such chemical and pharmaceutical mixtures as bear their accurate formulas on the label. The proprietary medicines owe their existence to the physician exclusively, for the average physician is not sufficiently educated in materia medica or pharmacy, and to hide his ignorance he is compelled to prescribe proprietary mixtures, the composition of which he knows very little; hence he depends entirely upon the impression of the eloquence and the small favors of the patent medicine agent who has left him a sample of "our latest c. q. d. combinations." So it happened, that in the year 1894 of the Christian era a well known M.D., attending physician to several hospitals, professor in a post-graduate medical school in this city, wrote a prescription which is certainly *hors de concours* in the history of pharmacy. The prescription reads as follows:

"R—Remedium spontaneum, Radway.  
D.S. Use as directed.

Dr. D."

This prescription came under my own personal observation.

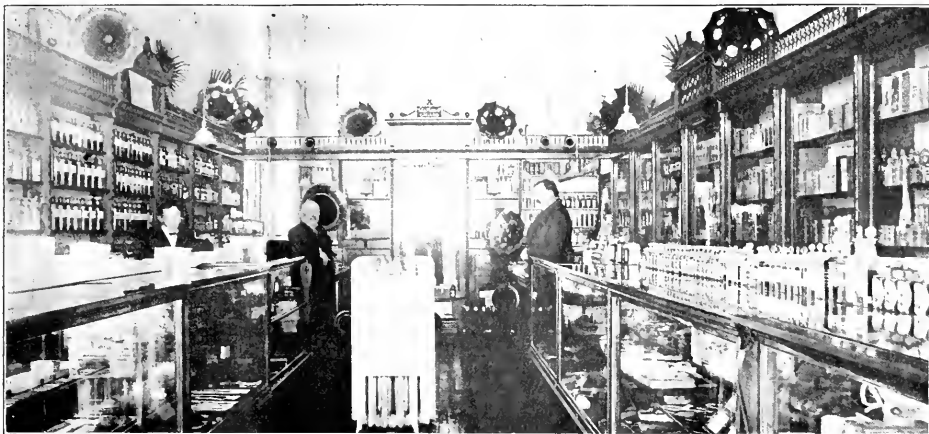
One of the latest addenda to the physicians' index of nostrums are the kaolin pastes in all their different varieties and forms. All these have been brought to his patent medicine memory by the frequent advertisements in our medical journals. This recent discovery of, I might say, an antediluvian preparation, sailing under a new flag, was a boon to our Doctor and came to his aid like a "*Deus ex machina*," curing all diseases, particularly those which enjoy a suffix of "itis."

The panacea to cover a part of his ignorance had been discovered, and an endless number of prescriptions calling for "pasta argyllacea glycerinata odorata," appeared in our pharmacies, this "golden medical discovery" becoming our Doctors' "favorite prescription."

So it happened that the Committee for the Revision of the U.S.P. of 1900 deemed this preparation worthy of a place in the Pharmacopoeia, with the intent that our medical brothers should prescribe the official preparation in preference to the proprietary. This committee did not know our Doctorus Medicina very well, otherwise it would have been acquainted with the fact, that as soon as the preparation makes its appearance in the Pharmacopoeia he does not know it any longer, and woe to the pharmacist who tries to give him the official instead of the patented preparation: "*Substitution!*" On the other hand, the manufacturer of the patented clay paste boasts, that the committee deemed his formula worthy of adoption in the U.S. Pharmacopoeia, a book which Dr. Schlenz calls "an aristocrat amongst all the pharmacopoeias." Hence, the manufacturer claims that his paste is as valuable in the treatment of diseases as is opium, quinine, arsenic, iron and mercury, facts to which I alluded in a paper read several

\*Paper read by invitation before the American Pharmaceutical Association, New York Branch, February 7, 1909.

# INTERIOR VIEW OF SUCCESSFUL PHARMACY IN DOUGLAS, ALASKA—GOLD NUGGETS AS SIDE-LINE.



Herewith is presented a view of the drug department of the Douglas store of J. Heubner, Ph.G., who also has stores in Haines and Skagway in far away Alaska. The picture gives an idea of the development of the retail drug trade in our most Northwestern possession. From the letter head of Mr. Heubner it will be seen that druggists in Alaska deal in side-lines unknown to many in other sections of the country:

"Drugs, Curios and Musical Instruments. Alaska and Yukon curios, nugget jewelry, souvenir goods, Indian baskets, etc. Native made baskets, \$1 to \$50; beaded moosecans, 50c. to \$3 per pair; totem poles, 50c. to \$12 each; native engraved copper spoons, paper knives, paper weights and bracelets, 75c. to \$5; gold nuggets, loose, \$1 to \$50 each; stick pins, nugget charms, lace pins, cuff buttons, rings, beauty pins, \$2 to \$15; nugget chains, ladies' and gentlemen's, \$12 to \$200; bracelets, \$10 to \$100 each. All goods guaranteed as represented. Alaska and Yukon gold nugget jewelry made to order in all designs."

years ago before the New York State Pharmaceutical Association (Niagara Falls, 1906).

I would like to say a few words of my experience with the patented clay pastes. One of my first observations was that of a child suffering with a severe broncho-pneumonia, who was wrapped up with a heavy layer of the best known of these Western muds. The already seriously impaired respiration was still more impaired by the heavy layer of clay. Furthermore, the pores of the skin were closed and the paste interfered with the free access of air to the body, an essential factor in the treatment of any disease, particularly in fevers. I saw it applied to corns, bunions, ingrowing toe nails, typhoid fever, spinal meningitis, miliary tuberculosis, varicose veins, appendicitis, swollen testicles, and even to open wounds and ulcers, causing severe irritation due to its active principle the glycerin. The paste covers a multitude of complaints.

Dr. Reich, of this city, witnessed a case of erysipelas which could be traced to an application of one of these celebrated pastes. Through the frequent use of the clay pastes by the physician, the laity knows the doctor's pharmacopoeia as well as the physician himself and provides for the paste before our M.D. has a chance to prescribe it.

Closing my remarks, I would like to say, that our U.S. Pharmacopoeia contains a sufficient number of counter-irritants and rubefacients. There is no need for a clay paste and no necessity for canonizing such a preparation by making the formula official.

## A QUESTION OF LIABILITY.

By Charles M. Woodruff, of the Michigan Bar.

*Is the druggist liable in damages to one injured by a mistake in a physician's prescription, especially where the druggist has received the physician's confirmation of the prescription?*

Recently one pharmaceutical journal answered the above question affirmatively; another took issue and replied negatively; now I am called upon for my views.

I can readily answer: He is and he isn't, thus satisfying both contestants or neither. The question is one of fact.

Under some circumstances the act of the druggist in filling the physician's prescription, even when confirmed by the doctor, would be negligence for which the druggist would be liable if damages resulted; under other circumstances the druggist would have done all the situation required in asking the physician writing the prescription to confirm it. Still other circumstances might not require the druggist even to consult the physician.

The practice of law consists in the application of established principles to given facts. The substantive law applying to the question comprising the caption of this article may be concisely stated:

By the common law, from the very nature of his vocation, the druggist is required to exercise the skill ordinarily possessed by druggists operating under similar environment and conditions; he must compound prescriptions *secundum artem*; and he is under obligation to the public to exercise an extraordinary degree of care. This duty to the public involves liability for damages resulting from even slight negligence.

The question in every such case then is: Do the facts constitute such negligence? This, as a rule, is a question of fact for the court or jury to determine. Everything depends upon the nature of the prescription. If it was such that the druggist should have anticipated the results complained of, the fact that a physician wrote the prescription and afterwards confirmed it ought not to and probably would not excuse him. Few druggists would fill such a prescription, independent of any knowledge of their legal liability. On the other hand, if the nature of the prescription was such as simply to create a suspicion in the druggist's mind that the physician had made an error in writing it, he would probably be held to have performed his whole duty in directing the matter to the physician's attention and giving the doctor an opportunity of correcting or confirming it.

An affirmative answer to the question comprising the title of this article, therefore, would probably be correct in a few cases of actual occurrence; while a negative answer would more likely fit the large majority of such cases; but, after all, the question is one of fact and cannot be answered by any general rule of law.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Orange Coloring.

(H. H. H.)—This query, requesting a formula for "orange coloring," is rather indefinite, as we are not informed of the use to which the coloring is to be put. However, orange tints for beverages, toilet waters, etc., are best imparted with saffron, aniline-orange or similar artificial dye-stuffs permitted under the Food and Drugs Act. The phosphate that requires to be darkened with caramel. Chrysoidine is a darker color and is obtainable freely soluble water. Many other orange colors are available in the dry state. One ounce of the dry color should for factory use, be dissolved in a gallon of water, and a sufficiency of this added to the syrup to give the tint desired. Some orange and yellow colors become pink in the presence of acids and should be avoided.

## Lead Acetate and Quinine in Suppositories.

(G. A. L.)—"Will you publish a method for filling the following prescription?"

Lead acetate ..... 3 grains.  
Quinine sulphate ..... 15 grains.  
Cacao butter ..... q. s.

Make into one suppository. Send XV such.

We are subscribers to the *ERA* and ask your opinion."

Two difficulties are presented in attempting to compound this prescription. The first and most important one to deal with is that of size, the large quantity of quinine sulphate prescribed for each suppository making it impossible to keep the size down to the normal standard. The second difficulty is the reaction between lead acetate and quinine sulphate, insoluble compounds being formed when these salts are rubbed together. However, this may be practically ignored by rubbing the lead acetate with an equal quantity of cacao butter and mixing it with the quinine sulphate previously rubbed down with a few drops of water and about 15 grains of cacao butter. The cacao butter should be grated or reduced to fine shavings before the operation, a sufficient quantity being taken to make 15 suppositories. The mixture, to which a few drops of expressed oil of almond is added, is reduced to a plastic mass in a mortar, then transferred to a pill tile, rolled into a cylindrical form and then divided into the required number of parts, each being pressed into form in a suitable mold.

## Axle Grease; Lubricant.

(J. W. D.)—We cannot give you the formula for the proprietary article. However, heavy, slow-moving machinery, wagons, etc., require thick oils or greases for their lubrication, the hard oil greases being composed of one or more of the following substances: Tallow, palm oil, degrass, rosin oil, and lime, petroleum or solid mineral oil, and soap. The principal methods for preparing these lubricating greases are as follows:

(1) Aqueous solutions of ordinary potash or soda soap are precipitated with salt of lime, magnesia or alumina. The precipitated soap containing the heavy metal is washed, dried, and dissolved in hot petroleum.

(2) The lime soap is prepared in petroleum by emulsifying an aqueous solution of ordinary soap with the latter, and then decomposing with calcium chloride solution. The lime salt is stirred in at the boil, and the soda soap is gradually elutriated into a lime soap, and this dissolves in the petroleum as fast as it is formed. After some standing, the mother liquid which contains chloride of sodium and the excess of chloride of calcium is drawn off. Fresh water is added,

and the soap is once more boiled up. After another period of standing, the wash water is drawn off and the soap is stirred until cold.

(3) A neutral fat is saponified with milk of lime, and the resulting lime soap is dissolved in petroleum.

(4) The lime soap is prepared in the presence of petroleum by melting the latter and a fat together and then adding milk of lime for saponification. The last two methods are the commonest in practice.

Here are four formulas from different sources:

(1)

Mineral oil .....	100 kilos.
Lime soap .....	25 kilos.
Earth nut oil .....	25 kilos.
Lime .....	6 kilos.

Mix the oils together and then heat with the lime under pressure.

(2)

Black oil or petroleum residue .....	40 gallons.
Animal grease .....	50 pounds.
Rosin, powdered .....	60 pounds.
Soda lye .....	2 1/4 gallons.
Salt (dissolved in a little water) .....	5 pounds.

All but the lye are mixed together and heated to about 250° F. (121° C.). The lye is then gradually stirred in, and in about 24 hours the compound is ready for use.

(3)

Dissolve 1/2 pound of common soda in 1 gallon of water and add 3 pounds of tallow and 6 pounds palm oil (or 10 pounds of palm oil only). Heat them together between 200° and 210° F.; mix and keep the mixture constantly stirred until the composition has cooled down to 60° or 70°.

(4)

Tallow .....	8 pounds.
Palm oil .....	10 pounds.
Plumbago .....	1 pound.

Makes a good lubricator for wagon axles.

## Tincture of Star Anise.

(J. S.)—The American Homeopathic Pharmacopoeia provides a formula for tincture of star anise in which work it is official: "The dried powdered fresh fruit is covered with five parts by weight, of alcohol. Having poured the mass into a well-stoppered bottle, it is allowed to stand eight days in a dark cool place, shaking it twice a day. The tincture is then poured off, strained and filtered."

According to other authors the name has been applied to spirit of anise of the U. S. Pharmacopoeia, but this use of the title, of course, would be incorrect.

## Label Requirements of the Various States.

(P. P. Co.)—"We have been thinking that it would be extremely interesting and instructive to your numerous readers, if you would publish an alphabetical list of the States which have adopted the Pure Food Law, at the same time giving a resume of what particular phases of the law have been omitted or altered. During the past year, we believe quite a number of States have fallen into line and we are sure that if an authentic list of these were given in the *ERA*, it would be intensely valuable to many of your subscribers."

Most of the laws enacted by the various State legislatures follow quite closely the provisions of the Federal Food and Drugs Act. So far as we know, all of these require the declaration regarding alcohol content and quantities of narcotic drugs to be stated on the labels of preparations which may contain such substances. The States which have enacted laws with label requirements on the type of the Federal Act are as follows, the exceptions to this requirement in particular States being indicated in parenthesis:

Alabama, California, Colorado, Connecticut (except in case of drugs for external use only); Florida (percentage of alcohol must be stated on patent foods also); Georgia, Indiana, Iowa, Kansas (prescriptions exempt); Kentucky (prescriptions U. S. P. and N. F. preparations are exempt); Louisiana, Massachusetts (percentage of alcohol must be stated on proprietary foods); Missouri (prescriptions exempt); Nebraska (alcohol declaration on goods as well); New Hampshire, New



Jersey (prescriptions, U.S.P. and N.F. preparations exempt); North Carolina, North Dakota (prescriptions exempt); Rhode Island (alcohol percentage required to be stated on patent or proprietary medicines and proprietary foods only); South Carolina (prescriptions exempt); Ohio (prescriptions, U.S.P. and N.F. exempt); South Dakota, Tennessee (U.S.P. but not N.F. preparations exempt); Texas, Utah (prescriptions, U.S.P. and N.F. preparations exempt); Vermont, Washington, West Virginia (prescriptions and U.S.P. and N.F. preparations exempt); Virginia (U.S.P. and N.F. preparations exempt, but only when they conform to official standards).

In Delaware, Montana and Wyoming the Food and Drugs Acts do not require that the name of any ingredient shall appear upon the label.

In a recent issue of *THE SODA FOUNTAIN* a good authority stated that the use of benzoate of soda (subject of course to label requirements) in quantities of one-tenth of one per cent will be permitted during 1909 in the following States and Territories: Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Illinois, Indiana (?), Iowa, Isthmus of Panama, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, Ohio, Oklahoma, Oregon, Pennsylvania, Philippine Islands, Porto Rico, Rhode Island, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin.

In the following States the use of benzoate of soda is prohibited: Idaho, North Carolina, North and South Dakota, Wyoming and possibly Kentucky, the question not having yet been settled in the latter State.

#### Brown and Black Shoe Polish (Paste).

(R. C.)—Various formulas of this character have been published in recent issues of this journal. Here is another one:

##### Brown.

Yellow beeswax .....	1 ounce.
Palm oil .....	1 ounce.
Oil of turpentine .....	3 ounces.

A little oil-soluble brown aniline may be added if the paste is not dark enough. For black, use the same basis, adding a sufficient quantity of oil-soluble nigrosine.

#### Black Leather Shoe Polish.

(J. H. W.)—The following formula is suggested for making a black leather shoe polish:

Rectified spirit .....	1 gallon.
Blue-black aniline .....	20.8 drams.
Bismarck brown aniline .....	31.2 drams.

Agitate occasionally in the course of 12 hours if there is any deposit. This makes what is known as the "mother liquid dye." To complete the blacking take of—

Rectified spirit .....	1 gallon.
Mother liquid dye .....	$\frac{1}{4}$ gallon.

Mix and add the following:

Camphor .....	11 ounces.
Venice turpentine .....	16 ounces.
Shellac .....	36 ounces.

When solution is effected add the following:

Benzine .....	$\frac{1}{4}$ gallon.
Castor oil .....	3.15 ounces.
Boiled linseed oil .....	13.5 ounces.

Shake well to obtain a perfect mixture.

If the product is too thick, add spirit to secure the proper fluidity.

#### Compound Syrup of Hypophosphites (Cloudy).

(A. K.)—See this journal May 28, 1908, page 684.

#### Importation and Ownership of Patented Products.

(E. V. H.)—"Kindly give me your opinion of the buying and dispensing of chemicals imported and sold either under the trade name or equivalent chemical name. I would like to have your opinion from a legal or ethical point of view. Quite a lot of price lists are flooding over sections with low quotations on phenacetin, acetylsalicylic acid (aspirin), nucleic

silver (argyrol), etc. It is the old Canadian "smuggling scheme" in the new form of jobbers buying abroad and paying the duty, etc. In the testing of samples for comparison the products are practically the same."

This query brings to the front the oft-discussed question of the clash between the law governing the importation of patented products and the rights acquired by patentees in this country. In the one instance, the Government will permit any one to import a patented article so long as he pays the duty on it, but the minute it passes into his possession his right to ownership is attacked because he has in his possession a product which was not obtained of the owner of the patent in this country. Numerous attempts have been made to amend our patent laws in this particular, but unfortunately, such a condition is still permitted to exist. This being so, it remains for the druggist, if he would avoid trouble, to buy no such product except that which has been obtained through regular and reputable sources.

In the case of phenacetin, the problem is somewhat different, the patent for the manufacture of this article under the name of acetphenetidin having expired some time ago. The claim is still made, however, that the name "phenacetin" is trade marked, but it is a question whether such claim can be substantiated. It is therefore a debatable issue whether a druggist can justly use acetphenetidin in compounding prescriptions in which phenacetin is ordered. If individual ownership in the word "phenacetin" is admitted, then only that product put out by the owner or owners of phenacetin is "phenacetin." Of course, the courts have held that the name of a patented product becomes public property on the expiration of the patent, and it is our opinion that such would be the case in this instance. Any other admission would be as illogical as to contend that although acetphenetidin is phenacetin, phenacetin is not acetphenetidin. This question would not arise, however, if physicians would prescribe the product under its pharmacopoeial name. The only way for the druggist to avoid trouble, it would seem, is to buy those products which are subject to the patentee's rights from reputable jobbers or from the manufacturers' known agents.

#### New Reaction of Formaldehyde.

On adding formaldehyde to a dilute solution of ammonium sulphide a white precipitate is formed which settles to the bottom. The liquid remains clear and has lost all smell of hydrogen sulphide. Concentrated solutions of ammonium sulphide and formaldehyde interact immediately, giving a tough, colorless transparent mass which is sticky and can be drawn into threads. This hardens under water to a resinous mass which becomes soft when worked between the hands and can be molded into any shape. It melts at 45° C.; after heating to 100° C. for a time and cooling, it becomes transparent. It is soluble in chloroform and hot acetic acid; from the latter solvent it separates on cooling in long colorless needles, m.p. 208° C. The latter substance is also formed on warming the soft compound with 20-30 per cent sulphuric acid (*Chem. Zcit. through Jour. Soc. Chem. Ind.*).

#### Pharmacy College, State University of Iowa.

—William Dolash, '00, of Tama, enjoyed a visit from his father recently.

—On February 22 there was a university convocation. Senator A. V. Proudfoot delivered the address.

—Emil Benesh, '00, and B. E. Barkoll, '02, of Toledo, have purchased the Wilson drug store, of Marion.

—E. M. Wertz, '08, of Davenport, was in Iowa City recently to attend the Phi Chi party and call on old friends.

—O. L. Rogers, '07, has sold his business at Kalona to Otho Grady, '07, and a Mr. Rogers. Mr. Rogers called on friends at the college a few days ago.

—Howard Eddington and W. D. Talston, both of Pringhar; Ulysses S. Cary, of Des Moines, and H. Foster, of Scranton, have registered for second semester work.

—On February 12 the university held exercises in commemoration of Lincoln's birthday. The address was by Charles A. Clarke, of Cedar Rapids, a member of the Board of Regents.

—The members of the Phi Chi fraternity recently entertained their friends at a dance in Red Men Hall. The decorations were of the fraternity colors and college pennants and the effect helped to make the whole a most enjoyable affair.

## Methods of Keeping Up Stock.

### Buying Helps.

If we would carefully note the manner and expressions of our patrons, we would learn of many shortcomings in our storekeeping which otherwise might pass unnoticed and by remedying those faults we would add much to the convenience and time-saving details of system.

One day a patron requested a package of a certain liver pill. The druggist pulled open a drawer, delved through a heterogeneous mass of pills, ointments and powders, and after a vain and nervous search turned and informed the customer that he was "just out." The expression of disgust which the druggist observed upon that customer's face acted as an illuminant which revealed the disorder of the drawer in a manner that had not previously been seen. The druggist remedied the fault by making a very light cross section frame-work of wood which divided the drawer into square compartments of various sizes, from two by four to four by six inches each. This wood partition was of such a depth that it came within one and one-half inches of the top of the drawer. Next, he placed a smooth quarter-inch board, cut so as to fit closely within the drawer, over the partitions. This was ruled in squares corresponding with the partitions beneath and then carefully sawed with a thin-blade saw along all the ruled lines. In this way was secured a cover for each of the compartments, the covers when in place fitting closely and resting properly upon the edges of the partitions and yet in such a manner that each could be readily removed. After the partitions and covers were in place the goods were sorted into the compartments, the goods of most general sale being kept towards the front of the drawer. In a few cases where the packages were very small, or of exceedingly limited sale and consequently purchased in fractional quantities, sometimes two kinds—never more than three, were placed in one compartment. No more than the contents of one original package, and seldom that number, were placed in any one pocket or compartment. The stock packages were kept on a shelf in the rear of the store. After the goods were all sorted the druggist wrote in pencil, on each cover, the name or names of the goods to be kept beneath. This writing was done with a heavy, soft, black pencil, so that it might be readily removed by the use of a bit of sand paper. The next move was to fasten to each cover a sample of the goods to be kept beneath. These samples were fastened on the reverse side from that upon which the writing had been done, the samples being held in place by elastic cord run through perforations in the cover.

### Method of Using.

When the drawer was opened a mere glance would show the druggist or salesman the location of any article he was seeking, the sample itself serving as a handle by which to lift the lid, so that the desired article could be removed from below.

If the article removed was the last one of its kind in the compartment, it was the salesman's duty to place the cover, with the attached sample, upon the shelf-ledge above the drawer; after he had served the waiting patron it was his further duty to go to the shelf stock and procure the goods to replenish the compartment. Should the shelf stock be exhausted or low, he was directed to place at once the name of the article upon the want book. If the shelf stock should be entirely exhausted the cover was to be replaced in proper position, the sample to be sold only in case of a call before the arrival of new goods. In case of the sale of the sample the cover was reversed, so that the sight of the pencil written name denoted at a glance that the article was out of stock. When the compartment was replenished a new sample was invariably placed within the rubber loops and the old one sold, thereby avoiding any loss through shop-worn samples.

### Another "Short" Detector.

How many hundreds of dollars worth of business are lost through the careless handling of shelf stock? Goods are not kept faced, the last package is removed from the back of a shelf and sold without a corresponding entry on the want book, and the first thing one knows there is a call for the article which cannot be supplied and a sale is lost. A druggist who had much trouble with clerks in regard to "shorts" occurring from neglect, such as that described, and who was not himself

blameless, evolved the following scheme to avoid running out of proprietary medicines and similar shelf goods: He cut strips of clean, stiff cardboard one inch wide, the length being one inch less than the depth of the shelf. In this case the shelf was nine inches wide, so that the length of the strip was eight inches. From one end of each of these strips was cut an inch piece which was reattached to the main strip by a bit of muslin, which, at the point of junction, served as a hinge. The upper or hinged half of the strip was colored to conform with the general tone of the shelf, while the lower half was colored a brilliant red.

One of these strips was fastened over each row of goods by driving a thumb-tack through the inch hinge piece and then into the wood itself directly over the spot where the "face" or shelf-edge package of the goods would stand. When the rear package, the one against the wall, was in place it would naturally hold up the free end of the strip because that end would rest upon its top. If there were five bottles in the row the four in front might be removed without disturbing the strip, but as soon as the last one was taken out the strip would of course swing down and hang by its hinge at right angles with the front of the shelf. Thus, a glance along the shelves would disclose the brilliant red ends of the hanging strips and give warning of shelf, if not stock, shortage. On the other hand, the upper part of the strip, being colored like the shelving, made the strips almost invisible until the shelf vacancy caused them to swing down. If the goods were kept faced, the strip would be brought farther forward with each succeeding removal, so that though the last package might be taken from the front of the shelf the warning would be given just the same. The strips could be easily removed or changed about and their cost was hardly calculable.

### To Prevent Over-buying.

In the most orderly and systematic drug stores it is not an uncommon occurrence to buy goods of a line of which there is a forgotten or misplaced stock stored in the cellar, store-room or under the counters. To avoid this, the following system has been successfully used in a number of stores: Within each drawer of bulk goods, attached to the container of small goods which are sold from original packages or upon the bottom of the shelf beneath the proprietary medicines or other shelf goods, is fastened a gummed label upon which is written the quantity and location of the corresponding storage stock. If there is no such ticket it is known that all the stock of the article is in the sales space. When goods are taken from the storage stock to the sales space the quantity so taken is deducted from the quantity already indicated upon the label. By such an arrangement a check is provided against over-buying, and the scheme also serves as an added protection against stock exhaustion.

### "The Look-overs."

The most aggravating case of "outs" arises from the filling of dispensing containers from original packages without making note of the quantity that may remain in an original package. An energetic Virginia druggist prevents much of this trouble with what he calls his system of "look-overs."

In the cellar there is a table and in the back end of the store proper there is a shelf. Whenever any part of the contents of a storage container is taken to fill a dispensing container the person making such transfer is under rigid instructions to place the stock container upon the previously mentioned cellar table or store shelf, as the storage location of the article may indicate. If the transfer is made from a barrel, carboy or other container so large that it cannot be well placed upon table or shelf, then the individual making the transfer is directed to write the name of that substance upon a slate attached to the table or shelf.

Once each day the proprietor looks over the containers placed upon the table and shelf and those whose names are indicated by the memoranda upon the slates, and decides which of them should be placed upon the want list.

### Wonders of Medical Science.

Patient—Can I eat between meals if I feel a craving for the food, doctor?

Doctor—Certainly.

Patient—But last summer you said I should eat only at mealtime.

Doctor—Yes, but at that time you had no craving.

## PERSONAL MENTION

—J. W. NEBLETT, of Riverside, Cal., was a recent visitor in Los Angeles.

—J. C. BAUGH and wife, of Hailey, Idaho, are spending the winter in Arizona.

—GEORGE B. FORSTER, of Yonkers, N. Y., was a caller upon the trade in New York City last week.

—C. W. GREGORY, of the Black Hawk Pharmacy, Waterloo, Iowa, is recovering from a serious illness.

—H. LAPPLEY, a druggist of Mazomanie, Wis., is home after enjoying a few days vacation in Chicago.

—F. F. INGRAM, of Detroit, was a delegate to the National Tariff Convention held in Indianapolis last week.

—CHARLES N. CRITTENTON, of this city, has been conducting a series of philanthropic meetings in Georgia.

—F. A. COLLINS, of Collins Drug Company, of Newark, Ohio, was a visitor in New York drug circles a few days ago.

—J. GILES LOUIS, of Robert Stevenson & Co., Chicago, is spending four weeks at his winter home near Ocean Springs, Miss.

—N. H. KIEN, manager of the special preparation department of Parke, Davis & Co., spent two days in the Chicago branch last week.

—CHARLES A. CURTIS, of West Broadway, Boston, has been suffering from a rheumatic knee for several weeks, but is now greatly improved.

—DR. G. B. SMITHSON, of Wellborn, Fla., was a recent appreciated caller at the store of the Groover-Stewart Drug Company in Jacksonville.

—E. P. SHELLABARGER and wife, of Columbus Junction, Iowa, have returned home from a trip to Chicago, where they attended the automobile show.

—ALLEN KING, a Kewanee druggist, of the firm of Hill & King, was able to return home recently after spending two months in a Chicago hospital.

—CHARLES E. LORING, manager of the New York branch of the Powers-Weightman-Rosengarten Company, is enjoying a brief vacation at Atlantic City.

—GEORGE H. BROWN and wife, of Sheridan, Wyo., are on a trip to New York and other Eastern points, business and pleasure being the joint objects.

—WILLIAM PELLEY, of Mingo Junction, Ohio, was painfully injured in the face recently by a clothes-wringer which flew from insecure fastenings and hit him.

—JAMES P. CROWLEY, executive committeeman of the Chicago Retail Druggists' Association, is the happy father of a bright young daughter, who recently arrived.

—C. P. KALBACH and wife, of Bernville, Berks County, Pa., have returned home from an enjoyable sight-seeing trip which included Washington and other cities.

—E. F. GARDNER, special representative of Parke, Davis & Co. in the Eastern States, has returned from a visit in Pennsylvania to the New York branch of the house.

—JOHN V. EITEL, of Columbus, Ohio, has again demonstrated his popularity by being elected councilman-at-large, thereby smashing the political ring in that city.

—WILLIAM D. MACINNES, of R. E. Willard & Son, Inc., has been laid up in a hospital suffering from the effects of a severe fall. At last accounts he was greatly improved.

—ARNOLD F. GWINNER, vice-president and manager of the Whitteker-Gwinner Drug Company, of Dayton, Ohio, has been appointed a member of the Board of Sinking Fund Trustees of that city.

—M. ROLFE, Wisconsin representative of the Pacific Coast Borax Company, has been elected a director of the newly organized Wisconsin Association of Manufacturers' Representatives.

—G. H. RISLEY and party have been enjoying a period of recreation on his handsome yacht Hurrion in the waters in the vicinity of Old Point Comfort, preparatory to a trip to Key West, Fla.

—CHARLES HEYDEN, of Syracuse, has gone to Marathon, N. Y., to look after the drug store of Milo T. Wooster until the latter recovers from illness. Mr. Wooster has improved very slowly.

—F. C. BARNHART, representative of the Milwaukee Drug

Company in northern Michigan, with headquarters at Escanaba, Mich., was called to Owen Sound, Ont., recently by the death of his father.

—JOHN S. MUTH, of Muth Bros. & Co., wholesale druggists, at Baltimore, is at Atlantic City for a brief vacation, and George G. Muth, of the same house, went to Cincinnati this week to visit relatives.

—AMONG the visitors of the Milwaukee Drug Company last week were: W. W. Albers, president of the Wisconsin Pharmaceutical Association, of Wausau; Ora Hatch, druggist, Bloomington; John Schempf, Watertown.

—G. C. FROELICH, who represents Parke, Davis & Co. in Boston, was in New York City for several days last week renewing acquaintances at the branch and calling upon a number of old friends in the metropolitan district.

—THE following druggists were in Chicago last week: H. L. Speelman, Chadwick, Ill.; Clarence E. Patrick, Kankakee, Ill.; N. F. Reed, Ottumwa, Iowa; F. Emshwiller, Emshwiller Co., Montpelier, Ind.; C. Benesh, Toledo, Iowa.

—P. H. RUTLEY has taken a position as pharmacist for the Robbins Drug Company, at Argenta, Ark. He takes the place made vacant by the resignation of Lem L. Woods, who has become traveling salesman for a wholesale drug house.

—O. D. MARSTON, who for 25 years was a traveling salesman in the wholesale drug business, widely known in Tidewater Virginia, has retired, having resigned his position and will settle with his family in Tappahannock, Essex County.

—TRUMAN H. NEWBERRY is the greatest Secretary the Navy has ever had, and there never will be another like him," said Rear-Admiral Robley D. Evans, U.S.N., retired, while lecturing recently in Detroit, which is Mr. Newberry's home.

—DR. R. STEWART, of Powhattan, Kan., a prominent physician and druggist of Brown County, was recently dangerously injured while driving a team to Hiawatha. The horses took fright, ran away and the vehicle collided with a telegraph pole.

—HENRY MEIBOHM, retired druggist of Milwaukee, was a member of the coroner's jury which investigated the recent fire tragedy at the plant of the Johns-Manville Company, Milwaukee, which caused the death of six firemen and a loss of \$265,000.

—JOSEPH H. LUTZ, of New Britain, Conn., was at last accounts reported in a critical condition as the result of a stroke of apoplexy. A nerve specialist went from New York to aid his own physician in treating the stricken druggist and fraternity member.

—WILLIAM GULAGER, veteran secretary of the Philadelphia Drug Exchange, who was run into by a bicycle more than a month ago and sustained a broken leg, is able to be about again, although he walks with a cane. He spends a short time daily at the rooms of the exchange in the Bourse Building.

—W. J. PETTIFER, L. A. Seitz and J. P. Methudy, three St. Louis pharmacists, are on their respective party slates as candidates for the House of Delegates (aldermen) in that city. Owing to local conditions Messrs. Pfeiffer and Seitz stand a fair chance of being elected and Mr. Methudy an almost certain chance, if the nominations result as expected.

—MISS BLANCHE BOEHM, daughter of Sol Boehm, for many years treasurer of St. Louis C.P., has been selected to be sponsor of a steel lake steamer, United States, to be launched soon at Chicago by the Indiana Transportation Company. Chicago girls have been selected as sponsors for the other boats launched by this company but the leaders in the deep-waterway movement suggested that it was time to recognize other cities. St. Louis came first and Miss Boehm, a tall handsome brunette and quite well known in her home city as a vocalist, was the first to be named. She and her parents will be guests of honor at a banquet after the bottle of wine is broken.

—RICHARD P. WINKLER, of the export department of Parke, Davis & Co., has just returned from an eighteen months trip through Central America and the west coast of South America. In speaking of conditions in a general way, Mr. Winkler stated that a number of transportation improvements are taking place in Peru and Ecuador, railroad connection having been extended to Quito, the capital of the latter country. In Costa Rica floods are prevailing and it is hardly possible to ship goods into the country. No relief is expected for at least four months. With the exception of Colombia and Venezuela, trade in the countries of both Central and South America, Mr. Winkler reports as very satisfactory.

## OBITUARY.

## Two Maryland Druggists Dead.

BALTIMORE, Feb. 20.—News has reached Ridgely, Caroline County, Md., of the death of Howard M. Wilkinson at his home in St. Louis. Mr. Wilkinson was a native of Caroline County and for several years conducted a drug store at Dover, Del. He was a chemist of much ability and is said to have won a number of prizes from medical journals for articles on subjects related to chemistry. He left a large number of valuable formulas.

John A. Schulte, who for years conducted a pharmacy at Canton avenue and Wolfe street, this city, died today after a brief illness. He was 56 years old and a native of Baltimore. After serving an apprenticeship in several East Baltimore stores he entered the Washington University School of Medicine and subsequent to graduation he opened a pharmacy at Gough and Eden streets. He is survived by three brothers and two sisters.

## Charles Garthe, of Chicago.

CHICAGO, Feb. 20.—Charles Garthe, connected with the Chicago wholesale drug trade for over 40 years, died recently of apoplexy, aged 75. His last active employment was as superintendent with Robert Stevenson & Co. four years ago. Born in Germany in 1834, he came to America just before the Civil War and enlisted in an Indiana cavalry regiment, serving four years honorably. Mr. Dawson, of Robert Stevenson & Co., pays the following tribute to Mr. Garthe: "He was the best all around druggist I ever knew."

## DeLancey Bartlett, 53 Years a Druggist.

FAYETTEVILLE, N. Y., Feb. 20.—DeLancey Bartlett, with one exception the oldest druggist in Onondaga County, is dead as the result of an operation. He was 68 years old and had been continuously in the drug business for 53 years, being the oldest merchant of this place. Two sons survive, Dr. DeLancey F. Bartlett, of this village, who will continue the business, and Dr. Fred H. Bartlett, of New York.

## Black Cat Cause of Death of Druggist.

PITTSBURG, Pa., Feb. 20.—John Moerscher, a druggist, objected recently when his family got a black cat, but finally let it stay. Late at night, in the darkness, Moerscher stepped on the cat, fell downstairs, and died next day of a broken neck.

## Obituary Notes.

- C. M. RANKIN, of McLouth, Kan., is dead.
- C. W. CORBETT, postmaster and druggist of Port Orchard, Wash., died recently after a long illness.
- C. ROSS KING, of Corvallis, Ore., is dead, aged 35. He was a thirty-second degree Mason and leaves a widow and two children. He was an active and popular citizen.
- JOHN GUERDAN, aged 65, is dead in St. Louis, where he was a prominent druggist. He served in the Union Army as a pharmacist and later opened a store in St. Louis.
- JOHN HARRISON, until 1903 the financial man in Harrison Bros. & Co., Inc., manufacturers of chemicals, paints and white lead, died in Philadelphia recently, aged 73.
- DR. WILLIAM P. GOOLICK, a well-known druggist of Fredericksburg, Va., died suddenly on February 11 of heart trouble. He was 63 and served in the Confederate Army.
- RUDOLPH PRETZINGER, senior partner of Pretzinger Bros., druggists, Dayton, O., is dead, following a search for health all over the West. He lived for several years on a Western ranch.
- GEORGE C. TAYLOR, manufacturer of proprietary medicines at Fairport, N. Y., is dead, aged 74. He was village president and a member of the Congregational Church. A widow survives him.
- D. CANADAY, druggist, of Gunnison, Colo., died in St. Louis of pneumonia, February 9. He was born in Mayfield, Ky., and spent his early manhood in the employment of Meyer Bros. Drug Company, St. Louis, going in 1882 to Gunnison, where he bought a small drug store.

## Will Occupy New Store in Big Building.

DETROIT, Feb. 20.—The Detroit Drug Company will occupy the corner store of the nine-story building which will be erected at Woodward and Harmon avenues by Frank L. St. Armour.

## LONG DISCUSSION AT JOINT MEETING.

## Brooklyn Medical and Kings County Societies Have Pleasant Time With Propaganda as Subject.

Over twenty-five physicians and about half that number of pharmacists were present at the joint meeting of the Brooklyn Medical Society and the Kings County Pharmaceutical Society, which was held at Hart's Hall in Brooklyn last Friday evening, under the auspices of the latter organization.

The feature of the evening was the paper on "The Practice of Medicine and Pharmacy," which was read by Dr. William C. Anderson, of the Kings County Society. In his paper Dr. Anderson outlined several phases of the history of pharmacy and medicine, showing how by various influences, a wide breach had gradually developed between the two professions, which condition was a great detriment to both. He further went on to explain remedies for this situation which he said demanded immediate attention if pharmacists and physicians wished to maintain the practice of either medicine or pharmacy in the line of professions. Further on Dr. Anderson dwelt upon the matters of prescribing, dispensing and compounding, citing examples demonstrating how the physician as well as the pharmacist benefited by the U.S.P. and N.F. propaganda.

Dr. Barber replied to Dr. Anderson and heartily endorsed co-operation and extemporaneous prescribing. He stated that in his practice the fact had developed that the patient valued such prescribing much more than the simple work of writing for something which bore the ear-marks of the "patent" case, because skill was displayed from all sides by the former method while there was an entire lack of skill shown in the prescribing of semi-proprietarys. Patients as a rule, he said, regard skill very highly and if lack of it came to their attention all confidence would soon be lost in the physician and also in the pharmacist.

That there was great interest displayed by the physicians was evidenced by the number who expressed their views. Those taking a leading part in the discussion for the physicians being Doctors Heidesheimer, Muiet, Scott, Barber and Schneider; while Dr. Muir, Otto Raubenheimer, Jacob Rehfsuss, Charles Heimerzheim, E. J. Hules and Dr. Anderson took the initiative for the pharmacists.

The discussion on Dr. Anderson's paper lasted over two and one-half hours and it was nearly midnight when another paper relating to the practice of medicine was presented and read by Dr. O. L. Muiet. There was only a short discussion on this paper due to the lateness of the hour. Refreshments were served shortly after midnight.

The meeting was very harmonious throughout and members of both the professions expressed the hope that still another meeting could be arranged during the present season.

## Insult Resented by Massachusetts Ph.A.

BOSTON, Feb. 20.—Gov. Eben S. Draper has received the formal protest of the Massachusetts State Pharmaceutical Association against the charges made in the annual report of the Board of License Commissioners of Boston, in which the druggists of Boston were assailed in a sweeping manner. One of the strongest statements in the report was this: "As compared with the methods of many druggists the conduct of a majority of the so-called saloon keepers is highly commendable."

The matter came up at the meeting of the State association at Worcester last week, and the officers were directed to express to the Governor the resentment of the druggists at any such gratuitous insult. The charges of the licensing board are characterized as "reckless, erroneous and absolutely untrue, and which if uncontroverted are likely to work grave injury to the honorable and ancient reputation of our craft, and to that of every individual member thereof." The resolutions then call upon the Governor to request the license commissioners to show incontrovertible proof of their charges and if that is not done, to return the report to the board for correction and for expunging from the public record that part as "the board shall be unable to maintain as true and unimpeachable."

## Colored Druggists in Baltimore.

H. C. Spetzler has sold his drug store at Druid Hill avenue and Oxford street, Baltimore, to Garry & Stokes. The latter is a firm of colored druggists, making the fourth or fifth to engage in business in Baltimore. All appear to be doing well.

## LOUISVILLE PREPARES FOR N.A.R.D. MEETING.

**Committees Appointed at Gathering of the Local Association—Banquets for Guests and Ladies.**

LOUISVILLE, Ky., Feb. 20.—Local retail druggists are enthusiastic over the outlook for a memorable gathering of druggists in this city next September, when retailers from every section of the country will be here as delegates to the annual convention of the National Association of Retail Druggists. Already the local association is disposing of the preliminary arrangements, and if the plans now under consideration work out successfully local retailers will have much to remember when the convention is over. Recently an important meeting of the Louisville Retail Druggists' Association was held at the Board of Trade and a number of important committees were appointed to arrange an elaborate reception for the big crowd of visitors. About 50 prominent local druggists attended the meeting, which was presided over by Simon N. Jones, president of the local organization. The meeting was in session about two hours. The committees that were appointed are as follows:

**Hotel Committee**—Addison Dimmitt, chairman; H. O. Hurley, Ira J. Frick.

**Exhibit Committee**—T. P. Taylor, chairman; B. F. Santer, C. Troxler.

**Badge Committee**—Curt Krieger, chairman; Louis Hertle, J. A. Kregel, Harry Kampfmüller, Otto Dietrich.

**Finance Committee**—F. E. Isaacs, chairman; P. H. Wallner, John Sieberz, E. R. Bell, J. H. Wulff, Otto E. Mueller, I. Witelshofer.

**Entertainment Committee**—H. Baass, chairman; John Krull, Charles Albis, Mack Krieger, Fred Bender, Jr., W. B. C. Yount and G. B. McGinnis.

**Committee to Arrange Entertainments for Ladies**—R. F. Taylor, chairman; F. V. Simms, W. H. Beazley, Charles Bode and Frank Hertle.

**Advisory Committee**—M. Cary Peter, chairman; Charles B. Frick, Roy Bagby, Ed. Kloecheiman and Simon N. Jones.

I. Witelshofer was appointed to look after reception details. He will appoint a number of assistants in the near future to co-operate with him in getting up banquets for guests of honor and women attending the convention.

The meeting will be convened in this city September 6. It will hold forth at one of the local hotels, but it is not yet known which one. The hotel committee has charge of this matter.

## Druggist Gone—Stores Sold.

Adolf Weschler, who operated two stores in Poughkeepsie, N. Y., disappeared to parts unknown about three weeks ago to the disappointment of a number of his creditors. Several attempts which were made to locate him were abandoned last week and the stock and fixtures were sold at public auction by the mortgagee. The funds realized were not even large enough to cover the amount of the mortgage. The supposition regarding Weschler's disappearance is that he felt himself so involved that he decided on this plan to avoid considerable business troubles. He left no explanation and this is the only motive known for his flight. He was unmarried. The stores are now being run as two distinct corporations, having been bought in by the chief clerks employed in each, and they are operating under the names of the O'Hare and DeVassar pharmacies in charge of Milton Sanwood and John D. Sauter, respectively. The absent druggist has not been heard from.

## Only One Store in City Open on Sundays.

SHEBOYGAN, Wis., Feb. 20.—The new programme arranged by druggists of this city which allows only one drug establishment in town to remain open on Sunday evenings is meeting with much success.

## P.A.R.D. WILL CIRCULARIZE PHYSICIANS.

**Propaganda Work to Be Pushed—Doctors Ask for Aid of Pharmacists in Securing Legislation.**

PHILADELPHIA, Feb. 20.—An unexpected feature of the postponed meeting of the Philadelphia Association of Retail Druggists yesterday was the presence of Dr. A. M. Eaton, president of the Philadelphia County Medical Society, and Dr. A. Bern Hirsh, who addressed the members on the necessity of supporting the "one-board" medical bill that is now before the Pennsylvania Legislature. While this innovation interfered to some extent with the real purpose of the meeting—the propaganda agreement with the N.A.R.D.—the latter subject was disposed of for the present.

For a number of reasons, the propaganda issue between the local and the national associations has been an open question almost since the N.A.R.D. convention at Atlantic City. Several weeks ago Christopher Koch, Jr., was sent to Chicago to present the views and the wishes of the P.A.R.D. to the executive committee of the N.A.R.D.

## Enterprising Texas Pharmacist.



HENRY F. LACKEY,  
of Fort Worth.

recently elected president of the Tarrant County R.D.A., was born in Kentucky 34 years ago, but went with his parents to Texas when young and has grown up with the country. He is married, is a graduate of Louisville C.P., is a member of the Texas State P.A.A. and believes in shorter hours and Sunday closing, his pharmacy, one of the handsomest in Texas, being closed every Sunday.

While it was evidently believed by the latter committee that Mr. Koch was empowered to act for the P.A.R.D., it was agreed yesterday that there was no reason for this belief and the plan approved at this meeting in Chicago was considerably modified yesterday, although the motion to do so only prevailed by a majority of one vote.

The necessity of immediate action was emphasized and the wishes of the P.A.R.D., as indicated by the action yesterday, will be forwarded immediately to national headquarters. The entire proposition to advance the propaganda among physicians by sending out circular letters and by distributing printed matter was thoroughly ventilated by President Frank W. Fluck, Charles Rehfs, David J. Reese, Samuel C. Henry, William E. Lee, Harry C. Blair, Harry J. Swain and others. Representative J. H. Barlow was instructed to communicate with every member in good standing and to have him send to Secretary N. A. Cozens a list of eight or ten physicians to whom he wishes this propaganda material sent.

Dr. Eaton, in explaining prior legislation, led up to the necessity of covering certain loopholes by which persons indifferently educated and in no way qualified to practice medicine, had been posing as physicians in Pennsylvania. He said this State was far behind others in this respect. The "one-board" bill whereby all applicants for the right to practice in Pennsylvania should be examined by one board who should work under the same law which contains the definition of the practice of medicine and states what qualifications applicants should have, according to Dr. Eaton, will not only raise the standard of medicine in Pennsylvania but will eliminate the criminal doctors and the otherwise unfit who now are flocking to Pennsylvania from other States where they would be prosecuted were they to attempt to effect a cure.

Dr. Hirsh said that more than 40 other States were ahead of Pennsylvania in the protection afforded its citizens by their medical legislation. He described conditions and urged that the pharmacists use their influence on the ward political leaders of the city so that they would use their influence on the powers at Harrisburg that there would be no question of the passage of the bill when it comes up for final action. Both speakers declared that there was no wish to force legitimate medical schools or responsible practitioners out of business.

There will be a large delegation of physicians and pharmacists visit Harrisburg next week when there will be a hearing on the bill in committee.

For actual service the "old cat" is preferable to the girl cashier with "kittenish" ways.

## ANTI-COCAINE FIGHTERS WIN A VICTORY.

**Persistent Druggist Finally Yields to Heavy Fines and Goes Out of Business—Will Keep Up War.**

CLEVELAND, O., Feb. 20.—The cocaine war waged for nearly two years by the Ohio State Board of Pharmacy against Mark Kline, druggist, 1870 East Sixth street, was brought to an end recently in police court by an agreement according to which Kline is to sell out and retire permanently from the drug business. The agreement was made between attorneys for Kline and the police prosecutor, who has been handling the cases for the State board. It was sanctioned by Police Judge Levine.

According to agreement, Kline is to pay a previous fine of \$500 and costs imposed last December. He pleaded guilty in a case just finished and two other cases not yet tried. Levine imposed a fine of \$500 in each case and suspended them, making a total of \$1500 in fines, which will be imposed if he ever returns to the drug business. He was given six weeks in which to dispose of his store.

Prosecutor Cull may go to Cincinnati to assist the State Board of Pharmacy and the Cincinnati prosecutors in prosecuting cocaine cases which are about to be brought to trial in that city.

"The war in Cleveland is not over yet," he said. "We have so far won only one battle and there are others to fight."

### Judge Called it "Fake Prescription Writing."

ST. LOUIS, Feb. 20.—Dr. Omer Willis, who was recently trapped in a Cass avenue drug store and fined \$300 for selling cocaine, has again been tripped up by the police. This time he also got the limit, \$300, and an expression of regret from the judge that he could not make it more. Dr. Willis' defense in the former case was that he sold the drug as a physician and that it was not necessary for him to go through the form of writing the prescription. The judge held that the writing was the dividing line between the professions and fined him.

This time Dr. Willis was in his newly established physician's office and wrote a prescription for a plain-clothes policeman, marking it "habitual." The policeman said he told Dr. Willis that but the latter made no further investigation and that his statement was untrue; that he had never used cocaine in a single instance.

Judge Tracy, of the First District Court, denounced such prescription writing as a fake, hence the fine. Dr. Willis will appeal on the ground that the judge has no right to go behind the prescription.

### Fighting Cocaine Evil in Three Cities.

KANSAS CITY, Feb. 20.—Harrison Webber, drug store manager, recently sentenced to the workhouse in default of \$9000 fine for selling cocaine, has turned State's evidence against his former employers, the Myers Medical Company. Warrants have been issued.

CHICAGO, Feb. 20.—Joshua Darsey, owner of a drug store at 160 1/2 West Fifty-first street, was recently arrested on a charge of selling cocaine without a physician's prescription.

PITTSBURG, Feb. 20.—Police department here has started a vigorous war against druggists who sell cocaine unlawfully, due to assaults on women by negro "coke" fiends.

### Druggist Sells Ounce of Cocaine to Detective.

Federico Lo Pinto, a druggist at Mott and Broome streets, Borough of Manhattan, New York City, was recently indicted by the Grand Jury on the charge of illegally selling cocaine on January 7. A detective, disguised as a tramp, and carrying a crutch, secured an ounce of cocaine from Lo Pinto, paying for it with marked money. The arrest was made immediately, but release was secured on \$1000 bail which was furnished for his appearance before the jury which indicted him. He will be tried in the Supreme Court in a few weeks.

### Asks More Stringent Anti-Cocaine Law.

BOSTON, Feb. 20.—The State Board of Health, in its annual report, has made another recommendation regarding the sale of cocaine, so that it may be possible to prevent the traffic in private houses. The present law prohibits the sale or gift of cocaine in any "street, way, park, square, or other public

place, or in any hotel, restaurant, liquor saloon, barroom, public hall, or place of amusement, or public building." During the past year, through experience gained in attempting to enforce the law, it was discovered that when the cocaine was sold in a tenement or private house the law was not violated. The Health Board therefore recommends that private houses and tenements be included in the law.

### DRUG CLERKS DID NOT ASK FOR DONATIONS.

**Advertising Man Gives the Michigan Association a Very Unpleasant Experience, But Promises to Settle.**

DETROIT, Feb. 20.—The Drug Clerks' Association of Michigan has just had an experience which caused no end of annoyance. Some time before the annual ball, on January 28, a young man introducing himself as A. E. Coulton, came forward with what seemed to be a fair proposition. For the privilege of getting out the invitations and programmes he offered the association a bonus large enough, those in charge figured, to pay for the decorations.

So the deal was closed. The ball was a huge success and the boys were more than pleased with the programme, except that the amount of advertising exceeded the limit allowed. But when, a few days ago, the association's printer presented a large-sized bill for printing the programme and invitations, the clerks were genuinely surprised. Coulton had learned the name of the printer employed by the association, and had simply had the work charged to that body, regardless of the contract. He also sent out unauthorized letters soliciting donations.

The clerks at once took the matter up with the police, who brought Coulton in and talked turkey to him. He promised to settle and the threatened prosecution has been called off. The association is now seeking to set itself right in the eyes of drug concerns which, without its knowledge or sanction, were solicited to buy tickets. A letter of explanation will be sent to each of them, and those who contributed any money will be reimbursed. Incidentally, the clerks have made up their minds that hereafter when there is any printing to be done they will look after it without outside assistance.

### Missouri Druggist Fined \$6200 for Booze Selling.

OREGON, Mo., Feb. 20.—J. B. Hinde, of the Hinde Drug Company, was found guilty recently on 21 indictments charging illegal sale of liquor under the new local option law, and was fined \$300 on each of 19 counts and \$300 and six months in jail on each of the remaining two indictments, making a total of \$6200 and one year in jail. The judge, however, commuted the sentence, Mr. Hinde to pay in cash \$1200 and all the costs in the 21 cases, surrender his Government liquor dealer's license at once, refrain from the sale of or clerking in a store where liquor is sold, and refrain from excessive use of liquor himself.

### Jury Refuses to Convict "Near-beer" Seller.

BATTLE CREEK, Mich., Feb. 20.—Believing that "Tonica," a beverage manufactured in Indianapolis, is not a real beer, a jury in the Circuit Court here acquitted John Katz, of Burlington, of violation of the liquor law in placing it on sale. Two witnesses swore that "Tonica" was too much of a "near-beer" to admit of dispute, but Toledo and Indianapolis experts swore otherwise.

### Wisconsin Ginseng Growers Organize.

ANTIGO, Wis., Feb. 20.—Efforts are being made for the organization of a State ginseng growers' association, with Peter W. Krier back of the movement. Wisconsin is rapidly becoming a center for the cultivation of ginseng and growers have felt for some time that there was urgent need for organization.

### New Fountain for Jersey City Druggist.

Eugene Hartnett, Jersey City druggist, whose large and increasing soda business demanded greater facilities, has ordered an 18-foot iceless fountain of the Becker Company.

### Quits Bicycles for Drug Trade.

Charles Buersatte, of Manitowoc, Wis., has sold his bicycle business and will now devote his entire time to the drug trade.

## IN ONE DRUG STORE FOR HALF A CENTURY.

**Edwin Sumner Has Been in the Retail Business for Three Years More Than That Period in Wisconsin.**

MADISON, Wis., Feb. 20.—Edwin Sumner, the oldest druggist of Madison and one of the pioneer druggists of the State, has just celebrated the fiftieth anniversary of his location in his present store building at 15 South Pinckney street. The well-known druggist kept "open house" at his pharmacy all day and friends from all over the city and southern Wisconsin dropped in to offer congratulations. Each caller received a card and was assured by Mr. Sumner that he would be in the same location to greet them many years hence.

Mr. Sumner has been engaged in the drug business for nearly 53 years and is still hale and hearty. One of his friends, in congratulating Mr. Sumner, offered the suggestion that judging from his personal appearance, drugs must be a good thing.

"Oh, I haven't been taking them," answered Mr. Sumner, "I've been selling them."

The history of Mr. Sumner's connection with the drug business of Madison is best told in his own words:

"I came to Madison from Tiffin, Ohio, arriving in Madison on May 24, 1856," said Mr. Sumner. "I entered the University of Wisconsin on June 1 of that year and closed my schooling at the end of the university year. After a vacation of about ten days I went to work for Dunning & Paine, who were then conducting a drug and grocery business in the store now occupied by Andrew Mayers, where I continued to work until February 1, 1859, when I came to my present location. I was then a member of the firm of Dunning, Jones & Sumner. After two years Mr. Jones retired from the firm and for 35 years the business was carried on under the name of Dunning & Sumner. In May, 1893, Dunning sold his interest in the business to me, and I admitted to partnership my son, Louis, and from this time the firm was styled Sumner & Son."

## WOULD CONTROL PEDDLERS.

**Bill Favored in Wisconsin Gives**

**Power to State Pharmacy Board.**

MADISON, Wis., Feb. 20.—Druggists of Wisconsin have been lending their support to a bill offered in the State Legislature by Assemblyman Burke requiring peddlers of drugs and medicines to be licensed by the State Board of Pharmacy. General sentiment seems to be in favor of the measure and there is every indication that it will pass both houses. Druggists say that in the past no small amount of competition has come from this "peddler" class of business and that in addition to the ordinary license required for "peddling," vendors of drugs should come under the control of the State Board of Pharmacy as well as the druggists themselves, if for no other reason than as a matter of protection to the public at large. As it is at the present time, a vendor may secure the ordinary peddling license and sell anything in the shape of so-called drugs. It is believed that by putting drug peddlers under the control of the State Board of Pharmacy that the practice of distributing free samples of drugs from house to house will also be curtailed.

## One Drug Store for 1140 People.

The city directory of Indianapolis for the year 1900, just issued, estimates the population of that city at 240,150, as against 236,160 in 1908. The retail drug stores in 1900 number 202, or one drug store to each 1140 of population, which certainly is not an undue proportion when the great variety that now characterizes the business is taken into consideration. The retail drug trade in Indianapolis during the past year has been good.

## MASSACHUSETTS PH.A. ACTS ON BILLS.

**Good Attendance at Mid-Winter Meeting at Worcester Despite Blizzard Weather—Much Business Done.**

WORCESTER, Feb. 20.—The mid-winter meeting of the Massachusetts State Pharmaceutical Association was held at the Bay State House, with an attendance of over 100 druggists from all over the State. It was one of the largest mid-winter meetings of the association, and also one of the most representative. The day was unpropitious, a blizzard of rain and snow prevailing, but it seemed to have almost no effect upon the members, or else to keep away only the less earnest members. A vast amount of business was transacted, the opinion being expressed that the record in this respect was unapproached at any other mid-winter meeting.

The recommendations for legislation made by the State Board of Registration in Pharmacy, and the report of the committee on legislation on bills now pending in the Legislature all came up for action. It was announced that the State board would withdraw its recommendation regarding the extension of the eighth class license, which now applies only to no-license cities and towns, to all cities and towns. The association approved the board's recommendation that the act of revoking a certificate of fitness from a druggist shall also constitute to revoke the license itself, which the present law does not permit.

Most important of all the board's recommendation was that relating to increasing the fee for a certificate of fitness, which is now \$1. The board recommends that the fee be increased to \$5, and that the druggist be exempted from the necessity of giving a bond for the faithful performance of the conditions of the license. Never has it been necessary for any druggist in Massachusetts to pay an indemnity for a bond, yet every year 1600 druggists in the State have each paid \$5 for a bond to the various bonding companies.

One other recommendation that the board shall have power to revoke the certificate of registration in pharmacy for gross habits of intoxication, the association voted to approve, provided the revocation does not take place until after a complete hearing and the vote is by the full board and unanimous.

The legislative committee was requested to prepare a draft of a sixth class license to be presented at the annual meeting in June, for recommendation to the Legislature of 1910.

Action was taken on a large grist of bills. The many Sunday bills providing a fee for keeping open on Sunday will be opposed as regards the imposition of a fee for the purpose.

An amendment to the cocaine law will be opposed, because it would forbid the sale of any preparation containing not only cocaine, but either morphine, opium or chloral.

A bill to place schools of pharmacy under the supervision of the State Board of Education will be opposed.

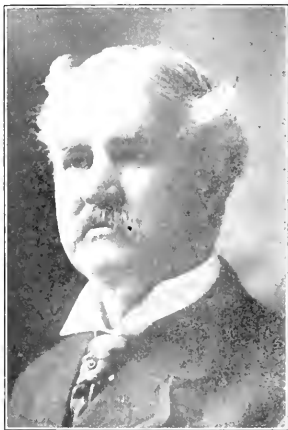
A bill which would create a State excise board will also be opposed. So will the bill to tax soda fountains and to consolidate the Board of Registration in Pharmacy with other registration boards of medicine, dentistry and veterinary medicine.

## C. S. Thompson Not With Smith, Kline &amp; French Co.

In view of the numerous inquiries which have been received as to whether Carter S. Thompson is now connected with Smith, Kline & French Co., Harry B. French, vice-president, is authority for the statement that Mr. Thompson is not now and has not been for some time past in the employ of their company.

## A Change.

"I remember when she told me he was her ideal."  
"Yes. Now he is merely her husband."



EDWIN SUMNER,  
of Madison, Wis.

## WORKING AN OLD SWINDLE IN NEW YORK.

**Bogus Orders Presented to Wholesalers by Men Pretending to Be Clerks for Retail Druggists.**

The wholesale drug trade is warned to be cautious in filling orders for drugs and chemicals which are written upon the stationery of well rated druggists and presented by persons who claim they are clerks employed in the stores.

Through the investigation of an order which was presented in a wholesale house last week by a person who excited suspicion the fact was developed that the old game of swindling by means of fictitious orders is again being operated in New York City. So far as has been disclosed by the investigations the operations have not been very extensive, but several new cases came to notice in some houses a few days ago when bills were rendered for goods which were delivered to supposed drug clerks, who had orders written upon the stationery of the customers.

No clerks were found in any of the stores who answered the description of the persons who ordered and received the goods. The orders were most of them written upon prescription blanks, but the letter forms and regular order blanks were also used in some instances. The supposition is that there is a gang of unemployed drug clerks who are resorting to this method of procuring money. Once packages of valuable chemicals, codeine and other alkaloids and half-dozen lots of high-priced beef extracts seem to be the favorite articles in demand, and only small lots of convenient articles have been ordered.

No clue exists as to the identity of any of these swindlers but the fact remains that the parties who are working the game are in the possession of stationery of quite a number of retail pharmacies located in New York City and vicinity.

## Drug Salesman Wanted for Passing Bad Checks.

J. H. Whitney, Chief of Police, State House, Boston, Mass., has sent the ERA information regarding the operations of Irving Snow, who is wanted for passing worthless checks and larceny. Snow was formerly employed by Holton & Adams, of New York, and by the F. M. Keeler Company, Boston, as a traveling salesman selling drug supplies. He is 35, 5 feet 4 or 5 inches tall, 135 pounds, smooth face, medium complexion, wears glasses and when last observed wore dark clothing and a fur-lined overcoat. Chief Whitney says that the man is a slick talker who calls on former friends and persuades them to cash checks for him or identify him at the bank. Some of the checks have been made payable to the "Wal. M. Snow Manufacturing Co., Baltimore, Md." but there is no such concern. If found the man should be promptly arrested and word sent to Chief Whitney, or to William G. White, Chief of Police, Pittsfield, Mass.

## Druggists to Aid Anti-Tuberculosis Movement.

PHILADELPHIA, Feb. 20.—With the expectation of enlisting the co-operation of the retail druggists of the city in the efforts that are being made to stamp out tuberculosis, the afternoon of March 11, at 3 o'clock, has been set apart for a discussion on "The Relation of the Druggist to Tuberculosis" at the International Tuberculosis Exhibition now in progress here. This exhibit is being conducted under the auspices of the Department of Health and Charities of Philadelphia and invitations have been sent to every druggist in the city to attend. The list of speakers has not been announced but it is understood that it will include several prominent physicians and pharmacists of the city.

## Working for New Pharmacy Law in Missouri.

ST. LOUIS, Feb. 20.—H. O. A. Ungeel, acting chairman of the Missouri Ph.A. legislation committee, has had copies printed of the proposed pharmacy law as introduced in the Missouri Assembly and sent to each member of the association with a request that the member bring to bear all of the influence he has on the representative and senator from his district. Reports that reach the committee indicate that the druggists will put more enthusiasm into working for this bill than has been aroused for any proposed pharmacy law since 1879 when the present law was secured.

The worst habit some druggists have is telling their patrons about the bad habits they, the druggists, have abandoned.

## DR. SOLLMANN SUCCEEDS PROFESSOR HAAKE.

**Distinguished Author Accepts Position on the Staff of the Cleveland School of Pharmacy.**

CLEVELAND, O., Feb. 20.—At a recent meeting of the board of trustees of the Cleveland School of Pharmacy, Prof. W. H. Haake resigned as professor of materia medica and Dr. Torald Sollmann, of Western Reserve Medical School, was elected in his stead.

This announcement is worthy of consideration from two points. As to Professor Haake, demands of business made it necessary for him to relinquish the position which he has faithfully and ably filled during the past five years and he retired with the warm personal regard of all his associates at the school.

As to Dr. Sollmann, the school has been indeed fortunate to secure his services. As professor of pharmacology and materia medica at Western Reserve Medical School, as author of Sollmann's Pharmacology; as joint author of Hatcher & Sollmann's Materia Medica and as a member of the Council on Pharmacy and Chemistry of the American Medical Association, he has won a national reputation in pharmacology and pharmacognosy.

## Busy Meeting of Northern Ohio Druggists.

CLEVELAND, Feb. 20.—At the February meeting of the Northern Ohio Druggists' Association, which was held in the lecture room of the Cleveland School of Pharmacy, President Schmeurer was in the chair. Letters from Secretary Potts, of the N.A.R.D., and from the National Grange, relative to good roads legislation were read.

Mr. Johnson, Ohio representative of the N.A.R.D., outlined the work of the N.A.R.D. He explained the proposed propaganda work and announced that January was the biggest month in the history of the N.A.R.D.; the collection (\$9000) being twice as much as they were in January, 1908.

Among his recommendations were the securing of a man to do detail work in Cleveland and the vicinity, part of the expense to be defrayed by the N.A.R.D., part by the N.O.D.A.; increased political activity on the part of the druggists; appointment of a committee of five to confer with the Cuyahoga delegation relative to drug legislation.

A legislative committee of five was appointed consisting of Messrs. Selzer, Christian, Tielke, Remy and Hechler.

The secretary was instructed to notify congressmen by special delivery that the association is unalterably and emphatically opposed to all parcels-post and postal checks legislation.

Resolutions endorsing the candidacy of E. Voss, of Cincinnati, as member of the Board of Pharmacy were ordered sent to Governor Harmon and to the secretary of the Ohio Valley Druggists' Association.

## Ohio Drug Clerks Want Representation.

COLUMBUS, Feb. 20.—Ohio drug clerks want representation on the State Board of Pharmacy, and William F. Kaemmerer, of Columbus, in a letter to Governor Harmon, sets forth their claims at length. He points out incidentally that the five druggists recommended by the State Ph.A. to succeed Julius Meyers, of Cincinnati, whose term is to expire soon, are Republicans. The board is now composed entirely of proprietors.

## Ohio Valley D.A. Fights Tuberculosis.

CINCINNATI, Feb. 20.—The Ohio Valley Druggists' Association is now allied with the Anti-Tuberculosis League. The combination of forces occurred recently at the annual election of the league. The league's officers gladly accepted the application of the O.V.D.A. for membership, and the consumption fighters will in the future have strong support by the druggists.

## Chicago Branch A.Ph.A. Election.

CHICAGO, Feb. 10.—The Chicago Branch of the A.Ph.A. has elected the following officers for 1909: President, Oscar Oldberg; first vice-president, C. A. Storey; second vice-president, E. N. Gathercoal; third vice-president, Dr. Bernard Fantus; secretary-treasurer, W. B. Day. Committee chairmen: Membership, S. C. Yeomans; educational and legislative, C. H. Avery; practice, J. J. Boehm; medical relations, C. S. N. Hallberg; public relations, T. V. Wooten.



## DRUG LICENSES "RENTED" IN ILLINOIS—PREPARING FOR QUINCY CONVENTION OF STATE PH.A.

### Pharmacy Board Will Prosecute Druggists for Evading Law.

CHICAGO, Feb. 20.—Twenty or more druggists who, it is alleged, have been evading the State laws regulating pharmacy by illegal use of licenses, will face prosecution next month when evidence now in the possession of the State Board of Pharmacy is turned over to State Attorney Wayman.

A number of men who are alleged to have been operating under licenses issued to pharmacists, who have gone out of business and which have been rented at from \$5 to \$10 a month, will be forced to defend themselves in court to ward off possible fines of \$200 each. This was the statement of Charles H. Avery, of the State board, recently.

"We have found quite a number of 'irregularities,'" said Mr. Avery, "but the fact that licenses must be renewed each year assists us materially in detecting attempts to evade the law."

It is believed by several druggists that the operations of a band of "license dealers" have been unearthed and that at least 20 will be prosecuted.

### Work of the Chicago Retail Association.

CHICAGO, Feb. 20.—The Chicago R.D.A. has succeeded in pushing an itinerant vendors' ordinance through the City Council, which if enforced and the druggists have resolved to see that it is enforced, will clear Chicago streets of this form of drug parasite that have thrived so well of late under the wings of the legitimate drug trade. The text of the ordinance includes all persons selling or giving away drugs, nostrums, ointment or applications unless such vendor is licensed by the State Board of Health. A penalty of not less than \$25 and not more than \$200 will be imposed for each offense. The ordinance as drawn up is the result of much work and care by the attorneys of the C.R.D.A. and is supposed to meet every requirement. President S. C. Yeomans says: "It represents much work and careful consideration and will probably be looked to as a model by other cities contemplating such a law. It covers every phase of the problem."

The Chicago association is showing much spirit and agitation over a letter recently written by J. E. Bartlett, manager of the Chicago Branch of Parke, Davis & Co., which stated to the recipients that if they paid a price he referred to for five grain Cascara tablets they were paying too much and that if they would go to any State street store they could get the same tablets at a much lower figure. When the letter was published the Chicago outlying druggists went up in arms and protested to the president of Parke, Davis & Co. for directing customers of the outlying stores to the big downtown establishments. The protest resulted in repudiation of the sentiments expressed. The writer, it was explained, was not speaking for the house at the time.

Plans are being made for a joint meeting in the future of the legislative committee of the C.R.D.A., I.P.A. and the Chicago branch of the A.P.H.A. for the purpose of getting better drug laws from the Illinois Legislature.

### Chicago Notes.

—Next month the State Board of Pharmacy will check the list of registered pharmacists of Illinois.

—Otto Forges, a prominent South Side druggist, has sold his store at 4300 Grand boulevard to E. Komie.

—Edna Nichols, druggist, formerly at Lexington avenue and East Fifty-fifth street, has resumed business one block east of her former location, 426 East Fifty-fifth street.

—H. P. Swartz, of Crown Point, Ind., and Mr. Leake, of Leake Brothers, Dixon, Ill., were recent visitors in Chicago, spending a larger portion of their time at the automobile show.



WILLIAM G. BAXTER.



A. C. KOCH.

Two more active workers of the Illinois Pharmaceutical Travelers' Association are presented above. Mr. Baxter is the second vice-president and represents Grommes & Ulrich. Mr. Koch is on the press and publicity committee and represents William R. Warner. Preparations for the Quincy meeting, June 15-17, of the Illinois Ph.A. are rapidly progressing. Among the features will be a theater party, steamboat and carriage rides, a shirt-waist ball, as well as sports.

Both are enthusiastic motorists and each purchased a big touring car. Leake Brothers have recently incorporated their drug business under the new name of the Leake Brothers Company.

—F. O. Bailey, the Chicago representative of the J. Hungerford Smith Company, gave a dinner recently to the salesmen of Peter Van Schaack & Sons at the Bismarck Garden. There were 14 present.

—A warrant was obtained last week by the Law and Order League of Englewood, Chicago's southern suburb, for the arrest of John L. Copelin, owner of a drug store at 4198 Halsted street, charged with having a slot machine in his store.

—James E. Bartlett, manager of the Chicago branch of Parke, Davis & Co., recently celebrated the twentieth anniversary of his connection with the company at his home, 50 Aster street. Quite a number of the executive force of the Detroit office attended the celebration.

## DR. WILEY'S WHISKY RULE STANDS.

### President Roosevelt Denies Rectifiers' Petition and Overrules Commission.

WASHINGTON, Feb. 23.—President Roosevelt today denied the petition of the rectifiers which asked for a modification of the internal revenue branding regulations on the labelling of neutral spirits mixed with whisky and colored with caramel. He also declined to approve the recommendation of a commission appointed by himself which reported to him in favor of the rectifiers' request.

The President indorses and makes public an opinion of Attorney-General Bonaparte, which declares the position of the rectifiers and the conclusions of the commission to be an error. Dr. Wiley's views on whisky thus are upheld. The Attorney-General in declaring that "imitation whisky" is the only proper name and in deciding that the terms suggested by Dr. Dunlap are not legal, says: "I cannot fail to recognize in Dr. Dunlap's recommendation a challenge of the correctness of my conclusions." Mr. Bonaparte declares that the terms suggested by Dr. Dunlap and the rectifiers are not only at variance with the opinions of the Department of Justice, but are also at variance with the decision of the courts.

## BOARD EXAMINATIONS

### Oklahoma.

GUTHRIE, Feb. 10.—At the examination held by the Oklahoma State Board of Pharmacy on Jan. 12 a class of twenty-nine was present. The following made grade entitling them to certificates as registered pharmacists:

A. J. Buttery, Fairfax; F. W. Bridgeman, Wakita; T. E. Baker, Fairfax; A. G. Grouch, Oklahoma City; J. E. Fuller, Sayre; E. E. Flagg, Mooreland; William Holmes, Snyder; A. S. Howard, Texola; Lewis J. Jones, Eschite; W. H. Lee, Cheyenne; J. D. Love, Nashville; F. B. McNeal, Wister; E. E. Reynolds, Mountain View; R. A. Ransom, Sewell; O. F. Smith, Blackwell; M. H. Spangler, Canute; S. L. Sieg, Tribbey; J. F. Snyder and A. H. Shoals, Guthrie; C. H. Throckmorton, Wauette; J. C. Watkins, Hallett; S. S. Widener, Jefferson.

REGISTERED ON DIPLOMA.—R. L. Bowyer, Chickasha, Okla., Southern C.P.; W. A. Bade, Oklahoma City, Chicago C.P.; B. R. Britegam, Liberal, Kan., Ohio N.U.C.P.; H. C. Beckman, Little Rock, Ia., Highland Park C.P.; M. W. Carey, Marcus, Ia., Highland Park C.P.; R. C. Cavitt, Colgate, Okla., Northwestern University C.P.; Walter H. Dippel, Sag Harbor, N. Y., New York C.P.; Martin R. DePauw, Latonia, Ky., Cincinnati C.P.; J. J. Drisko, Bartlesville, Okla., University of Kansas; E. E. Eubanks, Topeka, Kan., Highland Park C.P.; Frank P. Fry, Altoona, Kan., K.C.C.P.; Harry L. Fleming, Gibsland, La., University of the South; Frank H. Foster, Maywood, Ill., N. W. University C.P.; R. C. Garland, Gaffney, S. C., South Carolina C.P.; Lucien R. Herbert, Belmont, Ia., Highland Park C.P.; Clarence D. Highfill, Gentry, Ark., Ohio Institute of Phar.; F. E. Hottiger, Howard, Kan., Highland Park C.P.; John C. Johnson, Oklahoma City, Northwestern U.C.P.; W. W. Joachins, St. Louis, Mo., Valparaiso University; William C. Jenkins, Cozeta, Okla., Northwestern U.C.P.; A. V. Johnson, Cunningham, Kan., Scio C.P.; H. C. King, Baltimore, Md., University of Maryland; H. A. Littlefield, Denver, Mo., Ohio N.U.C.P.; L. C. Munch, Whittemore, Ia., Highland Park C.P.; C. M. Mobley, Gainesville, Tex., S.C.C.P.; E. K. Mengel, Stigler, Okla., Ohio Northern C.P.; C. H. Phillips, Sioux City, Ia., Valparaiso C.P.; H. L. Rose, Columbia, Ill., St. Louis C.P.; Porter T. Ragland, Tecumseh, Okla., Oklahoma University; Dr. G. A. Share, Seiling, Okla., Valparaiso C.P.; John I. Wilson, Cambridge, Ohio, Northern University C.P.; H. D. Wilcox, Salem, W. Va., Pittsburg C.P.; J. L. Wilder, Webb City, Mo., St. Louis C.P.; John F. West, Valparaiso, Ind., Valparaiso University; Guy W. Wilcox, Oklahoma City, Oklahoma University; A. H. Wolf, New York City, New York C.P.; A. F. Wilkerson, Marion, Ala., Ohio Institute of Phar.

The next meeting will be held in Ardmore, April 13-14. Applications should be filed with the secretary, J. C. Burton, at least ten days previously. Blanks furnished on request.

### California.

SAN FRANCISCO, Feb. 10.—At the meetings of the California State Board of Pharmacy held in January in Los Angeles and San Francisco the following parties were granted registration as licentiates in pharmacy: Richard Apsley, Otto Elwood Ayres, Emma L. Boyd, William Boeling, Stanley Burr, A. B. Chandler, Robert A. Derick, John B. Downer, Alfred H. Heyne, A. S. Langan, Raymond Glenn Lindley, K. V. Leininger, Lewis A. Lodde, Frank W. Masek, Harvey Buteau Mount, Frederick A. Norwood, Charles J. A. Peacock, J. Walter Rankin, Charles S. Robertson, Ernest Edward Silva, Otto E. Schaich, Aura Estes Snook, Louis Wagner, George L. Wright, Wilfred F. Belcourt, George R. Boman, Alfred S. Brunger, Joseph Roy Campbell, Fred Down, Ella Z. Edmiston, L. M. Fetterly, A. F. Holm, Arthur H. Jackson, Walter McNair, Arthur G. Mallory, Adelaide Midcaif, Bertha Shulman Perison, Stanley Rogers, J. Schunklin, S. J. Terrell, George A. Tilt, Edward Toppeler, Bertha Voekell, A. M. Wray, Edward Dean Allen, Henry J. Angelo, Rufus Sumner Billings, George Bollinger, A. J. Brannagan, John Aloysius Conway, Irvin W. Furl, Parr Goodall, Lambert C. Harris, Willis E. Holden, Oliver M. Johnson, Gustavus Koch, William E. Lowe, George

Miner Leddy, P. Hartwig Middents, A. J. Robinson, Regnar S. A. von Pingel, B. P. Ruiz, C. L. Schmidts, Ignatius B. Salituri, Lauriston S. Smith, Alexander Troughton, Henry Tamm, Sara J. Foote, Henry C. Cox, John P. Herbert, William C. Cooper, A. E. Coles, Margaret M. Evans.

The following parties were registered as assistant pharmacists: H. Edna Byers, John Ernest Dibert, Arthur Filicoff, Oscar W. Heying, Alfred Robert Jorgensen, James N. Patterson, Walter Clifford Johnson, Louis F. W. Winkler, Harry H. Dolley, Ralph L. Northrup, Ichitaro Ono, Leonard Aquilino.

The next meetings will be in Los Angeles, April 5, and in San Francisco, April 12.

### Virginia.

RICHMOND, Feb. 10.—At the recent examinations of the Virginia State Board of Pharmacy the following candidates were successful:

REGISTERED PHARMACISTS.—E. C. Williams, Richmond; Frank W. McIntosh, Farmville; B. K. Winston, Farmville; E. C. Hudgins, Norfolk; W. L. Bond, Fredericksburg; W. P. Hall, Jr., Tazewell; W. B. Trower, Eastville; J. W. Stephenson, Clayton, N. C.

REGISTERED ASSISTANT PHARMACISTS.—A. E. Dorsey, Robert C. Rise, P. P. Hunter, D. L. Lambert, T. E. Doster, J. W. Fox, C. M. Clark, W. A. Maiden and M. E. Bowles, all of Richmond; L. C. Stratton, Newport News; V. C. Cassell, Portsmouth; W. E. Culpeper, Portsmouth; George B. Myers, Big Stone Gap; J. Frank Ewald, Wytheville; R. B. Smith, Petersburg; W. T. Johnson, Smithfield; R. D. Ssheler, Salem; A. L. I. Winne, Manchester, and W. H. Baskerville, Washington.

### Iowa.

DES MOINES, Feb. 10.—The State Board of Pharmacy has granted certificates to the following, who passed the recent examinations: Elmer Dodd, Hitemau; John J. Foley, Davenport; C. R. Garrett, Des Moines; H. Herbert Hough, Fort Dodge; Hattie M. Hutchinson, Buxton; Sanford Johnson, Stratford; A. N. King, Des Moines; James W. Kail, Carlisle; Thomas Keefe, Winterset; H. R. Kruse, Wakefield; George J. Langheim, Charlton; J. Ray, Machesney, Bagley; Floy I. Marshall; Bert W. Miller, Des Moines; Wilber H. Orris, Lehigh; L. M. Prime, Des Moines; F. L. Pratt, Burt; G. Romanetti, Des Moines; A. L. Roberts, Cantril; A. Sarles, Des Moines; A. D. Severe, Downs; F. L. Shaffer, Malvern; George R. Saffley, Cushing; John F. Schorf, Waverly; Fred O. Thelander, Sioux City; Herbert G. Wolfe, Red Oak, and Leon D. Wallace, Independence.

### Ohio.

COLUMBUS, Feb. 20.—There are 3535 registered pharmacists and 636 assistant pharmacists practicing in Ohio, according to the annual report of the State Pharmacy Board, made to the Governor. During the year 128 pharmacists certificates and 50 assistant pharmacists certificates were issued, 141 applications being rejected. There are fewer pharmacists and assistant pharmacists registered now than a year ago. The receipts were \$6016.25, of which \$510 was from fines and the rest from fees. The expenses were \$5302.62. The balance on hand is \$3778.22. One certificate was revoked, that of John S. Greenwood, of Columbus, convicted of selling cocaine illegally.

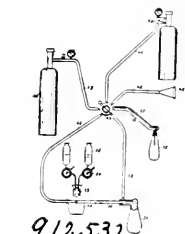
### Banquet of East N. Y. Medico-Pharm. Association.

About 300 physicians and pharmacists were assembled at the banquet of the East New York Medico-Pharmaceutical Association on the evening of the 12th at the Knights of Pythias Temple in Brooklyn. The forces of the two professions were about equal in numbers.

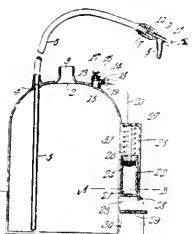
The chief topics dwelt upon by those who spoke were the grievances the professions had against each other, interspersed with the grievances the members of each profession had among their own members. However, the harmony at the affair was most sincere and those present expressed it as their opinion that a long step forward has been made in creating a better feeling between the two professions in that action of the city.

Among the principal speakers were Dr. Louria for the physicians and Dr. W. C. Anderson for the pharmacists.

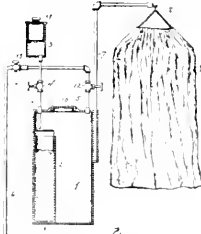
## PATENTS, TRADE MARKS, ETC.



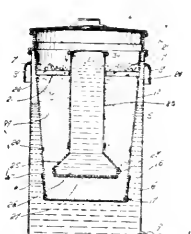
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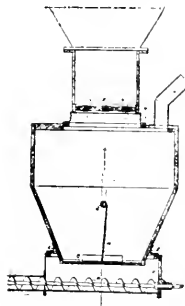
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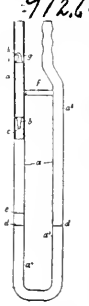
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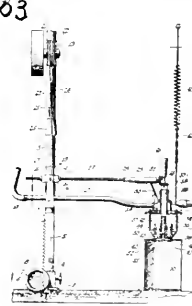
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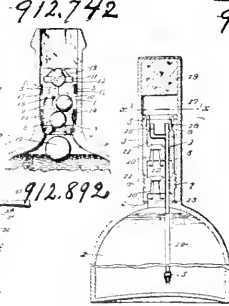
912,887



912,581



912,539



912,892

912,978



912,634

## PATENTS.

Granted February 16, 1909.

912,532—Heinrich Brat, Charlottenburg, Germany. Combined respirator and inhaler.

912,539—Vernon Campbell, Altadena, Cal. Can-capping machine.

912,581—Willy Lazarus, Kiel, Germany. Quick-silver closure for fermentation vessels.

912,663—Patrick C. Nestor, Germantown, Pa. Dispensing apparatus.

912,622—William E. Ridenour, Philadelphia, Pa. Manufacture of hydrated sodium carbonate.

912,634—Charles Warburton, Pawtucket, L. I. Percolator and extractor.

912,733—Friedrich J. H. Reower, Hamburg, Germany, assignor to the I. E. Du Pont Powder Company, Wilmington, Del., a corporation of New Jersey. Process of densifying a nitrohydrocarbon composition.

912,742—Peter W. Shute, White Pigeon, Mich. Inhaler.

912,887—John F. Pool, Philadelphia, Pa., assignor to the American Sugar Refining Company, Jersey City, N. J., a corporation of New Jersey. Apparatus for making sucrose of lime.

912,892—George Rommel and Edmund R. Nebeling, New York, N. Y. Non-refillable bottle.

912,959—Samuel T. Hensel, Denver, Colo. Apparatus for the manufacture of simple syrup.

912,987—Otto Quaresima and Joseph Voll, Hazelton, Pa. Non-refillable bottle.

To Make Hair Tonic in Canada.

DETROIT, Feb. 20.—The Herpicide Company, hair tonic manufacturers, will locate a branch factory in Windsor, Ont.

Copy of any PATENT or TRADE MARK, 10 cents.  
Author of copyrighted work on Protective Trade Marks,  
Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## TRADE MARKS.

Published February 17, 1909.

34,651—Antonio Carino, Boston, Mass. Class 6. Salves.

35,273—Schimmel & Co., Miltitz-Leipzig, Germany. Class 6. Synthetic oil of violet.

36,410—George D. Snyder, Brooklyn, N. Y. Class 6. Talcum powder.

36,728—Albert L. Calder Company, Inc., Providence, R. I. Class 6. Tooth powder, tooth paste, and tooth soap.

37,693—Purity Laboratories, New York, N. Y. Class 6. Tooth powder.

38,100—Charles H. Keith, Cleveland, Ohio. Class 6. Liver pills.

38,174—Abraham L. Johnson, Augusta, Me. Class 6. Horse powders.

38,357—The Warner Chemical Company, Carteret, N. Y. Chemical washing powder.

39,539—Harry Matusow, Philadelphia, Pa. Class 6. A specific for rheumatism, gout, liver, kidney and bladder troubles, uric acid solvent, etc.

39,557—Walker Chemical Company, St. Louis, Mo. Class 6. Antipyretics, narcotics and soporifics.

39,602—Pearson's Antiseptic Company, Ltd., London, Eng. Class 6. A disinfectant for use for agricultural, horticultural, veterinary and sanitary purposes.

## Receiver Appointed for the Peptol Company.

BATTLE CREEK, Mich., Feb. 17.—A receiver has been appointed for the Peptol Company, in the person of H. V. Barbour, of Detroit. The company recently figured in several suits brought against W. K. Kellogg, one of the promoters, by St. Louis parties. These suits were successful in the Circuit Court, verdicts for damages aggregating several thousand dollars being awarded the plaintiffs. The cases were then appealed to the Supreme Court, where they are now pending. It is understood that several creditors of the Peptol Company in Philadelphia have petitioned the courts to have the concern adjudged bankrupt.

## CUSTOM CHARGE IS CALLED UNFAIR.

**Importers Protest Against Having to Pay for Errors Made by Public Officials—Committees Appointed.**

BALTIMORE, Feb. 20.—The executive committee of the Baltimore Drug Exchange, at the last meeting, discussed the Virginia law relative to the sum to be paid by the retailer for selling broken packages of drugs, such as blue stone, coppers and other compounds. It was stated that the Attorney-General had given an opinion holding the law invalid in so far as it stipulated that dealers may not sell such articles as those named, and which are used for spraying fruit trees and for other similar purposes, except in original packages. The exchange has been endeavoring for some time to have the provisions of the statute modified or obtain some competent ruling, and the attitude assumed by the Attorney-General is therefore very gratifying. The following standing committees were appointed:

**Transportation**—J. M. Bellamy, Thomsen Chemical Company, chairman; J. Emory Bond, Parke, Davis & Co., and James Carey, James Baily & Son.

**Legislation**—A. C. Meyer, A. C. Meyer & Co., chairman; J. F. Hinds, Emerson Drug Company; R. A. McCormick, McCormick & Co.; Dr. A. R. L. Dohme, Sharp & Dohme; Horace Burrough, Jr., Burrough Bros. Manufacturing Company; G. Frank Baily, of James Baily & Son; A. E. Mealy, Gilbert Bros. & Co.; Allan L. Carter, Resinol Chemical Company, and Simon Loewy, Loewy Drug Company.

**Membership**—Horace Burrough, Jr., chairman; J. Emory Bond and James Carey.

**Public Improvements and Trade Interests**—G. Frank Baily, chairman; Parker Cook and Horace Burrough, Jr.

**Collections**—Joseph A. Owens, Carr-Owens Drug Company, chairman; Harry C. Brawner, Swindell Bros. Glass Works, and C. L. Crawford, Rumford Yeast Powder Company.

**Publishing**—A. E. Mealy, chairman; J. A. Yaker, Kohler Manufacturing Company, and A. C. Meyer.

Another matter taken up was the charge to be imposed by the customs authorities for each claim which an importer puts in for a rebate. It makes no difference whether the claim is granted or rejected, or whether it arises from an error of the customs officials or through some fault of the importer or shipper, the charge of \$5 is made in every instance. Some of the importers receiving large quantities of goods may make a number of claims in the course of a week, yet no matter how they are decided, the importer must pay the fixed charge for making the claim. This is regarded by the importers as unjust. They could not complain at being mulcted for their own mistakes, but, as is often the case, the mistake is made by the customs official, and the importers regard it as a hardship to have the additional charge imposed upon them for no fault of theirs. The matter was referred to the legislative committee. President Henry F. Baker occupied the chair and W. M. McCormick was secretary at the meeting.

## New Members and Committees for Phila. Drug Club.

PHILADELPHIA, Feb. 20.—Twenty-eight new members were elected at the February meeting of the board of governors of the Drug Club and it is evident that by the time the period for admission without the payment of the initiation fee closes on March 15 the desired quota of 300 will have been reached. President William L. Cliffe announced the committees for the year as follows:

**Finance**—Walter V. Smith, chairman; John Jolley, Jr., David J. Reese, Charles Rehms and George D. Feldt.

**Membership**—Otto Kraus, chairman; P. P. Brown, Ellsworth Hiltz, Jr., Clifford S. Gill and J. W. Cooper.

**Entertainment**—D. E. Bransome, chairman; George H. Benkhart, W. C. Fleck, George W. Fehr, J. H. Jolley, Otto Kraus, Clayton E. French, O. W. Osterlund, Samuel C. Henry, Josh E. Marsden, H. A. Nolte, W. A. Johnson, Samuel B. Davis.

## Drug Exchange Committees for 1909.

PHILADELPHIA, Feb. 20.—Dr. Adolph W. Miller, president of the Philadelphia Drug Exchange, has named the following committees for the ensuing year:

**Legislative**—Mallon N. Kline, chairman; Clayton F. Shoemaker and E. J. Lavin.

**Publishing and Trade Interests**—John Fergusson, chairman; Charles E. Hires and Richard M. Shoemaker.

**Membership**—Clayton F. Shoemaker, chairman; Walter V. Smith and Adam Pfriem.

**Room**—Edward H. Hume, chairman; A. Robinson McIlwaine and William Gulager.

## OLD WHOLESALE HOUSE IN NEW HOME.

**Daniel Stewart Company, of Indianapolis, Occupies Model Building of Improved Construction.**

INDIANAPOLIS, Feb. 20.—The wholesale drug house of the Daniel Stewart Company, known as "The Old Gibraltar," the oldest drug house in Indiana, which had its beginning in 1840 under William Hannaman, and which next year will celebrate its 70th birthday, has gone into the new building from which it was driven by fire on July 7, 1907. This building, at Meridian and Maryland streets, is in the very heart of the Indianapolis wholesale district and is of slow-burning mill construction, with six stories and a basement and mezzanine floors, affording in all a floor space of nearly 50,000 square feet.

The company has been incorporated, as recently announced in the ERA, with William Scott, president and treasurer; Martha Stewart Scott, vice-president; Henry L. Brown, secretary. The glass trade, for which this house has been famous for 40 years, has been made a separate concern, but is still "in the family," being incorporated with John N. Carey as president, his wife, a daughter of the late Daniel Stewart, being a stockholder.

The new building is one of the most complete and best equipped in the United States. Among the new features in the equipment is an outside elevator for basement use. Another is a gravity chute from the sixth floor to the first for conveying packages.

The house is known far and wide for the fidelity of its employees and the current saying is that when a man gets a place in the Old Gibraltar he is good to hold it until the funeral director calls for him. Of the thirteen traveling men of the house the following have been longest in service: Charles A. Humphrey, 35 years; E. R. Robbins, 25 years; Jefferson McDonald and Charles B. Ward, each 24 years; Bert O'Leary, 21 years; John R. Miller, 20 years.

Among the house men those longest in service are: Henry L. Brown, who has been bookkeeper and cashier 24 years; E. L. Olcott, 30 years; Hugh Johnston and William Dobell, each 21 years.

## NEW YORK WHOLESALE BUY PROPERTY.

**Britt, Loeffler & Weil to Have Two Large Five-story Buildings to Meet Big Increase in Business.**

Britt, Loeffler & Weil, wholesale druggists, located at 255 Canal street, New York City, have purchased the five-story and basement building at 269 Canal street to meet the demands of an expanding business. The building, which is only a few doors away from the present home of the concern, will be used in conjunction with the older quarters. Only a year ago the firm was forced to move to its present location from 37 Bowery on account of pressure for room, but it was only a matter of a few months when it was found that two five-story buildings would be none too large.

The new building is the larger of the two, containing 15,000 square feet of floor space against 11,000 square feet, which is the area of the older structure. Arrangements are now under way to get possession as soon as possible, pending adjustment of some old leases.

Jacob Weil, in speaking of the business in general, stated that the firm could not complain in any way as to business having been poor, and that a fair proportion had come its way, even during the past depression, was evidenced by the necessity of doubling its facilities with which to transact business.

## New Home for Milwaukee Drug Company.

MILWAUKEE, Feb. 20.—The work of breaking ground for the new building of the Milwaukee Drug Company will begin on March 15. The structure, which will be erected at Jefferson and Michigan streets not far from the present location, will be five stories and basement and constructed of reinforced concrete with vitrified brick facings. The equipment will be of the latest and most modern type and it is expected that the Milwaukee Drug Company's new home will be one of the finest establishments of its kind in the country. Present plans are that the building will be ready for occupancy by January 1, 1910.

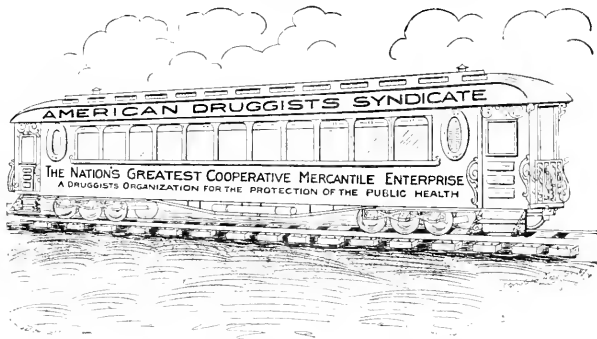
**WAMPOLES INVADE BALTIMORE.****NEW ENTERPRISE OF AMERICAN DRUGGISTS' SYNDICATE.**

**Philadelphians Acquire Controlling Interest in the Heineman-Evans Co.**

BALTIMORE, Feb. 20.—An invasion of the wholesale drug trade of Baltimore by the Wampole interests of Philadelphia is the latest and most engrossing development in the business here. Henry S. Wampole, a son of the late H. K. Wampole, of the well-known Quaker City firm, has acquired a controlling interest in the Heineman-Evans Drug Company, 108 South Howard street, and the name of the concern has been changed to The Henry S. Wampole Company of Baltimore.

The change also necessitated another reorganization. Henry S. Wampole was elected president and general manager; M. O. Blount, Bethel, N. C., vice-president; Albert K. Wampole, secretary and treasurer. C. J. Heineman, A. T. Evans and R. R. Fleming resigned from the board of directors and the Messrs. Wampole, together with Mr. Donaldson, were elected in their place. The other members are J. L. Fountain, J. T. Thorne, John T. Mason, J. W. P. Summerville and T. J. Downing.

The suit for the appointment of a receiver, brought by Matthews Brothers, manufacturers of paper boxes, has been answered, and it is stated that the litigation will be disposed of in short order. All the other claims have been adjusted on the basis agreed upon, which is 50 cents on the dollar in cash. The company will continue to occupy the warehouse now tenanted, and business, it is said, will go on as before. The capital stock of the reorganized company is fixed at \$100,000.



Above is a picture of the advertising Pullman car of the American Druggists' Syndicate, which will leave Long Island City March 1 for a year's educational tour of the country east of the Missouri River, visiting towns of 2000 population and over. The car will carry exhibits of the products made in the A.D.S. laboratory and by various manufacturers. This method of advertising is decidedly unique, and the results will be watched with interest by the drug trade and the mercantile world in general.

Sending out this car is a daring and original stroke of enterprise such as has characterized the management of the Syndicate since its organization three years ago with one thousand members and no capital save the faith, energy and determination of its founders down to the present time when the organization has a membership of ten thousand, a capital of half a million dollars, ten flourishing branches in large cities of the country, a business of two million dollars a year and a high credit rating with the best commercial agencies.

**Marriage Mentions.**

—ARTHUR A. KREIBHIL, of Dayton, with Miss Bessie M. Holmes, of Hamilton, Ohio, recently visited Covington, Ky. While there they were married by a Methodist clergyman.

—A. A. BERGER, a druggist of 5100 Ashland avenue, Chicago, was married February 18 at Omaha to Miss Lillian McMullen, who had spent several years in study preparatory to going on the stage.

—ABRAHAM GOODMAN, a partner of Goodman Brothers, Carlisle avenue and Smith street, Cincinnati, was married February 18 to Miss Jennie Cusher, a niece of Dr. Cusher. They are spending their honeymoon in the East and will live in Walnut Hills when they return home.

—THEODORE H. WURMB, of 1323 East Grand avenue, St. Louis, who long ago was counted out of the matrimonial possibilities by his professional friends and marriageable customers, surprised everybody by taking a wife February 16. The bride was Mrs. Ida Hoevel Simon, a neighbor. The bridegroom is 50, the bride 32. Plans for a neighborhood celebration, at last account, had been delayed a week because the couple had not taken possession of their flat at the store.

**Favorable Report on Pharmacists' Bill.**

WASHINGTON, Feb. 15.—While the House Committee on Interstate Commerce has reported favorably the bill to increase the pay of the officers of the Public Health and Marine Hospital Service Corps, a minority report, signed by two democrats, Bartlett of Georgia and Russell of Texas, who are joined by Representative Mann of Illinois, has been reported to the House opposing the increases on the ground that the prospective national deficit of between \$120,000,000 and \$130,000,000 makes such increases at this time unjustifiable.

**Pleasant Musical Held by Boston Chapter.**

BOSTON, Feb. 21.—The February meeting of the Boston Chapter of the W.O.N.A.R.D. was held Thursday afternoon at the Hotel Brunswick and took the form of a musical afternoon. Miss Jessie Fisher spoke on "Home Life in the City," and musical selections were rendered by Miss Alice Fortis, Miss Cecile Chapin and Miss Emily Burbank. Mrs. Adelaide Goddard presided.

**BIG PROPAGANDA MEETING FOR BUFFALO.**

**Arrangements Also Being Made for Rochester, Suffern and Other Points—All to Be Joint Sessions.**

A banquet and joint meeting of physicians and pharmacists of Erie County is scheduled to take place in Buffalo on March 9. According to advices from Buffalo druggists, over 300 members of the professions are expected to participate and a number of speakers have also been engaged. The meeting is under the auspices of the Propaganda Committee of the State Pharmaceutical Association, and will be the first of several that are to take place in various parts of the State within the near future.

Arrangements are also in progress to have a meeting in Rochester, and efforts are being made to have it follow closely upon the Buffalo affair, but no date nor details have as yet been discussed or decided. The third meeting will probably take place at Suffern on April 14, where the pharmacists of the district have been invited by the County Medical Society. Details are also meager as to the programme that will be carried out at this meeting. However, it is expected that Dr. William C. Anderson, of Brooklyn, chairman of the Propaganda Committee, will be present at all of the meetings and deliver addresses upon the propaganda work in the interests of the pharmacists and at the meeting in Buffalo he will talk upon "The Relation Between Pharmacists and Physicians."

**University of Illinois School of Pharmacy.**

The senior class of the University of Illinois School of Pharmacy gave a reception and ball at Grand Boulevard Hall, 47th and Grand Boulevard, Chicago, on the evening of Feb. 5. The entire class, many juniors and quite a few alumni were present with their ladies and a most enjoyable evening was spent. The affair was so successful that it is planned to make it an annual affair.

The members of the Beta Chapter of the Phi Gamma Sigma Fraternity, the chapter which was inaugurated two years ago at the school and which has been successful, are planning a dance to be held in the near future.

# THE DRUG MARKETS

## CONDITIONS IN MARKET UNCHANGED.

**Tendency of Prices for Most Articles, However, Is Upward, With Firmness Prevailing in Staples.**

NEW YORK, Feb. 22.—Market conditions are practically unchanged being about the same as noted for several weeks past, while the movements of drugs and chemicals into channels of consumption continues steady. Changes in value show a slight improvement with the advances outnumbering the declines. Norwegian cod liver oil is more active. Ergot is higher. Porto Rican bay rum shows a further advance. Canada balsam of fir is much higher; citric acid slightly lower, while Angostura tonka beans are firmly held after the recent decline in price. Opium and quinine are steady without any changes in value. Sicilian essences are still unsettled. Luca cream salad oil in bulk is higher and Hungarian chamomile flowers scarce and in good demand at quoted prices.

**OPIMUM.**—Our market is firm with more inquiries for case lots. A shipment is in port of ten cases of extra fine Karahissar, testing 11 to 11½ per cent of morphine, and will no doubt be readily taken up. Smyrna again reports large purchases for the United States. The weather in Turkey has turned bitterly cold and severe frosts in the upper country are reported. In consequence the position in that market is strengthened very materially and much higher prices will undoubtedly prevail in that section of the country. In Constantinople there is practically no stock and also but little in the interior of the country. Smyrna has the principal stock upon which the whole world will have to depend. Two-thirds of the crop in Smyrna is reported to be below 10 per cent morphine strength, and much of it below 5 per cent. The arrivals in Smyrna to January 29 are 2003 cases, against 1347 cases for the same period last year.

**QUININE SULPHATE.**—The market is reported quiet and featureless, with the limited movement in progress wholly of a routine character; manufacturers' prices are unchanged on the basis of 14@15c. per ounce in 100 ounce tins. At the recent auction sale in Amsterdam 1400 kilos were sold at florins 10.50, and at the bark auction in London on the 16th inst. the average unit was without material change. The price at the previous sale was 9-16d. Cables report the bark shipments from Java for the first half of February as 550,000 pounds.

**NORWEGIAN COD LIVER OIL.**—The demand has improved and prices for some of Devold's brands have advanced to \$22.50 per barrel, and \$12.75 per half-barrel. Cable reports give the result of the fishing up to the middle of the month as follows: Lofoten, 500,000 fish, producing 660 barrels of oil, and the total of all Norway fisheries for the same period is 3,400,000 fish, yielding 3230 barrels of oil. The weather is reported as stormy and the fish not quite as fat as last year and thus yielding less oil.

**HUNOARIAN CHAMOMILE FLOWERS.**—There is an exceedingly active demand and the market continues very firm under light available supplies. Quotations have been marked up to 36@38c. per pound in large quantities with prime goods very scarce even at the outside quotation.

**BALSAM OF FIR.**—Owing to a depleted stock in our market and none obtainable in Canada it is now impossible to obtain any prime goods under \$6.50 per gallon in barrels, with the corresponding advances for smaller quantities.

**CACAO BUTTER.**—While quotations are nominally unchanged at 34@35c. per pound for wrapped fingers, the general undertone of the market is firmer and a rise in price would not be surprising. Some of the manufacturers abroad have refused to enter contracts for forward delivery.

**ALTHAEA ROOT.**—The demand has been very good and owing to a scarcity of stock on the spot has been very firmly held. A shipment of a very handsome white quality is now in port, which will probably have a tendency to relieve the market somewhat.

**OLIVE OIL.**—Owing to the steadily increasing prices in the producing markets and the rapidly depleting stocks in our own market prices have been advanced on the average of 25c. per gallon on bulk packages and large cans of Luca cream salad oil. The news from the producing markets is not very

encouraging, the producers stating that owing to the severe drought and the fact that the crop of olives has been much smaller than usual, the yield of oil is correspondingly less, with a possibility that the high grade oil will not be at all obtainable.

**BAY RUM.**—There has been a good business in this article, and with all the cheap lots now out of the market, prices have been advanced to \$1.60 per gallon in barrels, with the tendency still upward.

**CASCARA SAGRADA.**—Reports from primary sources of supply state that the prices there have been advanced one-half cent per pound. There is no change in the local situation, however, except a slight increase in firmness and the quoted range is still 8½@9c. per pound, as to quantity and seller.

**GLYCERIN.**—The market for this article is still somewhat unsettled by competition, although prices have been without quotable change. As a rule, the quotations for C.P. have been based upon 16c. per pound in drums, but prompt deliveries have been available in some quarters of late at slightly lower figures.

## Four New Interpretations of Inflammables.

The Committee on Transportation of Explosives of the American Railway Association recently issued Circular 902 which contains interpretation Nos. 17, 18, 19, 20 and a supplement to interpretation No. 10 relating to the transportation of inflammables.

Interpretation No. 20 is of especial import to the wholesale drug trade and relates to the change in the wording upon the red and yellow diamond labels from which the words "inflammable liquid" and "inflammable" have been stricken out.

Another important change also comes under interpretation No. 19, according to which it is now permissible to ship any quantity of paints or varnishes without regulation labels in hermetically sealed tin or other metal vessels, not containing over five gallons in any one vessel, and packed in strong boxes or barrels. A shipper's certificate and notation "no label required" must, however, still be furnished for each shipment. Interpretations Nos. 17 and 18 relate to the proper position and use of the labels.

A number of the interpretations were secured through the efforts of the committee on regulations for transportation of inflammables of the National Wholesale Druggists' Association, which has secured a number of concessions from the regulations since they were first issued some months ago. The circular is being mailed to the trade this week.

## Two New Chemical Companies Formed.

HARTFORD, Conn., Feb. 20.—The United Oxygen & Chemical Co., of Simsbury, has filed with the State Secretary a certificate of incorporation for the purpose of conducting a general chemical or any other business. The incorporators include A. E. Lerche, Springfield, Mass.; L. C. Fay, of Chicopee, Mass., and F. W. Clifford, New York City.

CINCINNATI, Feb. 20.—The M. & I. Chemical Company, of Cleveland, has been incorporated at Columbus, with a capital stock of \$10,000, by P. J. Mock, L. F. Shaw, R. E. Hyde, C. J. Neal and M. L. Quilly.

## Texas Concern Had a Prosperous Year.

HOUSTON, Tex., Feb. 20.—The Southern Drug Company held its annual meeting recently and the following officers and directors were elected for 1909: B. B. Gilmer, president; C. F. Carter, active vice-president; J. W. Lester, manager; G. F. Stone, treasurer; W. C. Guschardt, David Rice, J. W. Cleveland, R. W. Wier, J. S. Rice, W. T. Carter, Thomas H. Ball, William M. Rice, Dr. O. L. Norsworthy. President Gilmer reported a prosperous year despite the panic conditions, and a substantial dividend was declared, payable at once.

## Porto Rican Bay Rum Tax Regulations Promulgated.

Secretary of the Treasury Cortelyou has issued T.D. 1462 formulating the regulations for enforcing the Act of Congress approved February 4, 1909, to impose a tax on alcoholic compounds coming from Porto Rico and for other purposes. Provision is made for tax-paid stamps and the collection of the \$1.10 duty, which latter must be paid at once, as no provision is made for the bonding or warehousing of taxable articles brought from Porto Rico.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MARCH 4, 1909

No. 9

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

## Re Photographs for "Era Album"

### Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.

McMonagle & Rogers,

Ex-Pres. N. Y. State Phar. Assn.

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### Cabinet Photographs Only

The style of photograph we require is the so-called "Cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA,

90 WILLIAM ST., NEW YORK.

## THE NEW REGIME AT WASHINGTON.

With the usual ceremonies at Washington today Theodore Roosevelt lays down the reins of government and William Howard Taft becomes President of the United States. The opportunity is strongly present for an administration of peace and prosperity, with but one disturbing element in the horizon, the talk of tariff revision. The new executive finds the country practically recovered from the effects of the recent artificial depression, with business going forward in most lines in a normal manner, except where the prospects of tariff revision have had the effect of renewing the feeling of fear for the future which not long ago possessed many manufacturers and other employers.

The new administration is committed to some readjustment of the tariff, but it does not seem probable that any radical changes will be made. No tariff was ever enacted in this country, or in any country, which was absolutely just to everybody. A perfect tariff schedule is an impossibility. With the present tariff there are inequalities which ought to be adjusted, but many shrewd business men are disposed to favor leaving well enough alone, for tariff agitation always has a depressing effect upon the trade and the employment of labor, so it is to be hoped that whatever is done at Washington by the new Congress under the guidance of the new President will be accomplished speedily and with as little disturbance of general conditions as possible.

## REGENTS' CERTIFICATES AT \$125 APIECE.

College professors are no more immune from charges of fraud than other people, but it is very seldom that any of them is accused of such an offense as "railroading" no fewer than thirty-five students through the New York State Regents' examinations at the price of \$125 per man. Two professors, Charles G. Christie and William J. Kearney, were locked in jail at last accounts on this specific charge.

In the last issue of the ERA we noted five arrests of persons who had bought Regents' certificates for prices varying from \$300 to \$1,000 apiece. Now the price seems to have slumped, if the charges are true. The accused professors are said to have officiated at the Regents' examination in a way which gave them the opportunity to falsify the records and one is alleged to have confessed his guilt. It is not unusual for outsiders to try to fool examining boards, but it is extraordinary for officials to violate their trust. Little except gross laxity on the part of the New York Regents' system could permit such wholesale traffic in certificates. Something must be wrong with a system which cannot preserve the integrity of

or Era Album

examinations and the conclusiveness of its certificates.

The present New York State Board of Pharmacy has never permitted one of its certificates to issue unlawfully and it has maintained precautions against impersonations. It has investigated the preliminary qualifications of candidates and has been most exacting—too exacting for some people. In this respect all boards of pharmacy throughout the country are acting likewise. The proposition at Albany is to turn the control of pharmacy examinations over to the machinery of the State Board of Regents. How do the druggists who may have to employ the products of the Regents' examinations feel about the possibilities? There is no "short cut" to pharmaceutical knowledge and even a Regents' certificate will not make a poison harmless, nor prevent a damage suit.

#### LINCOLN'S CENTENARY ALSO DARWIN'S.

Public appreciation of great men is notoriously variable and sometimes offers strong contrasts in the exhibition of recognition of achievement. The newspapers have been overloaded with stories regarding the celebration of the birth of Abraham Lincoln. Few of them have even mentioned Charles Darwin, whose birth centenary occurred on the same day. One was the liberator of slaves, the other was the liberator of thought. It cannot detract from the popular appreciation of Lincoln to say that Darwin in his own sphere was worthy of general public recognition. It is a remarkable coincidence that the two men should have been born on the same day, both destined to become notable figures in history, yet widely apart in their lines of action.

So much has been printed about Lincoln and so little about Darwin that in a near issue of the ERA we will print Professor Kraemer's address upon Darwin's centenary which he presented at the February Pharmaceutical Meeting of the Philadelphia College of Pharmacy. As Darwin received his first recognition in Philadelphia it is especially fitting that Professor Kraemer should prepare such a concise and admirable tribute to the departed scientist as will be perused by our readers.

#### DRUG STORES IN SMALL COMMUNITIES.

Questions like the following frequently are asked by projectors of drug stores in country towns and villages where none exist and where there appears to be sufficient demand for a pharmacy to make a success:

*Editor The Pharmaceutical Era:*

Can you tell us what size room would be necessary for a drug department with a registered pharmacist in a store having a country trade from 5000 people? Would it be necessary to use more than one room? What is the usual salary of a registered druggist in the country?

R. & K.

ERA subscribers who have had practical experience are invited to send us for publication the conclusions which they have reached in establishing drug stores under conditions similar to those mentioned in the query. So much depends upon the size and shape of the available store room and the extent to which the druggist proposes to go into side-lines that the best answer to these questions will come through the

narration of the experience of those who have gone through the same.

A majority of druggists consider it advisable to partition off the prescription department from the main sales room, although some use transparent partitions of glass, so that their patrons can see the operation of compounding the ingredients called for in prescriptions. Salaries also vary a great deal. Competent registered pharmacists in the country may be had for as low as \$10 per week, while others are paid as high as \$30 or \$35 a week. In this, as in the question of size, etc., the best teacher is the example of others who have had experience and no doubt some of our readers will be able to furnish some interesting letters on the subject.

#### A NEW FREE SERVICE FOR ERA SUBSCRIBERS.

Pursuing our policy of making the ERA useful to our subscribers we have begun with this issue a new department which ought to add to their profits by enlarging the radius of their purchasing sphere for articles not directly advertised in our columns. The plan, which is fully explained on advertising page 23, including a preliminary lot of announcements, will be known as the "ERA Want List" and in its operation will afford the retail druggists of the country means to supply their wants in purchasing supplies in and out of the drug trade that cannot be excelled, while the cost will be nothing to our subscribers.

Careful perusal of the instructions will easily show that in the course of a year a judicious subscriber, buying fair sized quantities of goods out of the regular run of strictly pharmaceutical supplies, might easily save several hundred dollars. With the obvious opportunities which are presented by this free service it will only require a few trials to convince our readers of its advantages to them and make it one of the popular features of this journal.

#### WORK OF THE OPIUM CONGRESS.

According to the report cabled from Shanghai by Bishop Brent, the International Opium Conference after carefully considering the subject of suppressing the evil took action in that direction, going so far as the delegates could proceed. The conference appears to have been a success and to have paved the way for the ultimate banishment of opium for uses other than medicinal. We have not space to print the resolutions in detail, but the following summary indicates their scope:

It is the duty of all the countries to adopt necessary measures in order to prevent shipment of opium and derivatives to any country prohibiting entry of opium and derivatives.

The commission recognizes the sincerity of China in its efforts toward suppressing the use of opium. It recommends that each government investigate from a scientific standpoint anti-opium remedies and properties and the effects of opium and its products.

It recommends each government to take measures for the gradual suppression of opium smoking in its own territory.

It urges the governments possessing concessions in China which have not yet taken effective action toward closing opium divans to act as soon as possible.

It recommends each government to apply its pharmacy laws to their subjects in concessions in China.

Upon the question of the liability of a retail druggist for damages through errors in physicians' prescriptions a valuable opinion is given by Charles M. Woodruff, a leading member of the Michigan bar. This opinion, which appeared on



page 181, of last week's ERA, gives the crux of the situation in the exercise of common sense in considering the problem presented by individual cases, for no general rule of law can be laid down which will apply to all cases of this nature.

President Taft's expectation that the tariff tinkering will be finished by June will be good news to business men and it will be sincerely hoped by everybody that Congress will arise to the occasion. The drug trade is less interested than most other branches of business, but in the event of a long continued tussle among the lawmakers it must necessarily feel the effects eventually. If the operation is quickly and scientifically performed an early recovery of the affected interests may be expected, while others will escape entirely.

"Well," said the first physician, "what has that new patient of yours got?"

"I don't know," replied the other, "but I'm trying to turn it into typhoid fever. I'm great on that."

Among the younger members of the wholesale drug trade in Baltimore, G. Frank Bailey, of the firm of James Bailey & Son, 28 South Hanover street, holds a prominent position. Especially since the death of his father, James Bailey, some four years ago, has he come to the front, and at the present time he is looked upon as one of the foremost men in the business. He is vice-president of the revived Baltimore Drug Exchange, a member of the Merchants' and Manufacturers' Association and of the Board of Trade, leading commercial organizations, and can be depended upon to take an active part in any important movement designed to promote the interests of the city.

Born 53 years ago in Baltimore, he attended public and private schools, also going to the City College. When only 17 years old, he entered as clerk the house founded by his father in 1866. As his experience expanded he was intrusted with other more responsible duties. Step by step he rose, acquiring a thorough knowledge of the details of the different departments, and proving his mettle not only on the road as traveling salesman, but in various other capacities.

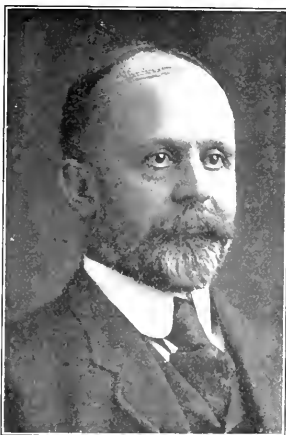
He applied himself with such diligence that at the age of 27 years he was admitted into the firm as partner, and the confidence then reposed in him has been amply justified by his subsequent career. He is not lacking in progressiveness, though conservative withal, and he has contributed largely to the success of the firm in late years, much of the credit for the big strides made being due to him. At the present time he has charge of the general office work, which has been systematized under his direction and modified, so as to meet the greater requirements of the house. The firm was for years located in Pratt street. After the retirement of J. J. Thomsen's Sons from business, James Bailey & Son moved into the warehouse occupied by this firm, in German street, near Hanover, where the new tenants enjoyed far larger facilities than ever before. The great fire of February 7 and 8, 1904, swept away this warehouse, along with hundreds of others, and the firm was forced to seek temporary quarters. As soon as the present commodious five-story warehouse in Hanover street was erected, James Bailey & Son moved into it, and the change proved a fortunate one, for in the new location the business has grown more rapidly than ever before.

Mr. Bailey is quiet and unobtrusive in his methods, but at all times manifests an affability which constantly adds to the host of his friends. He is readily accessible, notwithstanding the pressure of duties, which is at times very severe, and his deliberate manner gives him the appearance of a person of leisure rather than that of the man of business he is. Of medium height and stocky build, he possesses great reserve force, and the amount of work he does shows that he draws freely upon this stock of energy. Mr. Bailey is regular and methodical in his routine. He gets downtown at an early

hour and works rapidly, so that no time is lost. He has few diversions, holding membership in the Merchants' Club only, and devoting more time to his family than a majority of other merchants. If he may be said to have a hobby, it is that of hunting and fishing, which he gratifies by going to Canada every summer. He holds membership in the St. Joseph Hunt and Fishing Club, of River Deseret, Quebec, and on the grounds of that organization he finds not only recreation, but that wholesome sport which enables him to stand the drain upon his powers during the rest of the year.

He closely follows developments in the drug trade, both wholesale and retail, and everything calculated to advance the interests of the business, either from the scientific or commercial standpoint, receives from him liberal encouragement. As a member of the Drug Exchange he is giving careful attention to pure food and drug legislation, and co-operating earnestly with those who aim to abate abuses as well as secure for the trade those rights which it can conscientiously assert.

Mr. Bailey may be said to have inherited his predilection for the drug business, as not only his father was engaged therein, but his grandfather also. The latter established a firm as early as the year 1800. The family, therefore, has been identified continuously with the trade for 109 years, a record sufficiently rare to deserve special attention.



G. FRANK BAILEY,  
of Baltimore, Md.

An historical art treasure has just come to light at Versailles. It is an important portrait by Nattier of Marie Leczinska, the wife of Louis XV. For many years it had hung, covered with dust, in the Versailles Lycee, where no one knew or cared what its value was, who painted it or whom it represented. Recently, however, the curator of the Versailles Museum had the picture removed and cleaned, and then it was identified as a Nattier.

According to the estimate of the Health Department the population of New York City is now 4,422,685. The city thus contains half a million more people than were in the United States when the Constitution was adopted. Its population is greater than that of Ohio or of the four New England States Massachusetts, Connecticut, Rhode Island and Vermont.

It has a larger population than England had under the great Elizabeth. It is six times the size numerically of Paris under the Grand Monarque, four times as big as London when George III. was King, more than four times greater than Rome under Augustus. There are Senatorial districts in Manhattan more densely populated than was Athens, "the eye of Greece," in the age of Pericles.

It was said of the Romans by one of their historians that they "had made the world a city." New York has become a civic commonwealth greater in numbers, in wealth, in social, artistic, moral and all but legislative influence than any of the States of the Union. It added to its population last year a city the size of Denver. At the same rate it will add every decade the population equivalent to a Boston and Baltimore combined, or three cities of the rank of Cincinnati. Where is the end to be? Superlatives lose their force when employed to express the wonderful growth of New York City.—*New York World*.

"The earth has two motions. Do you know what 'they are'?"  
"No, I don't, but both of them shake money out of my pocket."

Saratoga Drug Association is making an active and energetic campaign in favor of the appropriation by the State of all mineral water rights in the famous Saratoga region, to protect the springs from further invasion by the carbonic acid gas companies, which, it has been charged, have been destroying the springs through excessive pumping. Prominent in the movement is Charles F. Fish, former president of the New York State Pharmaceutical Association. The State has acted along somewhat similar lines in the preservation and resto-

ration of Niagara Falls, in establishing forest reserves and in other directions, so that those interested have precedent and argument to offer to the legislators.

A quaint touch of oriental ingenuity to harass the persistent users of opium has been invented by the superintendent of police at Canton, says the London *Lancet's* correspondent in China. This official has issued 20,000 wooden licenses ten inches long by eight inches broad and three-fifths of an inch thick.

On the front of these boards are characters giving the smoker's name and address, and the quantity allowed him per diem, and on the back are the opium regulations. The licensees are not allowed to cover their boards when going to buy opium, but must wear them conspicuously so that all may see them.

Next year these wooden licenses are to be two feet long by one and a half broad and three-fifths of an inch thick.

To say that Mr. Taft looks upon life as a process of self-adjustment, and upon government as a reconciliation of conflicting aims and interests, would, I think, express his attitude fairly, says a writer in the *March Century*. To him a person is not wholly good or wholly bad, a course of action is not perfectly ideal or utterly to be condemned. He has no such crude view of men and measures. He knows that every man is a mixture of good and bad, with one or the other perhaps predominating.

Little Lester Livermore—Papa, what is the difference between a vision and a sight? This book says—

Mr. Livermore—The difference between a girl before and a girl after she is married.—*Puck*.

"Clergymen, lawyers, doctors, claim not to advertise, but somehow or other we see their advertisements occasionally," said Parker M. White, an advertisement writer of Pittsburgh.

"The millionaire proprietor of a patent tonic called on a well-known doctor one day.

"Look here," he said, "you are the Dr. Lacey Fisher who is attending Senator Stoxton, are you not?"

"Well, sir," the physician answered.

"I," said the tonic man, "what'll you take to put on the daily bulletins that you give out about the Senator this sentence: 'Use Blood Bitters. They Ward Off Disease'?"

"Why, man," said the famous doctor, indignantly, "I wouldn't do that for anything. Those bulletins are not advertisements."

The other chuckled harshly.

"Aren't they?" he said. "Then take your name off them."

Why does the cat ignore a mirror and appear not to notice the reflections, while a canary almost invariably gets excited and wants to fight its mirrored duplicate. Some dogs seem to take notice of the reflection in the glass while many others do not. Nearly all monkeys enjoy looking at themselves in a mirror, but a fish, frog, or snake will butt their heads against it as if it was clear glass. A racoon looking at a mirror will invariably turn it over to see what is behind it. A goat usually tries to smash it and a leopard or tiger pays no attention to it.

Los Angeles *Herald*, in trying to be hospitable to the pharmacists who are going to the next A.P.A. convention, is treading upon dangerous ground, for its editor declares that they "will find the air of Los Angeles stocked with a more valuable remedy than all that are in the Pharmacopeia—a veritable panacea—good health-giving California ozone." Past visitors to Southern California will not, however, consider this superlative comparison to be in any sense akin to blaspheming the druggists' Bible, for it is often difficult for the thoughtless Profane to praise a good thing with sufficiently strong adjectives.

According to a district manager of one of the telephone companies, the stereotyped "Hello" as a method of opening up a conversation over the wire is doomed to go. "It is really a waste of time to haul out 'Hello' over the wire," said the manager, "and I think people are beginning to realize it. The line of least resistance is a very good one to follow in telephone talk, and so why encumber your conversation with unnecessary words? You will find that those in the telephone business have cut out 'Hello' entirely. Take, for

instance, the operator. See how they've cut out the unnecessary talk. It is simply 'Number, please,' with them, and that's all there is to it. Now, the proper way to talk over the telephone is to establish your identity at once and then get right down to business. Personally, I always answer the telephone with a 'yes,' as I think that is the most direct means to the end of finding out what's what. Some people answer the 'phone by giving their name. In speaking you can give a certain inflection, which answers the purpose of a half dozen words. For instance, let us say that a Mr. Smith is called. He answers the telephone by saying, 'Smith.' Then, the other fellow can plunge right into his business without wasting time by asking who is on the 'phone or other needless questions. It is a great time saver, and a great many business firms have issued rules to their employees never to say 'Hello!' but to give the firm name upon answering the telephone, so you can readily see that 'Hello!' is doomed to leave us. It is already old fashioned."

Some drug clerks know so much that realizing that they will not live long enough to use all their knowledge, they decide not to use any of it.

A souvenir of the Civil War came into the hands of a delicatessen merchant in New York a few days ago which showed how scarce small change must have been in those days. It was a green 3-cent postage stamp, encased in a thin metal frame the size of an old copper cent. The face of the stamp was protected by a disk of mica. On the reverse side the improvised coin was stamped "Good for three cents." This queer substitute for money was given along with other small change by a woman who said it was the last of a number of similar pieces which she had owned for many years, and the man who took the combination stamp, mica and tin for three cents, in speaking of it, said: "The woman looked as if she was prosperous once and was sorry to give up the piece."

Druggist in small New England town advertises: "One of our Never Let Go porous plasters guaranteed to last all winter and stick like a brother until you take a bath next spring." Is it to be inferred that people in that town go all winter without a bath?

A Chinese served as a juror in Suffolk County (Mass.) before Judge Bond recently, this case, so far as known, being the first that one of his nationality has been drawn in the Massachusetts courts. This unusual experience has come to Henry S. Ar Foon, who is a clerk employed in Boston and residing in Chelsea. Mr. Ar Foon is 37 years old and was born in this country. His title to citizenship is strengthened by the fact that his father was naturalized. Mr. Ar Foon has been a voter in Chelsea for 16 years.

Druggist who was arrested for selling whiskey to a woman claimed that it was "bust" developer.

Marriage in the British navy will be facilitated by the act which came into force with the new year, constituting a warship a church or chapel for the purpose of publication of banns, says the London *Express*.

The Admiralty has issued a circular to commanding officers calling attention to the act and to the order by the King in council sanctioning rules for the carrying out of the act.

Hitherto any officer or man in the navy has been compelled to have the banns published in the ordinary way ashore, after qualifying by residence and this has frequently caused much inconvenience. In future the ship may be regarded as a church, as well as the man's place of abode, whether the ship is at home or abroad.

All that is necessary is that the man shall give notice to the commanding officer of his desire to have the banns published. The banns will then be read out by the chaplain or commanding officer on three successive Sundays at morning service, and a certificate of publication will be issued to the man. The new act will render it possible for a commanding officer, who has no chaplain aboard, to publish the banns of his own marriage if he desires to do so.

It is mighty funny how some people seem to take pride in blowing about the things they claim to be ashamed of.

## Easter Window Wins \$5 Cash Prize This Week in Era Competition.



An enterprising druggist in Kansas wins the \$5 cash prize this week in the ERA'S Cash Prize Competition for the best photograph of a druggist's show window or any display of goods in a drug store. A check will accordingly be mailed to Harry M. Curry, who is in the pharmacy of W. E. Sherriff, secretary of the State Board of Pharmacy, of Kansas and a prominent pharmacist of Ellsworth.

The winning display on this occasion is particularly timely and offers a basis of suggestion for pharmacists who are accustomed to take more than ordinary notice of the advent of Easter, a time when so many people emerge from Lenten gloom into Springtime life, activity and gaiety. Pharmacists with soda fountains who have made special displays in the past at this time have found the same entirely satisfactory. Care of course should be taken not to anticipate the festival, but preparations for quick action in the window at the right moment must necessarily be made in advance. The display here shown was made on Easter Sunday, 1908.

Practical benefit to druggists and their clerks is one of the chief objects of the ERA'S Prize Competitions and in this instance there can be no question of the utility of the idea embodied in the illustration which is reproduced herewith. It should be remembered that the contests are open to all, without restriction as to whether the competitors are subscribers to the ERA or not. Full particulars will be found on advertising page 14 of this issue of the ERA.

### Easter Window for W. E. Sherriff, Druggist, Ellsworth.

By Harry M. Curry.

This window has a wood frame back of it 5x10 feet, made of 1x2 lumber, from the top of which is hung a wall paper border, cut out, representing lace hangings with rose garlands. The uprights were covered with wall paper also, representing a rose and ribbon effect. The columns are paste-

board, made from the tubes that come in linoleum and can be procured from any carpet house. They have wood bases, and tops, made so that they fit inside the tubes and nailed there, then the whole is painted with white Alabastine. The "Easter Greeting" is painted on cardboard and cut out to represent scrolls. A small round picture is hung in the center. The background is painted in distemper water color on cardboard cut out and fastened about a foot in rear of the columns, then a background of shaded blue back of them about a foot against which is the large cross, made of pasteboard and gilded. Shaving covered with white tissue paper, holds miscellaneous Easter goods, candies and perfumes. The cards are special aids, for perfumes and confectionery.

The two large ferns complete the display, and add to its beauty. In photographing my windows I use a large black cloth to shut off reflections, as can be seen in photo, which I consider a very good idea.

### NEW BOOKS.

- FRIEND, J. NEWTON. *The Theory of Valency*. New York: Longmans, Green & Co. 14+180 p. figs. D. ed. by Sir W. Ramsey. cl. \$1.00.
- GILL, A. HERMAN. A short hand-book of oil analysis. 5th ed. rev. and enl. Philadelphia: Lippincott. c. '97, '00, '03, '05. 179 p. figs. tabs. O. cl. \$2.
- HANSON, E. KENNETH, and Hodgson, J. Wallis. *An Intermediate course in laboratory work in chemistry*. New York: Longmans, Green & Co. 6+124 p. figs. O. cl. \$1.20.
- HILL, ALEX. *The body at work: a treatise on the principles of physiology*, with 46 illustrations. New York: Longmans, Green & Co. 11+448 p. pt. figs. O. cl. \$1.50.
- INGLE, HERBERT. *Elementary agricultural chemistry: a handbook for junior agricultural students and farmers*. Philadelphia: Lippincott. 9+250 p. D. (Griffin's technological hand-books.) cl. \$1.50.
- JENSEN, CARL OLUF. *Essentials of milk hygiene: a practical treatise on dairy and milk inspection, etc.* tr. and amplified by Leonard Pearson. 2d ed. rev. Philadelphia: Lippincott. c. '07. 10+9-291 p. pt. figs. O. cl. \$2.
- LEFFMAN, H. *Examination of water for sanitary and technic purposes, by chemical and bacteriological methods*. 6th ed., rev. and enl., with illustrations. Philadelphia: Blakiston's Sons' Co. c. 14 p. diagrs. 12°. cl. \$1.25.
- OSTWALD, WILHELM. *The principles of inorganic chemistry*, tr. by Alexander Findlay. 3d ed. New York: Macmillan. 23+810 p. pt. figs. 8°. cl. \$6 net.

## Public Spiritedness.

By Emma Gary Wallace.



In many parts of the country the elections have recently taken place to decide the question of local option and much hitherto moist territory has gone dry.

Here and there a town, in which the no-license element was strong, greatly surprised its residents by registering a deciding vote in favor of license, even when the balance of public sentiment was known to be in the opposite direction. If this had occurred in a single place the estimate of the general inclination might be charged up to an error in judgment, but the same condition and result prevailed in so many places that a common or related cause is indicated. What

was it? Were there dark and mysterious forces subtly at work?

No, it was simply a lack of public spiritedness. The people who believed in temperance were so busy attending to their own private interests that they did not stop to consider the public good until it was too late. A public reform of any nature cannot be worked in a month or many of them. It means a long, steady pull against some condition which is at work seven days in every week. It often means making honest mistakes, the stick-to-it-iveness to correct them, and the ability to keep the ultimate end continuously in view.

Private interests are always directly dependent upon the welfare of the surrounding public interests, so that one cannot be neglected without jeopardizing the other. It is a deplorable fact that every little while some sensational newspaper item gives forth to its readers the damaging impression that a large percentage of the drug stores are merely respectable cloaks for an illegal liquor business. There is no doubt that the daily press, as a rule, intends to stand for fairness and public spiritedness, but misrepresentation of facts is not public spirit, it is straight injustice. It would seem that they have harped on this one string until they have come to believe its tune themselves. It is the regret of the great mass of high-minded men and women connected directly or indirectly with the business, that such cases are to be found, even if infrequently. They realize too well, the discredit such individuals bring upon a most honorable calling. There is no occupation which in its entirety represents perfection. It is right and fitting that the wrong-doer should be punished, but it is wrong and manifestly unfair to raise a cry branding the majority of those of the same craft as presumably guilty also.

If the situation were not exasperating and serious it would be almost funny that the great thinking American public can be so easily led to regard a false idea as a truth. It reminds one of the man who presented himself before a fur-dealer and offered to furnish him with a *million* black cat skins at a very reasonable figure. The fur dealer was skeptical. "That is a good many black cat skins," he returned dubiously, as he reckoned his possible profit on such a deal.

The cat-skin salesman assured him most earnestly of his ability to furnish the goods and finally received an order for a carload. The fur dealer hastened to place the coming consignment of near-seal in various quarters where it would net big returns, promising later delivery.

Some time after the cat-skin man appeared with the winter overcoats of seven lusty Toms, which he carried by the tails in one hand.

"There they are," he remarked gloomily, as he flung them upon the counter.

The fur dealer was indignant. "But, sir," he protested, "you promised me a whole carload."

"I know it," the man replied dejectedly. "I was just positive that there were at least a million of them by the catering-wauling they kept up nights, but there's the whole crop, Boss, and three of them I had to coax in from the next street and trap at that."

The hue and cry about the liquor-selling druggist can generally be made to dwindle down to a mighty few skins, and too often, part of them are trapped with baits which have excited their humanitarian sympathies. If proof of damaging statements were demanded very often it would transpire that the news-broker had sold short.

More than one conscientious young woman has hesitated to link her fortunes with those of some suitor within the ranks, being alarmed by the jokes and insinuations of her well-meaning but humorous friends. Not so very many moons ago a bright young woman consulted an elder friend on this very subject. "It would look," she argued, "that 'where there is so much smoke there must be a little fire,' why even the newspapers talk about it."

Right here is a chance for an exercise of real public spiritedness. If every man and every woman, who sees such an item in which the profession as a class or even a portion of it is made to suffer an injustice, would immediately write and mail to the editor of the publication containing the offending article, a courteous protest, it would do a world of good to awaken a sense of fairness and it would have a strong tendency to lessen the constant repetition of charges which prejudice the unthinking. Never mind if there is not time to pen a lengthy production. The shorter the better after the ground is covered. Do not hesitate to sign it in full. It is an honor to stand in defense of a worthy cause.

After that editor has received several hundred such protests a number of times, he will begin to sit up and think the subject out, not only in relation to the subscription list, but as to the justice of the charges. There is no use to argue that it is none of our business, because it is. What affects one affects all whether we recognize it or not. A stone dropped on the earth starts vibrations which encircle the globe.

In a small city the water supply was drawn from a river polluted by mills and villages above. Many people complained about its impurity but no one was public spirited enough to undertake to bring about a change in the condition. Some said, "It is no affair of mine," others said "If the rest can stand it we can," and one wit declared "He hadn't time to bother, besides it wasn't his funeral."

Men came and went to their business and women worked or visited or neighbored without a thought of danger, until an epidemic of typhoid broke out, followed by a more deadly scourge of diphtheria. Business was paralyzed, homes bereaved and lives sacrificed. The wit was the first victim. What a lot of unnecessary suffering and all because of the lack of a little public spirited enterprise, and the pioneers needful to set the ball rolling. *General welfare means individual safety.*

In one of the largest cities of the country, a hold-up took place in a darkened stretch of street. The nearest druggist to the scene tried to interest his business neighbors in an effort to have a light placed at the junction of two streets, by which means the dark place would be sufficiently illuminated. They all shrugged their shoulders. "Folks must look out for themselves," they said. The druggist alone made application to the city for extra lighting. He took time off and went to see about it. He was openly called a fool for his pains.

Elections intervened, and the light was not granted. Another administration came into power and the work had to be all gone over again. At the end of about fourteen months, a powerful light was placed right where the public spirited man wished it.

About one year after that same druggist's wife was hurrying home one foggy evening with medicine for her sick baby, when just beyond the reach of that light she was accosted by a villain—he was in the clothing of the guardian of the law at that—who familiarly took her by the arm. For a moment her heart stopped beating, then came the thought of the light and its supposed protection. It gave her courage. With one desperate effort she broke away and in another instant was within its misty beams, and a moment later was back at her husband's store. If that man never has any other monument than that light post, he ought to be satisfied. Public spiritedness is often a boomerang of good works which returns to the sender bringing capital and accrued interest combined.

A Danish inventor has just perfected an instrument for typesetting by wireless waves, and he shows that the time is not far distant when a correspondent in London may transmit his news directly to the New York printing press through the

Marconi operator. Once that man would have been burned at the stake for being in league with the powers of Darkness. Today people marvel at his mastery of Nature's forces.

That man might have said: "What is the use, I shall never be a newspaper correspondent!" But instead of that he possessed the splendid public spiritedness of a Citizen of the Universe, and that spirit actuated him on to wonderful accomplishment.

The greater the enlightenment the more public spirited we become, because we learn to look at people and things through the eyes of a broader understanding, and with feelings of larger sympathy.

We are in a continual stage of progression. Even when we seem to be sliding backward, it is often the means of arousing us to a sense of our dangerous situation, and of awakening us to a consciousness of latent possibilities. We have had the day of the pill, the capsule, the tablet triturate, and the secret mixture, when each was used in distinct preference to the others, and now we are getting back to the first principles of good, stable U.S.P. and N.F. preparations.

We have also had the day of the wild-cat stock scheme—a bitter pill to many—the day of public graft, the extravagance of advertising regardless of merit, and market products of all kinds which might or might not be what they claimed, but again we are getting back to the first principles—the principles of honesty and truthfulness. And these first principles are going to make life vastly more worth while, for they will re-establish our confidence in our fellow man.

What has done it? What has turned the wheels backward until they reached solid ground? Nothing if not the broadest kind of public spiritedness.

Occasionally some interest which is being forced to give up questionable practices raises a cry of selfishness, and utters a warning that a reform is being pushed to benefit a certain class. If no one was to be benefited, or no condition improved there would be small use of reform, and no reform was ever accomplished without opposition on the one hand and true public spiritedness on the other.

We may not all do great things, but we may with a true spirit of unselfishness perform willingly that portion of the world's work which comes knocking at our own door. Sometimes "silence is golden," and sometimes judicious silence is the real radio-activity of public spiritedness.

## FOR MARYLAND BOARD OF PHARMACY.

### Vacancy to Occur Next May Gives Rise to Speculation and Wire Pulling.

BALTIMORE, Feb. 27.—Considerable speculation is indulged in among Baltimore druggists over the vacancy in the Maryland Board of Pharmacy which will be occasioned next May by the expiration of the term of Ephraim Bacon, the secretary of the board. There are those who believe Mr. Bacon will be appointed to succeed himself, while others are inclined to take a different view.

One of the questions that will probably enter into consideration and may decide the issue is that of residence. The law on the subject provides that two of the members of the board shall be residents of Baltimore, one shall come from the Eastern Shore, another from the central part and a fifth from the western part of the State. The two members credited to Baltimore are John A. Davis and Louis Schulze.

Mr. Bacon has been credited to Baltimore county, and therefore to Central Maryland. Since his appointment, however, Mr. Bacon has become to all intents and purposes a resident of Baltimore, owning a store in the city and conducting it, whereas at the time he was named he was a member of the firm of Truitt & Bacon, of Roland Park, a northern suburb, just a few squares beyond the city limits. If it is decided that Mr. Bacon, by the transfer of his business activities to Baltimore, has become a citizen of the town, he will be ineligible for reappointment under the law, the city already having two representatives on the board.

From now until the appointment is made, the Governor will doubtless be bombarded with petitions in favor of the various candidates for the position.

### Impaired by Torture.

Lawyer—Isn't your memory good?

Witness—Well, not when I'm on the witness stand.

## Peanuts.

By Joel Blanc.



It was during the quiet, collarless and slipper time that I tried to get the mind ready for rest by thinking of many things in general and nothing in particular. On that particular night there came first an unwelcome and then a welcome inspiration. This is the way it happened and an explanation of the occurrence may give you a wee insight into the way a writer follows out the thoughts he transfers to paper.

The family had taken the Morpheus Limited to Shumderland while in a luxuriously comfortable negligee I sat in the big chair in my den with pipe-born clouds surrounding me. Nonchalantly I took from the table beside me a copy of the "Congressional Record" and idly turned its leaves. On one of them my roving glance was for a moment held by the words, "The peanut industry." This was a lengthy, statistic-filled address by a Southern congressman. "Peanut politics" gave an half-uttered expression to my thought and the "Record" was laid aside. Then, in the rolling smoke-clouds, a fifteen-year-old memory took mind-pictured form and I saw myself strolling along the streets of Petersburg, Va., the greatest peanut market in the world. Before my mind's eye passed many great wagons loaded with peanuts. Again I seemed to see the great warehouses and so-called "peanut factories" and to hear the rumble of the noisy machinery as it was used to cleanse and otherwise prepare the nuts for market. The first wreath of smoke-clouds passed and in the folds of a new one I beheld a corner at the junction of two Petersburg streets. Seated at this corner was an old, shriveled negro. Before his box seat was another box on which rested two baskets and a glass jar. Laboriously his trembling old fingers moved as he took the peanuts from one basket, shelled them and dropped the shells into the other basket and the hulled nuts into the jar. For five cents the old man sold me as many hulled nuts as would have cost three times as much in the North. In a critical tone I remarked that the nuts were very small. Uncle replied that small nuts were best and bid me taste for proof. A taste brought the proof, such toothsome proof that I gladly listened while the old negro talked of peanuts. Before that day all peanuts looked about the same to me and they looked far from dignified, but since that time I have looked upon and eaten them with very great respect.

That old negro could neither read nor write. To a Northerner who had spent less time in the South than I had, the negro's language would have been almost unintelligible; but he knew peanuts from P. to S. One might have called him a peanutomaniac, for throughout his life he had raised, sold, eaten, and it seemed, lived, breathed and thought peanuts. He told me more about peanuts, fact and tradition, agriculture, art and indigestion, than I had ever previously imagined. Yet, he knew nothing but peanuts. Upon any other topic he was mentally as a little child.

Again the smoke-clouds changed and with their rolling, thought rolled onward also. Again the copy of the "Congressional Record" was taken in hand and I read with interest, the speech on "The peanut industry." Of course, the speech gave me added information about peanuts. It impressed upon me the greatness of the peanut industry and from its perusal my store of general knowledge was increased; moreover, it proved that what the old negro told me about peanuts was true. It also proved that the old negro knew more about peanuts than the congressman did.

The poor old peanut peddler has probably passed to his reward long ere this, and I can think of him only as a human atom transferred to another state, a black dot erased from a page of humanity's history and yet, before its earthly obliteration it served its purpose and served it well. In his line,

old Uncle Carbon was a disseminator of knowledge of no mean ability. Who can tell how much fruit may have been born on trees of knowledge grown from seeds of thought planted by the poor old black. After fifteen years of forgetfulness, a fleeting memory of the old colored uncle led me to profitably read, digest and enjoy a congressional speech which I had once thrown aside with contempt. It was he who gave me the inspiration to write what follows:

In every walk of life, in every business and profession there are the peanut peddlers, men whose knowledge has developed into a monomania, whose lives hold no music but that which comes from the vibrations of a monochord, who paint no pictures except in monochrome. We pass them with a sneer, perhaps pity, or treat them with contempt, forgetting that while we may know many things indifferently these peanut peddlers know one thing well. While it is true that the pressure of the times tends to make such men fewer and that for them the struggle for existence is becoming harder and harder, it is unhappily true that those who *know* one thing well are often unable to do that one thing well. It is not that they are bound by theory, for such is not the case. Theorists are originators, but these mono-mentalists, if I may be permitted to coin a word, are merely gatherers of facts from one tree of knowledge and these individuals of whom we speak are the unthanked, disdained distributors.

In law, pharmacy, engineering, medicine; in the store, office, college, studio and factory are such men found. They are like the earthworms which keep the soil leavened that it may take and distribute the life of the seed, and as we ungratefully tread upon and crush the worms so do we crush the sensibilities of those life-leavening men who gave so much and ask so little in return.

In every excuse there should be at least an atom of reason. As we of a broader horizon often excuse ourselves for our treatment of these mono-minded men by terming them narrow, bigoted or dull, or by the use of other words which are at least expressions of semi-contempt, so must there be with us the atom of reason. It is true that these men retard us by their drag upon us and weaken our collective strength by refusing to walk with our throng upon the highway. It is true that the tools they give us are muzzled and of but little use until sharpened by our own wit. However, better than the lily in its radiance, far better than the sun-scintillating, flying thistle-seed, is the head of wheat that almost hides itself among the brambles, for from it, with diligence and effort we may later harvest enough for a loaf.

These men, who are so often the subjects of our expressed impatience, hold us to wise conservatism by their adherence to fact. They are the masons who build the walls upon which we, the artists, hang our work. They weave the canvas upon which we paint and we who lean upon what their hand-thrown shuttles have woven, owe them more than we can ever pay.

Crabbed or garrulous, fearful or sad, unlovely they may be; but let us remember that their unloveliness may be a heritage of sin and sorrow, the sorrow for the sin of another who took all the light of love and left only the darkness of ingratitude. Or there may be the lack of heritage of breadth of mind. The predecessors of the old peanut man, for many generations may have dwelt in mental shadow. If such be the case, does not the mono-mentalists deserve credit for having learned one thing better than his forebears learned anything?

So let us all learn a lesson from the old, black peanut peddler and may the lesson teach us to humble our own pride, to throw the light of patient love into the dark hedgerows from which these child-minded men hand us good seed for planting within the gardens of our minds. Neither should we forget that after everything is reasoned and said, we will find those whose mental breadth is as superior to ours as ours is to the old Petersburg peanut peddler. There are others whose mental plane is so high above our own that we have as little hope of reaching it, and make as little effort in that direction, as the poor old black man made to reach ours.

#### Hudson River Ph.A. Meets This Evening.

Another monthly meeting of the Hudson River Ph.A., Inc., will be held this evening, March 4, at 8.30 p. m., at the Hostelry of the "Braddock," southeast corner of 126th street and Eighth avenue, Manhattan Borough, this city. Mental acrobatics and culinary luxuries are promised, in addition to valuable pointers by the buying committee.

## THEORY AND PRACTICE

### Detection of Methyl Alcohol in the Presence of Ethyl Alcohol.

As traces of formaldehyde are invariably produced by the oxidation of pure ethyl alcohol, it is almost impossible to detect small quantities of methyl alcohol in ethyl alcohol by any oxidation process; when, however, not less than 5 per cent of methyl alcohol is present, a definite result may be obtained, the following process being the most satisfactory one: One Cc. of the mixed alcohols is placed in a small, round bottomed distilling flask and the oxidizing agent is added; if ammonium persulphate is used, 0.8 gm. of the salt is added, followed by 3 cc. of dilute sulphuric acid (1:5), or, in the case of potassium bichromate, 1.5 grms. of the salt and 1.5 of pure sulphuric acid. In either case, the mixture is diluted with water to 20 cc., and then distilled, the distillate being collected in test tubes in five separate portions of 2 cc. The first two portions, which will contain all the acetaldehyde and formaldehyde (when an aqueous solution of acetaldehyde and formaldehyde is distilled, the whole of the acetaldehyde distills over before the formaldehyde), may be rejected. To each of the remaining portions a few drops of 0.5 per cent solution of morphine hydrochloride are added, and concentrated sulphuric acid is poured into each test tube so as to form a layer at the bottom. In the presence of formaldehyde a violent ring will be found at the junction of the two liquids. The coloration yielded by a mixture containing 5 per cent of methyl alcohol is very decided and cannot be mistaken for the faint reaction yielded by pure methyl alcohol (*Analyst through Jour. Soc. Chem. Ind.*).

### Freezing Point of Calcium Chloride, Glycerin and Alcohol Solutions.

In view of the use of various substances by automobilists for preventing freezing of the water in radiators, the following data will be found useful. It will be noted that a 25 per cent solution of the commercial calcium chloride is necessary to prevent freezing in the coldest weather we are likely to experience. The ordinary commercial calcium chloride usually tests about 75 per cent of the pure salt and the figures are based on the use of a salt of this strength.

Specific gravity of solution.	Number of lbs. of salt to the gallon of solution.	Freezing point.
1.150	2¼	7° F.
1.175	2¾	0° F.
1.200	3	-9° F.
1.225	3½	-18° F.
1.250	4	-33° F.

Glycerin is used for a similar purpose, but has not been found satisfactory and is, moreover, very expensive, 50 per cent being required to resist even a moderate degree of cold. A 10 per cent solution freezes at 30° F., 20 per cent at 27° F. and 30 per cent at 21° F. Denatured alcohol is also used to some extent, and while better than glycerin it is not so good as calcium chloride and, moreover, is much more expensive, owing to its volatility. A 5 per cent solution freezes at 28° F., 10 per cent at 23° F. and 20 per cent at 14° F. (*Drug Topics*).

### Cocaine in Tooth Extraction.

The more recent practice is to employ a smaller dose of cocaine, an eighth of a grain being, according to some authorities, ample for the purpose. The syringe is obtainable at any druggists' sundries house. A solution which is kept ready made is prepared from a receipt such as the following:

Cocaine hydrochloride	1 part.
Boric acid	1 part.
Glycerin	2 parts.
Wintergreen oil	1 part.
Dill water	.95 parts.

Prepare under strict aseptic conditions and filter bright (Ch. & Dr.).

## Original and Selected

### PHARMACY IN GENERAL MERCHANDISE STORE.\*

By F. D. POLLARD, Proctorsville, Vt.

Drug stores run in connection with a general merchandise store, present some aspects different from drug stores *per se*. In order that I may make my meaning clear, I will say that I class as drug stores along with general merchandise stores only such as compound prescriptions to a greater or less extent. Nor am I classing as such the strictly department stores, of which there may be one or two in the State. Drug stores run with a general store have the assortment of drugs displayed in a large room along with dry goods, groceries, boots and shoes, clothing, hardware, etc. This arrangement has some advantages, as well as disadvantages, which I will not undertake to enumerate or discuss.

This class of stores, now under consideration, were quite numerous throughout the State in past times, but since the passage of the pharmacy law the number has been dwindling, and in my opinion, in the not very distant future, will practically become a thing of the past. I cannot but think that the young men, who, either by taking a course in pharmacy or studying at a drug store, are able to successfully pass the examination, will lack either the inclination, the ability or the experience so necessary to make a success of such an undertaking. It is believed there is not one store in the State with sufficient drug business so a proprietor, not registered, would feel warranted in hiring a registered clerk. In fact it is quite certain, if there was no drug line in the store at all, there would still be the same number of people in it at work.

Ask the proprietor of such a store why he does not branch out in some seemingly more profitable line, as for instance, a soda fountain, and he will quite likely reply, "I could not do it without another clerk and that would not pay me."

Thus as the store is under little added expense because of the drug corner and business would go on just the same as if it was not there, the proprietor is sometimes tempted to use the business to draw trade. In other words he cuts prices thinking to get the business more than back in his other lines of goods.

This is quite a prominent feature of the advertising of some of the large department stores in certain of the large cities of the United States at the present time.

Far many years preceding the passage of the pharmacy law and the organization of the Vermont State Pharmaceutical Association, I am sorry to say, this plan was also quite generally adopted in Vermont. As showing how thoroughly the business was demoralized at one time, the writer remembers somewhat over twenty years ago, of a certain dollar proprietary medicine that, because of very successful advertising, sprang into prominence and became in great demand. Every dealer in the vicinity tried to see if he could not sell it cheaper than his competitors, but the writer finally carried off the trophy by selling it at fifty-nine cents. Many times in those days the drug stores as well, tried hard to and usually did succeed in keeping their end up at cutting prices.

Since the passage of the pharmacy law, and the organization of a strong compact State association the writer can see, generally speaking, that a change has gradually come over the trade. All are realizing more and more that in the end such demoralization in prices are no benefit to manufacturer, dealer or consumer. It is the writer's belief that at the present

time general stores have no desire to run their drug departments to the detriment of the drug trade, but on the contrary the proprietors of such stores will be found co-operating with drug stores for the general betterment of conditions.

And right here let me say that I consider attendance to the yearly meetings of great importance to bring about this much desired result. Here we get better acquainted with our neighbors in a day than we would in a life time at home. I do not know the reason, unless it is because the business seems to demand our constant presence and attention, but I believe it to be a fact that druggists generally are less neighborly and less acquainted with one another than any other class of tradesmen. This rule, of course, has some honorable exceptions.

Again, the druggist's liquor license question is one where the general merchandise dealer is apt to look at things at a different angle than does the regular drug store proprietor. Generally he has problems enough presented to him for solution in the sale of extracts and essences without any added difficulties to make things more vexatious, and he is quite likely to decide that he will lose more than he will gain if he takes out a druggist's liquor license. The subterfuges used to get something the user thinks can be taken in larger doses than the directions given are almost without number and some of them really laughable. In this connection, I used to know a man who after standing about the store for a short time would exclaim in the most matter of fact tone: "By the great horn spoon, how my belly aches." It is almost needless to add that he would shortly after call for a bottle of peppermint or checkerberry to allay such a dreadful condition.

#### Pricing of Prescriptions.

Again, the interests of the general merchandise and drug stores are somewhat at variance in the pricing of prescriptions. This is really a more important matter than it would, perhaps, seem at first thought. The profit to a general merchandise store even more perhaps than a drug store is in the reports: "How is this?" you say. Well, in the first place the container is handed in all labeled and ready to fill. No expense there. Then he knows just how to go about putting it up. He does not have to spend time thinking up the proper way to combine the ingredients; nor does he have to be sure the dosage and directions are correct. Another important consideration is that he has all the ingredients to put it up with. Because while there is no drug store that can compound every prescription given it, the proportion of prescriptions a general merchandise dealer has to hand back with the remark, "sorry,

but we have not all the articles called for," is much the greater. But any dealer or druggist either, for that matter, who has to return a prescription unfilled which he compounded before, had better at once overhaul his system of business as there is surely a screw loose somewhere.

#### The Perennial Buyer of Medicines.

Now, bearing the above in mind, along comes Mr. X. You know him. Every druggist knows him. He is a very considerable factor in the trade of every drug store. He is always tight about money matters. He will pinch a cent until almost all the feathers are squeezed off the Indian's head, but he will buy lots of medicine and always pays for it on the spot. Now, to look at Mr. X, he does not appear sickly, but perhaps he has a tickling in the throat, causing a cough and thus fears consumption; or perchance he may have a backache at times and visions of kidney trouble or Bright's disease are before his eyes. Or, again, he may have a touch of "rheumatiz." No matter. It is nothing serious. I never knew of anyone to die of his pet trouble. In fact, come to think of it, I scarcely know one to die at all. It is possible though one might die from old age or accident. Now, Mr. X, has tried and retied all the medicines on your shelves that seem to hit his symptoms. Free samples of medi-



FRED D. POLLARD,  
of Proctorsville, Vt.

\*Read before Vermont Pharm. Ass'n, Burlington, 1908.

cine are always in order and are tried again and again. Nor does he seem to be at all particular that the samples are recommended for his symptoms. "All Cools Look Alike to Me," is the popular song. "All Cools Look Alike to Me," it would really and truly be more near the truth and the whole truth, too.

Now Mr. N., having tried all the remedies he ought to have, of, and not getting the benefit he thinks he ought to have, has, wonderful to relate, gone to the doctor and procured a prescription. Now, if a low price is put on this prescription he will most likely get it refilled many times, as his vanity is touched by the fact that the medicine is compounded to suit his individual needs. I have in mind two cases, one a cough remedy and the other a kidney remedy. Both were expensive to compound and both were priced at five cents advance over the usual price of proprietary remedies of times the same sized bottles. Both have been refilled scores of times to the original patient and many others, because such persons are very assiduous in inquiring after other people's health and prescribing freely. The writer thinks a little care and thought along these lines will repay the investigator.

In conclusion, I wish to urge all, whenever they give a copy of a prescription to note on it the price charged in the cost mark adopted by this society. Such will save the druggists into whose hands it falls for renewal much annoyance. And any such cost mark on a prescription filled by a member of the Vermont State Pharmaceutical Association should be religiously respected.

## PERSONALITY IN BUSINESS.

By Ernest C. Cripps, Berkhamsted, Eng.

It is possible in building a business to work to this end by two different methods, each conducing to a common result and yet distinct, and sharply separate. One may be called the kinetic, active form, and consists of the self-laudatory, self-interest, egotistical method, generally seen in keeping before the public by means of advertising, the other, latent and restrained, which consists of letting actions speak louder than words, and allowing that subtle essence called "personality" to work out its slow, yet sure designs.

It is the fashion in certain quarters to sneer at the "personal equation" in business, but it is manifest to all thoughtful observers that the most powerful asset a business man possesses, unaffected by competition or the march of time, is the impression that he makes and has made, consciously or unconsciously, upon his customers, now, and in the years that have gone.

Vain is all the complaining, especially if we have been successful in our businesses, that the public do not appreciate us at our true worth, or are blind to our many good qualities. "A man passes for what he is worth," and if we have not received our mead of success, the fault is more likely to be at our doors, other things of course being equal, than at those of a discerning public.

### The Personal Equation.

Now there is much in the "personal equation" over which we can exercise no control at all. We are all what we are, in our own individual outlook upon the external world, in our modes of thought, in our moods and feelings, and in many other things, by reason of the subtle impetus of heredity and the molding power of environment, especially this last in our early years.

These influences have stamped us, have made us what we are. We cannot greatly alter our natures along these lines, but in simpler and more practical ways it is possible to develop personality if not there, or change its character if harmful to ourselves, or unpleasant to those around us.

### Courtesy Must Be Accorded to All.

From a business point of view how harmful to us is *boorishness of nature and want of courtesy*, when dealing with others including of course our customers. There are those who pride themselves upon this trait in their character, and boast of their bluntness of speech and general unpleasantness, as distinguishing them from the common herd and endowing them with what they are pleased to call "individuality." Occasionally we find a man, who, in spite of these defects, has built up a successful business, but there are dozens who have come to grief through them, and if we desire to make

our connection with the public firm, strong and lasting, courtesy of manner, a smiling face, gentleness when dealing with children, and deference to the aged, must be strenuously cultivated by us.

Or again how necessary is it to foster the habit of attending to small details of a business. Asked how a well-known pharmacist had built up such a flourishing concern, he replied: "By strict attention to little things!" It should be our aim to be as careful in attending to the goods we supply to the customer who spends but a few cents with us, as to one who spends many dollars. A carelessly written label on a small ointment container, or a label placed on a bottle over an old and dirty one, will be an advertisement constantly and insistently proclaiming to all who see, that we are careless, untidy and unmethodical.

### Taste an Essential Factor.

And surely how careful we should be that our pharmacies bear the stamp of refinement upon them. There are some men in our calling who seem quite devoid of this trait of character and who exhibit in their windows and upon their shelves just those goods that should be relegated to less conspicuous spots. We all know what may be called the "Bed-pan" window with its display of trusses, urinals, suspenders, bed pans and what not. The public knows we keep these things. Why shock the susceptibilities of many ladies by their exhibition and incidentally stamp ourselves as men with no sense of the fitness of things. Our windows and shop should be tastefully arranged, if we wish them to give the impression that they are possessed by men with refined personality. Neatness and order is good, but taste is something more. We all know the appearance of a home devoid of a mistress. It is periodically arranged and managed but it lacks the sweetness of one who arranges and manages upon it her own artistic and tasteful character, and a discerning public will unconsciously judge of a man's personality by the taste he displays in the arrangement of his pharmacy.

### Bad Business to Argue Too Much.

Avoid also forcing our opinions "whether on theology, politics, or what not," upon our customers. We can hold these opinions strongly and tenaciously, but it is bad taste and certainly bad business to argue them out with those who enter our doors. Many a man whose start in business was promising, has made no headway, if not absolutely come to grief, through the neglect of this simple precaution. And in this same connection the pharmacist should be distinguished, so far as in him lies, by the blamelessness of his private as well as public life.

From a business point of view, the man who habitually frequents saloons, gambling houses or even billiard rooms, is doing his connection no good, and sooner or later these habits will tell harmfully upon it. Especially in small towns is this the case, for surely the day is long past, when the drug store in America, or the chemist's shop in England, was generally the drinking shop and scandal center of the community.

### Regard for Others in the Calling.

And the man who values his reputation for fairness and brotherliness should never attack or listen to the attacks of others upon his brother pharmacist in the same street or town, for he should remember that in doing so he would be guilty of attacking his own calling and one who should be, if he is not, a friend.

And in closing this article it is only necessary to add that all the above graces can be cultivated if we wish. They may seem outside the qualifications or even necessities of the average man of business, but if possessed they form an asset, which, as has already been stated, neither time, place or competition, although they may weaken, can never wholly destroy.

### Philadelphia College of Pharmacy Lectures.

Prof. Samuel P. Sadtler announces that the third of the series of special lectures in the food and drug course of the Philadelphia College of Pharmacy will be given March 9 at 3 p. m. in the Philadelphia Museums, 34th street below Spruce, by Dr. W. P. Wilson, director of the Museums, who will speak on "A Few Interesting Foreign Drugs," illustrated by slides and specimens. The Museums will be open to members of the college and others, affording an opportunity to inspect numerous interesting and curious products from all parts of the world.



# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Bromo-Chloralum.

(X. Y. Z.)—Trade mark rights are claimed in the use of the name "bromo-chloralum" and we cannot give the formula for the proprietary article. However, a solution belonging to the same type of disinfectants may be made as follows: Dissolve 1 kilogram of alum in 2½ liters of boiling water, and precipitate completely with ammonia. The washed precipitate is transferred to a closed vessel, 30 grams of bromine added, and sufficient dilute hydro-chloric acid (1:1) until dissolved. Finally sufficient water is added to bring the measure up to 4½ liters; filter, if necessary.

## Coloring Liquid Face Powder.

(X. Y. Z.)—"Can you tell me how to color a 'liquid face powder' pink, so that the powder in the bottom of the bottle will be pink?"

It depends considerably upon the character of the powder employed in the mixture, but it is more than likely that the desired result can be accomplished by triturating the powder before suspending it in the solution, with insoluble scarlet lake. The liquid of the mixture may be tinted pink with eosin or any desired soluble coloring substance.

## Baking Powder.

(J. H. P.)—We give below a formula for each of the several varieties of baking powders, although there is considerable objection to alum powders. The amount of starch can be increased in any of the recipes, the other ingredients being left the same. A powder in this way can be made at almost any price desired. The starch is simply used to keep the chemicals in a powder and from acting upon each other:

(1)	
Tartaric acid .....	1 pound.
Sodium bicarbonate .....	1 pound.
Powdered starch .....	½ pound.

(2)	
Cream of tartar .....	2 pounds.
Sodium bicarbonate .....	1 pound.
Powdered starch .....	¾ pound.

(3)	
Acid potassium tartrate .....	19 ounces.
Rice flour .....	1 ounce.
Sodium bicarbonate .....	3 ounces.

(4)	
Acid phosphate of lime .....	1½ pounds.
Sodium bicarbonate .....	1 pound.
Powdered starch .....	1½ pounds.

(5)	
Acid phosphate of lime .....	2 pounds.
Dried ammonia alum .....	2 pounds.
Sodium bicarbonate .....	3 pounds.
Powdered starch .....	5 pounds.

(6)	
Dried ammonia alum .....	1 pound.
Sodium bicarbonate .....	1 pound.
Powdered starch .....	1 pound.

The ingredients, all finely powdered should be first sifted separately, to get rid of all lumps, then the sodium bicar-

bonate and starch should be well mixed together, and finally the acid ingredients should be added, and all thoroughly incorporated, either by rubbing together in a mortar or by sifting at least three times. Flour can be used in place of starch, and is considerably cheaper.

## Phosphorus Paste.

(A. L. P.)—According to the author of "Pharmaceutical Formulas," there are many stupid formulas for phosphorus paste, yet there is perhaps nothing so easy to make as an active and fatal phosphorus paste with phosphorus in a practically unoxidized state. The points to note are that phosphorus readily dissolves in hot fats (1:20 or more) and that the poison should not be present in such excessive quantity to drive away the vermin.

(1)	
Phosphorus .....	1 dram.
Beef-dripping .....	5 ounces.
Wheat flour .....	2 ounces.
Sugar .....	1 ounce.
Powdered biscuit .....	1 ounce.
Water .....	a sufficiency.

Melt the dripping and put it into a wide-mouth bottle placed in a pan of hot water. Drop in the phosphorus (cut small), cork, and shake the bottle until the phosphorus is dissolved (dipping into the hot water occasionally). Place the powders in a warm mortar and pour the phosphorized dripping upon them, mix and add warm water to make a soft paste.

(2)	
Phosphorus .....	1 dram.
Pure carbon bisulphide .....	½ ounce.
Beef-dripping .....	5 ounces.
Biscuit powder .....	3 ounces.
Comp. tragacanth powder .....	½ ounce.
Oil of aulse .....	10 drops.
Oil of peppermint .....	5 drops.
Boiling water .....	3 ounces.

Heat the dripping until it is quite clear, and transfer to a hot mortar; pour into this the carbon bisulphide in which the phosphorus has been dissolved; stir, then add the two powders and the oils, and finally the boiling water all at once, kneading the mass thoroughly until a perfect mixture is obtained.

They are practically alike, but by dissolving the phosphorus in the carbon bisulphide the paste is made much more quickly. The carbon bisulphide must be the redistilled or odorless variety. Most of the bisulphide is dissipated by the hot water, and as the solvent evaporates, access of air, therefore oxidation of phosphorus, is prevented. Another good way to make the paste is to melt lard in a wide-mouth bottle in a water-bath; introduce into it one-half ounce of phosphorus for every pound of lard; then add a pint of proof spirit; cork the bottle firmly, keeping the contents heated to 150° F., and agitate smartly until the phosphorus becomes uniformly diffused, forming a milky-looking liquid. This liquid on cooling affords a white compound of phosphorus and lard, from which the spirit spontaneously separates, and may be poured off to be used again, as it only serves to diffuse the phosphorus in very fine particles through the lard. This phosphorized lard, on being warmed very gently, may be poured into a mixture of its own weight of barley or wheaten meal and sugar, incorporated therewith, and after flavoring with oil of rhodium, etc., the dough may be made into pellets for distribution to the mice. Or mix the lard with powdered cheese (3 and 1), to be spread on bread.

## To Make Labels Adhere to Tin.

(X. Y. Z.)—sends to the Question Box this practical note: The best way to make labels adhere to tin boxes is to swab them over with a solution of one dram of zinc sulphate and one dram of muriatic acid in an ounce of water, practically tinner's "cut zinc." The solution when applied galvanizes the covers.

## Liquid Soap for Toilet Use.

(S. R. P.)—See ERA of November 12, 1905, page 604.

We often envy our competitor the possession of something that we would not pick from the gutter.

## Tooth Topics.

### An Arch of Brushes.

Make an arch of light boards, five feet high and three feet, inside measure. The uprights of the arch should be about fourteen inches wide, but all proportions may be increased or decreased as the size of the window may make advisable. Cover the arch with crimson, crepe paper. It is best that the arch should be so firmly constructed that it may be covered and the brushes fastened thereon before it is erected in the window.

After covering, fasten tooth-brushes over the paper. Double pointed carpet tacks answer very well for fastening the brushes to the arch. Do not use too many brushes. Arrange them according to prices, commencing with ten cent brushes and finishing with the highest priced ones at the keystone. Carry out a general design in the arrangement of the brushes. At the base of each upright arrange the ten cent brushes like the spokes of a wheel radiating from a hub formed of a circular price-card. Above these arrange fifteen cent brushes, radiating in fan form from a semi-circular price-card. Continue upward with the arrangement, as brush stock, taste and dimensions of arch may suggest. When finished, fix the arch perpendicularly in the rear center of the window.

### The Big Tooth.

Take a light wooden box about eight inches square and to it fasten three legs of the same length as the depth of the box. Pad out this tripod with white cotton to give it the outlines of a molar tooth. Set the tooth in front of the arch and upon the top of it display toothache gum, tooth plugs and such other toothache remedies as may be in stock.

Next, make a small, distinctly lettered show-card, to read as follows: "If the ache makes your tooth feel as big as this one, any of these remedies will bring relief." Fasten this card at the top of the tooth, immediately behind the remedies.

With threads of wire which will be as nearly invisible as possible, swing a card from the keystone of the arch so that it will hang suspended over the tooth. Have the card lettered: "But a good brush and package of prevention is worth a pound of toothache cure."

On the floor of the window around the arch and tooth make a general display of tooth powders, creams, pastes, liquids, mouth-washes, dental floss and tooth-picks.

### Simple and Novel.

Suspend a large saw in the centre of the window and across it place a tooth-brush so that the bristles rest upon the saw teeth. Above, have a show-card reading: "You would not think of sharpening saw-teeth with a tooth-brush any more than you would think of cleaning your teeth with a steel file. Yet, a steel file is no more hard and might injure the teeth as little as some of the harsh, acid, gritty tooth preparations that are sold. Try our..... It is mildly strong and gently effective. It cleans the teeth without filing off the enamel." Display any desired tooth-cleaning specialty.

### Three Pillars.

Secure two circles cut from a one inch board, twelve inches in diameter. Around the edges of the twelve inch circles nail thin, stiff, lath-like strips four feet in length and thus form a cage-like, four foot column. In like manner secure two pairs of eight inch discs and with three foot strips make three foot columns. First cover all the columns with heavy wrapping paper to secure a smooth, round surface and then cover the whole with crepe tissue of desired colors. All the columns may be covered with paper of a uniform color or a different color for each may be used.

Around each column wind a narrow ribbon of contrasting color so that the ribbon will form a spiral running from the top to the bottom of the column. See that the spiral lines of ribbon are from four to five inches apart. Fasten the ribbon to the column with small tacks driven through the ribbon and paper into the wood strips. See that the ribbon is left loose enough to permit the sliding of a brush handle between it and the paper at any point between the tacks, and yet tight enough to hold the brushes snugly in place. Slip in as many brushes as artistic judgment may suggest and then stand the columns in the proper positions in the window, the tall column between the two short ones. If handled carefully and stored in a clean, dark place, these columns may be used

repeatedly for the display of tooth-brushes, combs and other light articles. Other display uses will also be found for them.

### Revolving Columns.

If the druggist has a gas, water or electric motor he may double the attractiveness of a column display by placing one or more columns upon a revolving platform. When slowly revolving, the spirally wound ribbon gives a peculiarly pleasing effect.

### Combination Sales.

There is no better way to increase the sale of a tooth preparation than by using it in special price combinations with tooth-brushes. One may secure cheap brushes in job lots or otherwise, so that he can afford to give a brush with each package of the tooth-cleaning specialty he may wish to push. Whether this is good business or not depends upon the character of the druggist's trade. If the greater part of the tooth-brush business is in the cheaper grades, the giving of a nominally ten cent brush is advisable; but with a discriminating patron the cheap brush may have the effect of creating a prejudice against the powder and work a general injury to the business.

In many cases it may be better to offer a twenty-five cent brush and a twenty-five cent preparation for forty cents or even thirty-five cents. Another method which has been used advantageously is to sell any brush that is ordinarily priced at twenty-five cents or more, for five or even ten cents less than the regular price, when purchased in connection with a package of the tooth specialty which is being pushed.

It is questionable business to push a lot of brushes of any single style and texture of bristles, at any price. A tooth-brush should not only be suitable for use upon the teeth of the purchaser, but attention should be given to the peculiar notions the average patron may have as to the nature of the brush which he or she may wish. In the long run it is not good policy either in special sales or regular trade, to endeavor to induce a patron to accept a brush of any particular form or price. In fact, there is no line in a drug store of which so complete a variety should be carried as that of tooth-brushes.

### Outfit Combinations.

Not only may tooth-brushes and preparations be pushed, but a line of practically dead goods may often be worked off with them through outfit combinations. For example, an outfit may consist of a tooth-brush and a package each of a tooth preparation, cold cream, face lotion, face powder and massage cream. Such an outfit may be offered at any price which will make it very attractive to patrons and at the same time yield a good net profit to the druggist; and also enable him to get rid of some dead stock. Of course, only one or two articles of the outfit should be "dead ones."

### Tooth News.

In the preparation of booklets or other printed matter for advertising tooth goods, it is well to put in a few notes of general interest. The following are suggestions which may be advantageously used:

A tooth is merely a development of a part of the mucous membrane of the gum. The enamel of teeth is a calcareous tissue like ivory and while harder, it is of the same chemical composition as the ivory of an elephant's tusk. The enamel of the teeth is the hardest substance in the human body. The teeth of childhood or "first teeth" are twenty-two in number. There are thirty-two of the second dentition or "second teeth." At the age of six years the average mouth holds more teeth than at any other time. Teeth contribute more to the beauty than that reflected by their appearance. They hold up the nose, depress the chin and fill out the cheeks.

### Pharmacists Scarce in Southern Mexico.

OAXACA, Feb. 14.—In the report of the director of the State Institute, which has just been published, public attention is called to the need of more notaries, pharmacists and other professional men rather than lawyers and doctors. It is generally true throughout the republic that both the latter professions are overcrowded. Of the professional graduates of last year fifty-two per cent received titles as lawyers and twenty-three per cent as doctors, for which there is little or no demand, while none of the graduates took the notary course and less than three per cent the pharmaceutical course despite the local demand for men in these professions.

## PERSONAL MENTION

—GRANDIN V. JOHNSON, of Highlands, N. J., visited friends in the trade in New York City a few days ago.

—GEORGE W. TERNES, of the Lilly sales force in Chicago, visited the home office in Indianapolis last week.

—GEORGE S. CAMPBELL, of Milburn, N. J., was a caller upon the jobbing trade in New York City last week.

—IRA ANTONIDES, JR., of Atlantic Highlands, N. J., was a caller upon the trade in New York City last week.

—C. E. WANSLEY will shortly begin his duties as salesman for Parke, Davis & Co., in the Cape Cod section of Massachusetts.

—CHESLEY LASHER, manager of the Catskill (N. Y.) Pharmacy, has accepted a position in the city of Troy and will move there with his family.

—WILLIAM H. LAMONT, manager of Eli Lilly & Co.'s St. Louis branch spent a few days visiting the home office in Indianapolis recently.

—WALTER H. DIPPEL, formerly manager for H. R. Rieman, Sag Harbor, N. Y., has decided to locate in the retail drug business at Clinton, Okla.

—JUSTIN F. BARTLETT, formerly of Chelsea, Mass., is now manager of the Tremont street store of the Theodore Metcalf Company, Boston.

—FRANCIS W. COOK, formerly engaged in the drug trade at Spring City, Pa., has moved to Salem, N. J., where he is engaged in the newspaper business.

—JOHN W. GEIDEL, of Henderson, Ky., while going from his residence to his pharmacy recently slipped and had a severe fall which laid him up for several days.

—DRUGGIST visitors of the Milwaukee Drug Company last week included: F. W. Thiemann, Sheboygan; August Braun and daughter, Merrill; John Kalmes, Clintonville.

—ZENO HABENSCHEID, employed in the pharmacy department of the Gimbel Bros. department store, Milwaukee, made a recent visit to his former home at Jefferson, Wis.

—W. C. VINCENT, druggist at Bedford and DeKalb avenues, Borough of Brooklyn, N. Y. City, will leave on March 9, for Florida, in charge of a "personally conducted tour."

—FRANK SMILEY, city credit man for McKesson & Robbins, of New York City, has just returned from a month's vacation spent at Palm Beach, Florida. Mr. Smiley reports an excellent time.

—MISS ELLEN OGLE, pharmacist in the employ of John Graham at Portage, Wis., is receiving medical care at the city hospital at Columbus, Wis. The recovery of Miss Ogle is looked for.

—B. E. TAYLOR has joined the forces of Parke, Davis & Co.'s salesmen and will leave shortly for Scranton, Pa., to take the position held by Dr. D. Whitney Davis, who resigned a few weeks ago.

—LOUIS C. SEIP, a well known Philadelphia druggist who has done some exceptionally clever amateur photography work, has been experimenting with the X-ray apparatus with very creditable results.

—CHARLES LECOMTE, well known druggist at Green Bay, Wis., has returned from a two months trip abroad. Mr. LeComte visited his old home at Brussels and spent some time in London and other points.

—SAMUEL C. TUCKER, a well known druggist of Champaign, Ill., is a candidate for the Republican nomination for mayor of that city. The local papers speak in high terms of him as a successful pharmacist and active citizen.

—GEORGE KOEHLER, formerly with August Braun, well known druggist at Merrill, Wis., has been made manager of the new branch pharmacy of Wichman Bros., at Wausau, Wis. Mr. Braun was a recent Milwaukee visitor.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., has just returned from a two weeks' business trip spent in Florida. Mr. Smith reports conditions very satisfactory as far as his house is concerned.

—ROBERT HALL, for several years employed by Parke, Davis & Co., Detroit, has accepted a position with the Toledo Pharmaceutical Co., of Toledo, O., as traveling salesman. His associates presented to him a handsome traveling bag as a token of esteem.

—CHARLES J. LYNN, secretary and general manager of Eli Lilly & Co., is spending the first week of March in New Orleans in one of his regular visits to the New Orleans branch and Lilly representatives in that vicinity. He is accompanied by Mrs. Lylyn.

—GEORGE W. EVANS, president of the Evans-Smith Drug Company, of Kansas City, Mo., was among the guests at an English pheasant dinner recently given at the Kansas City Club by I. H. Rich, general manager of Swift & Company, to a select party of friends.

—CHARLES ADAMS DREES, JR., son of Charles A. Drees, the druggist of 280 Broadway, Buffalo, N. Y., has been selected as a member of one of the debating teams of the University of Pennsylvania, the first time in the history of the university that this honor has been won by a Buffalo man.

—JULIUS FOLSTER, well-known in the drug trade as connected with Sharp & Dohme, has not made any change of employers lately, nor has he any idea of doing so. This statement is made because an unfortunate typographical error in a recent issue stated that he was representative of another house.

—J. K. LILLY, president of Eli Lilly & Co., spent the latter part of February visiting the Grand Canon of Colorado and Southern California. He is accompanied by Mrs. Lilly and will remain several weeks on the Pacific Coast for rest and recreation. He is now at the Hotel Coronado, Coronado Beach, Cal.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, is a member of the committee of the Merchants' and Manufacturers' Association, of Milwaukee, which is arranging the annual trip of the association. Michigan territory will be invaded this year in the interests of Milwaukee trade.

—J. T. DOSTER, of Doster-Northington Drug Co., Birmingham, Ala., recently spent a day in Indianapolis visiting the plant of Eli Lilly & Co., and calling on Indianapolis jobbers. Mr. Doster was accompanied by T. R. Taylor, of Tuscaloosa, Ala., who has just opened one of the best appointed retail stores in the South.

—DR. H. R. WHITLEY, one of the members of the Dorsett Drug Company, of Douglasville, Ga., besides being a physician with a large practice, has found time to serve in the State legislature, two years as Senator and nine years in the lower branch. He has been the author of several bills designed to improve the health of the State.

A. W. KILER, Ph.G., of Columbus, O., was a recent visitor in New York, having come to the city to attend a meeting of the board of directors of the Aseptic Products Company. Mr. Kiler is one of the leading members of the American Druggists' Syndicate in Columbus and is a new member of the Ohio State Board of Pharmacy.

—DURING the first day of his visit in New York City last week, President Taft was a guest at dinner in the home of Dr. William Jay Schieffelin. President Taft and Dr. Schieffelin are both interested in the so-called "negro problem" and in the evening attended the Booker T. Washington meeting where the President addressed a large audience on the matter of solving the problem.

—DR. HARVEY W. WILEY, chief of the Bureau of Chemistry of the Department of Agriculture and Prof. Charles H. LaWall, a member of the faculty of the Philadelphia College of Pharmacy as well as one of the chemists for Pennsylvania, were among the speakers at the International Tuberculosis Exhibition in Philadelphia. Dr. Wiley spoke on the relation of food to tuberculosis.

—JOSEPH J. CONGER, of St. Paul, has sold his drug store to his clerk, Edward Mierko, and will move to a ranch near Portland, Ore., on the Salmon river, where he will raise apples on a large scale. Mr. Conger has been running drug stores in St. Paul about fifteen years. His brothers Stephen B. and Fred A. each has a drug store of his own in that city, and the three brothers have always acted in partnership.

—THOMAS P. TAYLOR and wife, of Louisville, Ky., are making a short trip through the South and expect to reach New Orleans in time for the Mardi-Gras festivities. Mr. Taylor has large interests in three prominent retail stores in his home city, but as chairman of the committee on exhibits at the coming convention of the N.A.R.D. he will find abundant time to devote to this important part of the work. Mr. Taylor has lots of energy and will make the display at the convention well worth seeing by visiting druggists.

**BALL OF GERMAN APOTHECARIES' SOCIETY.**

Concert, Supper and Dancing, With Larger Attendance Than Ever Before, at the 58th Anniversary.

The fifty-eighth anniversary ball of the New Yorker Deutscher Apotheker Verein, which was held last Thursday evening in the Lexington assembly room of the Terrace Garden, was, as had been expected, the most successful of any ball in the history of the society. There was a big increase in the attendance of the younger element, while the number present from the old guard was also up to the mark compared with former occasions. Nearly every dance selection was encored at least three times. The concert was by Lederhaus' orchestra, which also furnished music for the dancing.

President Felix Hirsman, and his wife, who carried a beautiful large bouquet of violets, presented to her by the entertainment committee, headed the procession in the grand march, followed by a number of other officers with their ladies, there being more than 100 couples in line. The march was directed by floor manager Edw. F. Pfaff, who later led the supper march with Miss Hitchcock, daughter of Geo. H. Hitchcock.

Following the first part of the program adjournment was taken to the supper room, where all were surprised to find that a corresponding style and elegance of decorations prevailed. President Hirsman greeted the members and guests in a speech. Referring to the decorations of the national flags he made timely remarks of a patriotic nature, making half of his speech in German and the rest in English.

A toast was proposed for the ladies by Emil Roller, whose very appropriate remarks were enthusiastically applauded. A communication was read from William Bodeman, of Chicago, an honorary member of the society, expressing his regrets at being unable to attend.

Following the supper, part two of the program, consisting of ten dancing numbers, was carried out, and never at any of the previous events was the number so large as that which departed to the strains of "Home, Sweet Home," at 5:30 a. m.

The entertainment committee consisted of Otto P. Gilbert, chairman; Paul Arndt, Henry F. Albert, Robert S. Lehman, Hugo Kantrowitz, and Edw. F. Pfaff. Present on the reception committee, consisting of the officers of the society, were President Hirsman, Dr. C. F. Klippert, O. P. Gilbert, Edw. F. Pfaff, Robert S. Lehman, Geo. Leinecker, and E. C. Goetting.

Delegations were present from all the local pharmaceutical organizations and the members of the New York Retail Druggists' Bowling Association, with their ladies, attended in a body.

**New Yorkers to Attend Congress of Applied Chemistry.**

Columbia University, of this city, will be represented at the Seventh International Congress of Applied Chemistry in London May 27 to June 2 by the following members of the faculty: Prof. C. F. Chandler and Prof. M. T. Bogert who are members of the advisory committee of honor; Prof. Virgil Coblentz, a member of the committee on pharmaceutical chemistry, and Henry Carmichael, member of the section on the starch industry. The Congress is under the patronage of King Edward and the crown prince of Great Britain, and only the most eminent chemists of the United States and other countries are on the various committees.

**Had Rich Father, But Is a Suicide.**

David Rufeisen, of 828 Cortlandt avenue, New York City, who was employed as a drug clerk, committed suicide by shooting last Friday, while standing in the Bronx Park I. station. He was only 18 years old and the son of a wealthy drug manufacturer of Oderfurth-Nadasch, Austria. According to relatives who identified the body, the youth had always been wayward, and was sent to this country by his father for bad behavior. He left no explanation of his act, but his uncle, R. Rufeisen, said that it was undoubtedly due to worry over his escapades.

**Mr. Plant in Merchants' Association Directory.**

At the recent election of the Merchants' Association of New York, Albert Plant, of Lohm & Fink, was elected a director to fill the vacancy in the board caused by the resignation of Dr. William Jay Schieffelin.

**TRIMMED AT TENPINS—TOASTED AT DINNER.**

Buffalo Druggists Visit Rochester and are Handsomely Entertained—Prominent Men Speakers.

ROCHESTER, N. Y., March 1.—A team of Buffalo druggists came to Rochester recently to defeat a like number of Rochester dispensers at tenpins. The match was rolled on Genesee alleys and resulted in two straight wins for the Rochester team, which included Page, Dempsey, Esterheld, Moore and Peck. For Buffalo there performed Bussel, Waugh, Shick, Fitzmorris and Lockie. In the first game the locals hung up a total of 934 pins against Buffalo's 826, and in the second round Buffalo mustered 815 pins to Rochester's total of 895.

After the match, a dinner was given in the Blue Room of the Hotel Seneca. Seventy persons were present, forty of whom were from Buffalo. After dinner H. B. Guilford, of Rochester, made an address of welcome, and introduced George L. Page, who acted as toastmaster. Those who responded were J. L. Lockie, of Buffalo, who spoke on "The Widow's Mite;" George Hahn, of Rochester, on "The Barge Canal," and W. F. Whelan, of Buffalo, on "Druggists as I Have Met Them."

**Successful Entertainment of Brooklyn C.P. Alumni.**

One of the features of the second musicale and dance given by the Alumni Association of the Brooklyn College of Pharmacy, was the beautiful singing by Master James Brown Tuthill, soprano soloist in St. George's Church, and son of Professor Frederic P. Tuthill, a member of the college faculty. Opening with a piano duet by William C. Hardy and Master Tuthill, the entire programme was well executed. A tenor solo by Harry Konecke also delighted the audience as did the singing of the Interborough Ladies' Quartette. George Lugin rendered a cello solo. Following the musicale, refreshments were served in the lecture room. Dr. Anderson led the grand march, with about seventy-five couples in line. The lecture room and the ball-room were tastefully decorated with the colors of the college, red and yellow, and also with banners of the Pi Theta Sigma and the alumni association.

**New York Section of A.C.S. to Elect Officers.**

After an informal dinner at the Hotel Savoy tomorrow evening, March 5, the New York Section of the American Chemical Society will hold an election of officers at the Chemists' Club, 108 West 53rd street. Subsequently the following programme will be carried out: A. H. Kroppf, "New Aromatic Amino Acids;" R. A. Gortner, "Some New Quinazolines;" F. J. Metzger and C. E. Taylor, "Determination of Niobium in the Presence of Tantalum;" William Foster, "On Tetra-chlorether and Dichlorovinylether;" Elmer A. Sperry, "Industrial Manufacture of Anhydrous Chlorine and Phenomena connected with Chlorine Detinning."

**Two New Chapters of the W.O.N.A.R.D.**

PHILADELPHIA, March 1.—Two new chapters of the W.O. N.A.R.D. have recently been organized. One formed in Kansas City has the following officers: President, Mrs. D. V. Whitney; vice-president, Mrs. R. H. Lee; secretary, Mrs. E. L. Barnes; treasurer, Mrs. C. E. Zinn.

The other new chapter was organized in Mobile, Ala., with the following officers: President, Mrs. J. S. Archibald; secretary, Mrs. Elliott Johnstone; treasurer, Mrs. D. S. Bauer.

**G.A.S. to Hear Address By Prof. Remington Tonight.**

The feature of this evening's meeting of the New Yorker Deutscher Apotheker Verein will be the attendance of Professor Joseph P. Remington, of Philadelphia, who will deliver an address on "Germans I Have Known." A very large gathering it is expected will greet Professor Remington. The usual routine will be passed over as quickly as possible, allowing the greater part of the evening to the address.

**Fined \$500 for Selling Liquor—Prison Next Time.**

FREEMOLD, N. J., March 1.—William R. Ham, of Main street, Asbury Park, a druggist, who was convicted of the illegal sale of liquor from his drug store last summer, was fined \$500 and costs by Judge Foster. He was warned that should he ever come before the court again on such a charge he would be sent to State Prison.

## Probing Ramifications of New York's Drug Trade Swindlers.

**Fly-by-Night "Wholesale" Druggists Have Little Or No Furniture So to Move Quickly—Patronize the Same Printer and Change Only the Names and Addresses on Their Letter Heads—Have Little Fear of Arrest as Authorities Are Apparently Entirely Oblivious of Their Swindling Operations.**

### WILLIAM D. HUDSON

DEALER AND JOBBER IN

**Proprietary Medicines, Drugs, Chemicals, Oils and Druggists' Sundries**

**WHOLESALE**

**60 BEEKMAN STREET**

### GEORGE L. TYNER

**Proprietary Medicines, Drugs, Chemicals, Oils and Druggists' Sundries,**

**WHOLESALE**

**35 & 37 FRANKFORT ST.**

*Reproductions of Letterheads of two Concerns That Have Been Preying on the Wholesale Drug Trade—Note the Similarity.*

Judging from the number of inquiries which have been circulating in the drug trade during the last few weeks requesting information regarding the methods of George L. Tyner, of 35 and 37 Frankfort street, New York City, it appears that this party is bidding fair to even out Hudson, who until a few weeks ago was the most notorious of the gang of drug swindlers that has preyed upon the trade for quite some time. In fact indications strongly point toward a connection between Hudson and Tyner, as their letter heads are printed from the same type and are identical in design and wording, except that the names and addresses are different.

The attention of the trade was first directed toward Tyner about five weeks ago when some few inquiries began coming to town from concerns in various parts of the country. After an investigation the ERA promptly notified the trade, publishing an article on January 21 describing the character of his business and connecting him with a gang of drug swindlers which at present infests New York.

Following the ERA article inquiries for Tyner suddenly ceased for about a week or so, but it was not long before they came thicker and faster than ever before. Comparing his methods with Hudson's it is evident that he intends soon to move, following this great activity. Such an act will be a matter of very great ease as there is not even a chair in the office of the so-called "wholesale druggist and jobber in druggists' sundries, oils, etc., with all goods guaranteed under the pure food and drugs act, and serial number 12,755."

Tyner's office resembles that of the other concerns which have had thirty to sixty days of existence. Not a scrap of furniture, stationery or stock of any kind is contained in the room. The door is always locked, but has the large worn key-hole almost an inch in diameter through which the dirty bare floor can be discerned when the paper which is pasted over the hole, is punctured. Persons are advised by instructions written upon a letter form, which is also pasted upon the door, to leave packages with the elevator man. Tyner never visits his office in the dingy attic on the third floor of the building, according to the statements of tenants in adjoining rooms.

In trying to secure an interview with Tyner some few

weeks ago, a reporter from the ERA waited almost three hours before he put in an appearance to secure his mail which is left on the first floor in a box. When addressed as Mr. Tyner he responded to the salutation, but when informed of the purpose of the interview he at once became elusive, saying that he merely had come down to secure the mail for Mr. Tyner, who was an Eastern business man. While he was employed by Mr. Tyner, he had never seen that gentleman, he said, so consequently he could give no description of Tyner's appearance or tell where that party could be addressed or found. He also explained that the business was not established as yet but would be in about a month. While another question was being asked he abruptly left the building, disappearing in a basement some blocks away.

Besides the resemblance which Tyner's letter head bears to that of Hudson when the latter was operating from 60 Beekman street, there is also other evidence connecting these two parties. Tyner is located in a room which was formerly occupied by the Ashton Press, which name still appears on the door. Hudson, while at 258 Washington street, Jersey City, did his business under the name of W. V. Assheton & Co. Note the striking similarity between Ashton and Assheton.

Tyner is of medium height, stout build and weighs about 175 pounds. He is dark complexioned, has black hair and is smooth shaven. He is always well dressed and wears a black derby hat with a broad band. He talks rather rapidly, but in an impressive manner and in well chosen language.

One of the important developments in the doings of this gang is the discovery that E. P. Helmbold, a drug broker, who is well known in the New York wholesale drug trade, is an acquaintance, if not a friend of Tyner.

Many men in the drug trade with whom Helmbold has attempted to do business are of the opinion that he and Tyner form part of a ring "higher up." Observations on the part of several prominent drug trade men seem to bear out the above supposition, as Helmbold has been seen associating a number of times lately with Tyner. A gentleman who called on Hudson some months ago was also told by Hudson that E. P. Helmbold was his salesman.

Although Helmbold has had quite some business with reputable houses, the buyers of several of these firms are suspicious regarding the sources from which his goods are ob-

tained. In some cases that have been investigated the goods were obtained honestly.

When attempts are made to secure an explanation from Helmholt concerning his methods in securing merchandise the ramifications begin to deepen materially. It has been found in some instances that his trading is legitimate, while at times there have apparently been clever billing schemes involved before goods were finally delivered. It is the prevailing opinion that he has honest as well as dishonest connections and is therefore always able to trade as the circumstances require.

The Union Trading Co., the National Loan & Realty Co., and the Union Sales Co., are all identical and are still doing business at 78-80 Cortlandt street. One William Jacobson, who only calls once or twice a day for his mail, is the ruling spirit in all the above named concerns, besides also Jacobson & Co., which is located at the same address.

Investigation proves that Jacobson has had connection with a number of concerns styled as wholesale druggists and jobbers. A year or so ago he was connected with Clifford L. Turner, who issued a statement showing assets of \$6605 with liabilities of \$434.50. The fact remains that Turner disappeared as soon as accounts were due.

It is also understood that Jacobson had some interest in the Manufacturers' Trading Co., at 14 Church street, and used to spend the greater part of his time in the building at that address. The fact has also become known that the famous Beckett concern, members of which are under arrest in Wilmington, Delaware, secured an outlet in New York through Jacobson's Union Sales Co. Jacobson's stock is also kept locked in a room in the building at 78-80 Cortlandt street. On the door of this room is tacked a card bearing the name of the National Loan & Realty Co.

Strange to note all the orders and correspondence that is sent out into the trade by the gang is typewritten, but no typewriter has ever been seen in any of the offices. This part of the business is conducted by some one who is familiar with the wholesale drug business and understands how to order.

Notorious William D. Hudson, alias Asheton, was seen in the wholesale drug district of the city about a week ago, after being absent for over a month. He has again donned some old clothes in place of the new brown suit and black overcoat which he wore while in Jersey City. His moustache he has also let grow again but keeps it trimmed very short, and he wears a pair of pin-nez eye glasses without rims.

Although the swindlers apparently make good livings out of the drug trade no serious efforts have been made to apprehend those operating in New York City and the men are walking the streets without molestation either by the local police or the United States authorities.

#### Cost Alabama Clerk \$100 to Sell Cocaine.

BIRMINGHAM, March 1.—B. McLauren, who is employed in a drug store on the North Side recently was fined \$100 on a charge of selling cocaine without a physician's prescription. An appeal was taken.

The arrest was brought about by the city health department, which has recently started a crusade to stop the indiscriminate selling of cocaine, morphine, laudanum and other drugs.

#### Doctor and Druggist Arrested in Coke Case.

ATLANTA, Ga., March 1.—Dr. J. I. Griffith, who has an office at 147 South Pryor street, was bound over under a \$300 bond by the recorder recently for furnishing cocaine prescriptions, and J. H. Hamby, a druggist at South Pryor and Garnett streets was fined \$50.75 for the illegal sale of cocaine.

#### Assaulted When Leaving His Pharmacy.

DES MOINES, Ia., March 1.—Fred Gruener, of Gruener Bros., 313 East Fifth street, was knocked down at 10:30 p. m. recently, just as he stepped out of his pharmacy. He was relieved of \$2.55. No clue to his assailant was discovered.

#### Burglars Add Insult to Injury.

CINCINNATI, March 1.—"F.R.E.Z."—was the note left behind by burglars who recently visited the drug store of Henry Bristle, at 3955 Spring Grove avenue. They opened a \$300 cash register, searching about 85.

## CHEATING THE N. Y. REGENTS' EXAMINATIONS.

### Two Drug Store Employees of the Same Name and Address Excited an Inspector's Curiosity and Disclosed Wholesale Fraud—Two College Professors Arrested and Held for Examination.

Professor Charles G. Christie, an instructor in St. Francis College, on Butler street, in Brooklyn Borough, New York City, was arrested recently by Detectives Murray and Roddy, charged with having "railroaded" students through in New York State Regents' examinations at \$125 per head.

Prof. Christie is said to have made a complete confession, in which he stated that he had changed the examination papers of about thirty-five students. He named all of the students and also implicated another professor, W. J. Kearney, who was arrested later. Both of the accused were held for examination in the Adams street court.

The exposure was more or less accidental and came about because two Joseph Schleins, giving the same address and occupation, took Regents' examinations simultaneously in different parts of New York City.

Inspector De Groat was surprised to find that there really were two Joseph Schleins; that they were cousins, and that both worked in a drug store at 207 Smith street. He was putting the elder Schlein through a perfunctory examination when the latter caused him to take notice by confiding casually how easy it is to dispense with the frills attending the obtaining of a dentist's degree if you know how to pass the coin.

Schlein was invited over to the Adams street police court, where he made an affidavit charging Christie with giving him "points" about the Regents' paper in fourth year French. This is a forty weeks course. Schlein says he didn't spend a week at it. Christie says that he gave Schlein the tutoring, for which he paid, but acknowledges prompting him several times during the examination.

Kearney is 38 years old, a professor of mathematics in St. Francis College and the proprietor of a civil service school at 59 and 61 Court street. He is charged with falsely certifying that Salvatore A. de Yoanno, a student of medicine in the Long Island College, was a student in St. Francis College on June 17, 1908, and passed a Regents' examination in intermediate algebra as such. To enter the medical college it was necessary for Yoanno to have a Regents' certificate or pass an entrance examination. It is alleged that Kearney helped him to get the certificate by violating section 33 of the Penal Code.

According to the police, Christie, who is 53 years old and for nine years has been a professor of languages in the Catholic college, is willing to turn State's evidence, maintaining that Kearney put him up to the business. Christie was born in France of Scotch parents. He has borne a spotless reputation and was highly regarded in St. Francis College.

De Groat says that this system of beating the Regents and boosting incompetents into college and the professions has been going on for about a year and that a score of students holding college entrance papers and making use of them will be compelled to give them up.

The Franciscan brothers knew nothing about the swindle that was being perpetrated in their college and assisted De Groat when informed of the matter.

#### Patent Medicine Bill in Wisconsin Legislature.

MADISON, Wis., March 1.—Druggists and manufacturers of Wisconsin are much interested in the progress of a bill which has been introduced in the Wisconsin Legislature by Assemblyman Lehr licensing the manufacture and sale of patent medicine and providing that a complete list of ingredients shall be printed on the wrapper. Druggists and others claim that there is no need for the proposed law since the matter in question is adequately covered by the state and national pure food laws. It seems to be the general opinion that the bill will not be passed.

#### Both His Drug Stores Robbed Same Night.

ALAMEDA, Cal., March 1.—M. B. Sneden, whose drug store at Niles was robbed of \$300 worth of goods recently was also a victim of thieves here. His drug store at Santa Clara avenue and Park street was entered by burglars the same night, but they were frightened away without securing any plunder.

## BALTIMORE PHARMACISTS IN CONFERENCE.

## CHICAGO BRANCH OPPOSES DRAM-SHOPS.

## Committees From the Various Organizations Hold Joint Meeting to Discuss General Work.

BALTIMORE, Feb. 27.—A conference of representatives of the various organizations of druggists in this city was held at the Hotel Junker recently, the following being present:

Maryland Pharmaceutical Association—William M. Fouch and E. F. Kelly; Owen C. Smith, the third member of the committee, being unavoidably absent.

Baltimore Association of Retail Druggists—John B. Thomas, the president; R. E. Lee Williamson, the corresponding secretary, and David R. Millard.

Baltimore branch of the American Pharmaceutical Association—Dr. H. P. Hynson, president; Prof. Charles Caspari, Jr., and W. J. Lowry.

After an exchange of views a decision was tentatively reached to inaugurate a campaign, designed to bring out a large attendance at the annual meeting of the Maryland Pharmaceutical Association next summer. An effort will be made to have all the drug interests represented, the wholesalers, as well as the retailers and manufacturers being urged to send delegates. It was also suggested that the legislative committee of each association in the federation be requested to formulate what it conceives to be the requirements of its respective body in the way of legislation, and that these suggestions be submitted for general discussion at a joint meeting in May. The purpose is to agree upon a programme, so that there shall be absolute harmony and avoidance of a waste of effort.

A discussion as to whether the conference should be made permanent then ensued, a number of those present taking part in the deliberations and presenting their views. William M. Fouch, president of the Maryland Pharmaceutical Association, occupied the chair, and Dr. E. F. Kelly was secretary.

## Baltimore R.D.A. Ready for Work

BALTIMORE, Feb. 27.—At a recent meeting of retail druggists relative to the organization of the Baltimore Retail Druggists' Association, the articles of incorporation, as framed by the committee and as recorded in court were adopted. Chairman John B. Thomas, of the committee on membership, announced that he had appointed David R. Millard and Dr. H. P. Hynson as his fellow members. The duty of this committee is to get retail pharmacists all over the city to join, in order that the organization may become as effective an instrument for good as it can be made. The chairmen of other standing committees were also named, as follows: Legislation, Dr. H. P. Hynson; grievances, C. L. Meyer; fraternal relations, John B. Thomas; social, J. Edwin Hengst; telephones, M. S. Kahn; post-office substations, William M. Fouch.

Mr. Kahn, for the committee on post-office substations, made a preliminary report in which he stated that the committee will act in conjunction with a similar committee named by the Washington Association of Retail Druggists. An effort will be made to concentrate all telephone pay stations in drug stores, this move having the approval of the telephone company, which is said to prefer the arrangement as being of benefit not only to the druggists, but to the company as well.

A discussion ensued on how to get retail druggists, especially pharmacists who are already members, interested in the work of the association. The committee on membership was empowered to enlarge itself and adopt whatever means are likely to promote the end in view.

The association is resolved to proceed with energy in the prosecution of the work it undertakes.

## "Tests for Chemical Products" and "Formulas for Fluid Extracts" Discussed—Joint Meetings Planned.

CHICAGO, Feb. 27.—President Oldberg began the programme of the February meeting of the local branch of the American Pharmaceutical Association by announcing the appointment of a Special Committee on Education and Legislation, consisting of J. H. Wells, C. A. Storer and G. D. Oglesby. Mr. Wells, in acknowledging his appointment, responded briefly by saying that he would undertake to do whatever was possible and that an effort would be made to get together the various committees of the associations interested for a general conference within a short time.

Mr. Hallberg moved that there be added to the other instructions of the special committee on legislation a clause directing the Board of Pharmacy to revoke the license of any registered pharmacist or assistant pharmacist who is employed in a store where a regular saloon license is held.

Mr. Wells said that he thoroughly agreed with Mr. Hallberg in protesting against the attitude of several of the large downtown stores which hold saloon licenses and retail liquors, but he believed it would be better to solve this difficult problem through a change in the city ordinances or through an amendment of the State Act regulating dram-shops. After some discussion the motion was carried unanimously, with the understanding that the special committee should use its discretion in regard to the amendment.

Mr. Wooten referred to the New York law which required every pharmacist to have in his store a copy of the U.S. Pharmacopoeia and the National Formulary. While he thoroughly approved of such a law he believed that it would be unwise to add to the labors of the committee by asking it to secure such an amendment at this time. Mr. Yeomans suggested that the fee for registration as pharmacist should be increased so as to cover the expense of a more extensive and rigorous examination. Mr. Potts stated that the fee in Pennsylvania is \$15. After some discussion a motion was adopted that the fee for registration should be increased to \$25.

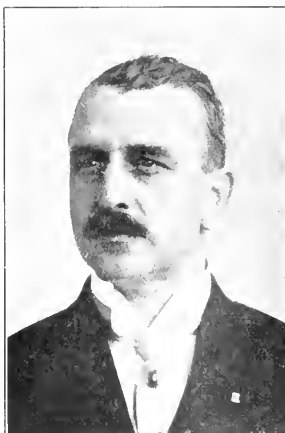
In the absence of Professor Gordin, of Northwestern University, Professor Oldberg read Mr. Gordin's paper, "Tests for Chemical Products. How May They be Improved?" In this paper the author made the point that it is clear that the Pharmacopoeia is not intended to be a treatise on analytical or descriptive chemistry. He advocated the omission of cer-

tain tests, as for example, it is quite unnecessary to state under silver nitrate that when dissolved in water it gives a precipitate with hydrochloric acid which is insoluble in nitric acid but easily soluble in ammonia. It would be quite sufficient to state that the silver nitrate must be 100 per cent pure. The quantitative methods for many of the chemicals had long ago been brought to such a state of simplicity and exactness that any chemist who follows them will always get the same results as any other chemist. With such chemicals the Pharmacopoeia should only establish the standard of purity desired, leaving to the pharmacist the choice of methods of valuation.

The conditions are quite different with substances for which no exact methods of valuation are known. In such cases the results obtained by different chemists may differ materially according to the method employed, and when the U.S.P. sets up a standard to which a substance of this class must conform, there should be a detailed description of the methods and manipulations by which the substance is to be identified and valued.

In the discussion which followed, Professor Clark said that

## Likes to Entertain Pharmacists.



CHARLES J. CASTINO.

with the L. A. Becker Company, soda fountain manufacturers, is a member of the press and publicity committee of the Illinois Pharmaceutical Travelers' Association and is greatly interested in plans for entertaining the pharmacists who attend the State Ph.A. meeting at Quincy in June.

since the Pharmacopœia is now a legal standard it is necessary for legal purposes that the tests should be stated and those quite minutely. He believed that it would be possible to group the tests in the appendix and then refer to them in the text, but in some cases the substances present would very considerably modify the tests, so that no such general references would be feasible.

The next paper, by Prof. C. M. Snow, was "The Extractive Preparations: How May the Formulas be Simplified; General Formulas for Tinctures and Fluid Extracts." Mr. Snow advocated the adoption of general formulas for the different classes of galenical preparations, pointing out the advantage that would be derived from such statements; first, in the saving of space, since the processes given in the Pharmacopœia for these preparations are largely repetitions, and second, the standard formulas could be more thoroughly stated, the typical processes probably would be more readily mastered, and the pharmacist would be more skillful in their use, having a more thorough understanding of them than if he tried to follow the great number of individual processes. Prof. Hallberg stated that the plan suggested was followed by all other Pharmacopœias except the British.

A letter from Leonard A. Seltzer, of Detroit, chairman of the Committee on Practical Pharmacy was read, asking for suggestions concerning the coming revision of the National Formulary, the suggestions to come either through individual papers or as facts collected by members of the Branch. It was decided to include in the programme for the next meeting a discussion of the National Formulary.

The Committee on Medical Relations announced a joint meeting of the Chicago Medical Society with the Branch to be held at the Northwestern University Building on Wednesday, March 31st. The chairman of the committee also asked that a committee be appointed to co-operate with the Chicago Medical Society in securing a suitable location in Grant Park for the Guthrie Boulder, to commemorate the discovery of chloroform by Dr. Samuel Guthrie in Sackett's Harbor, N. Y., in 1831.

## ACTIVITIES OF CHICAGO DRUGGISTS.

### Social Drug Club Plans Entertainment and Retail Association Works for Propaganda's Spread.

CHICAGO, March 1.—Two social features of the Social Drug Club, of Chicago, are taking the interest of its members. The first in importance is bowling. The members have divided themselves into teams between which a hot rivalry exists. The Robert Burns team, named after a brand of cigars, is now in the lead. The club's minstrel troupe which is billed to perform at the Y. M. C. A. auditorium, Thursday evening, April 15, is taking the other half of the club's interest. Charles E. Clarke, who is chairman of the entertainment committee says that arrangements have all been made for the show, even to the printing of the tickets, which will cost 50 cents, with 25 cents extra for reserved seats. The able direction given the troupe by Prof. Henry Brown is a matter of much comment by those who have seen the members in their roles.

The advisory committee of the U.S.P. and N.F. Propaganda committee of the C.R.D.A. met recently to formulate plans for a campaign among Chicago druggists, especially to get the lukewarm ones interested. The plan decided upon was to give each member of the committee a district of the city to cover and be in turn was to call on the druggists in that district for assistance. By this method a great deal of propaganda literature will be given to the druggists through the supervisors.

### Chicago Notes.

—The Harding Square Drug Co. has bought the drug store of Charles G. Knight at Twenty-sixth street and Wentworth avenue.

—Chicago Veteran Druggists' Association, at its last meeting, passed resolutions regretting the death of George J. Seabury, of New York.

—Oney & Jerman Co., wholesale druggists of Iowa who are now moving their business to Chicago, have issued a circular letter to the trade stating that they will be ready for business in Chicago by March 15. The firm will have no cigar department.

## BEAUTY IN DISTRESS IN TELEPHONE BOOTH.

### Too Busy Chatting Over the Wire When the Drug Store Closed at 1 a. m. to Notice Lights Go Out.

When Willbur F. Rawlins closed his drug store, 249 West 135th street, New York City, at 1 o'clock in the morning recently and hurried to his apartments on an upper floor of the building, he forgot all about a pretty, well dressed young woman who was talking over the telephone. The woman, all smiles and expectant, had entered the store about 12:30 and she began chatting.

For half an hour she chatted, and she was so busy she didn't notice the lights go out in the store, nor did she hear the front door slam and the key grate in the lock. When she did leave the 'phone and found herself a prisoner she was frightened. She called up "Central" and with a voice quaking, said:

"I'm locked in this store and I can't get out."

"Central" communicated with the police at Headquarters. Over the wire the young woman screamed:

"I'm a young lady, locked in a drug store. I wish you would send around a policeman to get me out. No, I am not hurt, and I'm not a burglar, either. But I'm awfully afraid."

A policeman was sent on the run to the young woman's relief. He didn't run fast enough. Before he arrived she went to the door and began pounding on it, pleading with some one to help her. Rawlins heard the commotion and released her. Just as the policeman came up out of breath the young woman hurried away.

"And she forgot to pay for the 'phone, too," commented the druggist after her departure.

### Silver Loving Cup for G. W. O. Tebbetts.

MANCHESTER, N. H., Feb. 25.—As a crown for his fifty years of active service and as a token of their good will and appreciation for the encouragement extended to many of their members, the Manchester Druggists' Association recently presented to George W. O. Tebbetts on the occasion of his retirement from the drug business, a solid silver loving cup. Lewis G. Gilman, president of the association made the presentation speech in behalf of his associates, and Mr. Tebbetts made response. The presentation took place in Ridgely hall; most of the druggists of the city having assembled to participate in the affair and the brief reception which followed.

The cup was mounted on a pedestal and contained the inscription, "Presented to George W. O. Tebbetts by associate druggists of Manchester, N. H. Commemorating 50 years in active business, Jan 1, 1909."

### The Whitman Plan Against Price Cutting.

Druggists will be interested to know that Stephen F. Whitman & Son, Fourth and Race streets, Philadelphia, are offering their exclusive agents the kind of protection against price cutting that druggists are so anxious to secure. They inform us that they have more applications for the agency than they can grant. They especially desire to obtain in each new field that is not yet granted, the best druggist and the one fitted by location and character to supply the class of people that buys heavily of the Whitman products. If you haven't all the facts relating to their proposition handy, write to the manufacturers for particulars and mention the ERA.

### Commercial Program for N. Y. A.Ph.A. Meeting.

At the meeting of the New York Branch of the American Pharmaceutical Association which will be held at the College of Pharmacy next Monday evening, most of the time will be devoted to the commercial side of pharmacy. The chief feature of the program will be the reading of the following papers: "Business Methods in the Drug Store," and "Card Signs in Drug Stores," by Dr. Julius Jungmann and Caswell A. Mayo, respectively. Following the reading the papers will be discussed.

### Lecture on Michigan's Salt Industry.

DETROIT, March 1.—E. F. Bradt, of the Detroit Salt Co., addressed the Society of Detroit Chemists at the Employers' Association rooms in the Stevens Building, Feb. 26, his subject being the salt industry and the sinking of a shaft for salt rock by his company.



## ACTIVITIES OF DRUGGISTS IN LOUISVILLE.

**Committees Already at Work for N.A.R.D. Convention and Local Association is Spreading Propaganda.**

LOUISVILLE, Feb. 27.—Although it is more than six months before the National Association of Retail Druggists will convene in this city, the committees have been appointed as noted in the ERA and most of them are diligently at work. The committee on hotels and also the committee on exhibits have had several meetings and have been inspecting every available space that in their minds would be suitable for the headquarters and also one that would give the exhibitors an opportunity of displaying their goods and making the investment in a booth remunerative from every standpoint. Both the Seelbach Hotel and the Galt House—the latter known all over the country for its large and elegant rooms—are the two places that are in contest. There is no question but that the former has the call as far as location is concerned, but the latter, on account of its large and roomy halls as well as its capacious lobby, has met with great favor. The committees will doubtless come to an agreement within the next ten days as to which of the two places will be the best for headquarters, all things considered.

The committee on exhibits has not up to this time prepared its circular letter to manufacturers and proprietors who might desire to take space, but notwithstanding this fact eight of the booths have been conditionally engaged and from opinions expressed by the traveling representatives of the firms that visit this territory, every booth will be taken long before the time of the convention. Within one night's ride by rail of this city more than 6,000 retailers are engaged in business, hence low railroad fares are assured, the hotels will surely give rates that will be attractive and every indication points to a record breaking attendance. Cleveland, Detroit, Chicago, St. Louis, Cincinnati, Memphis, Nashville, Knoxville and many other smaller cities where the N.A.R.D. has a large following can be reached in twelve hours.

A trip to Mammoth Cave, one of the great wonders of the world, will be one of the features and if it can not be provided without any cost to those attending the convention, certainly a very low rate is now assured.

Propaganda work in this city has not been pushed as vigorously as it should have been. Only one joint meeting of doctors and druggists has been held but this one has shown such gratifying results that it is strange that more active work has not been continued. Many of the leading physicians are prescribing N.F. and U.S.P. preparations (almost to the exclusion of proprietaries) and consequent increased profits to the retailer.

The Louisville Retail Druggists' Association has issued two letters on U.S.P. and N.F. products which have been mailed to every physician in this city. These letters were issued at the expense of the local association. Some of the druggists have improved this introduction by supplying samples to their neighboring doctors, but no general or thorough distribution has been attempted. There is no city in this country where this work could be conducted more successfully if the proper effort would be made. Very few, if any, of our prominent physicians do any dispensing and they would eagerly fall in line, if properly approached.

## Fine New Pharmacy for a Convention City.

LOUISVILLE, Feb. 27.—A new drug store is to be opened within the next thirty days in Fourth avenue, under the Seelbach Hotel. Frank Hertie who is now the owner of a store at 25 Market street will be the owner. The location is on the busiest retail street in the city. A magnificent soda water fountain is to be installed and all of the furniture and fixtures will be down to date.

## ANNUAL BANQUET OF TROY P.H.A. A SUCCESS.

**Members of State Board of Pharmacy Congratulate the Association Upon its Continued Prosperity.**

TROY, N. Y., March 1.—The Windsor Hotel was recently the scene of the eighth annual banquet of the Pharmaceutical Association of Troy and vicinity. About 200 members and their guests were present. An elaborate menu was served, and during the course of the repast selections were rendered by a graphophone. A quartette composed of John E. Grady, George Thompson, Charles Armsby and S. S. Smith sang a number of selections, the words of which had been written for the occasion and set to popular tunes. At the conclusion of the evening's pleasure all stood up and sang "Auld Lang Syne." Samuel E. Hutton sang several songs and told a number of interesting stories.

President John J. Healy presided, and called upon County Treasurer Arthur MacArthur to speak on Abraham Lincoln, after all present had joined, shortly after midnight in a toast to the memory of the martyred President. Mr. MacArthur

paid a glowing tribute to the character of Lincoln.

Warren L. Bradt, secretary of the State Board of Pharmacy, and Arthur H. Wardle of Hudson, a member of the board, spoke of the proposed plan of Governor Hughes to take out of the hands of the pharmacists the management of the State Board of Pharmacy. Both complimented highly the Troy organization, which they said was the strongest in the State.

W. J. Leonard of New York gave a number of clever imitations and sang excellent dinky melodies, playing his accompaniment on a banjo.

The guests of the evening included the following: Drs. Stannard, DeFreest, McGrane, Conchlin, Gravatt, Baynes, Noonan, Love; William J. Walker and William M. Gibson, of Walker & Gibson, Albany; S. S. Smith, J. W. Rice, W. J. Levard, George Evans, James Fox and Fred Andrews, of Walker & Gibson; D. M. Woodward, Hance Brothers & White, Philadelphia, Pa.; H. J. Barringer, of Mallinckrodt Chemical Company, New York; H. P. Putman, of Troy, a traveling salesman. The officers of the society are: President, John J. Healy; first vice-president, B. L. Shaw; second vice-president, William E. Gray; secretary and treasurer, Lorenzo Strecker.

The banquet committee, to the members of which a vote of thanks is due, was composed of John J. Healy, Ezra Stillman, Robert F. Moncrief, Charles G. Straub and Lorenzo Strecker.

## Minnesota Pharmacists Oppose Three Bills.

ST. PAUL, Feb. 27.—The Minnesota State P.H.A. is working hard against two bills before the legislature, and a circular stirring up dealers all over the State has been sent out by the special committee consisting of Stewart Gamble and Thomas Vogehl, of Minneapolis and C. T. Heller, secretary of the State Board of Pharmacy.

They oppose S. F. 498, by Senator Witherstine, which would allow any licensed physician to compound drugs for other physicians as well as himself, without registering under the pharmacy act, and also condemn H. F. 421, by Mr. Thayer, allowing graduates of the University College of Pharmacy to be registered without examination after two years' practical experience. They also oppose one feature of the pure drug bill, H. F. 516, which places its enforcement in the hands of the dairy and food department instead of the pharmacy board.

## Burglars Tap Drug Store Till.

SPARTA, Wis., March 1.—Burglars recently entered the R. Taylor Drug Company's establishment and tapped the till for a small sum of money. Cigars and other stocks in trade were also carried away.



JOHN J. HEALY.  
President Troy (N. Y.) P.H.A.

## RISLEY DRUG COMPANY DISCONTINUED.

### Sons of Late Owner Dispose of Business Following

#### Sudden Death of Their Father.

Charles I. and H. H. Risley, the two sons of the late Charles Risley, who was the head of the drug company which bore his name and was located at 186 Greenwich street, New York City, have, as executors of the estate, disposed of the business. The greater part of the stock and fixtures was sold to an auctioneer who has been disposing of the contents of the building during the past several months. Practically all was sold to the various jobbing houses in this city at private sale.

Neither of Mr. Risley's sons had experience in the drug business, and being engaged in other pursuits decided to convert all of the assets of the business into cash.

In the fall of 1897 the concern acquired the business of R. W. Robinson & Son Co., wholesale druggists, who had gone into bankruptcy. Risley then moved to the latter firm's building and also engaged in the jobbing line, in addition to the manufacture of proprietary medicines, which he formerly carried on at 62 Dey street.

C. S. Littell & Co., have purchased the trade mark rights and good will of the proprietary preparations which were manufactured by Robinson, but it is understood that the rights to the Risley preparations still remain unsold.

Charles Risley and his wife were found dead at their home in Brooklyn on December 21. It is believed that death was accidental. They had been poisoned by inhaling illuminating gas which was found to be escaping from an open jet when the bed room was entered following an investigation as to Mr. Risley's non-appearance at the store for a few days, without notice to his chief clerk, Henry Sudlow.

### Kimble Glass Co. Reorganized.

Established in 1895 the Kimble Glass Co., of Chicago, manufacturers of homeopathic vials, graduates, glassware for scientific purposes, druggists' sundries, etc., has enjoyed a steadily growing trade in its products, and now it has found it necessary to reorganize its business under the charter laws of Illinois as an incorporation with a capital of \$300,000. The officers are Evans E. Kimble, president and Louis F. Nafis, secretary, both of whom are thoroughly familiar with all the details of the business which is now one of the most successful institutions of its class in this country, as is evidenced by the fact that the company is extending its lines all the time, and will soon open a Philadelphia factory and office in order to better accommodate and handle Eastern trade.

This substantial advancement has been brought about by the effort and business ability of the officers above mentioned, and the volume of resources now back of the company is proof that its affairs are in the right kind of hands. This concern manufactures a number of specialties, among them being the only machine-made vials on the market. If you are looking for a uniform vial ask your jobber to supply those made by the Kimble Glass Co., whose advertisement appears on page 33 of this issue.

### Inside Service Advertising Brings Results.

W. D. Stewart, manufacturer of Stewart's Facial Cream, Waterbury, Conn., has projected an introductory advertising campaign throughout the Eastern United States which is sure to increase the sales of this well-known specialty. His plan consists of mailing to about ten thousand druggists an elaborate piece of advertising and following it with a reminder every month until the general sales of Stewart's Facial Cream is established. In this advertising he offers a special price of three bottles free with every dozen offered at \$2 per dozen, a price which affords the druggist an opportunity to make over 100 per cent on his investment.

Mr. Stewart will further supplement this service by taking each large city and sampling it by the "inside service" method through a distributing agency. This, according to Mr. Stewart, is the best kind of advertising for a new article, as it is the highest kind of personal service, and, in his experience, it has brought the quickest returns. The distributor visits each house, rings the front door and hands to the lady who answers the call a sample saying, "I would like to have you try a free sample of Stewart's Facial Cream." In this way

many persons are induced to try the sample who will afterward buy the article regularly. After the city is sampled an advertisement is placed in the local paper which still further helps sales, the catch phrase, "Tell your friends about it," having been effectively used in this connection. Druggists will do well to investigate this proposition for it has much to commend it. Stewart's Facial Cream is guaranteed under the Food and Drugs Act and is sold at a price that will enable the druggist to make some money. Read the advertisement on page 29 of this issue of the ERA and write to W. D. Stewart, Waterbury, Conn., for free goods offer.

### Bohner Bowl in Harmony With Pure Food Law.

Now that the pure food authorities have accomplished the Herculean task of enforcing manufacturers to supply what they claim to furnish, and the druggist can buy without fear of prosecution for the faults of the manufacturer, a rap is being taken at the purveyor who dispenses the goods. The enforcement of the law requires that service of fruit syrups, juices and beverages at soda fountains must be protected from deterioration and defilement by dust, insects and souring, etc., and here is where the Bohner Sanitary Crushed Fruit Bowl comes to the rescue of the druggist. If the Bohner Bowl had been especially designed for the particular purpose it could not have been in more perfect harmony with the object of the Food and Drugs Act.

### Wheeling Metal Ceilings for Drug Stores.

Nothing adds so much to the attractiveness of a drug store as an artistic ceiling. The experience of hundreds of druggists bears out this statement. If your pharmacy is not equipped with such a ceiling you should write to the Wheeling Corrugating Co., Wheeling, W. Va., manufacturers of the Wheeling Metal Ceiling which, when put in place, not only adds to the beauty of the store but offers the fullest measure of protection to your building and stock, being fireproof and permanent, as well as attractive and economical. In their advertisement on another page they ask you to send them a diagram of your store and let them figure on the expense.

### H. Planten & Son's Special Offer.

H. Planten & Son, 93 Henry street, Brooklyn, N. Y., call attention to their "special offer" announcement which appears in their advertisement on page 15 of this issue of the ERA. Here is an opportunity for the druggist to make a satisfactory investment, the offer including some regular goods and some special formula goods in bulk, the terms being cash with order, the manufacturers prepaying the cost of delivery. The Capsules made by this house are well-known for their reliability and their quality is guaranteed. Read this "Special Offer" and send in a trial order.

### Club Design Metal Furniture.

The Metal Products Company, Shelby, O., is equipped with the most modern and perfect facilities for manufacturing its particular line of work, the production of Metal Furniture under ideal conditions. The line includes their famous "Club Design" which represents the highest development in metal furniture, chairs, tables, stools, etc. This furniture is especially designed for the equipment of drug stores, ice cream parlors and cafes, and is made in all of the prevailing styles and finishes. Read the Metal Products Co.'s advertisement and write for full particulars, mentioning the ERA.

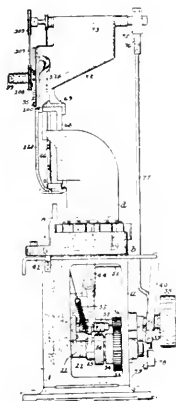
### Rotograph Company's View Post Cards and Novelties.

The Rotograph Company has every facility for producing View Post Cards and Novelties from any photograph. These Post Cards and Novelties represent the highest type of workmanship and embrace all new styles, perfect finish and latest colorings. It will pay you to read the advertisement on page 27 of this issue of the ERA in which the Rotograph Company, 684 Broadway, New York, offers to send free, twenty samples of post cards and novelties, which include styles you have never seen before.

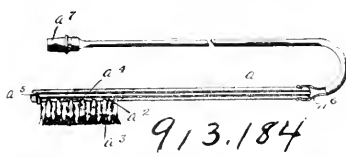
### Safe in Pharmacy Rifled to Get Plunder.

DETROIT, March 1.—Max Magdalener's drug store at 327 Dixie avenue, was robbed of \$100 in cash, two checks valued at \$15 and two blank money order books belonging to the American Express Co. The safe was rifled to get the loot.

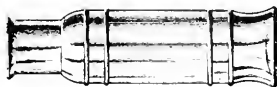
## PATENTS, TRADE MARKS, ETC.



913.182



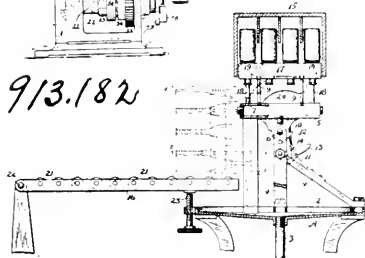
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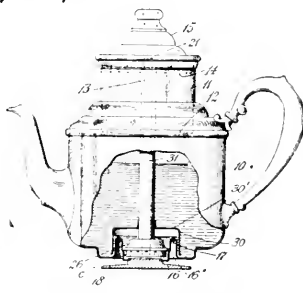
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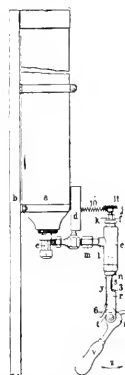
913.214



913.544



913.293



913.656

## PATENTS.

Granted February 23, 1909.

913,182—Benjamin Adriance and Amos Calleson, Brooklyn, N. Y.; said Calleson assignor to said Adriance. Bottle capping machine.

913,184—Charles L. Alexander, Charlotte, N. C. Tooth Brush.

913,214—John L. Kivlan, Boston, Mass. Jar closure.

913,293—Julian R. Holley, Bristol, Conn., assignor to The Bristol Brass Company, Bristol, Conn., a corporation of Connecticut. Perculator.

913,311—Bruno R. Seifert, Rad-beul, near Dresden, Germany, assignor by mesne assignments to The Firm of E. Merck, Darmstadt, Germany. Manufacture of new stable iodine compounds of fats.

913,426—Wilhelm Osborne and Heinrich Schupp, Munich, Germany, assignors to Ludwig Sensburg, Munich, Germany. Process of converting catechin into catechu-tannic acid.

913,544—Herman W. Noetbig and Michael C. Bourgo, San Francisco, Cal. Combined bottle-draining and box-cleaning device.

913,572—John J. C. Smith and Michael Smith, Passaic, N. J., assignors to Smith's Patent Compound Cork Company, Passaic, N. J., a corporation of New Jersey. Cork compound and process of making same.

913,653—Franz Aigner, Potsdam, Germany, assignor to the firm of Dynamit-Actiengesellschaft vormals Alfred Nobel and

Co., Hamburg, Germany. Process of manufacturing nitroglycerin.

913,656—Pierre Giron, Paris, France. Apparatus for charging capsules with liquefied gas.

## DESIGN.

39,840—Ralph B. Annis, New York, N. Y., assignor to Alart & McGuire, New York, N. Y., a firm. Ornamental design for bottle.

## TRADE MARKS.

Published February 23, 1909.

21,942—Mabel M. Leddon, Baltimore, Md. Class 6. Cough medicines.

34,901—Robert S. Ferrell, Fort Worth, Tex. Class 6. Vegetable preparations for remedies for blood diseases, rheumatism, gout, indigestion and Bright's disease.

36,484—The Queens Pharmaceutical Co., Elmhurst, N. Y. Class 6. Corn plasters, bunion plasters, cough and lung balsam and toothache gum.

38,699—Paris Medicine Co., St. Louis, Mo. Class 6. An antiseptic powder to be mixed with water for relief of eruptions and inflammation of skin.

39,223—Cratt Remedy Co., Chicago, Ill. Class 6. Salve for protruding, itching, bleeding and blind piles, eczema and all skin diseases.

39,400—Marietta Stanley Co., Grand Rapids, Mich. Class 6. Toilet cream.

39,402—Same as preceding.

Copy of any PATENT or TRADE MARK, 10 cents.  
Author of copyrighted work on Protective Trade Marks,  
Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

If you want anything use the ERA'S Want Ads.

## DECLARES FOR PERMANENT TARIFF BOARD.

### Delegates From More Than Two Hundred Organizations at Meeting in Indianapolis.

The National Tariff Conference which recently held a convention in Indianapolis adopted a number of resolutions crystallizing its plans for the creation of a permanent tariff commission and also made provisions for a permanent organization. A committee of one hundred was appointed to carry out the plans laid by the convention.

Among the resolutions adopted, the first demanded the immediate creation by Congress of a permanent tariff commission for the purpose of collecting data and making an intelligent and thorough unprejudiced study of tariff facts. Other resolutions demanded trade agreements and the adjustment of tariff schedules so that they will affect all interests equally.

While there was some discussion concerning present tariff revision, it was decided to dispel any idea that delay in action by Congress on the pending tariff was the object of the convention; so a provision was added to the resolutions urging Congress during the special session to prepare and adopt a revised tariff to the best of its ability under present conditions.

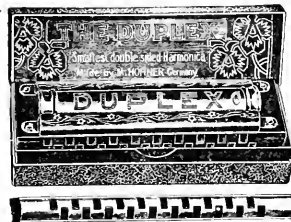
A number of speakers were on hand but Senator Beveridge of Indiana and Congressman Fowler of New Jersey, stirred the delegates to many outbursts of enthusiasm during the debates on several resolutions.

There were delegates present from 42 states, representing 223 organizations. The delegates from the National Wholesale Druggists' Association were as follows: William Scott, chairman; John N. Carey, W. J. Mooney, G. Barret Moxley, Marion Ward, all of Indianapolis, and Thomas P. Cook, of New York. Mr. Cook was also a delegate from the New York Board of Trade and Transportation.

"The business men of Indianapolis," said Mr. Cook, "especially those connected with the drug trade, were active in making the affair an enjoyable one for the visitors. A number of private dinners and luncheons were given, and a feeling of general good fellowship prevailed at these affairs as well as making itself evident at the sessions of the convention."

### Original Ideas in Harmonicas.

The Hohner Harmonica, an illustration of which appears herewith, is constructed upon original lines and differs materially from the ordinary instruments of this character by being compact and especially well-shaped for the month, and while it is only of full concert size, it constitutes two perfect harmonicas in different keys. The reed cells are constructed upon entirely new lines and are original with the Hohner Harmonica. As a good playing side-line,



the sale of this instrument offers many inducements to druggists. M. Hohner, 475 Broadway, New York, manufacturer, has a special proposition by which you can secure a show case absolutely free and make a profit of 50 per cent. See advertising page 15 for particulars.

### A Banner Year for Post Cards.

James H. Weaver, of the National Colortype Co., of Cincinnati, makers of view cards, reports that the past year has been the most successful in their history, notwithstanding the hard times of 1908. The business outlook is exceptionally bright for the coming year and the orders already booked indicate a banner season. Many customers of the Colortype Co. state that the profits from the sale of post cards actually pulled them through the hard times of 1908.

Mr. Weaver also states that German manufacturers are complaining of the post card business in the United States, that they only get thousands when they formerly got orders for millions. The reason for this, he says, is not because business

has dropped off, but it is because "millions" are made in this country. The American business man is too full of energy to wait months for cards when he can get them at home in from two to four weeks, even if he has to pay a dollar or two more for the home cards. By placing your order early with the National Colortype Co., of Cincinnati, you will receive prompt attention, artistic cards and at prices that will enable you to make money. See the National Colortype Co.'s advertisement in this issue for particulars.

### Pape's Diapepsin to Lead List.

Pape, Thompson & Pape, of Cincinnati, proprietors of Diapepsin, are demonstrating the faith they have in their product by spending nearly eighty thousand dollars per month for advertising in the newspapers, leading magazines and street cars of the United States. They advise druggists to stock Diapepsin at once and order at least three dozen from any wholesaler so as to get the best possible quantity dis-



count. The manufacturers' publicity campaign is now well under way and is sure to create a demand for this specialty. Although launched only a year ago, during a great business depression, Diapepsin has become so thoroughly established that the manufacturers say its position as a leading staple is assured while it is bound to head the list of stomach proprietaries.

### The Hilbert List of Perfumes Most Complete.

With a plant second to none and equipped with the best of machinery built expressly for the purpose by experts in this country and France, the house of A. J. Hilbert & Co., Inc., of Milwaukee, has an enviable reputation in the manufacturing of perfumes. The business was established in 1865 under the name of D. Fisher & Co. In 1885, A. J. Hilbert became identified with the concern which shortly afterward went out of existence, being succeeded by A. J. Hilbert & Co. In 1894 the concern was incorporated under the present title of the A. J. Hilbert & Co., Inc.

Since that time its progress has been continuous and its trade already extends over more than two-thirds of the country in addition to some export business. It sells practically no bulk goods under \$4.50 per pound and from that up to \$15. The Hilbert list of perfumes is most complete both in the quality of the goods and the style of the packages. The "De Luxe" line is claimed to be finer than any other at that price, while the more expensive odors listed as "Concrete Essences," such as Rex Violet, Beauty Ends, Mascot, Special Franjipanni, etc., are said to be not surpassed by the most expensive foreign or domestic products. Dealers who handle Hilbert perfumes have the reputation of doing the business of the town in perfumes and the consumer who uses them gets the full value of his money. Druggists who desire to handle an exclusive line, and one which will net good returns, should read the advertisement of A. J. Hilbert & Co., Inc., which appears in this issue of the ERA, and write to them for trade price list and further information. By referring to this notice in the ERA your inquiry will be sure to receive prompt attention.

### Unique Fixtures for Displaying Side Lines.

In the advertising pages of the ERA the Gier & Dail Manufacturing Co., of Lansing, Mich., reveal to the drug trade a unique line of fixtures for displaying magazines, stationery and post cards. These fixtures possess many original features and are revolutionizing the display of side lines in drug stores. Among the specialties named are seven different sizes of revolving Post Card Racks, and Dail's Sectional Revolving Magazine and Table Cabinets. See their advertisement for further particulars.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

**Supplement to The Era Druggists' Directory.**

**ALABAMA**—EPES—Dr. J. H. Reed has opened a new drug store here.

**UNION SPRINGS**—TURNIPSEED Drug Co. incorporated as the Dean-Turnipseed Drug Co.

**ARKANSAS**—FORREST CITY—C. H. Dunavant & Co. has been succeeded by City Drug Store; O. N. Warren, proprietor.

**COLORADO**—DENVER—Cunningham Bros. have opened a new drug store at 34th and Franklin streets.

**HOLLY**—Ikelman Bros. have been succeeded by the Holly Pharmacy; F. D. Baird & Co., proprietors.

**CONNECTICUT**—GUILFORD—A. C. Roby has been succeeded by John T. Howe.

**MERIDEN**—Central Pharmacy, 17 East Main street, store damaged by fire; loss on stock and fixtures, \$1,500.

**GEORGIA**—PAVO—J. D. Gardner has bought the Pavo Drug Co.'s stock and will continue at the old stand.

**ILLINOIS**—CHICAGO—Artzel Drug Store, 864 Claybourn avenue, has been succeeded by H. G. Seyfarth.

**DECATUR**—Hilligoss Bros., 243 North Water street, store destroyed by fire; loss, \$9,000; insurance, \$6,000.

**INDIANA**—HUNTINGTON—Jesse Hardman has opened his new drug store here.

**VINCENNES**—L. E. Townsley has opened a new store corner Eighth street and Fairground avenue.

**IOWA**—CLINTON—J. B. Wright has been succeeded by Chas. B. Hull.

**FOSTER**—W. H. Rowe, it is reported, has opened a new drug store here.

**SHANNON CITY**—George W. Logan has been succeeded by W. T. Smith.

**MASSACHUSETTS**—NEWBURYPORT—Bartlett Pharmacy, School and Lime streets, has moved stock of drugs to the new store corner Purchase and Lime streets.

**PEABODY**—G. S. Curtis Co., incorporated; capital stock, \$8,000.

**MICHIGAN**—BERRIEN SPRINGS—Harry Barnard has opened a new drug store here.

**CHESANING**—C. C. Tubbs, style of firm changed to Tubbs Pharmacy.

**GAWN**—Dr. C. A. Clark & Co. have bought the C. Hathaway stock of drugs and will continue the business.

**MANISTEE**—A. H. Lyman Co. has not been succeeded by Clark & Co. as we recently reported. The old house of Lyman Co. continues to do business at its old stand, notwithstanding all rumors to the contrary.

**MINNESOTA**—CHRISTOLM—Hayes & Casey, who have been in temporary quarters since their store was destroyed by fire, have moved to the new Hayes Building in Lake street.

**GRANITE FALLS**—B. E. Nelson, store badly damaged by fire.

**HOLDINGFORD**—George R. Douglass has opened a new drug store here.

**MISSISSIPPI**—SUMNER—J. D. Biles, store destroyed by fire.

**MISSOURI**—CARL JUNCTION—J. W. Jamison has been succeeded by George Fugitt.

**KANSAS CITY**—Linwood Pharmacy, 31st streets and Brooklyn avenue, store destroyed by fire.

**TRENTON**—A. G. Kathau has bought the C. A. Foster stock and will combine the two at the Foster location, 310 Water street.

**NEBRASKA**—SO. OMAHA—E. L. Melvin has sold his store at 36th and Q streets to Forest & Fenton and opened a new store at 24th and F streets.

**NEW JERSEY**—ATLANTIC CITY—James G. Newhard will open a new pharmacy at Brighton avenue and Boardwalk on March 15.

**PATERSON**—Edward W. Braecklin, 581 River street, has moved his stock of drugs to 624 River street.

**NEW YORK**—BROOKLYN—Peire's Pharmacy, 995 Flatbush avenue, is now located at Gates avenue and St. James place.

**NAVY CITY**—Gittes Drug Company, S Ludlow street, incorporated; capital stock, \$1000.

**NORTH CAROLINA**—MIDDLESEX—Middlesex Drug Co., incorporated, is the style of the new drug store here.

**NORTH DAKOTA**—GRANDIN—Hoson & Fisher have been succeeded by J. E. Elliott.

**OHIO**—AKRON—F. A. Bähler has formed a partnership with August Warner at 42 East Market street; style of firm to be Warner & Bähler.

**COLUMBUS**—L. Steinfeld, for many years located at Long and High streets, will move his stock to the Normandie Building in East Long street.

**LOVELAND**—John J. Schnessler has been succeeded by L. A. Becker.

**ROSEVILLE**—T. O. Stine has become proprietor of the Roseville Drug Co.; style of firm to be the same.

**OKLAHOMA**—CUSTER CITY—Harman Drug Co., store destroyed by fire; loss, \$1000; insurance, \$5000.

**PENNSYLVANIA**—EASTON—William W. Maddock, 901 Ferry street, has been succeeded by Crayford's Pharmacy.

**MACUNGIE**—J. H. Laudenslager has opened a new drug store here.

**PHILADELPHIA**—W. P. Bender, 21st and Fitzwater streets, out of business.—E. B. Connor, Cumberland and Cedar streets, has been succeeded by L. F. Segrest.

**PORT CARBON**—W. Ellsworth Gregory has opened a new drug store here.

**SPRING CITY**—Francis W. Cook has been succeeded by F. C. Hutchison.

**SOUTH CAROLINA**—INMAN—Inman Drug Co. is the style of the new drug store here. Dr. J. S. Clark and L. B. Jumper, proprietors.

**TENNESSEE**—DICKSON—Diamond Drug Store has been succeeded by the L. & M. Pharmacy.

**TENAS**—CRUMBY—H. B. Taylor, store destroyed by fire; loss, \$3,500, with \$2000 insurance.

**VIRGINIA**—NORFOLK—Gatling's Pharmacy, incorporated; capital \$10,000 to \$25,000.

**SUFFOLK**—J. W. Risen & Co. have incorporated as the Nansmond Drug Company; capital stock, \$10,000.

**WISCONSIN**—MILWAUKEE—A. Von Trott, 441 East Water street, has been succeeded by Peters & Beck.

**ONTARIO, CANADA**—GANANOQUE—Clifford Sine, store destroyed by fire; loss, \$15,000; insurance, \$5000.

## Profit in Handling Hydrox Peroxide.

Elsewhere in this issue of the *Era* the Hydrox Chemical Co., of Chicago and New York, calls the attention of druggists to its "prodigal profit propelling proposition for cash," or its great 1909 offer. In this offer, the company announces that from March 1 to March 31, inclusive, it will, on receipt of your check of \$100, credit your account with \$130 worth of Peroxide of Hydrogen which may be all taken at once or at your convenience during the year 1909. This offer should appeal to druggists who wish to save money and at the same time secure one of the most popular brands of Peroxide of Hydrogen and one that answers every test as to strength and reliability. The Peroxide may be put under your own label, if desired, thus permitting you to make your own retail price, and insuring you a good profit. Read the advertisement of the Hydrox Chemical Co., and then proceed to take action.

## Kraemer's Botany and Pharmacognosy, New Edition.

When one takes into consideration the legislation and other developments affecting the professions dealing with vegetable drugs, he cannot but appreciate the aid that Kraemer's Botany and Pharmacognosy will give to the retail and manufacturing pharmacist, especially as these dealers are required to be familiar with the genuineness and purity of the drugs they must sell or which may enter into their preparations. The book will enable the pharmacist to so qualify himself as to be able to comply with the requirements of the Food and Drugs Act. If you are interested in this latest and most reliable guide on the subject, read the advertisement of J. B. Lippincott Co., Philadelphia, Pa., on another page.

# THE DRUG MARKETS

## CONDITIONS QUIET WITH SMALL DEMAND.

### Business Backwards in Some Articles, But Total Volume for Month Expected to Be Normal.

**NEW YORK, March 1.**—There have been only a few features of new interest since our last report and business in some articles is rather backward, but a steady movement for jobbing quantities has been in progress. Notwithstanding the two holidays which have intervened most houses anticipate that business in the aggregate will amount to very near if not up to normal. Opium has been steady at the quotations ruling, with some business and inquiries for case lots. Quinine is quiet at unchanged prices and lycopodium has been active at much higher prices. Norwegian cod liver oil is in good demand from different sections of the country.

**QUININE SULPHATE.**—The monthly sale of cinchona bark was held at Amsterdam on February 25. The average unit price was 3 Dutch cents, which was about the average figure realized at the January sale. The offerings were small, aggregating only \$224 packages and nearly the entire quantity was sold. The sale has made no change in the situation of quinine. Manufacturers have done a moderate to fair business in small lots needed for current requirements.

**OPPIUM.**—There is more inquiry for case lots and sales have been made of several cases at the regular quoted prices. There is also some demand for 25 and 50 pound lots which are being filled at prices only slightly above those for cases. The Smyrna market is again reported as being very active with large transactions. The arrivals in Smyrna for the period ending February 5 amount to 2000 cases, as against 1347 cases for the same period last year.

**NORWEGIAN COD LIVER OIL.**—The demand has improved very materially and sales for the month will show a very satisfactory result. Cable reports received on February 25 give the fishing statistics up to that date as follows: Lofoten, 1,000,000 fish, yielding 1355 barrels of oil, and all other districts, 4,800,000 fish, yielding 5000 barrels of oil. For the corresponding period last year the figures are: Lofoten, 1,000,000 fish, yielding 1420 barrels of oil, and all other districts, 4,300,000 fish, yielding 5180 barrels of oil. This comparison shows that while the catch of fish was about the same the production this year was less owing to the leanness of the fish.

**LYCOPODIUM.**—This article after a long period of dullness has become very active owing to unfavorable reports from producing districts in Russia. The price of the article in this market has moved up in sympathy and the tendency is for still higher prices. The spot stock of Russian (no label) is limited, but there seems to be a better supply of the Politz brand.

**ERGOT.**—The market is very firm at 40¢@45¢. for Russian and 45¢@50¢. for Spanish in large lots. The stock of Russian here is small but there is a fair stock of choice Spanish obtainable. The reports from primary markets are unfavorable and the supply in sight will not cover current requirements.

**AGAR AGAR.**—There is an active demand for this article and at the moment the local market is bare of stock. Shipments which are expected in the course of ten days or less are being held at 50¢. per pound by the bale of about 220 pounds.

**VENICE TURPENTINE.**—Owing to this season's small crop and also to the large demand which has set in from foreign markets, the stock of Venice turpentine has been considerably reduced and there is now very little obtainable. New stock will not be available for several months. Prices here have advanced about 2¢. per pound in original packages.

**OLIVE OIL.**—Lucca cream salad oil has again been advanced slightly so as to meet the situation in consequence of the increased cost of producing the best quality of this article. One-half gallon cans are now held at \$3.20 per gallon, one gallon cans at \$3.10, three gallon at \$2.55, and six gallon at \$2.75 per gallon.

**BICCHU LEAVES.**—Both the long and short are without quotable change, but all the cheap lots are said to have been

cleared up. Further advances are therefore expected, as available stocks are light at all distributing points both here and abroad.

**CALABAR BEANS.**—In sympathy with higher markets abroad, prices have been marked up to 15¢@15½¢. per pound in large quantities, with the market here very firm.

**CASTLE SOAP.**—Conti's green castle soap is scarce on the spot; in fact the market is said to be entirely bare of stock in first hands, and for parcels to arrive importers are asking 10¢. per pound. There is no material change in mottled or white.

**CASCARA SAGRADA.**—As the cost of laying down the bark in this market is now about 8¢., dealers are not anxious sellers at 8½¢@9¢., but some stock is yet available at the outside figure. The tendency, however, is upward, and in some quarters the price is held at 10¢. The market is showing increased firmness.

**REFINED GLYCERIN.**—This article is easier to the extent that manufacturers have modified their views regarding values, and open quotations have been reduced to 15½¢. for C.P. in drums or barrels, and 16½¢. in cans. It is also intimated that these prices might be shaded on a firm offer.

**BUCKTHORN BARK.**—A moderate consuming demand is in progress and the market is steady at 4½¢. per pound in large quantities.

**DAMIANA LEAVES.**—There is a somewhat staid tone in the market for this article and a fairly good business has been reported at the quoted range of 7½¢@8½¢. per pound, according to grade, quantity and seller.

## London Drug Market

**LONDON, Feb. 20.**—The most noticeable feature of the drug and chemical markets at the present time is its dullness to which there appears to be no end. Week after week improvement has been expected but as yet there are no signs of it except in the case of two or three articles. Manufacturers of quinine seem to be doing a fair business at the recently reduced price but no speculative buying is being done. Buyers of Cod Liver Oil are inclined to hold off in the hope that prices will recede, although the present quotation for finest Norwegian, non-freezing oil—which is round about 62s per barrel—may be considered justly low.

Bromides are still unchanged in price; the drug papers here report that the Chamber of Commerce of the Duchy of Anhalt has presented petitions to the German Government on behalf of the bromine and bromides syndicates respecting the question of the abolition of United States import duty on these products or the imposition of a similar duty on such imports into Germany. Glycerin continues firm but makers seem to be able to deliver more freely. Citric Acid is quiet, makers quoting 1s 8d per pound, and second hand holders 1d below this price. Essence of Lemon is still offered from Sicily at prices down to 3s 6d per pound and on the spot 4s is quoted. There is talk of a probable advance in the price of cocaine and there appears to be very little left in second hands. Ergot is firm and 1s 5d per pound is asked for Russian. Higher prices are asked for Orris Root, fine Florentine being quoted 37s 6d per cwt. and Verona 25s.

Camphor is firmer, holders of China Crude now asking 135s per cwt.; a fair spot business has been done in 2½ pound slabs at 1s 5d to 1s 6d per pound and in 1 ounce tablets (Japanese) at 1s 6d to 1s 6½d per pound. A fair business has been done in Opium on the spot at firm prices. At the auctions of Vanilla held this week there was a fair demand for the small offerings at steady rates. At the Cinchona Bark sales 484 packages were offered and the bulk sold, the average unit being 9-16 of a penny per pound being about equivalent to last Amsterdam sales. American Peppermint Oil continues quiet at 6s 3d per pound for Wayne County oil in tins, and 5s for H. G. H. Menthol is firm at 7s 2d for "Kobayashi."

### Canadian Proprietary Law Effective April 1.

**WINDSOR, Ont., March 1.**—Windsor druggists are reminded that on April 1 the Canadian Proprietary or Patent Medicine Act goes into effect. It compels all manufacturers of medicine to send the formula to the Department of Inland Revenue, to receive a serial number whereunder the preparation always must be sold.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MARCH 11, 1909

No. 10

D. O. HAYNES & CO. - Publishers  
90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dicker Building, 40 Dearborn St., Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

## Re Photographs for "Era Album" Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

### FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.  
McMonagle & Rogers,  
Ex-Pres. N. Y. State Phar. Assn.

When additional photographs of partners and clerks are sent, each one should have written on it the name of the subscriber who sends it, as well as the name of the person in the photograph.

### Cabinet Photographs Only

The style of photograph we require is the so-called "Cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to be each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA.

90 WILLIAM ST., NEW YORK.

or Era Album

## PROMULGATION OF THE BENZOATE DECISION.

After considerable delay the verdict of the Referee Board of Experts in favor of the use of benzoate of soda in small quantities as a preservative of food has been promulgated by the secretaries of commerce, agriculture and the treasury. For the time being this settles the question for inter-State commerce, but it will not finally dispose of the subject of the use of preservatives, for, whether Dr. Wiley remains in the Federal employ or not, the movement against preservatives has gained such impetus that it cannot subside. Everybody hopes that Dr. Wiley will not retire and most people would regard such action on his part as akin to a public misfortune. Interests opposed to him would like to see him remain for the reason that they might hamper him in his pure food and drugs campaign through the application of official red-tape, while as a citizen relieved of official thralldom there could be no possible check upon the utterances or efforts of the Father of the Federal Pure Food Law.

The Era believes that Dr. Wiley's usefulness will be better sustained for a longer time in his present sphere of public duty. The benzoate problem is only one of the many that have come up and in a majority of them his course has been sustained, notably in the whisky cases, reported in the Era. A man possessing the courage and pertinacity of Dr. Wiley is imperatively necessary as Chief Chemist of the Department of Agriculture.

## RESTRICTING THE ITINERANT VENDORS.

Bills are pending in the legislatures of Ohio, Texas, Wisconsin and New York and other States designed to regulate the vending of medicines, nostrums and appliances for the treatment of disease, injury or deformity. The purpose is to place these vendors under the control of the State boards of pharmacy in the matter of licensing and the fees vary from \$25 to \$100 annually. There is absolutely no reason why medicine sellers should not be subject to control by the boards of pharmacy, whether they be retail druggists or vendors who carry their drug stores around in wagons. The question of the amount of license fee is a matter for the various States to decide, but in fixing it the legislators must take into consideration the rights of local retail druggists with whom the itinerants compete.

The druggist with a store must pay rent and taxes and carry a much more diversified stock of goods than the wagon man; the local man is subject to calls at practically every hour of the day and night, while the itinerant comes and goes to suit his pleasure, being without local responsibility and contribu-

ting nothing to the support of the local government in his wide range of travel, outside of the comparatively insignificant taxes he may pay at his home. The itinerants must eventually retire from business in favor of the local retail druggists. Meanwhile they should cheerfully submit to regulations which are enforced upon all druggists and pay the license fee which offsets the taxes paid into the public treasuries by all retailers operating drug stores. The pending bills which we have seen come closer to giving fair play to the parties affected than others we have inspected. They are of the "live and let live" variety, but if anybody gets the "short end" it is the local retail druggist who suffers from wagon competition.

#### PHARMACY LEGISLATION IN NEW YORK.

Assemblyman Brown, of Cortland County, has introduced in the House at Albany the revised bill reorganizing the New York State Board of Pharmacy and as it has the approval of Governor Hughes and of the Legislative Committee of the State Pharmaceutical Association its chances of enactment seem to be more than ordinarily good. The bill is comprehensive, meets the Governor's requirements and includes the provisions of the Whitney-Wainwright Act which was passed last year, but then failed of executive approval.

A separate bill to transfer Westchester County from the Eastern to the Middle Branch also has been introduced, but probably will never see the light, for, if we remember correctly, the proposition was voted down by the State Ph.A., at the Catskill meeting last year and as the average legislator looks upon Westchester as being part of the metropolitan district some powerful argument would have to be advanced to persuade him that the public good would be served by divorcing Westchester from the Eastern Branch. About the only arguments that we have heard advanced in favor of the change have been strong reasons for not making it. If there are any others they ought to be made public.

#### NEW PROHIBITION LAW IN KANSAS.

In Kansas, the latest State to go dry, the new law is so stringent that a druggist may not sell liquor even on the prescription of a physician. In fact so prohibitory is the law against alcoholics that it has been found necessary to introduce an amendment to permit the use of alcohol by wholesale druggists in the preparation of medicines and the preservation of drugs. The only exception at present is the sale of wine for communion purposes. The penalties are fines of \$100 to \$500 and imprisonment of from thirty to ninety days for each offense. The law becomes effective when published in the statutes, which will be about June 1.

Kansas has tried various forms of checking the sale of intoxicants, but heretofore the restrictions have not been properly effective. Under the latest system of granting permits to druggists it was found that some of the holders carried on a regular saloon business. Of course these men will bemoan the passage of the law, but the majority of Kansas druggists

will be heartily glad to be relieved of liquor patrons, who are nuisances to pharmacists who do not want their trade.

#### GETTING BUSY AT WASHINGTON.

President Taft's inaugural address was a straightforward, judicial document and his appreciation of the necessity for promptly disposing of the tariff menace has since been further and fully shown in his utterances, particularly in the suggestion that at the special session of Congress beginning next Monday the legislation be limited to the tariff. While the preparation of a tariff schedule is slow work at best, the subject has for some months been under consideration by the House Ways and Means Committee and there seems to be no legitimate reason for unnecessary delay.

The proposition to have an elastic schedule, with maximum and minimum rates of duty, will no doubt be elucidated by its advocates, but at first thought such an arrangement does not seem likely to effect the necessary degree of stability that is essential to American business prosperity.

#### SALVATION OF THE SMALL DRUGGIST.

In the ERA's Cash Prize Competition this week the award of the judges in Contest No. 1, as reported on page 224, will be observed with interest by both friends and foes of co-operation in the form of buying clubs. There can be no questioning the fact that the future of the small druggist is of paramount importance in the drug trade, but views differ a great deal regarding the best method to be pursued for his preservation from destruction.

The winner of the \$10 prize has taken a position which agrees with the ideas of many in the trade, but there are others who will maintain that the essentials of success are by no means limited to mere membership in buying clubs, or other forms of co-operation. The competition is open to all who have any thoughts worth while that they care to express.

#### ENTERING WEDGE FOR PARCELS POST SCHEME.

Persistent and insidious is the element that is endeavoring to saddle the parcels post on the Post-office Department, as is evident by the exploitation of the idea for "individual rural delivery routes," which some country merchants in Vermont and probably elsewhere are advocating. The plan is to confine the use of the parcels post to business originating in and terminating in each route, thereby preventing the mail order houses in the large cities from competing with the local country merchants on equal terms. This scheme looks very alluring to the buccolic business men, but after all it is the same old serpent in a new dress. It is only an entering wedge for the original plan.

The mail order houses would like nothing better than to have a restricted law of this description enacted by Congress, for it would be a comparatively simple matter to upset the restriction in the courts as being a violation of inter-State rights and therefore unconstitutional. With a parcels post law on



the statute books and the one objectionable provision declared illegal the mail order houses would be able to do business in competition with the country merchants, the latter being "hoist with their own petard." Retail druggists who are opposed to the parcels post should not relax their efforts, for the friends of the measure are at work all the time, planning all sorts of entering wedges to obtain what they want and their failure to secure legislation in the recent Congress will not prevent renewed efforts in the next session of the National Legislature.

Government chemist says that many so-called rat poisons are not poison and that some "stock foods" are poison. Why not give the stock food to the rats and the rat poison to the stock. Seems to be an easy way to restore the equilibrium.

Harry T. Carver was a school "kid" in knee breeches when he started out to learn the drug business in 1881. He is now in his forties and still learning, but few can tell him anything about the jobbing end of it. As a member of the wholesale firm of Farrand, Williams & Clark, Detroit, Mich., he is well known to the trade and has done his full share in the building up of a magnificent business.

It was on a bleak day in January, 28 years ago, that the schoolboy, Carver, "took his pen in hand" and, with laborious effort, ground out a formal application for a job in the wholesale house then known as Farrand, Williams & Co. He didn't expect to land any more than the proverbial rabbit, and he looked upon the stamp he placed on one corner of the envelope as two cents wasted. But, to his surprise, the very next day came a post card bearing the drug concern's signature. He hardly took time to read beyond the second word, but as near as he can recall it now, the message ran something like this:

"Please come down and see us at once."

The message came about noon. Young Carver didn't even go back to school to get his books and rushed through his dinner like a cyclone through a Kansas prairie, lest the job get away before he could grab it. But it was there, waiting for him, and he's got it yet. Not the same job, of course, but everything must have a beginning.

Mr. Carver's earliest recollections of the drug business have to do with the putting up of a blue seidlitz powder. Then he was set to washing bottles, and after eleven months in the laboratory, doing all sorts of odd jobs, and incidentally picking up the rudiments of the business that were to stand him in good stead later on, was transferred to the office on the main floor. He proved as adept at making out invoices as at washing bottles or putting up seidlitz powders, and it wasn't so many years before young Mr. Carver found himself in charge of the firm's city department.

In this capacity he remained more than a dozen years, and when John J. Dodds died, five years ago, Mr. Carver was assigned to look after the country department. Now he is a sort of "all around man," but his chief cares are the druggists' sundry department and the travelling salesmen. Beginning at "salary" of \$2.50 per week, he is now a sharer in the profits his energies have helped to create. With his wife and son, Crichtell, he occupies a pleasant home at 468 Putnam avenue, and to his other comforts expects soon to add an automobile.

Mr. Carver has been too busy in the last 28 years to acquire any especial hobby unless it is one for making friends and keeping them. He is not given much to sports, not even to bowling. The nearest he ever came to active participation in athletics was when he joined the Shrine. Once he tried to be a hand as a speculator, but never again will he flirt with the fickle dame.

It was this way. Cinchonidia had been at a low ebb for

some time (this was some years ago) and when everybody, including Carver, thought it had reached rock bottom, he purchased 100 ounces of the stuff as an investment, figuring that he would at least double his money when the price went up again. But after that the price remained stationary, moving neither up nor down, and after holding his cinchonidia for a year, the aspiring young man decided to put his money back in the bank where it would at least draw interest, and disposed of his 100 ounces at the same price he had paid for it. That was his first and his last speculation.

Mr. Carver relates an interesting experience of the days when he was connected with the city department. Competition was very keen among the jobbing houses, and it was often a race between the salesmen to see who should reach a certain customer first, and they made daily calls. One druggist especially claimed their attention, the late William H. Burke, who at that time conducted a store in Grand River avenue. In the hope of beating out "the other fellows" each salesman fell to calling on Mr. Burke a little earlier every morning. Arriving one morning just a trifle too late to be first, Mr. Carver made up his mind then and there to take no further chances.

"I slept that night with my watch and a handful of matches under my pillow," Mr. Carver related. "I say 'slept,' but it's mighty little sleep I got. The first time I woke up I lit a match and by its light saw that it was 12 o'clock. When I awoke the second time it was 2 o'clock and I decided that it would not be safe to risk another nap. So I hustled into my clothes, jumped on my bicycle and was off to Mr. Burke's store with my order book in my pocket. I knew the night man well and had no trouble getting in. I stretched out in a chair by the stove to finish my sleep in peace. Along about 5 o'clock in the morning one of my rivals came drifting in and he was thunderstruck when he found me sitting there. But I was first and I got the order when Mr. Burke came down."

And it is this habit of being on time that has contributed in no small measure to Mr. Carver's success. He is rather proud of the fact that he was never "docked" for being late when he was working just for wages. The firm had a rule that any one reporting 15 minutes late would be docked an hour's time. On one occasion young Carver arrived just 14 minutes after starting time, but as he still had a minute to spare his tardiness did not count against him, and his record remained unbroken.

Mr. Carver has been a member of the company since it incorporated about ten years ago. Previous to that time the business was conducted as a partnership. The present officers are: R. P. Williams, president; P. E. Bogart, vice-president, and Jacob S. Farrand, Jr., secretary and treasurer.

It was the end of everything. The last living human being gazed over earth's chaos and smiled. "Gee! I've got a day away from the store at last." He was a druggist.

Michigan Ph.A. and Wisconsin Ph.A. are making a vigorous fight for the bills regulating itinerant medicine vendors. Druggists in those States are urged to write letters to their Senators and Assemblymen in favor of the measures and the effect ought to offset the lobbying of the vendors.

To be called "a man about town?" Get dyspepsia and lose your job.

The editor of the Brookhaven (Miss.) Leader is a subject for congratulation by his brother editors throughout the country who do not enjoy prospective immunity from stomach troubles, for the Brookhaven sage records that "we welcome him (an up-to-date pharmacist) to our midst and wish him success in his new field of business."



HARRY T. CARVER,  
of Detroit.

## Era Cash Prize of \$10 Awarded for Paper on Co-operative Buying.

In the ERA'S Cash Prize Competition this week the judges have awarded the prize to Dr. Charles Nathan, of Brooklyn Borough, New York City, for the paper which is printed on this page. The prize is \$10, coming in the No. 1 contest class, which is "for the best article on any subject of value to retail druggists." The conditions of the contest will be found on page 14 of this issue of the ERA.

### Meeting Corporation Competition by Co-operative Buying.

By Charles Nathan, M.D., Brooklyn, N. Y.

The individual druggist is today confronted with the problem of how he can exist against "The Retail Drug Stores' Combine," whose stores are spreading over the entire country, threatening the smaller stores with annihilation.

These corporations, by means of their unlimited capital are able to acquire the most desirable location for their stores, and to buy their goods direct from the manufacturer and importer in large quantities, eliminating the profits of the "middleman," which profit is necessarily added to the cost of goods purchased by the small retail druggist.

The "combine," by means of this saving is enabled to undersell its smaller competitors and still reap a good profit.

The problem, therefore, is: How can the small retail druggist successfully compete with these conditions? How can men with small capital buy goods in large quantities and thus save the "middleman's" profit? How can the small drug store sell goods at the same price as the "combine" and still make a living profit?

These problems which confront us can be successfully solved in only one way and that is by organizing "co-operative buying clubs." These clubs consist of a number of individual druggists organized for the purpose of buying their drugs, chemicals and sundries direct from the manufacturer and importer, placing them on the same buying basis as the "drug stores corporations."

The saving effected by this method of buying can be readily appreciated when we take into consideration the fact that the manufacturer allows the middleman or jobber a discount of 10 per cent, 5 per cent, and 2 per cent on proprietaries, of 50 per cent on crude drugs and chemicals and of 75 per cent to 100 per cent on sundries. From this profit the middleman deducts all his business expenses of rent, clerical hire, delivery, salesman's commissions, etc., which, under the present conditions, are all included in the price of the goods sold the retailer.

A co-operative buying club is formed by as many druggists as can be induced to join in the various villages, towns and cities. The greater the number of members the greater will be the benefits derived, for the larger number will necessarily buy larger quantities of goods, thus gaining the best discounts. Each member subscribes from \$100 to \$200 to form a capital for buying. Stock or receipts may be issued for money subscribed.

In the conducting of a club all that is necessary is the delegation of one or more members for the purchasing of goods, which members shall also act as distributors of goods to the individual members according to their needs.

Practically the entire expense for buying and distribution may be figured at 4 per cent, which is about equal to the cost of distribution to the "drug stores combine" for its various stores. This shows conclusively that the buying and distributing can be done by the co-operative clubs just as cheaply as by the "corporations."

Under this system the members who conduct small stores can buy small quantities at the same rate as the largest buyer. They are also enabled to keep a larger variety of goods on hand, because of their increased purchasing power.

Another good feature of these clubs is the fact that druggists being associated in clubs of this kind for mutual protection in buying and selling will naturally have a tendency to prevent cutting of prices.

These associations will bring about a better understanding among the members and lead to more cordial relations, all of which will tend to advance the interests of the profession

for the truth of the saying "in union there is strength" would be amply illustrated.

Co-operative clubs are now being successfully operated in New York City, Brooklyn, Baltimore, Buffalo and various other cities throughout the Union.

In concluding, let me sound a note of warning. If the individual retail druggists throughout the United States do not wake up to the advantages of this co-operative buying, to resist the inroads of the drug store octopus, it will be too late, for when its chain of stores shall be complete and the public becomes educated to its low prices and trade methods, organization on the line of co-operation will be impracticable.

The principal advantage of the "combine" lies in direct buying of large quantities of goods at the lowest prices, whereas the individual druggist placed on the same buying basis has the additional advantage owing to the fact that he comes in personal contact with his customers and can cater to them more successfully than the ever-changing and as a rule disinterested clerks employed by the corporations.

In these days of concentration and combination, it behooves the retail druggist to adopt modern business methods and to wage the fight against the ever-growing drug stores corporations by co-operative buying.

### ERA COURSE IN PHARMACY.

Graduates for February, 1909.

Matriculation No.	Examination Grade, p.c.
4681. Joseph Salling Baldwin, Washington, D. C.	98
5605. Albert L. Kohlman, Dubuque, Iowa	95
5708. Harry S. Davis, Mannington, W. Va.	96
5725. Mrs. Theodosia H. Jones, Dublin, Ga.	98
5783. Sister M. Agnes, Alton, Ill.	98
5845. Irving Eisler, New York, N. Y.	98
5954. Frank P. Barber, Danville, Vt.	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of \$2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

### University of Illinois School of Pharmacy.

CHICAGO, March 6.—The Beta Chapter of the Phi Gamma Sigma Fraternity gave a reception and dance to the members and their friends at Grand Boulevard Hall recently. In spite of rainy weather the attendance exceeded anticipations and the handsome hall was well filled. The students and their guests spent a very pleasant evening and the affair was voted a great success. The committee of arrangements consisted of H. W. Smith, S. Mottar and L. D. Goveia.

Arrangements are being made to have the students of the School of Pharmacy well represented in the *Illio*, the annual publication of the Junior classes of the University. Views of the classes at work in the laboratories of the School of Pharmacy were recently taken and it is the expectation that these will be used in the *Illio*. H. W. Smith has charge of the *Illio* representation of the Senior students.

### Druggists Interested in Municipal Affairs.

PHILADELPHIA, Feb. 27.—Three prominent druggists of this city are now members of City Councils, a fact that will indicate that the policy of the P.A.R.D., to urge its members to take an active interest in politics, is being carried out. At the recent Spring election, John H. Hahn and Dr. John H. Locke who had made enviable records as members of the lower branch of Councils, were returned by their constituents with comfortable majorities. A new councilman-druggist is Dr. J. Frank Meade.

### License for Medicine Venders in New York.

ALBANY, Feb. 27.—Itinerant venders of medicines must pay a license fee of \$100 and be licensed by the State Board of Pharmacy if a bill introduced recently by Assemblyman Lowman, of Chemung, becomes a law.

## An Idea and Where it Led.

By Emma Gary Wallace.



Never mind what his real name was, we will call him Richard Homo, because he was that finest of God's creations—a lion-hearted man; and to us she shall be Margaret, for in spite of the loss-freshness of youth, she was that priceless pearl—a good woman.

He was middle-aged, fearfully lame, and rheumatic to an alarming extent. That was why he sold his modest holdings in Ohio and went to Florida to live. He took with him his good wife, his entire cash capital, and a disposition to look on the sunny side. He was accustomed to argue laughingly that worry was a sign of mental poverty, for what a man could improve

by his own efforts he had no need to worry about, and what he was powerless to chance, he certainly was foolish to fret over. Then, too, he had never quite gotten away from the happy satisfaction that the woman who was growing old by his side was the best and truest woman in the whole world.

Maybe that was why he could still smile bravely when the Big Freeze came and he walked over his sandy property to view the rows of shrivelled trees which looked as if a breath of flame had robbed them of their verdant life. As he looked down over the winding course of the glorious St. John river, which sparkled as merrily in the sunshine as it had done the day before when all the world was fair, he wondered dimly into what sort of a future, the current of life's events was bearing Margaret and him.

On all sides the people were hastily packing or taking hurried flights without packing at all, and already the busy, thriving little town began to look like a veritable "Deserted Village."

Richard Homo did not allow the hopelessness of despair to overwhelm him, or the weakness of self-pity to unman him. He went along on the river bank and sat down beneath the long swaying streamers of hoary moss. There was nothing to disturb him except now and again a few stray razor-backs that grunted disapprovingly and scuttled away into the underbrush. The expenditure of the few remaining dollars must be planned with thought and care.

### A Drug-Store Memory to the Rescue.

From somewhere out of the experience of the past must come the hope of the future. He travelled that Backwards Road with painful minuteness and yet it seemed utterly barren of suggestion.

Ah! there was his experience of a couple of years in a country drug store, when he was a young man. That had been almost forgotten. How long the days had been, and in fancy he could still see the quiet streets on a drowsy afternoon, the white roadway winding over the hills, the back-room with its rows of bottles and its modest equipment. His "boss" had loved his chosen business and had taught him the science of applied concentration.

Homo remembered the absorbing interest with which they had worked on a series of experiments in setting colors in different fabrics and in removing stains from different colors and goods. His old employer had long since crossed the Great Divide, but somewhere among his own papers the note books of those experiments had been preserved.

Homo sat up very straight. A brilliant blue bird and a gaudy red one flashed very near to him unnoticed. He was no longer in Florida among the palmettos. He was at the turning point in the Backwards Road of Long Ago.

### No Longer Becalmed.

Homo had the power—the rare power—of being able to take the initiative. A man with this power does not hesitate to enter unbeaten paths if they give promise of leading Somewhere. He dares to act on his own wisdom and has

faith in his own ability to overcome obstacles. He does not wait for favoring circumstances, for he masters the circumstances themselves. He is not an imitator, but an originator.

The next day the lame man and his wife turned the lock in the door of their little home and bought a ticket for a town in Georgia where every year the beautiful winter climate lures large numbers of tourists to come and tarry awhile. A couple of rooms were rented, a stout negress hired to render necessary service, and a supply of mysterious bottled compounds prepared and labelled.

With a clean new market-basket the man went from house to house and solicited fine laundry, new goods to shrink and in which to set the colors, and any article from which to remove obstinate stains.

A few patronized the cherry-faced lame man. He told no hard-luck tale, but offered to render a valuable service for a fair compensation, and Margaret, her delicate face aglow with the joy of a new-born hope labored at home, assisting, superintending and directing. The accounts were small at first, but she kept them with as great care as if they represented a mighty business.

The idea of setting colors, shrinking goods and removing stains was new and it appealed at once. A real want was revealed and the work was well and reasonably done. The Northern tourists were delighted to be able to have the colors in delicate fabrics rendered non-fading, and their goods shrunk and returned to them with the finish uninjured and the new creases in the exact center of the yards of uncut material. The local merchants saw their advantage and promptly advertised the new corner freely.

Soon a boy was hired to collect and deliver and of necessity the working quarters were enlarged. A telephone became indispensable. Little by little as time went by The Unique Laundry reached out as the funds permitted until a fine steam plant took the place of the two wooden tubs on the rickety porch. A competent book-keeper in charge of a well-furnished office relieved the patient helpmate, and many men, women and girls performed efficient work under the directions of Richard Homo and the old negress.

No wonder the genial proprietor continued to smile broadly. The plant was paid for, his patronage most satisfactory, and his help cheerful and contented. His prosperity was theirs; and the whole establishment enjoyed an atmosphere of sunny content.

Richard Homo had made more out of life for himself and for others from his days of trial and adversity than he had ever been able to make from his years of comfortable prosperity.

### Because of Exact Knowledge Success Was Possible.

The experience of the ruined orange grower proved conclusively that there is a field for much work in the manufacture of such special preparations as made his fortune. Richard Homo was the only one out of many thousands who possessed such knowledge. It came to him through his chance experience in a drug store.

The druggist is the one to whom people naturally go if such a want is realized. The average housewife has to deal weekly with tea, coffee, cocoa, oil, fruit, ink, or medicine stains. When there is a woman in the drug store she is frequently appealed to, for assistance in these difficulties. Every woman reveals in snowy linen and spotless garments. In the late winter and early spring the thrifty housewife prepares for summer, and preparations that would set the colors in summer wash goods would find ready sale, and could be made as seasonable as moth balls or holiday goods.

It is a satisfaction worth paying well for, to know that the dainty garments being made with such care will retain their original freshness after being tubbed. The housewife readily welcomes assistance in ridding herself of unsightly stains and discolorations upon various household articles. She looks upon the one who can make blemishes of this nature disappear, as gifted with that which is little short of magic.

The French woman does much with Javelle water, but even that is almost an unknown quantity to her American sister. The laundries would welcome color-setting fluids, and the one in each locality that could advertise the setting and non-fading of colors would readily repeat the success of the man who was not discouraged by the frost of defeat.

It may take thought and time, but as that is the largest

part of the capital involved the profits are highly satisfactory. One enterprising druggist paid his rent—city rent at that—on the profits of a cleansing fluid sold to tailors, dressmakers and home cleaners.

The preparations must be right and the claims for them must not be more than their merits will warrant. Extravagant advertising not backed by facts is nothing if not dishonest and no business builded on such a sandy foundation can prosper very long.

Well-worded sign cards and cleverly thought out window displays, together with a successful woman demonstrator will start the business merrily along, and once it is started it is too useful a line of preparations to be allowed to die out, and the best of it all is, that it is a line which ought to be held and controlled exclusively by the pharmacist.

Some one has said that advertising is creating new wants. It is rather the calling of attention to what there is on the market to supply existing wants.

There was no call for automobiles until they were completed and their usefulness demonstrated. Not because there was no need of rapid means of transportation, but because there was nothing available with which to fill the want. When automobiles were placed on the market, then the call for them began. Do not wait for calls for color setting compounds and stain removers, the calls will come fast enough when people know that such preparations may be purchased.

#### Playette and Musicales for Anniversary.

PHILADELPHIA, March 6.—Chapter No. 6, W.O.N.A.R.D., recently completed the celebration of the second anniversary of its organization by giving a musicale and playette which lacked none of the delightful features of the many successful social functions that have marked the growth of the chapter. It was held at Mercantile Hall and the large attendance and the evident enjoyment of the excellent programme, was a guarantee of the hearty interest and appreciation of the chapter's friends, even if the receipts at the ticket office had not run into a good sized sum.

Nowhere outside of grand opera could one have enjoyed the quality of music such as was included in the programme. The reputations of such stars as Mr. H. A. Nolte, soprano; Miss Bearrice Waldron, contralto; Howell Zulick, tenor; Harry Saylor, baritone, and Mrs. E. W. Gebhardt, pianist, are well known to the music lovers in Philadelphia and the announcement that they would all appear was a strong drawing card. The quartette from "Rigoletto" and the solos from the various operas, brought forth prolonged applause which was generously responded to by the artists. Following this first part of the programme, the playette, "Too Much Married" was cleverly acted by the Featherbrain Club.

#### Washington Chapter Entertains Visitors.

WASHINGTON, March 8.—The ladies of Washington Chapter, W.O.N.A.R.D., were very active during inaugural week. On the evening of Wednesday, March 3, Mrs. W. H. Bradbury tendered a reception to National President Mrs. Nellie Florence Lee, at the Bradbury home in Park Road. The blizzard weather kept many anticipated guests away, but those who were present had a most enjoyable evening. On Friday afternoon Mrs. Charles Joseph Fuhrmann gave an "At home" in honor of Mrs. Lee, who was greeted by many of the Washington ladies.

Friday night, in the study room of the Carnegie Library, George Dexter Khoe, Ph.D., gave an illustrated lecture on foreign lands, under the auspices of the Chapter.

#### Card Party to Be Given by Chicago Chapter.

CHICAGO, March 6.—The local chapter of the W.O.N.A.R.D. is making plans to give a card party to its husbands and friends on the evening of March 12 in the Northwestern University building. An open meeting has also been arranged for March 9, the time of the regular meeting, at which a larger representation of druggists' wives is expected to attend. A musical programme will be given.

#### Bill to Transfer Westchester to Middle Branch.

A bill to amend the pharmacy law, transferring Westchester county from the jurisdiction of the Eastern branch of the State Board of Pharmacy in to that of the Middle branch of the board has been introduced in the Senate by Mr. Wainwright. It is known as Senate Bill No. 449.

## Raw Hide.

By Joel Blanc.



When Senator Borland entered the store I noticed that his lips were just the least bit curled by a gentle smile and his entire expression and demeanor indicated composure and perfect peace. My thought was, that the peculiar vernacular of "Mike the grafter" was far from my friend's tongue at that time and apparently there was little probability of his becoming sufficiently excited to drift into that weird language of his truck-driving days. The Honorable Mike's greeting bore out my conclusions, conclusions which

were later proved to have been erroneous.

"Joel, I have been taking a stroll in the crisp, pure winter air, beneath this sky of cerulean blue. The tang of salt is in the atmosphere and the invigorating exercise has made me feel as though I was seventeen instead of seventy-one.

"By the way, I met one of your friends, Harkinson, the druggist to whom you introduced me at that meeting to which you so kindly took me. He was the one who spoke on 'Secrecy in medicine.' He asked me to express a candid opinion of that address. He said that he had been told that I had been in politics and he therefore concluded that I must have made and listened to many speeches, so he wanted to know what I thought of him as a speaker. As I did not have the least idea of what his speech was about until you later tried to explain it to me, and then only after you had proved by your explanation that the speech had been almost Greek to you, I hardly knew what to say to him. So I told him that it seemed like a very good speech, but that it may have been a trifle long, just a trifle. My mild criticism must have been slightly unwelcome to Mr. Harkinson, for he immediately started in to roast every other speaker of the evening, winding up by informing me that he did not believe I knew a good speech from a bad one. 'Poor, dear man! Possibly I did hurt his feelings, disturbed his equilibrium, as it were.' After thus speaking, the Senator calmly and deliberately removed his gloves and coat, seated himself with the utmost composure and then glanced at me with a countenance as placid as the surface of a lakelet beneath the June sunshine.

"Harkinson is a very sensitive man," was my comment. "So I perceived," replied Mike. "All too sensitive I fear, for success in public life. Really, I believe that he insulted me. I really do. But, as he is a sensitive man, I will overlook it. The incident reminds me of another. You were too young at the time to have much reminiscence of the Philadelphia exposition of Seventy-six. Anyway, in one of th' exhibits there was a pair of boots and a saddle made out iv fine human hide. Ye wud not have known it from th' finest iv pig skin. Th' leather was as thick an' soft as cud be. Whither th' finest gentlemn who contributed th' hide was African savages or highly refined murderers, I feel sure that at one time they had been in offus. Only successful politicians cud have hides loike that.

"Joel, ivra man what has a raw hide what is raw because it is so thin that aven a new safety razor scrapes it, is sensitive. And ivra wan iv thim same raw hides acts loike they tink th' ivra ither man's hide is as thick as sole-leather an' so foinely tanned that th' devil's own pitchfork—that same bein' a venom-pointed tongue—won't scratch it. Th' felley what succeeds in politics—an' politics is iv ivra thing from th' nursin' bottle to th' bottle iv imbalmin' fluid—has a hide as thick as an elephant an' as smooth as a baby's, an' it's with pity that th' owld ilphants loike meself an' th' young rhinosyruses loike you, shud look upon thim foine, sensitive sows with such delicate feelin' that they think no one ilse aint got no feelins at all.

"Another thing about th' sensitive man; especially if th' dear felley happens to be a druggist; he is always a patriot. Whither his gang is fightin' fer price protection on naws-

trums or fer ethics what will kill th' privies an' th' nawstrums too, he is always patriotically a standin' in th' front rank ten moiles to th' rear an' ivra toime he hears that one iv his gang on th' ither soide iv th' continent got hit wid a brick th' poor sensitive divil is deeply wounded an' at once commences to call names at th' jobbers in South Africy an' at th' manufackshurers in th' Peg Leg Islands. Poor divil, he can't help it, he's got sich foine, diligente feelin's.

"Whin th' sensitive druggist wants to get in wan iv th' offices iv th' Nardy, Phardy, Philardy or Chieardy he shows his foine feelin's by goin' around puttin' th' hooks an' gaff into ivra tiner man. With th' lection is over an' th' sensitive gentleman don't come no nearer bein' elicited thin to be put on a committee to burn th' old ballots, his feelin's are deeply hurted an' he is r'aly grieved; he is so. On his way home he shows his foine feelin's by callin' th' conductor out iv his name an' steppin' on th' toes iv all th' women in th' car, an' whin he gits home ze gintly sobs himsilf to sleep, after kickin' th' cat out iv th' windy, pinchin' the baby an' pushin' his woife out iv bed. Poor b'y, he is so sensitive! If ye were to cover ivra inch iv him (except his mouth) wid six thicknesses iv eight ply roofin' paper an' pour tar over that, th' raw hide iv th' delicate bein' wud still be irritated by what th' *Daily Bugloo* iv Singapore said about buyin' chubs.

"I'm not sayin' that th' sensitive man aint a hard fighter. He can spind his whole loife a throwin' rocks at ivra wan ilse an' have nothin' but th' kindest feelin's in his tinder heart. While he is tossin' thim tokens iv love right an' left, tears is pourin' from his eyes. Naw! He aint weepin' about what he done to ither. He's weepin' over th' cruel wounds what he gets ivra foive seconds or whiniver annie wan neglects to tell him that he is brilliant as Cicero, warlike as Napoleon, ban'some as Appolo Boulevard, or as kind hearted as General Booth.

"Whin a sensitive man joins an organization, his gintle, sympathetic ways leads him to start in to impeach th' presidint, change th' constytushin, decrease th' dues, change th' obje' iv th' organization an' give it a new name. If ara wan iv th' mimbers is so unkind, so harsh an' unsympathetic as to make th' laste objection to th' sensitive party's plans, th' blushes on his cheeks looks loike two smears iv ketchup on a plate iv beans an' in a gintle, beseechin' tone, wid words as mild as a dynamite explosion, th' poor, sensitive darlin', tears up th' past, prisint an' fucher iv ivra man prisint, just to let it be knowed that his own delicate feelin's have been sloightly abraded.

"Ye wud think that th' sensitive man wud kape his raw hide thin miles from ivra tannery, ye wud so. But does he? Bliss his tinder, sensitive sowl, he does not! 'Sid iv spendin' th' days down cellar a sortin' moth-balls an' havin' his clerks to come in contact wid th' crowd, crowd worruld, he goes tearin' around a lookin' fr' foires an' listinin' fr' riot calls. 'Sid iv stayin' home a drinkin' cambric tea an' eatin' crullers, he goes around sprinklin' th' milk iv human kindness over ivra wan— an' he uses it scaldin' hot. But if annie wan spatters a drop iv picklin' vinegar on him, he howls loike he has cut his thumb on somethin' as sharp as his own tongue.

"Th' sensitive man gintally has a woife so big that she wud give him a bad case iv galvanized liver if she wud sit on his lap, but she niver does—she's afraid of hurcin' his feelin's. Th' dear sowl strands loike a billboard betune th' poor, sensitive husban' an' th' storms an' buffers an' cafes iv th' crowd worruld. Her lanwidze is confined to 'sensitive', 'tindil', 'gentle', an' sichloike words, an' she applies thim all to th' gintle old ram what kicks about her cookin' an' th' meat an' grocery bills; finds fault wid her clothes an' won't give her money fr' ither, an' if she says his last hair-cut aint quite even on th' back iv his neck th' poor sensitive man weeps scaldin' tears an' goes to bed wid th' headache, or a jaz.

"I'm thinkin' that most iv th' sensitive men was incubator babies an' wasn't kept in th' hot box long enough; it's a pity they wasn't kept there until they were broiled, an' well done at that.

#### Uses and Practical Value of Assay Processes.

PHILADELPHIA, Feb. 27.—Assay processes, their uses and practical value, will be the topic for discussion at the next of the lectures and demonstrations constituting the post-graduate course arranged by the local branch of the American Pharmaceutical Association. It will be held on the evening of March 16 at Temple University.

## Original and Selected

### THE CENTENARY OF CHARLES DARWIN.\*

By Prof. Henry Kraemer, of Philadelphia.

It is not my purpose to take the time of the meeting by attempting to give a resumé of the work of Charles Darwin or an estimate of the influence and character of this savant of the nineteenth century, the centenary of whose birth is being celebrated throughout the civilized world at this time.<sup>1</sup> I think, however, that it is but fitting for a professor of natural science in this College to place on record a minute that we, in this centenary year, paused along with other scientists and paid our tribute of praise and gratitude to this liberator of thought.

Darwin was the author of twenty odd books and nearly one hundred papers, about one-third of his writings being on botanical subjects. It was his book, "The Origin of Species by Means of Natural Selection," published on November 24, 1859, which was his epoch-making work, freeing us as it did from the shackles of the past, or in other words, freeing us from the necessity of considering the supernatural in our study of natural phenomena and the laws which govern them. While this is true, it is probably safe to say that apart from his masterful deductions, his other most enduring contribution to science lies in the impetus given to scientific research by his comprehensive vision, his ability to study natural phenomena at first hand, to discriminate between facts and opinions, and finally to connect facts in an orderly sequence. In short, it is the Darwinian Method which has proved such a boon in scientific research.

Darwin furnished a conspicuous example of the law of heredity, for which he claimed so much. His grandfather on his paternal side was Dr. Erasmus Darwin, a poet and philosopher, his name being often coupled with that of Lamarck as an early evolutionist; and on his maternal side his grandfather was Josiah Wedgwood, the inventor of Wedgwood-ware, formerly used much in making mortars and pestles for the use of apothecaries. His father, Robert Waring Darwin, was an eminent physician, and it was his desire that Charles should likewise study medicine. Accordingly, in 1825, he was sent to Edinburgh, where, he says, he found the lectures on geology and zoology incredibly dull, although he was at that time engaged in collecting and studying mineral and zoological specimens, and although he afterwards attained such eminence in each of these sciences. Darwin's father, learning that he did not like the study of medicine, decided that he should fit himself to be a clergyman, and thus after two years at Edinburgh, he was sent to Christ's College, Cambridge. Here he attracted the attention of Professor Henslow, the mineralogist and botanist, who became his "dearest friend," directed him in his natural history studies, and aroused in him that enthusiasm which characterized the remainder of his career as a scientist.

Through the reading of Humboldt's "Personal Narrative," Darwin had acquired a desire to travel, and this opportunity soon offered itself. Professor Henslow not only used his influence in securing for him the privilege of going on the voyage of H. M. S. Beagle as naturalist under Captain Fitz-Roy on a surveying tour around the world, but strongly advised him to do so. The voyage lasted from December 27, 1831 to October 2, 1836, nearly five years, and it was on this trip that Darwin collected so much of the material that formed the basis of his future work in geology, zoology and botany. He described carefully his observations each day in his famous Journal of the Voyage, and altogether it is no wonder that Darwin looked upon this voyage as the most important event in his life and as one that determined his whole career.

Then, for more than twenty years he experimented and pondered on his observations and those of others before giving his final conclusion to the world. This was his theory of

\*Read at the Pharmaceutical Meeting of the Philadelphia College of Pharmacy, held February 16, 1909.

<sup>1</sup>Charles (Robert) Darwin was born February 12, 1809, at Shrewsbury (England).

Natural Selection as a factor in organic evolution, and his discussion of this subject was set forth, as already pointed out, in his "Origin of Species." Darwin takes as his starting point the fact that in the lives of organic beings there is a struggle for existence, and that those which gain the ascendancy or survive in this struggle are those possessing some favorable qualities. These qualities first arise or originate as slight variations or modifications, which are transmitted through inheritance and preserved and accumulated through natural selection. That is, favorable variations, by giving to the organism an advantage, it survives and they are preserved or perpetuated. Darwin felt that if natural selection was one of the factors in evolution, light would be thrown on the subject by careful studies on plants and animals under domestication, and his observations together with those of others on the marked improvement brought about by man's selection confirmed him in this view. To this topic alone he devoted two volumes under the title, "Variation of Animals and Plants under Domestication."

In enunciating his doctrine of natural selection, or the Survival of the Fittest, as Herbert Spencer termed it, Darwin was strongly assailed by clergymen and others, including naturalists and scientists themselves, as up until that time the majority of naturalists believed that species were fixed and distinct creations, not even Lyell or Hooker having previously considered that they were mutable. Fortunately, he was supported by Alfred Russell Wallace who had simultaneously arrived at the same conclusion, Huxley, Asa Gray, Hooker, Spencer and others.

Today we have neo-Darwinians, Lamarckians, neo-Lamarckians, mutationists, Weismannians, Mendelians and so on—all battering away at Darwin's doctrines of heredity and evolution, but these doctrines bid fair to stand for an indefinite period.

It is not too much to say that Darwin's work has formed the basis of a newer geology, botany and zoology. His book on the "Descent of Man" has been the basis in the development of anthropology; while his book on "The Expression of the Emotions in Man and Animals" has made a rational psychology possible. And the celebrated geologist Geikie said, "No man of his time has exercised upon the science of geology a profounder influence than Charles Darwin."

Darwin touched life at every point. Like Aristotle, he believed that the essence of a living thing is not what it is made of, nor what it does, but why it does it. His love of science was great, as he twice states in his Autobiography. In addition to this, his ambition was to be esteemed by fellow naturalists like Lyell and Hooker, caring nothing for public applause, although pleased if his works were understood or appreciated. Twenty per cent of his life was made up of years of illness, and he conserved his time so that no moment was wasted. Poulton has recently suggested that it was largely because of the relatively few hours a day that he could work, he gave up his interest in poetry, music and art in later life.

Darwin attached relatively little importance to priority of discovery, and said of some of his fundamental discoveries which had given him great satisfaction, and which were subsequently worked out more fully, that if he failed to impress his readers he who succeeds in doing so deserves all the credit. His generous treatment of the writings and observations of others, whether published or simply in letters, was proverbial. It is true, he made some mistakes, which apparently he knew better than others, and in a letter to Huxley on one occasion, said, "I have sometimes amused myself with thinking how I could best pitch into myself, and I believe I could give two or three good digs." Darwin was not a controversialist, being advised as he said by Lyell, "never to get tangled in a controversy, as it rarely did any good and caused a miserable loss of time and temper."

If one wishes to spend a few hours profitably, one can do better than to read the "Life and Letters of Charles Darwin," including an autobiographical chapter, by his son Francis Darwin.

And if one desires to get a good idea of the physiognomy of Darwin, let him go to the American Museum of Natural History in New York, where there was unveiled, last Friday (February 12) a bronze bust of him which is clever in conception and in execution. I shall never forget, as I saw the canvas removed, the impression I first received, and it seemed that I could think of nothing but Mount Shasta. The eyes

overarched with the prominent brows seemed as if they could look into the noon-day sun and penetrate its secrets; the nose and lips both indicate strong character, yet tempered with kindness; and the massive wrinkled brow also adds to the distinction of this master mind of the nineteenth century.

It is a matter of pride that in the city of Philadelphia the epoch-making work of Charles Darwin first received official recognition, and it is also a matter of congratulation that in America he immediately found some of his most ardent friends and supporters.

## GERMANS I HAVE KNOWN.\*

(A Few Reminiscences.)

By Prof. Joseph P. Remington, Ph.M.

It gives me great pleasure to meet the Deutscher Apotheker Verein, first because I have many times promised myself this pleasure, but mainly because it does us all good to meet and mingle thoughts, and profit by the contact of one's fellows engaged in the same vocation. So, my friends, I am here to recall to your memories the names and deeds of some German friends and associates of mine, whom most of you knew personally, and all of you by reputation. I have chosen a very simple style of address, because on an occasion of this kind, entertainment is the object sought more than scientific discussion; and again, I thought it might be useful to know the impressions made upon me, who is not a German, and who, living in Philadelphia, has not been brought into as close contact with many German apothecaries as have my friends living in New York.

It would be very interesting to speculate upon the causes which have led so many Germans to enter the drug business, just as it would be difficult to explain why so many Philadelphia Quakers have chosen pharmacy for their life's work, but if I were to be asked this question, it might not be far from the truth to say that the German mind is essentially scientific and the Quaker mind is philanthropic. To both, however, the choosing of pharmacy as a vocation was due to the inducement arising from the satisfaction of earning a living in a business which was constructive and not destructive to the health of a community, and while we often hear the trite saying, "I am not in business for love but to make money," you and I, fellow pharmacists, must believe that the great majority of those who are now in the business take more satisfaction and comfort from the knowledge that the occupation which gives us a living is founded more solidly upon the basis of service in the cause of suffering humanity than it is upon the mere coining of dollars.

I have been connected with pharmacy for forty-six years, having entered the drug business January 1, 1863, and while some of those with whom I have been acquainted during this time have amassed wealth, the vast majority have merely made a living, and many of these men, who were fitted by their talents, industry and application to become rich, have felt in their hearts, I am persuaded, more satisfaction in remaining in a business which had the ennobling motive of relieving suffering and staying the progress of disease.

I am not now referring to the men who have been leaders in pharmacy, who might be styled the great ones, but to men in the ranks, the men behind the guns, who by their daily toil and sacrifice add to the advancement and comfort of their fellows. It has been my good fortune to know personally a great many men in pharmacy and it is my purpose tonight to briefly sketch some reminiscences.

The first German that I knew intimately was that distinguished savant, John M. Maisch, who first came to New York, but lived the greater part of his life in my own city, and while I never had the satisfaction of being one of his students, my knowledge and love of this great man came after I was admitted to the faculty of the College, of which he was Dean. Possessing a most remarkable mind, a memory most wonderful and with an extraordinary physique, Professor Maisch was a tower of strength.

A few weeks ago I sat close to Rudolph Blankenburg at a public dinner, and I assume that most of you are familiar with the life of this distinguished German-American, who is one of the greatest reformers in civil and municipal life

\*Read before the German Apothecaries' Society, New York City, March 4, 1909.

today. In the course of his address, he said, "At one time, I was asked to connect myself with an organization of Germans which had for its object the binding together of those who left the Fatherland, and seeking closer union with Germans for better protection, for the advancement of German ideas, for political purposes, and to weld into one wonderful body those who spoke the German tongue." Mr. Blankenburg said that he declined absolutely to connect himself with this organization because, while true to his native country, and desirous of seeing Germany progress in the greatest possible way, he thought it would be wrong and unwise to found in this country a society that would stand primarily for a little Germany. That this country, the land of his adoption, America, should have the best he was able to give and that he thought that this was the only principle one should espouse who had taken up his home in a country away from his native place, and those who knew Mr. Blankenburg's work, realize that he has proven his principle by the work he has accomplished.

Professor John M. Maisch followed the same principle in his life. He never lost the German accent and I never heard him say one word derogatory to his native land. His face, if seen anywhere in the world, would be recognized as that of a typical German. His mind had the distinguishing trait of ceaseless perseverance and specializing. He never gave up the pursuit of any form of scientific investigation and to use an Americanism, "he probed to the bottom."

A great reader, he stored his mind with facts in nearly every branch of science and his memory was the most retentive of facts of any German I have ever known.

It is not customary to speak of our German friends as being gifted with humor and yet he showed this side of his temperament occasionally. One incident I recall distinctly. When the stress of College Session was over, Maisch would unbend and the students saw him in a very different light. There may be in this room tonight some graduates who will recall the tall figure calling the class to order on the occasion of the Professor's supper, a time near vacation when the faculty meet the graduating class for the last time in the College Halls. He would arise, and make the welkin ring by banging the old brass pestle in the big mortar, and having secured silence, his face wreathed in smiles, he would say, "Gentlemen, order please. You must be good tonight for you are all my boys." The boys properly acknowledged the parentage by great applause. "I was given a great surprise this afternoon, when I went to my room to put it in order before leaving until the next course opens. When I rubbed the blackboard off, I saw that one of you had given me a farewell word. What do you think it was? I cannot do anything to the writer now, but I must here before you all tell you what the farewell was. It was 'Good-bye, Corky Warris!'"

Botany was not an attractive branch of study to the students of the College. The average student could not see how botany could ever bring a financial return when he entered into business and he considered the study wasted time. Maisch never had any patience with those who expressed such an opinion in his presence and some of the mischievously inclined students would talk to him in this strain. The Professor's eyes would flash, he would start up from his chair and attack such a heretical idea with all his energy and forcefulness, so that the students were rapidly vanquished and crestfallen, even if not convinced. Maisch's zeal sometimes led him into curious positions, but he always extricated himself from an untenable position, and he was always glad to admit when convinced that he was wrong. On one occasion, in a specimen examination at the College, one of the students was so poor in his ability to recognize unlabelled druzes that he called "aconite" "black snake root." The highest mark for this branch was 100. Each Professor had a specimen examination for his branch and the final mark of the whole examination for the student was made by adding the marks made in each of the four branches and dividing by four. It will thus be seen that a student in chemistry or pharmacy would be affected by a mark in *matéria medica*. When Maisch called off his mark for this poor student he said, "Minus 5," and when he saw the surprised faces of his colleagues he explained that any man who could not tell aconite from black snake root should be given minus five. He was much surprised at the laughter which greeted this announcement and could not see why the other members of the faculty should take exception to this

ruling. When he was asked whether he ever gave plus marks when a very observant student detected a few accidental admixtures or adulterations, in the specimen, he promptly answered "No, that is no more than I expect him to do." However, on thinking it over for a minute and seeing the inconsistency he contented himself by saying, "Well, anyhow I give him a big, black cipher in my book!" You must not think that this student ever graduated, because he did not pass one of the Professors' branches, so our respected Dean was satisfied and so far as I know he never gave another student a minus mark.

And now, my friends, I must tell you of one of the saddest events in connection with my twenty-seven years acquaintance with Professor Maisch. The Hanbury Medal, founded by the Pharmaceutical Society of Great Britain for distinguished service, was awarded to Professor Maisch in 1893, and Michael Cartoizhe, an officer of the Society, was commissioned to bring this medal with him to the Chicago World's Fair, and he handed it to me to take to Philadelphia and give it to Professor Maisch. As you probably know, our beloved Dean was dying from starvation, due to a growth in the esophagus, which prevented him from taking food. I will never forget the presentation scene. Topped up by pillows, with face shrunken and his frame so weakened that he could scarcely raise his hand, he feebly acknowledged my greeting, although possessed of all his faculties. His eyes lit up with pleasure when I explained my mission and I can see the reflection of the rays of the setting sun upon his face. He expressed thanks and gratification, touched the medal as I read him the inscription, then dropped his hand and closing his eyes, said, "It is all over."

#### Recollections of Dr. Rice.

Another great German that I would like to call your mind to is your own Charles Rice. Totally different in temperament, education and daily life from Maisch, Charles Rice gave to his adopted country services which will never be forgotten so long as the United States Pharmacopoeia lives. A great linguist, an accomplished chemist, an indefatigable worker, he laid down his life in the service of pharmacy.

One of the greatest attributes of his mind was an infinite capacity and love for detail. Although analysis was ever a strong attraction for him, anyone who studied Dr. Rice closely could not help seeing that synthesis was equally strong. In other words, he "tore down" in order that he might "build up." The mere act of destruction or curiosity to know the component parts of a substance had no interest for him, but when given a problem to be met, some test to determine the purity of a product, he realized that unless he knew positively and accurately the elements and the proportions existing in the substances he could not correctly formulate a test for purity or identification.

Dr. Rice was essentially a great student. His mind was ever reaching out for more knowledge. In many respects, he was adaptable and he was very shrewd in his judgment of men, and yet in a way he was not what would be called a sociable man to the majority. He did not seek the society of people for the sake of mingling with his kind. In a word, he was not gregarious; but books, ah, they were his friends! He would refuse invitations by the score to preside at public functions. He was nervous when called upon to speak before an audience, but this was largely due to his accent.

He could write English correctly, forcefully and beautifully. His penmanship we all know was legible, clean, with all his I's dotted and his T's crossed. In committee work he was leader; when he spoke, everyone listened, and particularly when interested in the subject before the committee, he became enthusiastic and one would always find his reasoning and judgment the best. When a member of his committee was given some specific work to do, and time was pressing, and through procrastination or other cause the work was not done as it should have been, he would go into his library and sit down with his pen and do the work himself. Then he would write a kind note to the member of the committee and ask if what he had done was approved. In a few cases I have known the delinquent member to accept his Chairman's work without giving Dr. Rice any credit. In such cases Dr. Rice would never say a word, for it mattered not to him who had the credit, provided the work was done. Dr. Rice never sought preferment, emolument or glory. He would have been worth very little as a constructive worker if he had not cared for the approbation of those whose friend-

ship he appreciated. It never occurred to Charles Rice that he was a great man. Fulsome flattery was offensive to him. He rarely replied to the attacks of his enemies, but was content to bear as quietly as he could his sufferings, which were often very acute.

Every man has an atmosphere, natural or acquired. Why? Because out of the heart the mouth speaketh. The lowest form of animal creation is pleased, shows happiness or content: the dog wags his tail, the cat purrs, and the bird pours out his soul in song, but man alone, endowed with higher gifts, can curb annoyance with silence, disappointment with cheerfulness, assaults with a smile and calamity with resignation.

Dr. Rice had a keen sense of humor. This was of a kindly sort, however, and almost without exception, impersonal. I never knew him to rejoice outwardly in the downfall of an enemy. When anxious or troubled he would turn to his books and, having the power of concentration, would soon be lost to the world and worry in working out some intricate research in Sanskrit or in tracing the derivation of a word from some Oriental source to its every day use in the vernacular.

The work, however, which furnished him a living was his position as chemist of the Department of Public Charities and Correction and superintendent of the General Drug Department at Bellevue Hospital. These positions alone would test the abilities of any man and it was the necessity for analyzing and inspecting the supplies furnished to all of the hospitals in this great city which gave him the foundation for his work in the United States Pharmacopoeia, and it was undoubtedly his early rising at 5 o'clock in the morning, when he had to go to the dock to test the milk delivered for the hospitals of the city, and his constant, unremitting labor during the day, and his recreation at night poring over his books which shortened his life. He literally burned his candle at both ends.

After the Pharmacopoeia of 1880 was issued, the name of Charles Rice became known to chemists and pharmacists generally throughout the world. His correspondence increased enormously and as he did not know how to save himself labor and give up detail, he insisted upon conducting his correspondence by personally writing by his own hand every letter. These letters will now ever be prized by the recipients. If he could not definitely answer the question propounded by

the respondent, he always made a valuable suggestion, his correspondence came to some book, or the name of someone who could aid the exigency in answering inquiries.

His health broke down several times before his decease, and I shall never forget the last time I saw Charles Rice in life. In answer to a telegram I found him sitting in the library, unable to hold up his head. He had procured a down pillow, had taken out a dozen large books from the bookshelf behind his chair, placed the pillow in the empty space and sat in his chair with his head resting upon the bookshelf. He excused himself for his position, saying it was the only way he could get relief. Naturally I made my visit as short as possible and I left him with a grateful expression on his face and a painful attempt at a smile. Two days afterward I received a telegram that he had passed away.

But now, my dear friends, while I have no desire to make these reminiscences sad or sorrowful, I nevertheless feel it is my duty to place on record this contribution to one of the greatest of your countrymen who have left behind them records which can never be blotted out.

I wish, if your time permitted, I could speak of my misadventures of that scholarly critic, Dr. Frederick Hoffman, also your own dignified, even stately, Paul Balluff, and of the solid, patient, and able Neergaard; also of Tseppean of the versatile, kindly Bendiner. You will notice I have referred only to those who have gone before. What shall I say about one who knew intimately all these I have mentioned in this imperfect sketch and who joins me, heart and soul, I know, in all I have said about his friends. I refer, of course, to your beloved member, Gustavus Ramsperger.

In closing, permit me to congratulate the Deutsche Apotheker Verein upon its achievements and particularly upon the work of fostering among those who have come out of their native land to this new country the spirit of working hand in hand with pharmacists of every nationality, contributing

so largely to the upbuilding of American Pharmacy, in which you have taken such an important part and contributed your full share.

### "DRUGGISTS' INDEMNITY INSURANCE."

By. R. S. Keeler, M.D., Vice-President of The Empire State Surety Company, of New York.

This form of insurance was introduced into the United States by the writer in 1893. Policies of like purport were, however, issued to physicians a year or two previous to that time, in England, by a mutual association organized by Lawson Tait, a celebrated surgeon, of Manchester. An apparent increase in the number of damage suits brought against druggists recently has served to make the discussion of Druggists' Liability under the law a matter of more than ordinary interest at this time. Considering the question in its broadest sense and from the insurance man's point of view, I would emphasize the fact that the litigation spirit is abroad in our land, and that suits for damages are accordingly becoming much more numerous than they were a few years ago, and that damages awarded by juries are constantly increasing as respects the amounts awarded. Litigation is encouraged by a class of lawyers who are willing to prosecute claims upon a contingent basis and without regard to merit, expecting to force a compromise from the undefended druggist as the easiest way to avoid publicity, annoyance and expense when a claim is made against him. Many of these suits are brought without a reasonable expectation of collecting damages in Court; but they are none the less annoying and expensive to the druggist, since it is not only a great annoyance to handle a claim for damages, based on some alleged mistake committed in a drug store, but it costs considerable money to win.

The druggist does not know how to gather, arrange and present facts for the defense of a claim of this kind, and even his own private attorney is lacking in the necessary experience in this special branch of the law, to enable him to successfully cope with the damage claim lawyers, who make a business of prosecuting suits of this kind; and if a claim for damages is resisted and goes to trial, the jury may decide against the druggist, who will then find that, while it cost considerable money to win, IT COSTS MORE TO LOSE one of these damage suits; and it is important at this point in the consideration of our subject, to call attention to the fact that, only an insurance company chartered under the laws of one of the States of the Union, as an insurance company, has a legal right to issue a contract or policy which will provide indemnity against loss, if damages are assessed by a jury, as well as to provide for the mere defense of the claim or suits for damages brought against a druggist, and that any contract purporting to furnish protection to the druggist must fall short of his actual needs, if it does not provide a fixed limit of liability upon the part of the company, for loss resulting from the legal liability of the druggist, for damages growing out of errors or mistakes made in the conduct of his business.

The commercial reporting agencies will be very apt to give a better rating to a druggist who is not exposed to the risk of serious impairment of his working capital, by reason of judgments rendered against him for damages, than they would give him under other circumstances; and a Druggists' Indemnity Policy fulfills this requirement, because if a claim is made against the druggist, the insurance company is to be immediately notified, whereupon it undertakes the thorough investigation of the claim, the collection and preservation of evidence and the adjustment and settlement of the claim; (not, however, unless the druggist himself is willing to have the claim settled, because his reputation may be at stake, and he may want a vindication, rather than a compromise in settlement) or if it is found necessary or advisable to contest the claim in Court, the insurance company, with the services of its expert attorneys, assumes the defense, and if a verdict is rendered against the druggist for damages, liquidates such damages within the limit of liability named in its policy.

A large number of cases have been before the Courts in different sections of the country; and it may serve to impress upon druggists the dangers which encompass them to refer briefly to the more important questions that have been settled by the Courts, and the citations following in parenthesis refer



to cases which have been decided by the Courts in the respective States, which cases will be found in the official reports printed for the convenience of lawyers, and usually finding a place in the lawyer's library:

The rule laid down by the Courts is that a pharmacist or druggist is required to exercise the highest degree of care to guard against any injury to others (Elkin vs. McKee, 79 Pa. 493; Schubert vs. Clark & Co., 15 Lawyers' Reports Annotated 818). Where an individual or a firm is engaged in the sale of drugs, there is an implied warranty with every sale, that the article sold is of the kind and character asked for by the buyer, and sold by the vendor (Hoover vs. Peters, 18 Mich. 51).

It is the duty of pharmacists and druggists to know the properties of drugs and medicines they sell, and they are liable in damages for negligence or ignorance in allowing poisonous drugs to be mixed in a prescription (Fleet vs. Hollenkemp, 52 Ky. 219). A wholesale druggist selling Belladonna that is labelled "Dandelion" by his agent in preparing drugs for market, and is sold for Dandelion, is liable to a party injured thereby, although the drug so labelled has passed through the hands of several dealers (Thomas vs. Winchester, 6 N. Y. 397). Where a merchant or druggist sells a harmful, poisonous drug to one person for a medicine which is harmless, by mistake, and it is taken for medicine without negligence by a third person, the druggist is liable to such third person for damage resulting to him therefrom (Peters vs. Johnson, Jackson & Co., 50 W. Va. 644). Where a wholesale druggist delivers to a retail druggist a package of Tartaric Acid labelled "Rochelle Salts," and the retailer breaks the package and sells a part of the contents as Rochelle Salts, the latter will be liable for injury resulting to the purchaser from taking the drug (Howes vs. Rose, 13 Ind. App. 674).

The use of Strychnine in filling a prescription, calling for a preparation of Camphor, establishes negligence, for which the druggist is liable (Minner vs. Scherph, 5 N. Y. S. 851). The druggist is liable for the mistake of a clerk employed by the druggist's brother in his absence (McNabb vs. Hastings, 22 La. Ann. 713). One selling Sulphate of Zinc for Epsom Salt is liable for any damage caused thereby (Walton vs. Booth, 34 La. Ann. 913). Where a druggist or his assistant sells Extract of Belladonna for Extract of Dandelion, and the purchaser sustains injury, the druggist is liable (Smith vs. Hayes, 23 Ill. App. 244). A druggist injuring one in his store by an explosion of a mixture, which he was compounding, is liable, if he fail to exercise the utmost care to avoid the injury, where the mixture was such that a well educated druggist should reasonably suspect danger from an explosion (Kerr vs. Clason, 2 Ohio 695).

Defendant, an Apothecary, by his assistant, sold as and for Tincture of Rhubarb (a harmless and well-known medicine) 2 oz. of Tincture of Opium, of whom he procured it for the purpose of administering and did administer it to his servant, from the effects of which the servant died; held the druggist was liable without regard to the question of privity of contract between the parties (Norton vs. Sewall, 106 Mass. 143). In an action against a druggist for alleged negligence in the sale of a drug, evidence that he was a careful and busy man in the handling of medicines and poisons is not admissible (Hall vs. Rankin, 87 Iowa 261). Where a druggist, by mistake, put up in packages a quantity of deadly poison, and labelled these with the name of a harmless medicine, and put the packages upon the market, it was held that he was liable in damages after one of the packages had passed through several hands to an apothecary, of whom the plaintiff purchased it and administered it to his wife, who used it as a harmless medicine, being deceived by the false label (Raff vs. Sommerbeck, 94 Iowa 656).

An apothecary who sold a bottle of liquid made up of ingredients known only to himself, representing it to be fit to be used in washing the hair, was held to be liable for injury, resulting to the purchaser's wife, from her using it for that purpose (George vs. Shivington, Lr. 5 Exch. 1).

Several companies engaged in casualty insurance are offering Druggists' Indemnity or Liability Insurance, the premium charge being merely a nominal sum, compared with the cost of a lawyer's fees in a single case, and it would therefore seem that no druggist can afford to do without this insurance.

It is not worth while to have the good opinion of a man who insists you shall accept all his opinions as good.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Antiseptine.

(C. B. D.)—"Antiseptine" is a pharmaceutical specialty manufactured by Nelson, Baker & Co., of Detroit, Mich., who state that it "represents the combined antiseptic values of baptisia, eucalyptus, gaultheria, mentha arvensis and thyme, with benzoic and boric acids." It is recommended for use as an antiseptic dressing, gargle or spray. We cannot give the working formula.

Under the name of "antiseptin" (no final e) Coblentz (Newer Remedies, 4th ed., 1908), cites two preparations, one a "mixture of zinc sulphate, 85 parts, zinc iodide, 2.5 parts; thymol, 2.5 parts; boric acid, 10 parts (S. Radlauer, Berlin)," and the other "an animal prophylactic and curative solution containing 40 per cent of zinc sulphate and 4 per cent of alum in water (Schwarzlose)."

### Use of General Guaranty Legend in Oklahoma.

(H. B.)—"Please answer the following questions: I am a physician, graduated from Turin, Italy, and now registered and practicing in the State of Oklahoma; for the benefit of my many patients I have occasion to send to nearby places bottles of my medicines such as (1) cod liver oil (olio di fegato di merluzzo); (2) cod liver oil with hypophosphites of lime and soda; (3) wine and cod liver oil; (4) anti-malaric (quinine, methylene blue and syrup), and (5) Catramina (syrup of tar oil with ammonia, a cough medicine). These medicines are manufactured by myself and I would like to know if I could send them within the State and into other States without the guaranty of the Secretary of Agriculture and without my name appearing on the label, the words 'Italian Laboratory' being used instead of the name of the manufacturer."

The provisions of the Oklahoma Food and Drugs Law are essentially the same as those of the Federal Act. Under either law the preparations manufactured by you must conform to the law as to labeling and carry the declaration required as to alcoholic content, narcotic drugs, etc. The filing of a general guaranty with the Secretary of Agriculture is not mandatory upon any manufacturer. If the manufacturer can sell his products without guaranteeing them, he is at liberty to do so, but should such products be afterwards condemned, the responsibility rests upon him in whose possession the goods are found.

We see no objection to the use of the name "Italian Laboratory" as the name of the manufacturer of your products if you will give the name a legal existence by registering it under the laws of your State. Otherwise the use of the name might be held to be illegal. Please note that the Secretary of Agriculture does not guarantee any product. The law merely provides that you may file your guaranty with him. See reply to "subscriber" elsewhere in this department.

### Mist. Lini.

(J. J. B.)—"I saw a formula in THE PHARMACEUTICAL ERA recently for 'mist. lini.' I now write asking if it is possible for you to find a formula for the same which was published in the Medical Journal about eight or ten years ago. I have never been able to run across a formula like it. If you can help me out you will oblige me by publishing the formula."

There are so many medical journals that it is difficult to determine which is the "medical journal" referred to in the

above query. However, the following formula was published in a number of medical journals ten or twelve years ago under the title "Mistura Olei Linl":

Oleum linl. ....	300 Cc.
Oleum gaultherie .....	5 Cc.
Oleum cinnam. ....	5 Cc.
Acidi hydrocyan. dil. ....	5 Cc.
Glycerium .....	15 Cc.
Syrupus .....	200 Cc.
Mucil. chondri (N.F.) q. s. ad. ....	1000 Cc.

Dose: 1 to 4 fluid drams.

#### Depilatory in Powder Form.

(H. J. F.)—The following formula, employed in Bellevue and other hospitals in this city, for removing hair from the skin previous to operations will probably answer:

Barium sulphide .....	3 parts.
Wheat starch .....	1 part.
Water .....	q. s.

The barium sulphide must be as fresh as possible, and not have become oxidized by exposure to the air. The mixed powders are to be made into a paste with water and applied in a moderately thick layer to the parts to be denuded of hair, the excess of the latter having previously been trimmed off with the scissors. From time to time a small part of the surface should be examined, and when it is seen that the hair can be removed, the mass should be washed off.

Another formula calls for: Barium sulphide, 2 drams; zinc oxide, 3 drams; powdered starch, 3 drams. These ingredients are similarly mixed and made into a paste with warm water when required for use. The paste is applied and allowed to remain from one to five minutes, when it is removed by scraping with a paper knife or other blunt-edged blade. The denuded surface is then washed with warm water and some emollient dressing applied. The operation needs to be repeated from time to time.

#### Coloring Kerosene Red.

(E. C. M.)—Some years ago M. A. Rawson, of La Crosse, Wis., wrote to the ERA that he had used alkaneft for coloring kerosene with excellent results. His plan is simply to tie up the root in a coarse cloth and suspend it in the oil. Oil-soluble aniline of the desired shade has also been recommended.

#### Sweeping Compound.

(C. M.)—Some of the so-called sweeping compounds on the market are nothing more than admixtures of sawdust, sand, etc., the specifications of one patent we have seen calling for sand, 50; sawdust, 20; oil 5; hardwood ashes, 8; and sal-ammoniac, 2 parts. Other compounds seem to be sawdust saturated with soap solution, then dried and mixed with sand. Possibly some reader can contribute a practical working formula.

#### General Guaranty and Serial Number.

(Subscriber.)—"On requesting a serial number from the Secretary of Agriculture must I state the number or the names of the preparations I intend to manufacture? In case I manufacture different articles under different names, as for instance, some under..... Chemical Company, some under my own name and others under the store name, must I have a serial number for each firm or name used on the labels or will one number cover all of them?"

Your first question is very fully answered in the text of Food Inspection Decision No. 96. In the first place you must file a general guaranty in which the articles to be guaranteed may be referred to in the following way: (1) by name; (2) by use of general terms. For example, proprietary medicines, extracts, carbonated waters, etc., using the proper terms to cover the line or lines sold, and (3) by stating in the space reserved for listing articles, "all articles which are now or which may hereafter be manufactured, packed or distributed or sold by....." in which case the serial number can be used on all food or drugs, subject to the act, manufactured or owned and sold by the guarantor.

The answer to your second question comes within the scope of Regulation No. 18, to the effect that the names of imaginary manufacturers or companies and fictitious addresses on labels are not permitted. If any names and addresses

are given they must be the true names and addresses, otherwise the articles bearing labels containing such names would be held as misbranded. It is not the policy of the government authorities to assign serial numbers to individuals or corporations which have no legal existence. For this reason we do not think it will be possible for you to secure one serial number which may be indiscriminately used under the several names you propose.

#### "I WILL CREED" MAKES A HIT IN ST. LOUIS.

Many Students Stop Smoking to Prove That They Can Do So and Sign a Golden Rule Pledge.

ST. LOUIS, Feb. 27.—Prof. William Hamilton Lamont, of the Commercial Pharmacy Department of the St. Louis C.P., is introducing a "will power" test into his lectures, illustrative of what determination and self-control mean. His first test was a four weeks non-smoking contest. Forty-eight of the class of 72 were acknowledged smokers. Following an example set by Mr. Lamont they decided to stop smoking for four weeks to indicate that they had full control of appetite and body. Only nine were cigarette smokers. No penalty is attached, only truthful reports asked. While the test is not concluded, it seems that reports will be very complimentary to the self-control of the class.

In keeping with the determination test, an "I Will Creed" has been circulated. Each member of the class has signed it. The subject as presented to the class follows:

Realizing the inestimable value of honest business conduct and the strict appreciation of truth in all my actions, deeds and thoughts.

Believing in the possibilities of self-advancement and self-improvement through the acquisition and proper development of the Fundamental Essential to Successful Business, and feeling that a permanent good will result from introduction to, and retention in my business life, I herewith subscribe my name to the

#### I WILL CREED.

- 1 WILL—Respect my profession, my employer and myself.
- 1 WILL—Be honest and fair with my employer and expect in return his implicit confidence and support.
- 1 WILL—Be Loyal and Just and never speak of him disparagingly or criticize him publicly.
- 1 WILL—Enhance the value of his Reputation by my good work.
- 1 WILL—Be a trustworthy custodian of his goods and cash, and use every effort to preserve the dignity of the profession.
- 1 WILL—Base my expectation of reward upon the class of service rendered, and pay the price of success in honest effort.
- 1 WILL—Meet my duties with a smile and enter upon my work with cheerfulness.
- 1 WILL—Find time to do everything needful by never allowing time to find me unemployed.
- 1 WILL—Earn money and save it, by avoiding expensive and unnecessary amusements.
- 1 WILL—Avoid dissipation in all forms and guard my health, because a healthy body may acquire a healthy mind.
- 1 WILL—Mix brains with my work and handle the customers along correct and proper lines, remembering that plenty of satisfied customers is the best evidence of good business.
- 1 WILL—Make good business—clean business, by following the Golden Rule, which makes me Just and Honest and Truthful to my fellow man.

#### N.Y.C.P. Election to Be Held on March 16.

The annual meeting of the New York College of Pharmacy, Columbia University, will be held at 8 p. m. on Tuesday, March 16. The nominating committee has prepared the following ballot: For president, Nicholas Murray Butler; for 1st vice-president, Charles F. Chandler; for 2d vice-president, Herbert D. Robbins; for 3d vice-president, Wm. Jay Schieffelin; for treasurer, Clarence O. Bigelow; for secretary, Thomas F. Main; for assistant secretary, Edward W. Runyon; for trustees to serve three years, Thos P. Cook, Arthur H. Elliott, Heironimus A. Herold, Albert Plant, George H. Hitchcock; for trustee to serve one year, F. W. Schoonmaker.

#### Michigan State Pharmaceutical Association.

The Michigan Pharmaceutical Association will meet at the Wayne Hotel, Detroit, June 22-24. The following committee on entertainment has been appointed by the Detroit R.D.A. to co-operate with the Pharmaceutical Travelers in providing entertainment: W. C. M. Scott, chairman; J. W. T. Knox, R. A. Carmichael, M. E. Keyes, J. Greenhalgh. The legislative committee of the State association, is working for the passage of an Itinerant Vendors' Bill, a strict Cocaine Law, a Pure Drug Law and some amendments to the Pharmacy Law.

## PERSONAL MENTION

—C. C. WARD, of Crisfield, Md., has purchased an auto.  
—J. W. BREHM, of Pittsburg, is spending a few weeks on a hunting trip in Virginia.

—J. J. LORGE, druggist at Eagle, Wis., was a visitor recently at the offices of the Milwaukee Drug Company.

—CARL LORENZ, a prominent druggist of Philadelphia, is slowly recovering from a three months' spell of sickness.

—H. G. SXYDER, chief clerk for the May Drug Company, at Pittsburg, accompanied by his wife, is sojourning in Florida.

—WILLIAM E. LEE and Mrs. Lee, of Philadelphia, were the guests of Mr. and Mrs. W. H. Bradbury, of Washington, during inaugural week.

—J. E. PORTER will lay aside the responsibilities of his Pittsburg pharmacy and will spend several weeks on a hunting trip in Oklahoma.

—DR. J. H. BEAL, vice-dean of the Pittsburg College of Pharmacy, has resumed his duties after an absence of a week, during which time he was on the sick list.

—FRIENDS of Arthur J. Luebke, well-known North Side druggist, Milwaukee, are making a campaign for his election as one of the directors of the Milwaukee schools.

—HOWARD BAER, a well known Philadelphia druggist, escaped the raw weather of last week by taking a trip to Bermuda. He will be absent for several weeks.

—NICHOLAS FLOURNOY, of Richmond, Va., conducting a pharmacy at Amelia Courthouse, is ill at his home in the former place. At last advises his condition was improved.

—JAMES M. O'BRIEN, formerly with Baner & Black in southern New England, has accepted a position with Eli Lilly & Co. and will call on the retail trade of a part of New York City.

—CORNELIUS ZACHEL, formerly of Manitowoc, Wis., now engaged in the drug business at Pewaukee, Wis., has just moved into a handsome new store building, recently completed for him.

—J. A. FOLEY, buyer for the Kauffmann-Lattimer Company, of Columbus, Ohio, is on a week's tour in the East and has been calling upon the trade in New York City for the past few days.

—HARRY L. TUCKER, one of the originators of the Orient Theatre, in Ocala, Fla., has returned to the drug business and accepted a position with the Green & Bentley Drug Co. in that city.

—DR. AND MRS. R. KINDIG, of Frankford and Girard avenues, Philadelphia, attended the inauguration ball at Washington and afterwards went to Old Point Comfort for a week's sojourn.

—SIDNEY C. YEOHANS, president of the C.R.D.A., left Chicago last week for a two weeks' trip. His itinerary includes New York and points in Canada, where he will spend some time with relatives.

—SAMUEL W. RICHARDSON, pharmacist in the United States Public Health and Marine Hospital Service, stationed at Buffalo, N. Y., was a recent visitor in New Orleans, where he was formerly stationed.

—R. L. VAN DEVANTER, who is city tax collector of Hagerstown has been much improved in health by sojourning in the mountains. He was at home recently for a brief time looking after pressing business matters.

—SAMUEL FELDMAN, a Philadelphia druggist, has deserted pharmacy for the real estate business in which he has already had considerable experience. He has sold his store at Sixth and Tasker streets, that city, to M. and E. Goldstein.

—E. G. NEUMEISTER, former manager and part owner of the Union Drug Company, at Appleton, Wis., was a recent Milwaukee visitor. Mr. Neumeister has been living on his farm at Sheboygan, Wis., of late and is now much improved in health.

—DR. A. R. L. DOHME, of Sharp & Dohme, is making an extensive cruise in Southern waters for rest and recreation. The trip includes stop overs at Cuba and Jamaica, besides the Windward Islands, where Dr. Dohme expects to sojourn for several weeks.

—ALBERT PLAUT, of Lehn & Fink, is planning a trip to Europe and intends to sail March 23 on the Hamburg-Amer-

ican liner Kronprinzessin Cecilie. The trip will include visits to Italy, Germany, England, France and Spain and cover a period of over three months.

—WALTER P. BROWN, State Senator in Iowa from Marshall County, was formerly employed in a drug store in Atchison. He is now in the hardware business at Blue Rapids and puts into his efforts, both legislative and private, all the vigor he can muster, with drug store hours the limit.

—WILLIAM MCINTYRE, nestor of the Philadelphia drug trade, took part in the inaugural ceremonies at Washington. In the ranks of one of the Philadelphia marching clubs he tramped in the rain and plowed through slush, and after it was all over was as strong and cherry as an enthusiastic boy.

—CHRISTIAN WIDULE, well known druggist of Milwaukee, Wis., recently celebrated the eleventh anniversary of his installation as assistant postmaster of Milwaukee. Mr. Widule, who has given Milwaukee a most efficient administration, was appointed by former Postmaster E. R. Stillman, succeeding John J. Somers. He has served in this position longer than any former incumbent.

—DR. ENNO SANDER, St. Louis' "Grand Old Man of Pharmacy," celebrated his 87th birthday Feb. 27, at the Washington Hotel in that city. He had planned no special observance but was kept busy the entire day receiving messages, callers and answering congratulations. Dr. Sander has been elected a member of the Chicago Veteran Druggists' Association and last year received a banquet of 50 carnations. This year he received from each member of that association a special message, all sent in the form of a special letter, which was presented as a bunch of "carnations."

—A. D. HORLICK, manufacturer of Horlick's Malted Milk, and mayor of Racine, has announced his candidacy for reelection as mayor of the city. For the first time in the history of Racine, Democrats joined with Republicans on a committee of twelve to wait upon the mayor for the purpose of inducing him to again allow his name to be used at the polls. So anxious were the citizens of Racine that Mr. Horlick succeed himself as mayor that a general mass meeting was held to consider the matter. As soon as the nomination papers of Mayor Horlick were put in circulation, the necessary number of signatures was secured. The election of the popular manufacturer is an assured fact, say his many friends.

### Marriage Mentions.

—A. J. SCHWARZ, of Wota, Iowa, and bride have returned from their wedding tour.

—WILLIAM J. SIMPSON, manager of a drug store in Youngstown, O., has been united in marriage with Miss Lela A. Graber, of Mansfield.

—WILMER J. WEAVER, of Strasburg, Pa., and Miss Lydia E. Bonner, of Reading are enjoying a honeymoon trip through the South following their recent wedding.

—FRED C. BELLEMORE, a Windsor, Ont., druggist and Miss Julie C. Sullivan, a Detroit nurse, were recently married in St. Peter and Paul's Cathedral, Rev. John A. Gabriels officiating.

—ARZA FURBEE, a popular druggist of Keyser, W. Va., and member of the firm of Wells & Furbee, was married to Miss Hannah Iren Lauck, at the home of the bride in Keyser on February 26.

—PATRICK W. WHIP, a druggist of Stamford, Ky., was united in marriage February 24 with Miss Mayme Tilford, a school teacher at Home City, a suburb of Cincinnati. Rev. Dr. Wiant officiated.

—HENRY BAARS, druggist at 2822 Bardstown road, Louisville, Ky., has left the ranks of the bachelors. He was married on Washington's Birthday to Miss Brockmann, a talented young lady of that city.

### Manchester Druggists Entertain Lowell Friends.

LOWELL, Mass., March 6.—Five local druggists were well entertained by the druggists of Manchester, N. H., recently, at the Riverside Inn, Hooksett, N. H. The occasion was the annual reunion of the employers and employees in the Manchester stores, some 150 of them going to Hooksett in special electric. Dinner was served at 5 o'clock. After that there was speck-making.

The Lowell men who enjoyed the affair were: Charles E. Carter, Frank P. Goodale, Hilding C. Peterson, Edward Ellingwood and Pierre N. Brunelle.

## NEW YORKER NOW ON N.F. COMMITTEE.

Joint Meeting in April—Students at the Next New York Branch Session—Appreciation by Dr. Wiley.

George H. Hitchcock, member of the council of the A.Ph.A., announced at Monday night's meeting of the New York Branch, that the agitation to have a New York member on the N.F. Committee, had finally resulted in the election of Otto Raubenhöfner, in the place of Joseph W. England, who resigned to give New York a place upon the committee.

Mr. Hitchcock, as chairman of the committee for joint meetings with physicians, also announced that the proposed joint meeting of the branch with the County Medical Society would probably take place the latter part of April, at the Academy of Medicine, and that his committee, together with that from the medical society were now working on a programme.

Chairman Jacob Diner stated that the next meeting would be the so-called students' meeting, to be held for the purpose of enthusing young graduates in association work and if possible secure them as members. Mr. Diner stated that it was proposed to have a ten minutes' review of each of the leading Pharmacopoeias of the world by various competent persons, while the students would demonstrate several assay processes from some of the Pharmacopoeias. The students from at least three colleges of pharmacy were to be invited.

A communication from Dr. Wiley was read, in which his thanks and appreciation were expressed to the branch for the resolution endorsing his work in the Bureau of Chemistry.

Joseph Weinstein, treasurer, announced that the resources were still above the \$25 mark, there being a balance on hand of \$54.89.

The papers of the evening, "Business Methods in the Drug Store," by Dr. Julius Jungmann, and "Card Signs in Drug Stores," by Caswell A. Mayo, were both read by Mr. Mayo, Dr. Jungmann being absent. They related entirely to commercial matters as indicated in the titles, and there was a large display of card signs about the room to illustrate the second paper. Methods of making these cards were shown by a card writer who was present. The use of carbonic acid gas as spray in manipulating an air brush was also demonstrated. There was shown a new cigar vending machine, attached to a special show case in which a number of brands could be placed. The machine could be regulated so that coins of various denominations would produce any number of cigars it was desired to give for the value. Both papers were discussed.

## Meeting of Eastern A.Ph.A. Members Desirable.

New York Branch of the A.Ph.A. on Monday evening discussed the suggestions of Prof. Henry P. Hynson, of Baltimore, that a joint meeting of the eastern branches of the parent body be held in Atlantic City in June.

It was explained that the American Medical Association would be in session at the time of the proposed meeting and that the Philadelphia branch was working upon an exhibit of U.S.P. and N.F. preparations to be displayed during that convention. It was also brought out that it was not the intention to detract in any manner from the regular convention of the parent organization which will be held later in Los Angeles, but by such a meeting as the one proposed, to grasp the opportunity to confer and bring certain matters before the large number of doctors who would be present at the convention of the A.M.A., besides the getting together of a number of the eastern members of the A.Ph.A., who would find it impossible to go to Los Angeles.

A communication was received from John K. Thum, of the Philadelphia branch, asking for contributions from the individual members of the New York branch toward the exhibit which the former branch intended to display at Atlantic City, but after a short discussion it was decided to submit this matter together with the suggestion of Professor Hynson to the committee on professional relations, with instructions to take the matter up with the respective parties and report at the next meeting.

There was a strong sentiment that some meeting of the kind proposed should be held and that regarding the exhibit if the branches were asked to contribute all should have some credit and part in the same.

## OBITUARY.

## James S. Magnus Stricken in Broadway, New York.

James S. Magnus, for more than twelve years a salesman connected with Bruen, Ritchey & Co., wholesale druggists, New York City, died suddenly from heart disease on February 24. He was in the 46th year of his age. Mr. Magnus, who had recently recovered from an attack of grip and had been out only a few days, was walking in Broadway when he collapsed. He was taken to the Milhaus Pharmacy where he expired a few minutes later. His wife and a son survive him. During the last few years Mr. Magnus covered Manhattan and Brooklyn Boroughs of New York City for his firm.

## George V. Marshall, Retired Wholesaler.

CHICAGO, March 6.—George V. Marshall, connected with the Chicago drug trade for over 18 years, died Wednesday at his home, 149 Warren avenue, of the infirmities due to old age. He was born in Westchester, N. Y., in 1828 and came to Chicago in 1880, becoming connected with Morrison, Plummer & Co., wholesale druggists. He was with that firm until the time of his retirement in 1898. Since then he has been interested in a fruit farm in Sagautuck, Mich. He is survived by a widow, four daughters and three sons.

## Addington LaDow, of Philadelphia.

PHILADELPHIA, March 6.—Addington LaDow, one of the best known retail druggists in Philadelphia, and the proprietor of a chain of stores, is dead, aged 39 years. He had been in poor health for years and had taken trips to various health resorts in the hope that his tubercular trouble would be benefited. He was a graduate of the Philadelphia College of Pharmacy, a member of the Philadelphia Association of Retail Druggists, the Drug Club, and of numerous other business and social organizations.

## Obituary Notes.

—B. A. BARRETT, formerly in the drug business in North Topeka, Kas., died recently in Fulton, Ill., aged 85.

—S. P. BAIRD, a retired druggist of Carlisle, Ky., died recently at the age of 76. A widow and three children survive.

—EDWARD SCHULTZ, died of liver complaint recently in San Antonio, Tex., aged 61. He came from Germany 30 years ago.

—F. M. SCOTT died recently in Mexico, according to information received by his former partner in the drug business in Ithaca, Mich.

—DR. J. H. McCALL, Quitman, Ga., is dead, aged 72. He served with distinction in the Confederate Army and was a prominent citizen of his section.

—WILLIAM SCHOOLEY, JR., formerly a Buffalo (N. Y.) druggist and later of Port Colborne, Ont., is dead at Rochester, N. Y. Pneumonia was the cause.

—CHARLES L. BARTLETT, president of the Orange Chemical Company, of Chicago, died at his home in that city last Sunday of heart failure. The body has been interred at Syracuse, N. Y.

—G. H. DRURY, who died in Nashville last month, was one of the most popular traveling men who visited that section. Mr. Drury had represented the Billings-Clapp Company, of Boston, for many years.

—WILLIAM B. FOLKS, formerly a well known retailer of Atlanta (Ga.), and afterwards of Stone Mountain, died recently after a long illness in the Presbyterian Hospital in the former place. He was 38 and is survived by a wife and three daughters.

—FRANCIS N. MUTH, aged 79, for many years connected with the wholesale drug firm of Muth Bros. & Co., and before that in the employ of Thomsen & Muth, is dead in Baltimore, due to the infirmities of age. His identification with the drug trade extended over half a century. George A. Muth, a son, is also with Muth Bros. & Co.

—DR. N. H. LONGABOUGH, aged 86, died recently of old age at the home of his daughter in Camden, N. J. He was graduated from the U. of P. Medical School 60 years ago and was one of the oldest Free Masons in the United States. For many years he conducted a drug store in Norristown, Pa. His wife died last July. A son, living in Philadelphia, William W., survives, in addition to his daughter, Mrs. J. N. Woolman.

## M. F. LYONS NOW HEAD OF THEO. METCALF CO.

## BALTIMORE BRANCH DISCUSSES ELIXIRS.

**After Quarter Century in Its Employ He Becomes President of Famous Boston Drug Institution.**

Boston, March 6.—The control of the Theodore Metcalf Company, of Boston, pharmaceutical chemists and wholesale druggists, has passed into the hands of Michael F. Lyons, Ph.G., who for 25 years has been associated with this famous Boston institution, and who learned the business under the direction of Theodore Metcalf himself. Negotiations for the transfer have been recently completed and Mr. Lyons is now the president and treasurer of the corporation. Edwin W. Shedd, who also has been with the Theodore Metcalf Company for more than a quarter of a century as manufacturing chemist in charge of the laboratory, is the vice-president of the company, and Denis Lyons, a brother of the president, is clerk of the corporation and a director.

The sale of the Theodore Metcalf Company is one of the most important events in the Boston drug world for a long time, for the company occupies a unique position in the history alike of the city of Boston and of pharmacy. Probably few apothecary stores in the world can show, as this store can, prescription books with the numbers running up beyond the million. Few apothecaries in America have such a halo of fame enshrined about it as has Metcalf's, which through a history covering nearly three-quarters of a century, has been the rendezvous of many of the men of medicine, art and letters, who have given to Boston its reputations for culture and learning.

Perhaps there is no better illustration of this than the dinner which was given to Theodore Metcalf, under the auspices of the Boston Druggists' Association on March 29, 1887, the date which marked the 50th anniversary of his starting in business at 39 Tremont street, on the very site which is now occupied by the store, although in the meantime the building has been rebuilt in modern fashion. At that dinner were the mayor of the city of Boston, a representative of the governor of the State, the venerable Dr. Oliver Wendell Holmes, the poet and Harvard professor; William Warren, the actor, and representatives of the Massachusetts Medical Society, and of every large pharmaceutical house in the United States. The committee of arrangements, by the way, Dr. Thomas L. Jenks, Joseph Burnett, and Joel L. Orne, three names illustrious in Massachusetts pharmacy. It was a notable occasion, and it only served to show the rare esteem in which the head of this famous apothecary shop was held.

When that dinner was given, Michael F. Lyons had already been for five years in the employ of the house, and the year before, 1886, when he and a number of other Metcalf clerks were graduated from the Massachusetts College of Pharmacy with the degree of Ph.G., they succeeded in inducing the venerable Mr. Metcalf to sit for his photograph. Mr. Metcalf was then 72 years of age, and although modest in the extreme, he yielded to the appeal of his young clerks, and gave each of them one of his pictures. The picture is the last one he had taken, and is the one which is familiar to students of Boston pharmaceutical history.

Mr. Lyons entered the store of Theodore Metcalf & Co. in 1882, when Thomas Doliber, now of the Mellins Food Company of North America, was Mr. Metcalf's partner. Subsequently a stock company was formed, and the heads of the various departments were taken into the company. Afterward a Maine corporation was formed, and this was succeeded a few years ago by a Massachusetts corporation, the name of Theodore Metcalf continuing to be carried throughout, and the high principles of the founder being likewise maintained.

Mr. Lyons, the new president of the company, was for 20 years the head of the prescription department, and many thousands were put up under his supervision.

**Paper on Medicinal Earths by Herman Schelenz Also**

**Read at the February Meeting.**

BALTIMORE, March 6.—The Baltimore Branch of the American Pharmaceutical Association, at its February meeting, continued the discussion of National Formulary preparations, the elixirs being the special subject. The branch also listened to a paper on "The History of Medicinal Earths and of Katalaplasma Koalini," by Herman Schelenz, the paper being read by Prof. Charles Caspari, Jr. This paper, which refutes the statements that the use of the earths in medicine, particularly as poultices, is of recent origin, was translated by Otto Raubenhaimer, of Brooklyn, N. Y.

In opening the regular discussion President H. P. Hynson reviewed the history of elixirs, their development and their general pharmaceutical principles. He drew particular attention to the fact that a Baltimorean, A. P. Sharp, one of the founders of Sharp & Dohme, originated the first American elixir, that of cinchona, the formula for which appears in the proceedings of the A.Ph.A. of 1858. Dr. Hynson further pointed out that the introduction of elixirs was greatly assisted by the work of two other Baltimoreans, Prof. J. Faris Moore, and Dr. John F. Hancock. Dr. Hynson proposed that the present alcoholic percentage of elixirs be continued, or, if possible, reduced and that similar preparations in which a higher percentage is used necessary be known as aromatic solutions.

M. I. Wilbert, of Washington, a member of the National Formulary Committee, favored the elimination of many elixir formulas, especially those of the compound elixirs, as they are of no credit to American Pharmacy, and, besides, are not used to any extent.

C. L. Meyer reported on some experiments he had made with the purpose of perfecting the formulas of Elixir Viburnum Opulus compound, so as to obtain a permanently clear product, but which were unsuccessful mainly on account of the very complex character of this elixir, it having approximately 16 constituents of every description, which objection applies to several National Formulary elixirs. Mr. Meyer suggested that similar elixirs, such as Elixir Terpin Hydrate, Elixir Terpin Hydrate with Codeine and Elixir Terpin Hydrate with Heroin, should be differently colored to avoid

confusion. The various elixirs were discussed, the following general suggestions being made:

That a note cautioning that elixirs, especially those used as a basis for other elixirs, should be kept a sufficient length of time after manufacture to allow for a complete blend of the flavor and that this note should appear in the next edition of the N.F.

That the alcoholic contents should be decreased wherever possible, glycerin being used where advisable to replace.

That the amount of flavoring material should be decreased in such elixirs, more being prescribed than would dissolve, causing a loss and, in many cases, a too highly flavored preparation.

It was the sense of the meeting that the formulas for the N.F. should be carefully revised and as many eliminated as possible.

H. P. Hynson, the president, occupied the chair at the meeting, and Secretary E. F. Kelly kept a record of the proceedings. The next meeting will be held March 18.

### Negro Druggist Heavily Fined in Louisiana.

SHREVEPORT, Feb. 27.—T. H. Wright, a negro physician and druggist, was convicted in the District Court recently on the charge of violating the prohibition law and was fined \$250 and costs; the total penalty aggregating about \$300. Wright's defense was that he sold the whisky as a drug and that he was ignorant of the law.



MICHAEL F. LYONS, Ph.G.,  
of Boston, Mass.

## BENZOATE OF SODA DECISION IS NO. 104.

New Regulation as Promulgated at Washington Amends Food Inspection Decisions 76 and 89.

Although the secretaries comprising the Board of Food and Drug Inspection at Washington signed the order on March 3, promulgating the benzoate of soda report of the Referee Board of Experts, it was not until the 8th that copies were received in New York City. The order is entitled Food Inspection Decision 104. In addition to the following statement the board prints the findings of the referees substantially as printed in the ERA of January 28, page 100:

The board reports, as a result of three extensive and exhaustive investigations, that benzoate of soda mixed with food is not deleterious or poisonous and is not injurious to health. It having been determined that benzoate of soda mixed with food is not deleterious or poisonous and is not injurious to health, no objection will be raised under the Food and Drugs Act to the use in food of benzoate of soda, provided that each container or package of such food is plainly labeled to show the presence and amount of benzoate of soda. Food Inspection Decisions 76 and 89 are amended accordingly.

In this connection it is also announced that Food Commissioner A. H. Jones, of Illinois, has adopted the decision of the Referee Board of Chemists on benzoate of soda as final and has issued to the drug stores of his State the following circular letter:

The Referee Board of Scientific Experts has reported that "sodium benzoate in large doses (up to 4 grams per day), mixed with the food, has not been found to exert any deleterious effect on the general health, nor to act as a poison in the general acceptance of the term."

"The admixture of sodium benzoate with food in small or large doses has not been found to injuriously affect or impair the quality or nutritive quality of such food."

In view of these findings and the fact that the full report will not be available for some time, it has been decided by the Department that the placard mentioned in bulletin No. 12, stating "The fruits and syrups used at this fountain are preserved with 1-10 of 1 per cent of benzoate of soda," will not be required this season.

A. H. JONES,  
State Food Commissioner.

P. S.—I trust that you will exercise the greatest care in keeping all parts of your store where food is served, prepared or stored in the best possible sanitary condition. During the past year several instances were found in which those parts of the store and soda fountains not exposed to public view were dirty and unsanitary. These matters will be investigated and prosecuted more thoroughly this year than ever before.

## Branch of A.Ph.A. Organized in New Orleans.

NEW ORLEANS, March 6.—The New Orleans Branch of the American Pharmaceutical Association has been organized here with about fifteen charter members, and the prospect is good to increase the membership immediately to thirty or more, there being that many more New Orleans members of the A.Ph.A.

The meeting was called by Adam Wirth after members of the A.Ph.A. had been canvassed, and was held at the New Orleans College of Pharmacy. Mr. Wirth called the meeting to order, stated its purpose and the organization of the branch was proceeded with. F. C. Godbold, the veteran secretary of the State Board of Pharmacy, was elected president; Dr. Philip Asher, dean of the New Orleans College of Pharmacy, was elected vice-president, and J. Guidry, chemist for Finlay, Dicks & Co., was chosen secretary and treasurer. The regular form of organization in force with other local branches was adopted, and the second Monday of the month was fixed as the regular time of meeting.

## Wedgewood Club at Dinner.

BALTIMORE, March 5.—The Wedgewood Club's February session was held at Junker's Hotel. There was a good attendance and the evening was passed most agreeably in discussing an excellent menu, in exchanging sallies of wit and telling stories. Dull care and business matters were rigidly excluded, the time being devoted to the social amenities. Charles Morgan, of Morgan & Millard, presided.

## To Entertain American Chemists' Society in June.

DETROIT, March 6.—The committee appointed to take charge of local matters pertaining to the meeting of the American Chemists' Society here, next June, consists of: W. I. Scoville, of Parke, Davis & Co.; Dr. Frank T. E. Stephenson, of the Detroit College of Medicine, and W. P. Putnam, of the Detroit Testing Laboratories.

## TO ENFORCE THE NEW ANTI-OPIMUM ACT.

Customs Officials and Drug Trade Representatives Confer Regarding the Preparation of Rules.

A conference of the wholesale and importing drug trade and representatives of the Custom Collector's office was held at the United States Custom House in New York City last Monday afternoon, for the purpose of drafting such regulations as might be deemed necessary to carry into effect the Act of Congress prohibiting the use of opium and its derivatives except for medicinal purposes. This act takes effect April 1. Special Deputy W. C. Stuart presided.

There were no regulations adopted, but a number of suggestions were made. These will be drafted by the Department and mailed to the trade for further consideration preliminary to another meeting, which will be held shortly, for the purpose of a final discussion and action on the matter, before a final draft is submitted to the Treasury Department at Washington.

The suggestions agreed upon by those present were that the importation of opium be only in case lots of not less than 100 pounds, as this would tend to eliminate irresponsible parties from the trade. Also that a minimum of 50 ounce and 25 ounce packages be adopted for the weights of morphine and codeine respectively; that some system of permits be issued to importers by the Government, and that the names of importers be registered with the Custom Department.

Several suggestions have also been received by the Custom Department by mail, and it is expected that a number of other suggestions besides those agreed upon at the meeting will be contained in the proposed draft.

## SIXTY NEW MEMBERS FOR ORLEANS P.H.A.

Propaganda Work Gives Impetus to Association—New Telephone Contract Made for Pay Station Service.

NEW ORLEANS, March 6.—The effects of the propaganda work on the Orleans Pharmaceutical Association continue to be felt, fourteen new members being admitted at the last meeting. These, together with those admitted at the previous meeting, have increased the membership of the Association by about sixty. Those admitted at the last meeting are:

Charles A. Walsdorf, Corrollton and Oak streets; Oscar Von Gohren, 1429 Orleans; Louis J. Medola, 523 St. Ann; Peter J. Pretus, 1903 Fourth; C. L. Keppler, 1022 Dryades; Paul J. Croue, Jr., 825 Orleans; Robert Walter Everett, 2300 Marengo; John Fourment, 727 Dublin; P. J. Bertrand, 4739 Baronne; Joseph H. Berner, 2536 Valence; Albert F. Bernius, 5444 Jeanette; L. P. Otto, 828 Oak; J. J. Duggan, 4326 Magazine; William H. Grun, 5469 Dauphine.

The telephone committee reported that it had been unable to obtain better rates from the Cumberland Telephone & Telegraph Company, and it was authorized to contract on the present basis of rates for five years. The druggists of the city, by recent concerted action, replaced their free telephones with pay telephones, six months' trial to be given the plan. The company agreed to divide equally all profits over \$4.50 monthly, and to exact no minimum guarantee from the druggists.

## Election of the St. Louis C.P. Alumni.

ST. LOUIS, March 1.—The Alumni Association of the St. Louis College of Pharmacy, held its annual meeting at the college recently, and after the business was transacted, adjourned to Lippe's restaurant for a banquet. The following officers were elected: Martin J. Noll, president; Otto C. Hanser, first vice-president; Charles Stoermer, second vice-president; Olaf Karbo, secretary; Francis M. Rudi, a former minister in Texas, who recently returned to St. Louis to engage in the drug business, recording secretary; Charles Gietner, treasurer, re-elected for twenty-ninth consecutive term; E. H. Graul, register; Henry Huegel, William H. Lamont, Eugene Kurtz, Dr. O. H. Elbrecht and John C. Thumser, retiring president, executive committee.

## Getting Together in the Smoky City.

PITTSBURG, March 8.—Local pharmacists will be hosts of the physicians at a get-together dinner to be held March 24, 8.30 p. m., at Elks' Hall, Washington street and Cedar avenue, North Side.

H. C. BLAIR, PRESIDENT PHILA. BRANCH A.P.H.A.

### Parent Association Asked to Contribute Toward the Expenses of the Auxiliary Organizations.

PHILADELPHIA, March 6.—Henry C. Blair was elected to the presidency of the Philadelphia Branch of the American Pharmaceutical Association at the recent annual meeting. The other officers elected were: E. M. Borlag, first vice-president; I. V. S. Stanislaus, second vice-president; Ambrose Hunsberger, secretary and treasurer. Mr. Hunsberger was also elected a member of council of the American Pharmaceutical Association.

Upon motion by Joseph W. England, it was resolved to recommend to the parent association that twenty per cent of the annual dues of the local branches be refunded regularly for the purpose of paying the current expenses of the branches. It was declared that such a course would result in the formation of many other branches throughout the country. Another important action was the decision to hold a meeting next Thursday evening at the College of Physicians for the purpose of organizing the proposed scientific section.

A communication from the Washington Branch announced that a good-sized delegation would probably attend the meeting on April 6 of the Philadelphia Branch. President William McIntyre was given a vote of thanks for the able manner in which he had administered the duties of that office during the year.

The papers and discussion were confined to the consideration of the chemistry and methods for determining the purity of volatile oils. The speakers and their subjects were as follows: "Alpha and Beta Ionones," Prof. S. P. Sadler; "Some Recent Work on the Chemistry of Volatile Oils," Prof. I. V. S. Stanislaus; "Preliminary Methods for Determining the Purity of Volatile Oils," Dr. G. L. Pancoast, and W. A. Pearson: "The Use of the Centrifuge in Assaying Volatile Oils," Prof. Frank N. Moerck.

JOHN B. THOMAS PRESIDENT.

**Chosen Head of Alumni Association  
of the University of Maryland.**

BALTIMORE, March 6.—Baltimore druggists are well represented on the General Alumni Association of the University of Maryland, which held its annual meeting this week and elected officers, besides transacting other business. John B. Thomas, of the Thomas & Thompson Co., was elected president, his choice being a highly popular one, and J. W. Westcott, of Hynson, Westcott & Co., was made one of the vice-presidents; H. P. Hynson, of the same firm, being elected a member of the executive committee. The first choice for president was Prof. Charles Caspari, Jr., the widely known permanent secretary of the American Pharmaceutical Association, but he refused positively to take the office, as he has done in various other instances where he was singled out for honors.

The Grahame Society of the Department of Pharmacy, University of Maryland, has been organized in honor of the late Prof. Israel Grahame, by members of the graduating class, with the following officers: President, Robert L. Swain, Delaware; vice-president, Harry O. Ivins, Maryland; secretary-treasurer, L. M. Kantner, West Virginia; committee on entertainment, F. M. Salley, North Carolina; H. O. Ivins, Maryland, and R. W. Wilson, Maryland; committee on scientific studies, D. C. Lisk, North Carolina; L. M. Kennedy, North Carolina, and G. W. Hinton, West Virginia.

### Planning to Entertain Chemists From Abroad.

The next meeting of the temporary committee to arrange for bringing the International Congress of Applied Chemistry to this city in 1912 will be held at the Chemists' Club, on Saturday evening, April 3. Persons interested are requested to communicate with the secretary, H. Schweitzer, 117 Hudson street.

PROF. REMINGTON TO GERMAN APOTHECARIES.

Philadelphia Professor Guest of Honor of the New  
York Society—Addresses and Salamanders.

The meeting rooms of the New Yorker Deutscher Apotheker Verein were filled to overflowing last Thursday evening by members and guests anxious to hear Professor Remington deliver his address on "Germans I Have Known," which appears elsewhere in this issue of the ERA. It was a gala night for all present, every one brimmed over with enthusiasm and the reception accorded the guest of the evening was in the nature of an ovation. A "saluamander," executed under the direction of Emil Roller, was also given in honor of Professor Remington.

Following the address of Professor Remington, several other guests and a few members told briefly of reminiscences brought to mind by the address. Ewen McIntyre, the oldest living graduate of the New York College of Pharmacy and its honorary president, told of the similarity in the founding of his alma mater with that of the Philadelphia College of Pharmacy, which Professor Remington started. Mr. McIntyre was founded by Quakers. Mr. McIntyre stated that this also was the fact in connection with the New York College.

Dr. N. Sulzberger made several references to the influence of the Germans in science and later spoke of their hospitality and sociability. C. Schleussner told some humorous reminiscences about Dr. Charles Rice. Among others who made remarks were Thomas D. McElhenie, President Felix Hirseman and Dr. Wm. C. Alpers.

A communication and a telegram, both expressing greeting to the guest of honor and the society, were received from Wilhelm Bodemann, of Chicago, an honorary member of the Verein. They were read by President Hirsman. Several new members were elected and Robert S. Lehman announced the death of Oscar Carlstedt, who had been a member of the society for over 15 years. An elegant lunch was served about midnight.

## Two New Riker-Jaynes Stores.

Boston, March 8.—Two more drug stores are to be added to the Riker-Jaynes chain of stores in this city and in New York and its vicinity. One will be opened April 1, at 146 Tremont street, Boston, and the other will be opened

shortly afterward in Newark, N. J. The Boston store, so the management announces, will be the handsomest drug store in this part of the country. The location is almost directly opposite the Park street entrance to the subway. The general finish will be in mahogany, and the contract has been awarded already for a 30-foot Becker fountain.

### Miss Dow Buys a Large Building.

CINCINNATI, March 1.—Miss Cora M. Dow, owner of nine retail drug stores in Cincinnati, has purchased the property at the northwest corner of Fourth and Main streets from Henry Burkhold. The price was \$121,500. The ground rent is \$100,000 at an interest rate of 4 per cent. The property has a frontage of 60 feet on Fourth street and 45 on Main. The price amounts to something over \$2000 a front foot. Miss Dow has a retail drug store in the first floor of the big building, and says she will not take any steps at present to alter or add to the building. She says she bought it for her mother. There was some talk some time ago of a skyscraper being erected on this site.

Entertainment for Dr. Hugo Schweitzer.

An entertainment will be tendered Dr. Hugo Schweitzer by a number of his friends tomorrow evening at Liederkrantz Hall, 111 East 58th street, New York, in celebration of the 25th anniversary of his doctorate, the 20th anniversary of his landing in America, and the 15th anniversary of his selection as secretary of the Society of Chemical Industry.

## BOARD EXAMINATIONS

### Massachusetts.

BOSTON, March 6.—In Massachusetts only six applicants were successful out of 35 during the month of February for registration as pharmacists, the smallest percentage for many months. Following are the names of the successful men: Henry J. Doherty, Boston; Ephrem Maden, Fall River; Edmund F. Guertin, Easthampton; Harry Langdon, Somerville; John J. O'Neill, Somerville; Frank W. Rice, Leominster.

Certificates of assistant pharmacists were granted to 17 others as follows: Humphrey Burton, Methuen; James E. Harris, Cambridge; Jeremiah Healy, Fitchburg; Charles H. Knott, Boston; Joseph Musman, Malden; Nathan M. Ovsianik, Boston; George E. Reinhalter, Quincy; Alrick B. Swensson, Melrose; George H. Thomas, Boston; Ray P. Webster, Lowell; William English, Boston; Ernest W. Henderson, Lynn; Francis A. O'Reilly, Lawrence; Claude E. Packard, Beverly; Francis T. Quinn, Lowell; Earl L. Sargent, Lakeport, N. H.; George C. Spaulding, West Somerville.

### New York—Western Branch.

BUFFALO, March 6.—The following passed the February examinations of the Western Branch of the New York State Board of Pharmacy and have been granted licenses:

PHARMACISTS—Benj. R. Abrams, Buffalo; W. F. Brandow, Buffalo; John D. France, Salamanca; George M. Gilbert, Rochester; Merle G. Nye, Buffalo; Walter V. Sartore, Nunda; Genevieve D. Sweeney, Buffalo.

DRUGGISTS—Arthur H. Ayrault, Buffalo; Fern L. Berry, Akron; George H. Bremer, Dunkirk; Don F. Conant, Buffalo; Louis R. Connell, Buffalo; Harold P. Fortune, Buffalo; William G. Harkin, Buffalo; John G. Hart, Buffalo; Charles R. Kingsbury, Buffalo; William P. Webster, Buffalo; David Weinstein, Buffalo.

### Maine.

PORTLAND, March 6.—The names of those who successfully passed the State Board of Pharmacy's examination in this city recently have been given out as follows:

REGISTERED DRUGGISTS—Harry E. Ring, Portland; George H. Earle, Sanford; Albert W. Flint, Bath; Thomas F. Devine, Portland; Lester V. Ashton, Norway; William A. Bennett, Lewiston; J. L. Tewksbury, Auburn; Forrest C. Parker, Lewiston; George A. Wilbur, Freeport.

QUALIFIED ASSISTANT—William R. Rich, Gorham.

### Louisiana.

NEW ORLEANS, March 6.—Secretary F. C. Godbold, of the State Board of Pharmacy, has just announced the result of the regular quarterly examination held Feb. 5 and 6 and conducted by William Levy, chairman; Adam Wirth, C. D. Sauvignet and Mr. Godbold. The following passed as registered pharmacists: L. F. Mitchell, G. O. Grass, O. L. Holloway, E. B. Tanys, A. D. Lehmann, E. M. Nelson, H. C. Thomas, J. M. Montgomery, G. J. Comeaux, F. J. Rollian, L. C. Suss, A. V. Gremillion, J. S. Cohen, G. E. Awcock and A. L. Frank.

The following were successful as qualified assistants: O. A. Dupont, F. B. Camois, L. J. Necalle, B. F. Levy, C. Keppler, S. D. Sturat and W. B. Black.

### Kansas.

ELLSWORTH, March 6.—Secretary W. E. Sherriff, of the Kansas State Board of Pharmacy, announces that of 58 applicants at the February examination the following 34 were successful and have received certificates:

REGISTERED PHARMACISTS—Ray Alfred, Columbus; Albert C. Curtis, Topeka; C. F. Coleman, Fredonia; Franklin H. Durant, Topeka; C. E. Daniel, Topeka; W. R. Frisbey, Delia; Arthur Geyer, Herington; D. D. Hunt, McCracken; M. H. Hoyal, Scott City; Walter W. Jones, Topeka; Nicholas H. Lenz, Rosedale; Edward L. Mason, Parsons; James E. McFarland, Ft. Scott; J. Moore Rutledge, Greenleaf; Arno R. Sasse, Kansas City; Frank G. Smart, Sterling; Clarence C. Steele, Sabetha; R. L. Berkett, Holton; Benson Clark Culp, DeSoto; A. L. Doty, Cunningham; Erle Dewese, Kansas

City; E. H. Eubanks, Topeka; J. Larkin Fields, Kingman; Ralph E. Gray, Kansas City; Mrs. D. D. Hunt, McCracken; John P. Hinkle, Kansas City; Mat Keefer, Kansas City; Martha W. Lewis, Lucas; P. L. Mullins, Kansas City; William Henry Post, Springhill; Charles T. Sapp, Topeka; Attie Schoonhoven, Riley; Bayard G. M. Smith, Kansas City.

REGISTERED ASSISTANT—John T. Wills, Pittsburg.  
REGISTERED ON DIPLOMAS—F. Fabian, Kansas City, Kas.; J. A. Swan, Nat. Military Home; C. L. Walkenwitz, Leavenworth.

The next meeting for examination will be held in Independence May 27 at 9 a. m. Those desiring to take the examination should notify the secretary at least five days before the date of meeting.

### Mississippi.

Mississippi's new State Board of Pharmacy announces through the secretary, L. H. Wilkinson, Jr., that the next examination will be held at Jackson, April 6. An appeal is made to all non-registered druggists to appear and qualify for certificates. Attention is called to the State law regulating the practice of pharmacy and all good citizens are urged to aid the board in enforcing its provisions. The announcement is being widely circulated.

## SWINDLER FRANKFURTER IS UNDER ARREST.

Man Exposed by the ERA is Captured in Detroit and  
Extradited to Omaha for Trial.

Otto Needham Frankfurter, alias Frankfort, a salesman formerly in the employ of the Richardson Drug Company, of Omaha, Neb., and wanted by that concern for embezzling, was captured in Detroit, Mich., last Saturday. He was arrested by detectives on the complaint of the Richardson Drug Company and papers have been issued for his transfer to Omaha. It is reported that he is wanted in Kansas City, St. Louis, Ida Grove, Iowa, besides Omaha. On being arrested Frankfurter admitted his guilt, laying his downfall to the extravagant manner in which he had entertained women, but stated he was neither a drinker nor gambler. He predicted that all would turn out well upon his arrival in Omaha, where he would make an explanation that would clear him.

Frankfurter sold his sample cases and collected bills, but failed to turn over any cash to the house. He is also charged with passing checks signed by fictitious persons, and owing bills to at least a dozen concerns in Omaha.

The ERA published a warning to the trade concerning his character and methods on February 18.

Mr. Weller, of the Richardson Drug Company, states that Frankfurter is one of the cleverest of swindlers, being very bright and a fluent speaker of Spanish, German and English, and adds that had the man been honest he would have had a great future before him.

### Phi Chi Fraternity Changes Name to Phi Delta Chi.

CHICAGO, March 6.—The grand council of the Phi Chi Fraternity met in executive session here this week. On account of conflicting with the medical Phi Chi Fraternity the council voted to change the name to Phi Delta Chi. The grand council will hold its next session at New York. A banquet was tendered the visiting delegates Saturday evening at the College Grill. Dr. Harry Kahn officiated as toastmaster and the following responded to toasts: Prof. H. M. Gordin, Chicago; William E. Clappold, Peoria; Edward Seaside, Ohio; A. E. Buesch, Chicago, and H. M. Erickson, Chicago.

### Druggists Victimized by Counterfeiters.

CHICAGO, March 6.—The police have been hunting for a week for a band of counterfeiters who have victimized a score of grocers and druggists in the vicinity of Twenty-second street, by passing bogus \$1 bills. J. Ritter, a druggist, at 2341 Wentworth avenue, was one of the complainants.

### No More Drug Samples in Madison.

MADISON, Wis., March 1.—The Hobbins ordinance, forbidding the distribution about the streets of "sample" drugs, has been passed by the common council. The measure received support from leading druggists, club women, and citizens in general.



## LOUISVILLE DRUGGISTS ACTIVE IN PREPARING FOR THE 1909 CONVENTION OF THE N.A.R.D.

**Executive Committee Elects Horace Taylor Secretary and Decides on Headquarters.**

LOUISVILLE, March 6.—The executive committee which has charge of all of the arrangements for the coming convention of the N.A.R.D., had its first meeting Tuesday afternoon at the Commercial Club and organized by electing Horace Taylor as secretary, the president of the local association being chairman ex officio. This committee is composed of the chairmen of each of the subordinate committees. The most important business was the report of the committee on hotels, Addison Dimmitt representing this committee. The Seelbach Hotel was chosen unanimously as headquarters.

The Seelbach is one of the most complete, both as to structure and furnishings, in this country. It is all new, the recent addition being completed less than a year ago, while the older portion has only been in use for a few years. No expense has been considered in making it equal to the best that can be found anywhere. It has nearly 200 rooms and is located right in the heart of the busiest retail district. On the top is the roof garden, extending over the entire structure, a portion of which is enclosed with glass, the remainder being open for use at all times during the summer months. The convention proper will hold its meetings in the enclosed portion and adjoining spaces will be used for exhibits extending out into the open portion, which is arranged so that it can be covered to protect the people as well as the exhibits from rain should it be necessary. The hall being about 12 ordinary stories above the street will afford freedom from noise and should be very comfortable in every way. The entire building is fireproof.

The W.O.N.A.R.D. will hold its meetings in the red room of the Seelbach. This room is on the parlor floor and is most luxuriously furnished. It has a seating capacity of about 300 and has adjoining rooms for the use of committees. The members of this organization, as well as the ladies who may attend the convention, can look forward to a most enjoyable time. Horace Taylor, who is chairman of the special committee to look after the entertainment of the ladies, has many things in contemplation, an automobile ride through Cherokee, Iroquois and Shawnee parks and also through the residential portion of the city, which will consume two or three hours, winding up at Fountain Ferry with luncheon, returning through the business portion of the city. A ball, an evening devoted to progressive euchre, with a prize worth contesting for, are also being considered. Every moment that the ladies can spare for entertainment will be filled, according to the plans of the committee.

It was announced at the meeting that the delegates and other druggists who may attend can rest assured that they will not be forgotten, but what shape the entertainment for the male contingent will assume has not been figured out, although the "mint" will be in its prime, sugar plentiful and other requisites obtainable. "Nuf ced," remarked one of the committeemen.

**Appointed as Food and Drug Inspectors.**

BUFFALO, March 1.—Dr. Frederick W. Koehler, of 582 Broadway, has been appointed an inspector of drugs and food in the Health Department. His was the only name on the Civil Service list and he had a percentage of 90.88. Eight other physicians failed to pass the examination.

LINCOLN, Neb., March 1.—D. L. Murray, of Pierce, has been appointed drug and food inspector for the Third district by Governor Shallenberger.

**Catches Thief With Buzzer on Slot Telephone.**

ST. LOUIS, March 6.—James A. Watkins, of 1115 Union boulevard, caught a telephone thief in his store recently by a burglar alarm that he had attached to the coin box on the slot telephone. When Watkins heard the buzzer he started for the front door, beat the thief to it, locked it and then proceeded to tie the thief to hold him securely until a policeman arrived. That the thief escaped from the policeman was no fault of Druggist Watkins.



*Hotel Seelbach, Which Has Been Selected for Headquarters.*

**Wyeth Branch to Be Opened in St. Paul.**

ST. PAUL, Minn., March 6.—John Wyeth & Bro., Philadelphia, is about to open a branch house here at 223 East Fourth street. Soon as necessary improvements have been made the store will be opened.

**Enforcing Anti-Cocaine Law in Chicago.**

CHICAGO, March 6.—Otto Wintermeyer, a druggist at 278 West Madison street, was fined \$75 and costs in the Municipal Court Friday for selling cocaine without a physician's prescription.

## “Antikamnia & Codeine” TABLETS ...IN... VEST-POCKET-BOXES



**RETAIL PRICE,  
≈25c≈**

Same Size and Style as  
“Antikamnia Tablet”  
Vest-Pocket-Box

**CONVENIENT  
for POCKET  
or PURSE**

Fac-Simile Antikamnia & Codeine Vest-Pocket-Box

**May Now be Obtained from all Jobbers  
\$1.75 PER DOZEN  
One Gross Lots 5 Per Cent Discount**

If Your Jobber Cannot Supply You  
Order Direct From

**The Antikamnia Chemical Company  
ST. LOUIS, MO.**

# LETTER BOX

## DRUGGIST'S DENATURED ALCOHOL EXPERIENCE.

**Believes Trust is Using Retail Drug Trade as a Cat's Paw—Price Fluctuations—Letter From Dr. Wiley.**

*Editor The Pharmaceutical Era:*

Don't be too enthusiastic in urging druggists to handle denatured alcohol. I have handled it since it was introduced, have talked for it, helped popularize it here at a small profit and now begin to feel the squeeze. I sold it at 60 cents a gallon when it cost 45 cents in order to help swell the sale of the stoves which at that time were sold by a canvasser.

If you remember the first press notices sent out said it would sell for 20 or 30 cents retail. I was obliged to overcome this impression. Then later when I had to pay 53 cents f. o. b. here and raised the price to 75 cents the press notices said it should be retailed for 50 cents. It was sold to me by a trust agent here cheaper than I could get it of my drug jobber and this same trust branch in New Orleans at the time I bought the barrel of its agent here offered it to one of my customers at 50 cents a gallon in 5 gallon lots f. o. b. New Orleans and 50 cents in barrel lots f. o. b. New Orleans.

About this time I started handling stoves, lamps, etc., and had just sold enough to get them introduced when I found my source of supply for them had sold his business or so he said, and the trust agent here got in a supply and offered them to me at the prices I paid in New York.

Now this can all be substantiated, so let us now proceed along suppositious lines and see how things look. A district manager of a large varnish house which is a large producer of wood alcohol told me before the law had gone into effect that I would find that the price of the product would not go below 50 cents, that the Whisky Trust wanted the trade then controlled by the wood alcohol people, that is for use industrially and that the agitation was supported by the Whisky Trust.

What do we find has actually taken place? The price of denatured alcohol is regulated by the price of wood alcohol, always selling 5 cents a gallon cheaper and is not regulated by the cost of the production of denatured; if wood goes up 5 cents denatured goes up the same, so we have this man's prophecy fulfilled.

I enclose a letter which I received in reply to one addressed to the President, as letters addressed to the department had brought unsatisfactory replies.

I am curious to know just who and how many makers of denatured there are.

In this letter it is stated that the price is regulated by the price of corn. The press reports told us it would be made from waste products and here we have a statement that it is made from one of our food products, thus raising the price of corn as well as of the alcohol. However, I challenge the statement that its price is regulated by the price of corn, for the trust is now making it in New Orleans from molasses and further, the fact that denatured is sold always a shade under wood looks queer. There are press reports about unscrupulous druggists selling it at enormous profits. The trust offers it at the price the druggist buys at wholesale and it looks very like they are using the druggist as a cat's paw to introduce it and then to retail it direct to the consumer just as the Standard Oil Company does its products.

Yours truly,

H. L. SQUIRES.

Morgan City, La., Feb. 21.

[Enclosure.]

Mr. Harry L. Squires, Morgan City, La.

DEAR SIR: In reply to your favor of November 26, addressed to the President of the United States, I beg leave to say that it is not to be expected that a practically new material such as denatured alcohol will come into immediate use by large numbers of people, nor that its manufacture will be undertaken immediately by people who have had no previous experience in the manufacture of distilled spirits of any kind. It is a fact, however, that denatured alcohol is being made in this country by several concerns rather than by one firm only. It is true, furthermore, that the Department of Agriculture has accumulated within the last few months, considerable practical information available for farmers with

regard to the manufacture of the foregoing material, and that the Department is likely within a few months more to be able to furnish detailed instructions regarding the most economical method of production.

Centrifugal molasses, as you state, is a very valuable material for the manufacture of alcohol; and it is to be hoped that manufacturers in your part of the country may see their way clear to utilize this cheap and abundant raw material, and that as a result of this action on their part the present price of fifty cents a gallon, due largely to the high price of corn, may be materially reduced.

Respectfully,

H. W. WILEY, Chief.

## Four Weak Points of Some Drug Clerks.

*Editor The Pharmaceutical Era:*

In about all your publications you have editorials comparing clerks and employers, offering suggestions and pointers on salesmanship, advertising display, etc. Unable to remember seeing any articles written by a clerk who is the one behind the gun, this article might be useful to fill in as it is from personal observation which I have had in New York, Boston and Providence in the largest drug companies of the East. I think I have the best dope on how a clerk can make his services indispensable to his employer without any aid from the dope closet.

Results of the pill-mixers, as seen by a dope artist of the same profession who has associated with all the miscellaneous tribes of the pill shop may be included in the following classification of them: boozers, dopers, clock watchers, lady's man and ordinary drug clerks. Seventy per cent of the drug clerks today are weak on one of the first four counts; they are just sliding by but do not know how, yet wondering why their salaries are not raised or why the boss favors other clerks. So they knock the boss and the faithful clerk for no reason in particular, just don't like them. Jealous? No. What then? Unable to give satisfactory explanation.

Add to such a clerk's system, well injected, an ounce of common sense by a persistent, influential and conscientious clerk or boss and an almost instantaneous change will be noticed in this clerk for the good of the store and his associate clerks. Persistency should be the motto of every clerk. With this one word impressed on your mind you are bound to get there. It makes no difference whether you are a soda clerk, salesman or prescription clerk; produce results, no matter how small, for they all count in the long run. Condense your work, don't make any false movements and above all be accurate. The all-around clerk or filler-in for any department is the scarce man of today.

Don't do just what you are told, try to do more—make yourself indispensable to your employer. Two years ago, in a store which employs about 30 clerks, about 10 o'clock in the evening the manager approached a group of nine or ten clerks who were in conversation (not about business), asking if one of them would scatter a few drops of oil on the floor behind the counter. "Nay! nay!" was the vote of the bunch of ornaments. Before the manager could recover from his shock due to the answer to his request a clerk older than any of the others spoken to was oiling the floor of his own free will, soon finishing and returning to a pile of tooth-brushes he was marking. The store was one belonging to a large syndicate and that clerk is now manager of one of its stores in a city in western Massachusetts at a good fat salary and highly respected by all his clerks, as well as the boys. He was once one of the "bunch."

This is only one incident that has been brought to the writer's attention and shows there is always an opening for a good, bright energetic man.

L. H. M.

## A Petty Bill Collection Swindle Exposed.

*Editor The Pharmaceutical Era:*

A number of pharmacists have paid 20 cents for 15 to 25 collection blanks (to be filled in by them) to a smooth fakir on his representation that he would buy all the bad accounts they had at 25 cents on the dollar after they had sent out these formal notices—which are marked copyright in Canada and copyright applied for in the United States. He claimed that by giving the debtor 10 days' notice, exclusive of Sundays and holidays, that then the claim would be beyond dispute by the debtor and that when he bought the bill, he would be able to collect without being bothered by referring to the merchant's

books to prove the bills. Of course he never shows up again. As a matter of fact a judgment from a justice court after standing 20 days cannot be appealed. Copy of form used:

DEAR

.....find on going through.....books that.....  
have a bill against you for.....Unless this is settled  
at once I shall be obliged to sell it to.....  
Toronto, Canada, unless settled before.....  
Yours truly,

Perhaps you can save some brother druggist from being separated from his easy money. I did not bite on this although one druggist and several other merchants did.

X. Y. Z.

#### About Badger Sheboygan Ginger Ale.

The Sheboygan Mineral Water Company was established in 1876, and today is one of the leading concerns in the country in the bottling of Carbonated Mineral Water, Ginger Ale and Beverages. Sheboygan Mineral Water is a product of exceptional merit, is well known, and very popular in all the leading cities. For the Inaugural Ball at Washington this year, Sheboygan Water was selected as the Water to be served at the banquet. This great honor was conferred upon this water because of its pure quality and great popularity.

The celebrated Badger Sheboygan Ginger Ale put up by this firm is a delicious combination of pure Water, Ginger Root Extract and Fruit Flavors, scientifically blended into a most delightful and wholesome beverage. There is refreshment and pleasure in every bottle of Badger Sheboygan Ginger Ale. Nothing enters into its composition but the choicest of pure materials, bottled under perfectly sanitary surroundings, in a modern and up to date plant. There is not the slightest chance for any impurity to enter into the composition of this product. All bottles are perfectly sterilized just before they are filled and the greatest care is taken in every process, until the goods are placed on the market.

The members of this firm have had unlimited experience in the Ginger Ale business and are therefore able to produce a bright and sparkling Ginger Ale with perfect keeping qualities without the aid of preservatives. The style of package is also within keeping with the quality of the goods.

Bottled Beverages of high quality have become very popular during the past year or two and the Sheboygan Mineral Water Company is offering to the Drug and Soda Fountain trade a very attractive proposition. With the first order for Badger Sheboygan Ginger Ale the Company offers a liberal supply of very attractive display advertising material and a half dozen handsome aluminum bottle holders.

#### New York Board of Trade Committees.

The members to serve on the various committees of the Drug Trade Section of The New York Board of Trade and Transportation, for 1909, were appointed last week by Chairman George William Kemp and are as follows:

Executive—Clarence G. Stone, chairman; C. R. Cosby, Charles S. Littell, Dr. Harry C. Lovis, Frederick E. Watermeyer.

Membership—Franklin Black, chairman; Jesse L. Hopkins, Dr. Harry C. Lovis, Paul H. Brickelmaier, O. N. Cammann.

Jobbing Druggists—William P. Ritchey, chairman, and one representative from each jobbing house in the Drug Trade Section.

Legislation—Thomas P. Cook, chairman; Thomas F. Main, Albert Plant, Charles S. Littell, Irving McKesson.

Arbitration—William S. Herschen, chairman; Francis H. Sloan, Herbert D. Robbins, Samuel W. Fairchild, Herbert B. Harding.

Importers of Drugs and Chemicals—Joseph A. Velsor, chairman; J. Frank Stone, Herman A. Metz, J. Edward Young, Jr., James E. Heller.

Manufacturing Chemists—Charles A. Loring, chairman; Thomas J. Parker, George Merck, H. T. Jarrett, John Anderson.

Manufacturing Pharmacists—Mecomb G. Foster, chairman; Ernest Staufen, Horatio N. Fraser, H. Bolt Plauten, R. C. Stoffer.

Importers of Essential Oils—Edwin H. Burr, chairman; C. G. Euler, Joseph Matthias.

#### Larger Plant for Licorice Manufacturers.

BALTIMORE, March 6.—The J. S. Young Co., a branch of the MacAndrews & Forbes Co., licorice manufacturers, with a factory at Boston and Elliott streets, this city, has decided to erect an addition to the plant. The structure will be taken up with the grinding department, the engine room, extractor machinery and the boilers. It will have a length of 200 feet, and the materials will be brick and steel.

#### PHILADELPHIA SENDS \$1000 TO THE N.A.R.D.

Active Campaign on for Increased Membership and Some Important Subjects Discussed by R.D.A.

PHILADELPHIA, March 6.—Loyal support of the national organization was emphasized at the March meeting yesterday of the Philadelphia Association of Retail Druggists at the College of Pharmacy, when a motion to draw an order for \$1000, as a part of the 1909 dues to the N.A.R.D., was carried unanimously.

Some most important suggestions as to the regulations on the sale and storage of gasoline in its relation to insurance were made. Stock taking and the necessity of having an inventory of the goods insured was also discussed and it developed that retail druggists are rather lax in this latter respect and that few had attended to this most important detail in less than five years.

The fact that the P.A.R.D. has been doing propaganda work for the past two years, in the opinion of the members, made it unnecessary to take up the national campaign from the start and it was this adjustment of conditions, the number of circulars and booklets and letters and the number of months during which they were to be sent out that delayed the work for a month or two. It is expected that the campaign of education will be in full swing in this city before April 1.

Chairman J. E. Marsden, of the entertainment committee, announced the minstrel show and dance to be held at Mercantile Hall on April 26, and called for volunteers for "stunts" and specialties.

Attention was called to the cards that are being circulated by one manufacturing company, which a short time ago made a strong bid for popularity through the retail drug trade. In this latter move, they are throwing the drug trade over and through the grocers are making a free-goods offer. Samuel W. Strunk reported the discourteous methods of a Philadelphia manufacturing concern which, by accusing "some druggists" in the city of substituting, sought to have the stores stock up with a bona fide article. Secretary Cozens was instructed to write and question the truth of the substitution charge.

On motion of H. C. Blair, a resolution of congratulation to Christopher Koch, Jr., upon his appointment to membership in the State Pharmaceutical Examining Board was unanimously passed.

Representative J. H. Barlow announced an aggressive membership campaign and asked the members to let him have the names of non-members in their neighborhoods so that he could call on them.

H. W. Hammersback and J. W. Schorpp were elected members.

#### Receivership of Rogers & Pyatt to Be Discontinued.

In the United States Circuit Court Judge Hough has signed an order with regard to the firm of Rogers & Pyatt, Inc., of New York City, which failed some months ago. The order permits the sale of the concern to L. C. Gillespie & Son on an agreement to form a new corporation. The old name, however, can be retained. The officers and amount of capital of the new corporation will not be announced until later, but the incorporation dates from March 1. The receivership it is understood has been very satisfactory, especially from the creditors' point of view.

#### Banner Year Was 1908 for This Company.

DETROIT, March 6.—The eleventh annual meeting of the Ray Chemical Co., resulted in the re-election of the following officers: President, Cornelius N. Ray; vice-president, Gustavus D. Pope; secretary, J. B. Schlottman; treasurer and general manager, Charles T. Miller. The directors consist of the officers above named and Frederick T. Ducharme, Willard Pope and H. A. Burnett. The company reports that 1908 was its banner year.

#### New Fountain and Fixtures for Old Store.

Peters & Boeck, well known Milwaukee druggists who lately purchased the pharmacy of August Von Trott, 441 East Water street, in that city, are planning on making several changes at the pharmacy. New show cases and other equipment, besides a new soda fountain will be installed in the near future.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

Supplement to The Era Druggists' Directory.

**ARKANSAS**—CARLISLE—Dudley & Callahan have opened a new drug store here.

**CALIFORNIA**—BERKELEY—University Pharmacy, 2101 Shattuck avenue, has been succeeded by Mullers Pharmacy and stock moved to 2129 University avenue.

**LOS ANGELES**—Miss Nina C. Edmiston, 3500 Vermont avenue, has moved her stock of drugs to 3127 Vermont avenue.

**NEELES**—Needles Drug Company has been bought by O. D. Collins. Style of firm will not change.

**PORTERVILLE**—Robbins, Charles, Byrd Drug Company, incorporated; capital stock, \$15,000.

**RIVERSIDE**—East Side Pharmacy, 158 East 8th street, E. D. Gibson, proprietor, has moved his stock to the new building, corner 8th and Vine streets.

**CONNECTICUT**—MIDDLETOWN—Bersquist Bros., 588 Main street, have moved their stock of drugs to 226 Main street.

**GEORGIA**—ATLANTA—Jacobs Pharmacy have opened three new drug stores here as follows: 423 Marietta street, Peters and Walker streets, and Mitchell street and Madison avenue.

**ILLINOIS**—CHICAGO—Edna F. Nichols has opened a drug store at 426 East 55th street.

**MIDDLETOWN**—B. E. Crum has bought a half interest with H. T. Anson in the store formerly run by Reed Drug Company. Style of firm will be Crum & Anson.

**PEKIN**—John A. Weber, 437 Court street has been succeeded by Emil Ketterer.

**SPRINGFIELD**—Mathies Drug Company has succeeded M. H. Boland, at 609 South 11th street. C. H. Wineman, manager.

**INDIANA**—ELKHART—F. H. Bentz & Co., 117 South Main street, have been succeeded by C. H. Leonard, who sold the store to them several years ago.

**NOBLESVILLE**—C. L. Mitchell has been succeeded by Haines & Glenn.

**SHOALS**—Samuel H. Ross, store destroyed by fire; loss, \$12,000.

**IOWA**—CENTERVILLE—Appanoose Drug Company, 212 North 12th street, has been succeeded by C. L. Gardner.

**EAGLE GROVE**—Sorenson Drug Company, incorporated; capital stock \$11,000.

**LONE ROCK**—J. E. Gaumer has changed the style of his store to J. E. Gaumer & Co.

**KANSAS**—GARFIELD—Russell Rankin has opened a new drug store here.

**MANKATO**—Weeks Drug Store destroyed by fire.

**MARYSVILLE**—E. D. Vincent has been succeeded by O. N. Berry.

**MILBRED**—Dr. R. Nevitt has opened a new drug store here.

**LOUISIANA**—NEW ORLEANS—E. R. DeBow, Customhouse and Marais streets, out of business.

**MAINE**—WATERVILLE—G. W. Dorr, 118 Main street, deceased. Business will be continued as the Dorr Drug Store. Harry H. Dmbar, proprietor.

**MARYLAND**—BALTIMORE—Henry C. Spetzler, 1016 Druid Hill avenue, has been succeeded by Stokes & Derry.

**MICHIGAN**—CHESANING—Stewart & Meyer and George H. Tristram have been succeeded by Meyers Drug Store.

**DETROIT**—George W. Stringer, 508 Michigan avenue, has been succeeded by John A. Grier, Earl F. Townsend, 1365 Gratiot avenue, has been succeeded by George Mahlmeister.

**PORT AUSTIN**—Port Austin Drug Company, incorporated; capital stock, \$10,000.

**MINNESOTA**—LAKE PARK—M. B. Olson has sold his stock

of drugs to John Nelson, who will move it to his present store.

**MISSISSIPPI**—HATTIESBURG—Peoples Drug Company, store destroyed by fire; loss, \$3000, with about \$2500 insurance.

**NEBRASKA**—NORFOLK—C. F. Haman has been succeeded by Doering Drug Company.

**WINSTON**—W. E. Kaufman opened a new drug store here March 1.

**NEW JERSEY**—JERSEY CITY—J. B. Schaefer, 250 Washington street, store burned out. Mr. Schaefer is now doing business at 583 Summit avenue, formerly William Hornblower.

**NEWARK**—L. D. Greenleaf, 493 Broad street, out of business.

**NEW YORK**—ALBION—Fisk & Freeman have been succeeded by Harris H. Freeman.

**ALBANY**—G. A. Smiley has been succeeded by Clarence R. Cox.

**BATAVIA**—Atchison & Douglass, 102 Main street, has been succeeded by Thomas E. Atchison.

**BROOKLYN**—Israel Berow has opened a new drug store at 4305 13th avenue.—O. Linke, 349 Covert avenue, has bought the stock of O. P. M. Canis, at this address, and moved to 246 Covert avenue.

**BUFFALO**—Henry Frost has opened a new store at 104S Genesee street.—Radder & Wright, 1872 Niagara street, has been succeeded by J. B. Sumner.—A. B. Strode, Main and Exchange streets, has been succeeded by Grove & Langer.

**EAST AUBURN**—Sprague & Cummings have dissolved partnership. E. M. Cummings will continue the business alone.

**HONOLULU**—Harnish Bros. have opened a new drug store here.

**NEW YORK CITY**—Edward F. Pfaff, 277 Lenox avenue, has been succeeded by C. E. Slawson.

**OLEAN**—Hicks & Bryant have dissolved partnership. W. A. Bryant will continue the business alone.

**RIPLEY**—Miller & Haman have been succeeded by R. B. Hannan.

**NORTH CAROLINA**—ROSE HILL—J. F. Blizzard has succeeded the Rose Hill Drug Company.

**OHIO**—BRIDGEPORT—Roberts & Frederick will open a new drug store on March 15.

**SEEBING**—Milo E. Mowry has been succeeded by J. M. Hazen.

**PENNSYLVANIA**—PHILADELPHIA—Clarence L. Bonta, Front street and Wyoming avenue, has been succeeded by A. DeMaire Bartholomew.

**SOUTH CAROLINA**—TRAVELLERS REST—Travelers Rest Drug Company is the style of the new drug store here.

**VIRGINIA**—BIG STONE GAP—Enterprise Drug Company, incorporated; capital stock, \$3000 to \$10,000.

**BLACKSTONE**—Blackstone Drug Company's stock has been bought by Dr. W. E. Anderson, who will move it to Farmville and open a new store. Style of firm will be Anderson Drug Company.

**LAWRENCEVILLE**—Lewis-Mallory Drug Company, incorporated; capital stock, \$3000 to \$5000.

**WISCONSIN**—MADISON—W. G. Heberhart, 835 Main street, has been succeeded by Fred H. Flaughter.

**MIDDLETON**—Tiedeman & Schroeder have dissolved partnership. R. J. Tiedeman will continue the business alone.

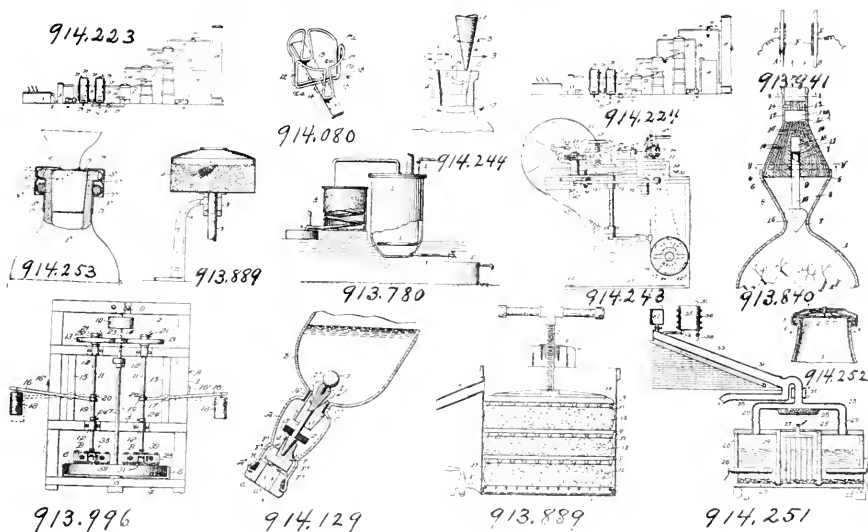
## Free Offer of Imported Post Cards.

In view of the fact that the sale of post cards has become an important feature on the commercial side of the drug store, an offer to give free of charge 200 fine imported post cards as a premium is not to be overlooked.

The Chichester Chemical Company, 2315-19 Madison square, Philadelphia, Pa., are offering to supply these cards with every \$16 order for the Chichester Diamond Brand Pills, single or assorted sizes. These cards are said to be quick sellers at three to ten cents each, and consist of 154 choice designs, of which 122 are birthday cards. In figures, this should mean a clear bonus of \$6. This firm also offers to supply the best quality of Pressed Herbs free with orders given through jobbers, providing the purchaser specifies "with herbs." See their advertisement in this issue of the ERA.

If you want anything use the ERA's Want Ads.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted March 2, 1909.

913,780—Eric A. Starke, Berkeley, Cal. Producing benzene or its homologues from petroleum.

913,840—Daniel J. O'Neil, Chicago, Ill. Non-refillable bottle.

913,887—Navier Hermé, Fruitvale, Cal. Process of preparing carbid of calcium.

913,889—Orel L. Hershisier, Buffalo, N. Y. Beeswax extractor.

913,940—Ludwig Benda, Frankfurt-on-the-Main, Germany, assignor to Farbwerke vorm. Meister Lucius & Brüning, Höchst-on-the-Main, Germany, a corporation of Germany.

Manufacture of homologues of paraminophenylarsinic acids.

913,941—Lucien J. Blake, Denver, Colo. Ionizer or apparatus for producing gaseous ions.

913,996—Alva Watts, New Brighton, Pa., assignor of one-third to John M. Richards and one-third to James T. Moltrup, Beaver Falls, Pa. Bottle-making machine.

914,080—William C. Seifert, Detroit, Mich. Crate for bottles.

914,120—Moritz Forst, New York, N. Y., assignor of forty-nine one-hundredths to himself, seventeen one-hundredths to Emanuel Lindhardt, seventeen one-hundredths to Harvey K. Kuttner and seventeen one-hundredths to George Pohlmann, New York, N. Y. Non-refillable bottle.

914,175—Jean Nicolaidi, Paris, France. Official preparation of phosphoric acid.

914,223—Jonas W. Aylsworth, East Orange, N. J., assignor by direct and mesne assignments to Fireproof Products Company, a corporation of New Jersey. Chlorinated compound and process of making same.

914,224—Jonas W. Aylsworth, East Orange, N. J., assignor by direct and mesne assignments to Fireproof Products Company, a corporation of New Jersey. Apparatus for utilizing chlorine.

914,243—Conrad M. Conradson, Madison, Wis., assignor Company, Sioux Falls, S. D., a corporation of South Dakota.

by mesne assignments to Precision Glass Grinding Machine Machine for spirally ground bottle necks and stoppers therefor.

914,244—Conrad M. Conradson, Madison, Wis., assignor by mesne assignments to Precision Glass Grinding Machine Company, Sioux Falls, S. D., a corporation of South Dakota. Method of making interchangeable ground glass bottle necks and stoppers therefor.

914,251—Carleton Ellis, White Plains, N. Y., and Karl P. McElroy, Washington, D. C., assignors to Fireproof Products Company, a corporation of New Jersey. Process of chlorinating organic bodies.

914,252—Louis Eschner, Philadelphia, Pa. Closure for bottles and jars.

914,253—Louis Eschner, Philadelphia, Pa. Receptacle closure or retainer.

914,271—Wilhelm Hasenbach, Mannheim, Germany. Process for making infusible sulfid.

## TRADE MARKS.

Published March 2, 1909.

33,930—The Mother Siegel's Syrup Company, of New York, N. Y. Class 6. Tablets for dyspepsia.

34,375—Paul Rieger & Co., San Francisco, Cal. Class 6. Perfumes, face creams, floral waters, essential oils, pomades, face powders, toilet powders, etc.

36,426—John T. Carback, Baltimore, Md. Class 6. A liquid remedy for rheumatism.

36,514—Frederick S. Ackerman, Chicago, Ill. Class 6. Rectal suppositories to be used as a remedy for hemorrhoids and constipation.

38,175—Jacob P. Urban, Cleveland, Ohio. Class 6. A remedy for gonorrhea, gleet and stricture.

39,060—Eletto Company, New York, N. Y. Class 6. Sachet powder.

39,142—J. Touzeau Saunders, Limited, London, Eng. Class 6. Perfumery.

39,470—Frederick Stearns & Co., Detroit, Mich. Class 6. Perfumes, toilet waters, toilet cream, hair tonic and face powder.

39,680—Minna M. Dubin, Philadelphia, Pa., Class 6. Antiseptic and disinfectant compounds.

40,008—John Wyeth & Brother, Incorporated, Philadelphia, Pa. Class 6. An expectorant pharmaceutical compound.

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G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

# THE DRUG MARKETS

## DEMAND MOSTLY OF A JOBBING CHARACTER.

**Cocaine Manufacturers Advance Prices Fifteen Cents Per Ounce, Due to Scarcity of Crude.**

**NEW YORK, March 8.**—The general market for drugs and chemicals continues fairly active with some articles showing strength, but weakness in others; while the demand is of a jobbing character only, the aggregate volume of business may be considered satisfactory, and in the absence of any discouraging features an improvement is looked for as the season advances. Opium and quinine are quiet and without any change in values. Refined camphor is in more active demand with former quotations still maintained. Russian ergot is in demand at full prices, and short buchu leaves are active and higher. Citric acid is lower and the essential oils, such as bergamot, lemon and orange, continue unsettled. However, the opinion is gaining ground that higher prices will prevail later on. Cocaine hydrochloride has been advanced 15c. per ounce.

**COCAINE HYDROCHLORIDE.**—In sympathy with the position of the crude abroad, domestic manufacturers advanced their quotations 15c. per ounce last Saturday, to the basis of \$2.65 $\frac{1}{2}$  \$2.90 for bulk, as to quantity. There has also been some talk in local trade circles of this product being subjected to government regulation, in line with opium and its derivatives, but nothing officially has been learned on the matter. The present advance seems to be due entirely to the fact that the stock of crude is at present very light, with higher prices at all distributing points. Revised quotations are as follows, per ounce: bulk, \$2.65 $\frac{1}{2}$  \$2.90; 1-oz. vials, \$2.70 $\frac{1}{2}$  \$2.95;  $\frac{1}{2}$ -oz. vials, \$2.75 $\frac{1}{2}$  \$3.00;  $\frac{1}{4}$ -oz. vials, \$2.80 $\frac{1}{2}$  \$3.05;  $\frac{1}{8}$ -oz. vials, \$2.90 $\frac{1}{2}$  \$3.15.

**QUININE SULPHATE.**—The demand for this article is not very active, but manufacturers' prices are maintained on the basis of 14c. per ounce in 100-oz. tins. In Batavia, on the 3d inst., 2000 kilos of quinine were sold at florins 10.50 as against florins 10.70 at the previous sale. There were also 50,000 ounces sold at Amsterdam on the 5th at florins 10.82, as against florins 10.80 at the February sale. The sales will not affect the price of standard brands of quinine. The shipments of cinchona bark, for the month of February, amount to 530,000 pounds, which shows a falling off, compared with previous months.

**OPUM.**—The market is without any change in values and the demand is limited to actual requirements. Primary markets are also without change. The arrivals in Smyrna up to February 12 amount to 2010 cases as against 1350 cases for the same period last year.

**NORWEGIAN COD LIVER OIL.**—The demand continues very active here and also in primary markets. Stormy weather is again reported in Norway, which is to some extent interfering with the fishing. The results of the fishing to March 1, is as follows: Lofoten, 2,000,000 fish, yielding 2500 barrels of oil; for other districts, 7,000,000 fish yielding 8270 barrels of oil. For 1908, to same date, the reports were: Lofoten, 2,300,000 fish, yielding 3340 barrels of oil; other districts, 7,300,000 fish, yielding 10,000 barrels of oil.

**SHORT BUCHU LEAVES.**—The crop is said to be a small one and to be short about 200 bales. High prices have been asked in all foreign markets and where large lots were handled sales were reported at an advance of 20 to 25 cent over former quotations. There is very little stock of good green leaves in our market and prices have been advanced to 45 $\frac{1}{2}$  50c., and 50 $\frac{1}{2}$  55c. for powdered.

**CITRIC ACID.**—The market is very quiet and shows signs of weakening. Manufacturers' prices are maintained on the basis of 41 $\frac{1}{2}$  42c. per pound in kegs of 100 pounds.

**AFRICAN GINGER ROOT.**—The crop is reported to be only two-thirds of an average one and is held in the hands of a few firms in the foreign markets who are asking high prices. It is expected to go much higher.

**WORMSEED, LEVANT.**—It is reported that the Russian government will again control the crop of this article and give to the manufacturers of santonine the monopoly they formerly

enjoyed. Until further information has been received quotations have been withdrawn, and also on account of this condition Santonine is being offered only in very moderate quantities.

**BALSAM PERU.**—Supplies are light both here and in the country of production, prices showing a material advance in the latter markets, while they remain unchanged in this market, being maintained at \$1.70 $\frac{1}{2}$  \$1.75 as to quantity, quality and seller.

**GUM CHICLE.**—The carload quotation for prime grades is 46c. per pound, while jobbing parcels are held at about 50c. There is only a light available supply and the market is firm with upward tendencies.

**CACAO BUTTER.**—Steady values were realized at the auction held at Amsterdam on March 2. The offerings consisted of 80 tons of Van Houten's and ten tons of prime Dutch brands. On the basis of the sale, Van Houten's was quoted at 80c. and prime Dutch at 27c.

**ACETANILIDE.**—Manufacturers have reduced their quotations to the extent of 2c. per pound, and the revised figures are: 23c. for bulk in barrels, and 24c. for smaller quantities, 25c. for one pound boxes, 27c. for halves, 31c. for quarters, and 4c. per ounce cartons.

**SOAP BARK.**—There is a good demand and the market is firm at 10 $\frac{1}{2}$  10 $\frac{1}{2}$  10 $\frac{1}{2}$  c. per pound for large quantities. Sales in a large way are reported numerous at full prices.

**CHAMOMILE FLOWERS.**—The Hungarian variety is steadily held at 36 $\frac{1}{2}$  38c. per pound as to grade, quantity and seller. Stocks are light, the consuming demand good, and full prices are being realized for the parcels that are moving.

## London Drug Market

**LONDON, Feb. 27.**—There was a much brisker demand than usual for the small supply of drugs offered at this week's auction, a good proportion of the lots which found buyers being bought for America. Buchu leaves were in strong request and all the offerings, consisting of 29 bales, sold with competition at 9 $\frac{1}{2}$  to 10 $\frac{1}{2}$ d per pound for small green round leaves, being slightly dearer. Cape Aloes also sold well at 1s per cwt. advance, good, hard bright realizing 32s per cwt.; a few cases of skinny Zanzibar sold at 65s to 70s per cwt. Ipecacuanha was firm, fair plump Matogrosso selling at 5s 2d to 5s 3d per pound and Minas at 4s 10d. Sarsaparilla was in fair request and good, gray Jamaica fetched 1s 4d to 1s 5d per pound, native red, 1s to 1s 1d, Lima, 1s 1d to 1s 2d, and Honduras (which was offered without reserve) 1s 3d to 1s 4d. Gamboge was not in demand and only a few lots sold at barely steady rates, the highest price paid being £13, 17s 6d per cwt. for fair Siam, block and pipe, dark. Sumatra Gum Benjamin realized £7, 12d, 6d to £7, 15s per cwt. for good, well-packed seconds. Cardamoms were from 1d to 2d per pound dealer. Coca leaves were steady on basis of 7 $\frac{1}{2}$ d per pound for brown, green Ceylons. Balsam Tolu was firm at 1s per pound for fair. Of Cascara Sagrada, 150 bags were bought in. A case of Gun Myrrh realized £5 15s for picked. St. Lucia Honey sold at 26s to 27s per cwt. for dark brown syrup. A bid of 5s 6d per pound for Beebe's American Peppermint Oil was refused and the two cases offered were bought in. Senna was in small supply and realized firm prices. A few cases of flat, high, dried Rhubarb sold without reserve at 1s 1d per pound.

Privately, business in drugs and chemicals is no worse and perhaps a trifle better. There has been no marked demand for any specific article but a small consumptive business of an all-around character. Citric Acid is quiet and unchanged. A small business has been done in Essence of Lemon down to 4s per pound spot with offers to arrive at 6d below this figure. Cocaine is very firm. Business in Cod Liver Oil continues to be limited to small transactions. Quinine is in steady in absence of any demand. The average unit paid at the Amsterdam Cinchona Bark sales was 3.10 cents per half kilo against 3.03 cents at the previous sales. The scarcity of Santonin is more pronounced and 14s per pound is wanted by second hand dealers.

### Only Natural.

"That man Higgins is always getting into trouble."  
"What else could you expect? He's always looking for it."

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MARCH 18, 1909

No. 11

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone. 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn, Chicago  
Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-office as Second Class Matter

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## THE REVISION OF THE NATIONAL FORMULARY.

Widespread interest is being taken by pharmacists in the forthcoming revision of the National Formulary, as is shown by the number of valuable papers which are being prepared and presented to the various pharmaceutical associations, some of which the Era has printed in whole or in part. Many of the criticisms of nomenclature are well-founded and this is especially true of the items mentioned by Mr. Hilton, of Washington, in his paper which is printed on page 253 of this issue, in fact it is quite probable that if the Pure Food and Drugs Act did not expressly recognize N.F. preparations that the provisions of that law relating to misbranding could be invoked with success against them.

It is not likely that the statutory recognition of the National Formulary will ever be repealed and for that reason in the revision the volume should in its entirety be brought into harmony with the general trend of pure drug laws, especially in cases where the titles given to preparations would obviously be assailable under the sections prohibiting misbranding. While the revision in any contingency should be thorough and consistent there is all the more reason, if the N.F. is to remain a recognized legal authority, for placing it upon a more scientific basis in the matter of nomenclature, standards, definitions, etc. The present flood of criticisms and suggestions will no doubt be of great assistance to the revisers in approaching their task.

## TO STOP DOCTORS FROM DISPENSING.

Some Massachusetts physicians are considerably wrought up over a bill pending in the Legislature of that State which strikes at the "dispensing doctor" in a way that would benefit the pharmacists. The bill prohibits physicians, unless they also are pharmacists, from dispensing medicines to patients except in "cases of emergency," and makes provisions for the recording of such acts. Doctors also are prohibited from collecting or receiving commissions from druggists on prescriptions, from using prescription blanks bearing druggists' business cards, or from in any way trying to divert the patronage of their patients to any particular pharmacy. First offenses are punishable by fine of \$25 or more, second offenses by fine of not less than \$100, while for a third violation the limit is \$500 fine, or ninety days in jail, or both.

In Oklahoma also there is pending legislation directed against the "dispensing doctor" which hits him below the belt. It provides that "registered physicians may dispense their own medicines in towns where there is no registered pharmacist" and

the passage of the bill would by inference make it unlawful for doctors to dispense in towns containing registered pharmacists.

Bills of this description may be expected to originate in localities where the dispensing evil is carried to extremes, but it would be wise to so qualify such legislation as to except emergencies. The fight against these measures will of course be conducted only by the doctors who want to monopolize everything in sight, like the old Marylander who besides being the family doctor acted as druggist, undertaker, justice of the peace and minister in his bailiwick.

#### SHOULD PRESENT A SOLID FRONT.

It is to be regretted that the meeting of the Manhattan Pharmaceutical Association on Monday evening disclosed dissension in the ranks of the pharmacists in relation to pharmacy legislation pending at Albany. The course taken by Mr. Diner in his effort to "have pharmacy recognized as a profession" by the lawmakers was precisely the one best calculated to defeat his avowed object, for in union only is there strength and a divided house of pharmacy will receive less attention from the legislators than would be accorded a solid, united representation.

Under the system of having the State Ph.A. take care of legislation at Albany progress has been made, the pharmacists have been gradually getting on a better footing and the outlook has been favorable, with the exception of the determination of the Governor to change the method of electing the board to the appointive system. There does not appear to have been any reason for undue haste in disposing of the pharmacy bills at Monday night's meeting and the effect of the action taken will probably be of little moment outside of the evidence which was given of discord in the profession.

#### PRACTICAL TESTS AT EXAMINATIONS.

A point raised by Mr. Bigelow at the meeting of the Manhattan Ph.A. regarding the matter of examinations of prospective pharmacists was that the supply of competent clerks required to meet the demand in New York City would be restricted if placed under the control of the State Board of Regents, for the reason that the latter's examinations are not held with sufficient frequency and that the board is without the means to apply the practical tests which have been a feature of the examinations of the State Board of Pharmacy.

It is surprising that pharmacists having the welfare of the retail druggists in mind, or favoring the elevation of the profession of pharmacy, should be either eager or complaisant in advocating the change from a practical system of examination to one which omits the demonstrations of competency that are so essential in qualifying as pharmacists, saying nothing of the possibilities for fraud that have so frequently been exposed in connection with regents' examinations. Whatever is done at Albany, care should be taken to safeguard future examinations

so as to exclude incompetents from receiving unearned certificates.

#### MONUMENT OF ENERGY AND ENTERPRISE.

Burning the last mortgage of the Brooklyn College of Pharmacy on April 15 will mark the freedom from debt of one of the important educational institutions of the country. Originating some thirty years ago through the needs of Brooklyn retail druggists for competent clerks the movement grew steadily in strength until in 1892 a college was established in a hall that soon proved too small. It was in 1902 that the present building was first suggested and its erection was soon after begun. Starting with nothing, a property valued at \$70,000 has been accumulated simply through the energy, enterprise and perseverance of retail druggists who took practical steps toward supplying an important trade need and at the same time elevating the standard of their profession.

Originally the Brooklyn Druggists' Association, but now the Kings County Pharmaceutical Society, the members can boast of being the only retail organization of druggists which owns and controls its own college. It will be a proud day next month for trustees, members and faculty when the match is applied to the mortgage and the last vestige of debt is destroyed. No doubt the celebration will be in keeping with the importance of the occasion.

#### CHANGING CONDITIONS IN LONDON.

American pharmacists will watch with considerable interest the great commercial duel which has just begun in London retail trade between the former Chicago merchant, Mr. Selfridge, who has opened a great department store of the American variety in the British metropolis, and Harrods, his largest competitor. The effect upon the advertising columns of the newspapers, through the publication of large and costly announcements, as well as the enormous crowds attracted to the rival stores, will at first chiefly impress observers who are not directly interested, but there are other possibilities and problems to be considered.

With American methods launched in London there is no telling where competition will stop and it will be interesting to note whether the big department stores will invade the field of the local chemists and apothecaries, as they have done in this country. Conditions in England, especially in the drug trade, are somewhat different from those in the United States, but they may be changed by the injection of new methods and increased competition into the situation.

As this issue of the ERA goes to press the tariff situation at Washington is euimatical. The proposed revision has not been made public and speculation regarding the provisions of the bill are so much at variance that intelligent comment at the moment is impracticable. The one bright spot in the situation is that President Taft's urgent stand for speedy disposal of the subject seems to have struck responsive chords in the legislative halls.

As a contribution to the fund of criticism printed concerning the use of benzoate of soda as a preservative it is inter-



esting to note that the *Journal of the American Medical Association* regrets that "there is some danger that to the public the decision will mean that Dr. Wiley's work is discredited, when as a matter of fact it means nothing of the sort. \* \* \* To assume from these findings that the use of benzoate of soda in foodstuffs is therefore beyond criticism is absolutely unwarranted." This view of the controversy will be very pleasing to Dr. Wiley's friends.

Druggist Rice, of Greensboro, Ga., although only 44 years old, has made a record as a pharmacist and as a citizen of which any man might well be proud. Duty to his profession, to his fellow citizens and to his family, with healthful activity in various spheres of usefulness, have contributed to create a conspicuous presentment of public-spiritedness, all of which are entablated on page 261 of this issue of the ERA.

If you want to see something real coy and kittenish watch a woman buying her first bottle of flesh reducer.

Charles F. Ripley, the new president of the Boston Druggists' Association, the oldest organization of druggists in Boston, is now the secretary of the State Board of Registration in Pharmacy. In the latter position he has recently come into the lime light of publicity because of the recommendation of Governor Draper, in his inaugural message, that the four State boards of registration—of pharmacy, of medicine, of dentistry, and of veterinary medicine—be consolidated under a single head. Incidentally the recommendation did not find many friends, but for a little while there was unusual scrutiny of the acts of the various boards and of their officials.

In Massachusetts the secretary, rather than the chairman, is the executive member. Undoubtedly, had any of these boards, or had any of their officials been anything but of the highest rectitude and ability, the Legislature might have taken some kind of action in accord with the Governor's recommendation. But when the legislative hearing was announced, not a single person appeared to speak in favor of the change, while members of the various professions concerned turned out in large numbers to speak in opposition. Druggists from all over the State spoke in favor of keeping the State Board of Registration in Pharmacy upon its present basis, and spoke of the high efficiency of its past and present officers.

The legislative committee on public service later reported against the Governor's recommendation for consolidating the registration boards, and it is probable that Mr. Ripley will serve out the rest of his term on the board in the position which he now occupies, and to which he brings high efficiency, and in which he is increasing his reputation as an able administrator and thorough pharmacist.

Mr. Ripley is serving his first year as secretary, a position to which he was elected last October, succeeding Fred A. Hubbard, whose term expired. Under the State law a member of the State Board of Registration in Pharmacy is not eligible for reappointment. The term is for five years.

Mr. Ripley came on the board early in 1905, through appointment by Gov. William L. Douglas, to fill a vacancy caused by the resignation of George M. Hoyt.

Mr. Ripley is one of the best-known members of the profession in the southeastern part of Massachusetts, where he has been identified with pharmacy for nearly 30 years. He is a Bostonian by birth, however, and was educated in Boston schools. His first experience in pharmacy was obtained in Lowell with Butler & Co., but in 1880 he went from the northeastern part of the State to the southeastern part of the State, and entered the store of J. B. Hanson, in Taunton. He was then in his 21st year. He remained with Dr. Hanson until the retirement of the latter in 1895, when he succeeded to the business by purchase. With him is associated F. R. Briggs. The business is the largest in its line in the city. A few

years ago a second store was opened at East Taunton, and this was continued until Mr. Ripley's appointment to the State Board of Pharmacy, when he sold it to his chief clerk.

Mr. Ripley was elected second vice-president of the Massachusetts State Pharmaceutical Association in 1905. He also holds membership in the Independent Order of Odd Fellows, the Knights of Pythias and the Masons.

"What is this peculiar key on your typewriter? I never saw it on any before?"

"Hist! My own invention. Whenever you can't spell a word you press this key and it makes a blur."—*Health Culture*.

The Paris Medical Society is considering asking physicians to wear badges in the streets and public places so that they can be easily found in case of accidents. It is not infrequent for a person in need of medical aid or acting as messenger for some one who is to run for blocks before encountering a doctor's sign, and at any time he might unknowingly pass a physician.

Museums of safety and sanitation are becoming the means of saving thousands of lives, and will lessen the economic waste of accident cases brought before the courts, says William H. Tollman in an article on "Prosperity-Sharing" in the *March Century*. A feature of such a museum will be an experimental laboratory in which safeguards may be perfected for dangers and processes now without any known device; and which may become an educational center for teaching the science and preservation of health, in preventing diseases due to impure foodstuffs, bad ventilation, occupational dusts and poisons, infection, tuberculosis and offensive trades.

There are ten European museums of safety and sanitation, located in Berlin, Munich, Paris, Vienna, Amsterdam, Milan, Stockholm, Zurich, Moscow and Budapest. The Berlin Museum of Safety covers 34,000 square feet of floor space, where are exhibited devices for the protection of the dangerous parts of machinery or processes in all trades and occupations. Germany realizes that every life saved is a national asset.

An increase from 3,500,000 gallons of the oil of coal tar, or creosote, as it is popularly known, imported into the City of New York in 1904, to an amount estimated to be almost 25,000,000 gallons last year, is one of the indications pointing to the progress of the nation-wide movement for the conservation of forest resources. It is creosote which the Government and scores of corporations and private wood users have found to be one of the most satisfactory preservatives of railroad ties, mine props, telephone and telegraph poles, fence posts, and for timbers used for other commercial purposes. Lengthening the life of timber in use means the lessening of the drain on the country's forests, and what is more important to the average business man, it means the saving of thousands of dollars annually spent for the labor of the frequent renewals made necessary when untreated timber is used.

"A customer gave me a little lecture the other day," said a wide-awake Indianapolis druggist, "and I intend to profit by it. Copying after some dealers whom I thought were real smart I had two brands of cigars which I called 'specials' which I sold only on Saturday for five cents, with the assertion that they were 10-cent cigars on other days in the week. This customer came in for three or four Saturdays in succession, each time buying five of these cigars. The other day he came in on a Monday and asked for one of those brands. I told him it was a special for Saturday. He started to go out, hesitated, then came back and gave me the lecture. He told me quite plainly that he bought from 25 to 50 cents



CHARLES F. RIPLEY,  
of Boston, Mass.

worth of cigars daily and that my special cut me off from his trade six days in the week. I became wise immediately, and have given up the 'special' game."

"Half a block away," said another druggist, "is a Presbyterian Church with a thriving Sunday school. This church, as one of its features, has a tithing membership, those who pledge themselves to give one-tenth of their income to the church. The children of this church have the sweet tooth and each Sunday on their way to the school they come in here and spend their pennies for candy. I have not yet learned what effect this has on the collection, but a small boy last Sunday gave me an exemplification of the tithing principle. He had 10 cents in his fist."

"'Gimme a penny's worth of that—and of that—and of that'—and so on. 'Now how much is that? Nine pennies? Well, gimme back a penny; that's for the poor heathen.'"

A third druggist, a worthy German, gave this experience: "We haf to take a goot many chances mit guessing in dies neighborhood I dell you. I be a goot guesser, sometimes, aber nit, and it makes trubl. Von day a poy come in und be say 'gif me for life cent custard.' So I lauch mit minself and I say, 'Nein, it is sure mustard he vas sent for.' So I weigh him out de ground mustard. You should haf been by me here ven dot poy's mutter come in mit four pies in her apron and lay 'em out on mine counter."

"'Look there,' say dot woman. 'You vant to pizen me, alretty?'"

"'I look and I say, 'Ya dose is pies, aber nit pizen, eh?'"

"'Was you sell mine little poy ven I sent him for cinnamon?' 'Ach, Gott, so it come to me all at vonce. Dese vas custard pies and ven dot poy said custard and meant cinnamon I made de bad guess. Und she made me pay dose mustard pies for sixty cents. Now I don't nefer guess no more on anything.'"

"And now," said the wholesale druggist, "I always read my letters over very carefully after they have been through the hands of the typewriter. This is the why and wherefore: Some months ago one of our traveling men brought in an unusually large order from a druggist in a thriving country town. I had never met the druggist but it happened that years ago I knew his father, who was a man of high character and considerable importance. I thought it would be a clever thing to write to the young man and tell him about this old acquaintance. I dictated the letter to the typewriter lady and no further orders came. The traveling man said the druggist seemed 'soured' on the house but would give no explanation. We keep copies of all our letters and I hunted up that one. Imagine my feelings when I came across this line in my letter: 'I knew your father very well; he was a fine, old, lying Democrat.' 'Old-line Democrat' was my dictation but the typist slaughtered me."

Whenever physicians' fees seem extortionate it is comforting to recall a certain famous eye specialist, one of whose patients coming to pay his bill growled: "Doctor, it seems to me that \$500 is a big charge for that operation of mine. It didn't take you over half a minute."

"My dear sir," the other answered, "in learning to perform that operation in half a minute I have spoiled over eleven pecks of such eyes as yours."—*Lippincott's*.

An insidious and wholly innocent looking paragraph tucked away in an article on how to make pound cake has brought forth a deluge of protests from the readers of the *Northwestern Christian Advocate*, in which the recipe was published. "One wine glass of whisky" was the ingredient in the pound cake which brought down upon the head of the editor such a flood of criticism. The paper has always opposed the use of alcoholic beverages. To square himself with the readers of the paper Charles M. Stuart, the editor, is going to print another recipe for pound cake which will make no mention of whisky in it. Incidentally, the blame has been placed on a proof-reader who did not detect the fatal word "whisky."

"The whole thing was an accident, an unfortunate inadvertence," said Mr. Stuart when seen today. "She can tell you all about it," he added, pointing to a woman editor.

"Oh, it was most unfortunate, that clipping," exclaimed Miss Richmond, who has charge of the cooking department.

"I got it out of a paper which I have always depended upon as being strictly temperance in all its recipes. When I looked it up later I found that the proofreader, who should have called my attention to the flaw in the recipe, had carefully eliminated the 'w' from the original spelling, which was 'whisky,' but had failed to get at the main error."

Mrs. Edward Jacobs, of Sandusky, Ohio, advises florists, who will be called upon earlier than usual this year to supply the market with Easter lilies, to water their plants with coffee. She says she knows by experience that coffee makes them bloom. For a number of years Mrs. Jacobs' lilies have excelled in every way those of her friends and neighbors. Instead of moistening the earth around their roots with water she used coffee left over from the day before.

"There is no sand in sandpaper," said a manufacturer to a New Orleans reporter. "It is powdered glass that does the business. That's where the broken bottles go to."

He nodded toward an Everest of broken bottles in the yard. "We powder the glass into half a dozen grades," he said. "We coat our paper with an even layer of hot glue. Then, without loss of time, we spread on the glass powder. Finally we run a wooden roller lightly over the sheets to give them a good surface."

"When in the past they made sandpaper of sand it wouldn't do a quarter of the work that glasspaper does."

An extraordinary street accident happened the other day in Stuttgart, Germany. A cart loaded with cylinders filled with carbonic acid skidded on the slippery car track. One cylinder fell off, the top broke and the acid, suddenly released from enormous pressure, caused the cylinder to fly up like a projectile fired from a gun. Several blocks away it struck a middle-aged man in the back, went clean through him and tore off his limbs, which were flung upon a woman who was passing on the sidewalk. The body was mutilated beyond recognition.

At the banquet given in San Francisco recently to celebrate the establishment of a Chinese Chamber of Commerce priceless Chinese delicacies were served. Among the guests were 50 Americans. Although chop sticks were used, all of the speechmaking was in English.

Some of the items in the dinner, that cost \$25 a plate, were as follows: Snow fungus, which retails at \$40 a pound and is one of the rarest Chinese delicacies; sharks' fins, birds' nests, preserved eggs, 100 years old; melon seeds, which the white guests could not eat with chop sticks; brains of yellow fish and water lily seeds with duck. In all there were 17 courses.

The pen used by Charles Dickens just before his death, which has been sold at Messrs. Sotheby's rooms for £19 10s., must yield the palm of costliness to the well worn gold pen, used by "Boz" for many years, which found a purchaser some time ago for over £40, says *Tit-Bits*. At the sale of the Dalhousie collection a quill pen used by Wellington when writing to Queen Victoria in 1844 brought only five and a half guineas, while one of Sir Walter Scott's pens, selected by Lord Dalhousie in 1829 from Scott's writing table at Abbotsford, only realized three guineas more.

Among the most valuable pens in the world are one owned by Isaac Reed, of New York, carved from a portion of George Washington's lens box and used by Lincoln when President, and the quill of a golden eagle's wing, the property of the Empress Eugenie, with which the treaty of Paris was signed in 1856.

Young men who frequent saloons will not be permitted to enter into matrimonial relations in Illinois, if a bill that has been introduced in the House is enacted into law, and it probably will pass. The bill was introduced by Representative Graves, says the St. Paul *Dispatch*, and amends the marriage laws of the State by declaring an habitual drunkard incapable of contracting marriage, and defining an "habitual drunkard" to be a person who becomes intoxicated twice in a year. The bill provides also that applicants for marriage licenses shall make affidavit that they have not been intoxicated twice in the preceding year.

## Window Display in Elmira Wins the Era Cash Prize of \$5 This Week.

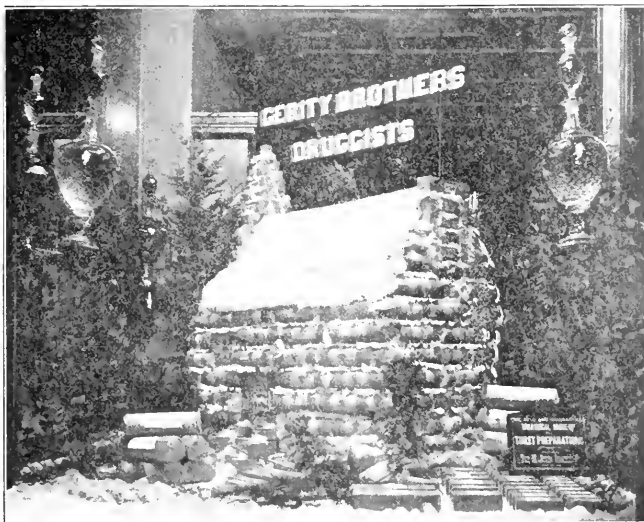
In the ERA'S Cash Prize Competition this week the judges have awarded the \$5 prize in Contest No. 3 (for conditions see advertising page 21), to G. C. Gerity, Elmira, N. Y.

The framework of the cabin was made of a box, the top of which was cut in the shape of a roof and covered with rows of absorbent cotton in pound packages and wired on the sides to make a log cabin effect. Loose cotton was used to fill in all cracks, while the chimneys, doors and steps were made of different sized packages.

The floor of the show window was covered with white cheesecloth, edged with lumps of alum for ice and two mirrors which are in the corners and do not show, formed a pond, the whole being sprinkled with powdered alum to represent snow.

A grove of pine trees on the sides and various sized packages of cotton scattered about the bottom of the window, and the whole being sprinkled with diamond dust to give a sparkle to the snow and ice, added to the effectiveness of the window.

This is a corner window and was designed by C. W. Biggs and G. C. Gerity for Gerity Brothers Drug Company, Elmira, N. Y.



## Publicity and Promotion.

### House to House Advertising.

No method of advertising has been so abused, often unjustly so, as that of house to house distribution of advertising matter and samples. Many of the failures which are blamed on the character of the matter itself are due to the method of distribution, or to be exact, to the distributors. Do not send out heedless, unwatched boys, unless your only desire is to enrich the waste-paper man or add numerous floaters to the sewer streams.

In flats and apartment houses it is an utter waste to place matter elsewhere than in the letter boxes, and if those boxes are stuffed with cheap circulars loosely folded, unenclosed booklets which catch in the hinges of the box, or poorly enclosed samples which scatter pills, powders or tablets in the boxes, the so-called advertising matter will have no result except to secure for the advertiser the enmity of the flat dwellers. No matter is fit for distribution to the residents of flats unless it is thin and enclosed in an envelope small enough to go into the box without being bent and yet still large enough to be kept upright in the box. The value of all matter used in flat distribution is increased fifty per cent through sealing and addressing. The addressing may be done with a fountain pen on the ground, the distributor taking the names for the purpose from the boxes.

### Making the Distribution Effective.

Where the distribution is among solidly built rows of houses or among those of such character as indicate the employment of a servant, the matter should be left at the front door. There are still some druggists who need to be told not to brow advertise matter in yards, or on porches or steps. If there are no weather strips or other obstructions and the matter should permit, it should be slipped beneath the door. Forcefully pushing it half way under does not suffice. To keep children from gathering the advertising paper by armfuls it must be placed out of sight or out of reach. After a piece is pushed almost entirely beneath the door the protruding edge or corner should be hit a quick short blow or given a twisting snap with the hand, to throw it entirely within the house.

When the matter cannot be slipped beneath the door it should have one edge forcibly wedged between the door and

the jam, above the knob and high enough to be out of reach of children. Of course, so long as the door remains closed, the matter is unseen, but when the door is opened it falls past the eyes to the feet of the person who first attempts to enter or leave the house. In a distribution among detached dwellings, such as are presided over by women who do their own housework, the advertisement should invariably be taken to the back door. In many cases, it may then, through already open doors, be placed directly in the hands of the head of the family, the wife, mother and housekeeper.

### Samples.

Samples intended for test through internal administration, however harmless the remedies may be, should invariably be placed in the hands of adults. This necessitates the ringing of bells a method whose value is questionable; the obliging of women to answer door-bells at inconvenient moments has resulted in druggists losing many a good customer. House to house distribution of any samples of internal remedies in any manner is of doubtful value, and the practice is forbidden in many localities. It is far better to confine sampling to store distribution and mail.

### Class Distribution.

Much advertising matter is wasted by distributing it in places and among people from whom it is not likely to produce a profitable result, however well the distributing may be done. To advertise cheap soaps on Swell Avenue is almost a total waste of effort, while advertising high-grade toilet specialties among the foreign-born laboring class is equally wasteful.

As a general proposition, placing matter in the stores on the main business streets is largely wasteful. When thrown upon the floor or upon show-cases near the door it is only provocative of profanity. Store matter, if used at all, should be placed in the hands of people behind the counters, even though the distributor may have to walk the length of the store to do it.

One-fifth of the number officially given as the population is supposed to represent the number of families in the average town. Experience generally teaches that the figures by such a computation are too high. Aside from that, it is rarely good business to cover every part of any town with any single sort of advertising matter. The best results are secured by avoiding those sections which represent social

extremes. One piece of printed matter to seven or eight of the estimated or counted population is a safe quantity to calculate upon. First cover the thickly built, middle class sections and then work the more scattered middle class neighborhoods.

#### How to Cover.

With two distributors, start one on each side of the street running with the length of the section to be covered. Have them distribute for one block on that street. Upon reaching the first cross street, the distributor who has been on the right side of the main street should turn to his right and distribute along the first block of the near side of the cross street and then cross over and distribute along the corresponding block of the far side of the same street, returning to the main street at the corner opposite from where he left it. Meanwhile, the other distributor should handle the left block of the cross street in the same manner. They should then go on with the distribution of both sides of the next block of the main street, both sides of one block of the next cross street and so on to the end of the main street. Both distributors should then take the next street parallel with the main street just covered, and distribute it *without* going on the cross streets. When this is finished, come up on the third main street, distributing it *with* the two blocks of the intersecting cross streets, the same as the first street was distributed. Thus the greatest amount of distributing is done in the shortest possible time and with the least possible walking. The watcher may stand at the intersections when the distributors are on the cross streets and thus keep both of them under his eyes.

Five distributors work together to better advantage than four will do. While two pairs are working main streets numbers one and three, with the cross blocks, the fifth distributor can easily work both sides of the second street and by a little skipping around the watcher can keep pretty close tab on all five.

#### Neighborhood Distribution.

With druggists, it is often a problem how far to go with distribution. Wherever his store may be located, the enterprising druggist in a town of five thousand or less, should be able to get business from any part of the town and he is therefore justified in extending his distribution to cover all of it; except in those parts with the class distinctions noted above. In larger towns the druggist's location is a factor to be considered in deciding how far to distribute. If he is in the heart of the business district of the town, distance should be disregarded and the classes of people and nature of advertised goods only be considered. If he is located so far from the main thoroughfare that he is half the distance between it and the extreme solidly built part of the town his distribution should not cross the main street. If located in one of the larger places and the business is what may be called "a neighborhood drug store," the druggist's distribution should pass his nearest competitors on all sides and extend at least half way between them and the next zone of drug stores. These suggestions apply to general-class matter. If the druggist is advertising a specialty of his own making, the range of his distribution depends upon the character of the article, its novelty and his aspirations and capital.

The following tips are given by one who has been very successful with house to house advertising: Advise for the women and get your matter into the hands of the women. Avoid bulky matter and long-drawn statements. Don't play detective, but openly watch your distributors or have a reliable man to do it for you. So far as possible, distribute on days when schools are in session and during school hours. Morning distribution is more effective than that done in the afternoon. Do not distribute in stormy weather. See that distributors take clean matter from clean sacks with clean hands.

#### Improvements at Marquette University.

MILWAUKEE, March 15.—Improvements will be made by Marquette University this year amounting to more than \$300,000 and will include the erection of a new building for the pharmaceutical, medical and dental departments. The present structure is becoming far too small and will be given over to Trinity Hospital. The pharmaceutical department of the university has been developing rapidly in recent years.

## Every Day Finance.

By Emma Gary Wallace.



It had stormed steadily for three days and there was no sign of a let-up as yet. Customers were few and sales light. The Apothecary walked restlessly to and fro the length of the back store until at last he came to a standstill before a placard which Madam had tacked up some time previously. It read:

Make every season, whether it be fair or stormy, count for something. That *Something* may be the link between Possibility and Reality.

The Apothecary's eyes twinkled. "For example," he inquired with suspicious gravity, "for what did you make yesterday's trip count?"

You will recall that you insisted on attending the funeral of an almost unknown male relative miles away in a pelting rain. Did your placard philosophy prove to be waterproof?"

"Didn't leak a drop," Madam declared with an infectious laugh, "and it counted for a whole lot. No less than three Somethings. First, I became the proud possessor of a splendid pair of sixteen-button black kid gloves. Cheap mourning is detestable. I have longed for those gloves for some time, but you know money has been close and I did not feel justified in the expenditure until I was called upon to go to that funeral."

"Next, I firmly resolved that if any of my friends or relatives are ill in the future, I shall not wait until they are dead before I show any interest. By the way, one of our Organization ladies is ill, and I must write her this very day and tell her how much we all miss her. It may cheer her a bit to know it."

"And the next count was?" the Apothecary reminded her. "The solution of our own every day financial problem." Madam announced solemnly.

"You found that out at the funeral?" the Apothecary ejaculated in shocked astonishment.

"I certainly did not. You asked me for what I made the trip count. The trip included the going and the coming," Madam responded airily. "The thought kept coming to my mind that the journey was not nearly as disagreeable as I had anticipated, and how nearly I had come to not going on account of the weather. I could recall a number of things I had been prevented from doing in my life time, just by some equally silly dread. I made up my mind that the next disagreeable task that faced me, I should tackle promptly and not stand back shivering."

"This morning when I saw we were in for another stormy day I came down to the store determined to put that desk to rights. It is a sight. I further resolved to weigh carefully the merits and demerits of our present system of bookkeeping. When you come to think of it, it is about as systematic as that desk arrangement at this minute. You and I have both recognized for a long time that it is far from an ideal system, and yet we have stood back and dreaded it. It has been a trifle hard to discount the bills lately, because as fast as we poured the grain into the top of the bag it was spilling out of the mouse holes in the bottom. Now I just hate to handle gritty, dusty papers. I don't know a great deal about bookkeeping, and I am sure to annex a headache before noon, but it is high time we located the leaks and the weak places, and there is no time like the present."

The very first pigeon-hole attacked was stuffed with bills made out and never rendered. They bore a date of some two months earlier, and among them Madam recognized the names of two families, who in the interim, had found it cheaper to move than to pay rent; the name of a friendless man whose liberal purchases of medicine had not halted the hand of Death; and a good-sized account against a firm that had recently become insolvent. Perhaps later bills had secured the payments of these amounts. The ledger showed no later posting. Matters were sadly behind. These sums aggregating

about thirty-five dollars were as good as lost. At a conservative estimate that would mean the profit on from one hundred to one hundred and twenty-five dollars worth of cash sales. The goods charged up in those accounts must be paid out of the good cash profits.

### Facts on Cost of Doing Business.

The Apothecary was inclined to place the percentage of profit considerably higher, but Madam produced a financial report which proved that the cost of doing business was generally under-estimated and that 90 per cent of all mercantile failures were due to under-estimating expenses. In other words, that 90 per cent of these men who failed paid more to carry on their business than the profits amounted to. Both were astonished to read that 95 per cent of the business done in this country is done on a credit basis.

"There is one blessing for which to be thankful," Madam remarked, "that our calling does not warrant any such a percentage of charge accounts. There is the janitor down in the basement now, shoveling coal into the furnace regardless of the weather. Sometimes we are nearly driven out by the heat and again we are about frozen. A good, scientific heat regulator of some sort would save the landlord money. I suppose if we shovel energy and money into this business regardless of the regulation of proper business methods we use about the same grade of intelligence as the janitor. Perhaps that is why so many businesses are frozen out by lack of trade or roasted out by competition."

"But," protested the Apothecary, "our credit business is not extensive enough to put unlimited time upon it. In stores where a regular bookkeeper is kept it should be an easy matter."

"A little furnace needs a heat regulator even more than a big one," Madam persisted. "If an unbusiness-like small dealer becomes prosperous it is in spite of his methods and not because of them."

The Apothecary was called to the front store to interview an irate customer who claimed not to have received credit for the payment of a bill. Madam continued her work in silence, with a mind keenly alert for further pointers. To her amazement, she did not grow nervous or headachy, from which fact she felt that she had made the valuable discovery that a nervous headache is very often due to lack of concentration of effort; that nervousness is often mental confusion, or a failure to focalize the mind's eye on a given point.

### Madam Apothecary's Deductions.

In the afternoon she sat down to an orderly desk. Everything seemed so much roomier and more readily accessible. After a careful study of the books, she took a sheet of paper and wrote down her deductions. They were:

1. Where credit business is done, the difference between success and failure often lies in close collecting.
2. Itemized statements of accounts of the preceding four weeks should be rendered at the end of every month, and should bear the words, "All claims for errors must be made within five days." This will do away with all questions as to accuracy, after the circumstances have gone from mind.
3. These bills should be typewritten and sent by mail on the first day of every month. Postage is cheaper than time and arfare. Collection returns show better results by mail than by personal solicitation. Reasons for this are self-evident.
4. Before giving a stranger credit, two references should be required and investigated. Any business person will recognize the justice of this when asking for time accommodation.
5. Judgment should be used in the extension of credit to eligible persons, or to those known to be in temporary straits, to lavish buyers who show no disposition to settle after a reasonable time or to grant respectful consideration of just claims are entitled to no special accommodation.
6. Where there is a dispute about a customer having paid or of the clerks and not having received credit, we should give the customer the benefit of the doubt, but one or the other is either honestly mistaken or in wilful error.
7. Indefinite promises of payment on difficult accounts are to be avoided. If possible fix a date, and then exact payment as a reason for non-payment. We are entitled to this courtesy.
8. To a moderate wage-earner, who has been forced to contract a debt, small payments are often all that are possible.
9. Persons who get in debt and find it difficult to settle, are usually lost as regular customers, even for their

small items of cash trade. They go elsewhere rather than face the music. To secure a courteous settlement generally means to regain a customer.

10. The man who borrows ten cents with which to telephone, because he has left his change in his other clothes, and afterwards goes by on the opposite side of the street, is the man whose trade we can afford to lose.

### Promptness Necessary in Making Charges.

11. All drug-store help should be impressed with the necessity of making charges immediately, even if the building is in flames. We are insured against fire, but not against carelessness.

12. The books of the store must at all times be a complete and truthful mirror of the business to date. It is even more important to see that the records are complete at night than to keep open the last half hour.

13. The books at the month-end should invariably show the condition of stock, expense record, and profit or loss both in dollars and percentages. One may drift without it, but to drift is usually to strike a snag.

14. Bank balances must be carefully looked after. An over-drawn account is an acknowledgment of poor business methods.

15. To make the deposit-book a cash record of some value, a deposit slip should be made out for each separate entry, and bank tellers requested to enter such amounts separately. Later the particulars may be entered thus:

Jan. 14. Cash .....	\$125.00
" Check Brown, acct. ....	16.25
" Check Green, acct. ....	74.62
" Check Black, Int. ....	50.00
" Clk. Dividends, L. G. ....	18.96

This being far more comprehensive and available for information than the single entry:

Jan. 14. By dep. ....	\$284.83
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(Madam explained that this method had first been given her by a prominent Judge, noted for his ability and short-cut judgment. He stated that this simple idea had saved many legal complications both in and out of court.)

16. When our system proves inadequate to a full and proper accounting we should not hesitate to remedy the weak places or adopt an entirely new system. There must be no guess work about our methods. If we cannot solve the problem for ourselves we will employ expert assistance.

### If You Haven't Got Brains. Buy Them.

Sometimes it is profitable to buy brains. A man who is a good manufacturer and a poor financier is likely to fail miserably. He must know both ends of the game or employ someone who does. The man who hesitated to pay ten dollars for legal advice and who afterwards found that his economy had cost him exactly eight hundred dollars bought his experience pretty dearly. The real Cost of things is only measurable by the Results gained. Many people of mediocre ability have become singularly successful because they recognized their own limitations. Andrew Carnegie says: "Place on my tombstone this epitaph: 'Here lies a man who knew how to keep around him men who were more clever than himself.'"

Madam submitted the list to the Apothecary. "There is one other point I should add," he remarked. "The system must not be cumbersome or complicated."

"That is so, too," Madam said thoughtfully. "See the skies have cleared. I think I shall run downtown and investigate certain book-systems for which much is claimed. Possibly I may aspire to be the bookkeeper. There is no sort of a system that will keep itself and it looks as if the rest of you have about all you can attend to."

"I heard of a man the other day who had a capital of five thousand dollars. He knew something about the tea business, that is, the store part of it, but he hesitated to venture without a working knowledge of the financial part. He paid a successful tea man over three hundred dollars to teach him the system that experience had proved of worth. In five years the younger man had multiplied his capital by the figure eight. He knew how to make the most of his opportunity. Here is my car. Good bye."

### The Obstacle.

Bessie—Why won't you marry him? Don't you like him?  
Jessie—Oh, yes. I like him. But he won't propose.

## Blizzard and 'Possum.

By Joel Blanc.



After having survived Washington's week of joyous slush I find that the two things which made the deep impression upon my physical and mental combination were the blizzard and the 'possum—the latter being stuffed with junk under a covering that looks like a soiled woolen sock with a wire in the caudal appendage so that it may be hung by the tail—and by the 'possum and the blizzard hangs this tale, a disjointed collection of tales, in each of which there may be found a little fable for the drug store man.

A funny thing about inauguration weather is that the expected usually happens and then every one appears to be terribly surprised at the happening. This year the expected happened ferociously; the snow snowed and the wind blew and all were terribly surprised and expressed that surprise while standing in ankle deep slush. At present the papers say that the date of inauguration must be changed. They said the same thing on previous occasions, when Zach Taylor, Tippecanoe Harrison, Ben Harrison and Grover Cleveland were given doses of similar weather. Three months from now every one will have forgotten all about the matter and four years hence the expected surprise will happen some more.

How like some of these talkers a lot of us drug fellows are! We expect intemperate legislation, false accusations, cut prices and so on, but when the excitement of the time has passed we hibernate again until there is more evil prophecy, realization and yelling.

In numerous show windows might be seen Teddy Bears with Bill 'Possums seated crisscrossly thereon. In connection with one such exhibit I saw a card between the Teddy's paws, upon which was written: "I don't know where I'm going; but I'm on my way." That's us! You bet! Especially in organization work. We hurrah around one of our fellows who pleases us by his service or give to him what may be even greater honor by vociferous condemnation, and as soon as he is out of office we sit on him and then send him on his way.

Washington is a peculiar town, beautifully peculiar; but I do not agree with those who speak of it as an "overgrown village." I have happened in here a number of times during the last 25 years and to me it has always been a civic barometer, clearly indicating the social and commercial weather of the entire country. If you will concede that this is so, then you must concede that drug conditions here furnish the basis for a forecast of what they are to be the country over. The day before inauguration I scanned the windows of the central stores along Pennsylvania avenue and F. G. Seventh and Ninth streets. In not one of them was there a single article that could be called either a drug or medicine. The nearest approach to drugs was a display of brushes. Souvenirs and gift goods predominated in displays, the tendency in this direction being reflected in the business centers of all of the large towns of the country. While cut prices on medicines have had their day, except for sporadic outbreaks, the inroads that department stores have made upon the sundries and toilet goods trade are such that the druggist with a centrally located, high rental store must go after any sort of business he can get and what the central stores do, the other stores must eventually do as the new competition reaches out in broader circles.

An extreme example of this tendency is furnished by the newspaper advertisement of a prominent Washington "druggist" (?) I quote: "We handle everything and sell at cut prices. Grand stand seats for sale. A room with 24 chairs for viewing the parade. Sleeping accommodations for 100 people for rent. For the accommodation of our patrons we will have 5000 sandwiches for sale on March 3, 4 and 5." Of course, this is exceptional, even for Washington, for no-

where are there handsomer and better kept, legitimate pharmacies than in this beautiful city. However, one administration has taught us that the radical of today may be the conservative of tomorrow.

Every building of any historical interest in Washington bears a bronze tablet upon which is given interesting information. The day after the inauguration I was walking along 14th street when I saw two men fastening a tablet to a church, which bore the statement: "President Taft attends this church." Cogitate upon that, my procrastinating, system-lacking brother! Taft had been President less than a day when the announcement was put in place. It was easy to have the tablet made before the inauguration. It is just as easy for you to think, plan and execute for the future. I wish that you might all come here and see the system, promptness and cleanliness that prevail directly beneath Uncle Samuel's eyes. If you did and would profit by what you saw you would become better business men and better advertisers.

There was one unpleasant feature of the parade which also suggests a lesson. In the ranks of the marchers were a number of very small boys. There was a pickaninny band from a Southern orphanage, some of its members were mere babes and two of the smallest were deformed. These little fellows tramped along carrying heavy guns or playing musical instruments. They had stood in the slush for hours before the parade started. Their feet were soaked and their uniforms wet and bedraggled. Their faces were drawn with lines of pain and fatigue, apparently some of them could barely stand. Call that patriotism? It seemed to me more like the triumph of a Caesar or Sultan returning from a war of conquest with human chattels as spoils. I wondered if the Society for the Prevention of Cruelty to Children was asleep. No amusement manager or other employer or even a parent would be permitted to treat children under ordinary conditions like these little ones were treated in the inaugural parade "for the glory of the nation under the all-protecting flag."

The sight of these tots led me to think of some of the over-worked store boys and their elders, the clerks. Of course, they are not intentionally treated with injustice. Neither was intentional injustice meted out to the pygmies on parade. The treatment they received was due to thoughtlessness and carelessness. Well! They are not admirable characteristics, are they?

Tuesday night, before the storm came, I took the little fellow to see the illumination of the Court of Honor in front of the White House. It was truly a beautiful sight. The white columns joined by festoons of flowers, leaves, bunting and lights were quite enough to make the boy open his eyes, but I noticed that he looked most at the fakers along the curb. I asked him if he did not think the illumination was beautiful? Yes, papa; but I like the badges and little flags best. So I bought him several badges, pinned them to his coat, placed a little flag in his hand and let him march ahead of me. Up the avenue he went, the proudest, happiest mortal in all that throng. How like some children many adults are; they only appreciate what is within the possibility of their possession. In buying, advertising and selling it is good business to strive to give your patrons what they can understand and afford.

### Buffalo College Observes Statesmen's Birthdays.

Washington's Birthday, which is also "University Day" in Buffalo, was fittingly celebrated by all the departments of the university by public exercises in the Teck Theater, in which they were joined by the Mayor and city officials, the officers of the National Guard and students of the four high schools. The parade from the university building was led by Lieut. Col. Hafla and staff of the 65th Regt., and the 65th Regt. band.

Rev. F. A. Kahler, D.D., pastor of Holy Trinity Lutheran Church, delivered the invocation. The speaker of the day, Rev. A. V. V. Raymond, D.D., pastor of the First Presbyterian Church, was introduced by Vice-Chancellor Norton. The doctor's address was on the relation of higher education to the life of the city, and was a most stirring and eloquent appeal. After the theater exercises, the faculties of the university entertained the instructors and students at luncheon at the University Club.

Lincoln's Birthday was also observed by the closing of the different departments.

## Original and Selected

### PRACTICAL SUGGESTIONS FOR THE REVISION OF THE NATIONAL FORMULARY.\*

By Samuel L. Hilton, Chairman of Committee on National and State Legislation of the American Pharmaceutical Association, Washington, D. C.

Before entering into any definite criticisms or suggestions in regard to the National Formulary, I desire to present some data which clearly shows that the pharmacists of this country, individually and collectively, have desired and endeavored to promote uniformity in pharmaceutical preparations as far back as 1818, when the first book of formulas was published.

According to Mr. M. I. Wilbert, who has carefully investigated this subject, numerous endeavors have been made, notably of which the following are the most prominent: by the members of the American Pharmaceutical Association in 1856 and published the following year and on many other occasions, the Maryland College of Pharmacy in 1867 and which was revised in 1873. The same year, 1867, the physicians and pharmacists of the District of Columbia, through a joint committee, compiled and published a formulary for the use of both professions in this District; it was revised by a joint committee of the Medical Association and the National College of Pharmacy in 1875. The Louisville College of Pharmacy published a collection of formulas in 1872, the Philadelphia College of Pharmacy in 1874, and the New York College of Pharmacy in 1874.

It remained, however, until 1885 before any endeavor was made to establish a formulary that should be National in its scope and character and one that would be accepted generally all over the country, this was brought about by the publication of the New York and Brooklyn Formulary, by a committee representing the New York College of Pharmacy, the Kings County Pharmaceutical Association and the German Apothecaries' Society, and was afterwards tendered to the American Pharmaceutical Association in 1885, as a nucleus for the construction of the National Formulary.

From the preceding historical data, it will be seen that all of the endeavors of individuals and associations, with one exception, have been made by the pharmacists. I believe this act, that all of the compilation and revision having been made by the pharmacists is the greatest mistake of the past and likewise it also applies to the National Formulary. I could therefore then suggest, that the next revision of the National Formulary be made jointly by the American Pharmaceutical Association, the American Medical Association, with a representative from the Bureau of Chemistry, Department of Agriculture, the U. S. Army, the U. S. Navy and the Public Health and Marine Hospital Service; if this is accomplished, I believe the Formulary would then be as valuable as the U. S. Pharmacopoeia.

With the physicians of the country indicating what they desire, the representatives of the several branches of the Government to assist, the pharmacists would be able to perform the remaining work of revision in a more intelligent manner and compile a formulary that would prove far more valuable than any previous publication and one that would be more universally used. Propaganda work now being conducted by the several medical and pharmaceutical associations would be greatly facilitated, the physician would become more familiar

with the products of the formulary and the general result would be far more satisfactory to every one.

Previous to the Food and Drugs Act the recognition of the National Formulary was by common consent only, the passage of this Act gave to the National Formulary a recognition which makes it a standard for drugs equal in importance to the Pharmacopoeia.

Section 6 of this Act provides, that the term "drug" as used in this Act, shall include all medicines and preparations recognized in the U. S. Pharmacopoeia or National Formulary, etc. Since this recognition, it should be the duty of the American Pharmaceutical Association, an association that has for considerably more than a half-century represented the best sentiments of professional, scientific, educational and commercial pharmacy in this country, whose record for the advancement of pharmacy ethically in all of its branches cannot be successfully questioned, to compile a formulary that is broad, complete and as free from errors as possible.

I believe this can be accomplished better by the joint endeavors of all bodies interested than by the labors of one association.

While the Act of Congress legalized the National Formulary, it takes but an ordinary perusal of the work to discover that the nomenclature of many preparations contained therein is erroneous, and if so labelled are clearly misbranded under the provisions of Section 8 of the Act, if

it were not for the proviso contained in Section 6, which specifically recognizes all medicines and preparations of the National Formulary. With this condition existing, it is the duty of the next committee of revision to change the nomenclature of these preparations so that no question could arise in regard to misbranding, although this may be covered by the terms of Section 6.

The following preparations are a few of those that are apparently misbranded: Compound anise powder, Canada liniment, catarrh powder, compound elixir of tar, glycerinated elixir of gentian, pectoral syrup, tinct. iodine decolorized.

Compound anise powder is by no means a proper name for a mixture of rhubarb and heavy magnesia that contains but a small amount of oil anise that is added only for flavoring. It has little if any medicinal effect and certainly there is no justification in continuing the use of this name, the word anise according to the Pharmacopoeia means the seed.

Compound elixir of tar is clearly misbranded. Tar is not present in this elixir, only the soluble constituents obtained therefrom; they are not tar and certainly this does not justify naming the preparation as at present. Further, the

title does not disclose that the compound contains morphine. I have had no demand for this preparation in more than ten years.

Canada liniment. There is no good reason for the use of the word Canada and this word should be dropped as a synonym for the regular title in future revision. Further, the note for the guidance of the compounding I consider objectionable. It suggests the addition of tr. quillaja to prevent separation; this should be added to the formula if it is to be used or the note should be eliminated.

Glycerinated elixir of gentian. What reason can be given for the application of this title to a preparation that is nothing but a conglomeration of various medicines? It is not an elixir in its true sense. Further, what justification is there in the use of saccharin in this or any other preparation as a sweetening agent? Saccharin has not been shown to be innocuous. I believe we should proceed carefully in using such preparations until after a thorough investigation they have been proven harmless beyond all question.

Catarrh powder. This to say the least is a very dangerous preparation, for it contains a habit-forming drug in considerable quantity. This formula should be eliminated in the next revision. There is no justification in retaining a preparation of this kind which has never demonstrated its utility.



SAMUEL L. HILTON,  
of Washington, D. C.

\*Read at the meeting of the Washington City Branch of the American Pharmaceutical Association, March 9, 1909.

Physicians desiring such compounds can readily write for what they want. It cannot be dispensed to the general public except on non-renewable prescriptions.

Pectoral syrup is another case of misbranding. The name should be changed, and if it is desired to retain the preparation in the Formulary, the original formula with sassafras pith is far preferable to the present formula made with oil of sassafras. Further, the title does not disclose that it contains morphine.

Decolorized tincture of iodine. Why should this preparation be called *t. iodine* when it has lost all of the properties of iodine by converting it into an iodide and iodate of ammonium and sodium? Pharmacy would lose nothing if it were dropped.

Since the last edition of the National Formulary I have found many formulas that are not perfectly satisfactory and require revising, some of which I will name and call attention to some of the objectionable features.

All preparations such as liquor antisepticus alkalinus and elixir digestivum compositum, containing coloring matter like cudbear, should have the formula so adjusted that the drug cudbear should be used instead of the tincture of cudbear. Experience has shown that no matter how carefully tincture of cudbear is prepared, it is not possible with the quantity of menstruum used to extract all of the coloring matter, so that a more uniform color can be obtained by macerating the coloring matter in the liquid for 24 hours before filtration than by the use of a previously prepared tincture.

The addition of coloring matter to many of the preparations could well be omitted. In those preparations where coloring is desirable to improve appearance the amount of coloring in its natural state rather than a preparation thereof should be specifically stated, so that no matter who makes the preparation or where it is obtained it will be found to have the same general appearance.

Emulsion of petroleum is not satisfactory, for it does not keep, the tragacanth seeming to be the disturbing factor. Acacia and tragacanth mucilages when mixed become less viscous than what each is before mixing, due to some apparent chemical change, possibly by the action of oxydase, a ferment that has been shown to be present in acacia. If made with acacia it keeps better and makes a more satisfactory preparation.

Phosphatic emulsion. This formula is far different from the original formula that was originated in this city by Dr. S. C. Bussey and Mr. W. S. Thompson. It contains too much oil bitter almond. There is no necessity to use Jamaica rum. New England rum answers every purpose. The method of making, by shaking in a bottle, will not make as perfect an emulsion as if it was made in a mortar by reducing the yolk of egg to a smooth paste and gradually adding the oil until it is thoroughly emulsified. There is probably no place in this country where there is as much of this preparation made and consumed as in this city; therefore I think the original formula should be adhered to. The name *mistura phosphatica* should be changed.

Essence of pepsin is a very satisfactory preparation if properly made, but care must be exercised in preparing the same and the directions should be more explicit in regard to the methods of solving the pepsin and rennin. The wine used should be free from tannin, very light in color and of full alcoholic strength or fermentation will likely occur.

A detannated fluid extract of gentian would be very acceptable for making elixir of gentian instead of detannating the finished elixir.

Elixir terpin hydrate is not a satisfactory formula. The addition of syrup is the disturbing factor; if this is eliminated and a larger amount of glycerin used, there will be no trouble with precipitation of crystals of sugar. Further, saccharin should not be used, as the preparation is sweet enough and the point previously made against the use of this drug applies equally well here.

Solution of peptonate of iron and manganese is most unsatisfactory, for the finished product is offensive in odor, unpleasant in taste and does not represent what is claimed. The formula and process of Mr. H. A. B. Dunning, as published in the proceedings of the American Pharmaceutical Association, 1905, and frequently spoken of as the Harrison formula, makes a better preparation without any of the above objections. If the formula cannot be made satisfactory it had better be eliminated. I have found most of the peptonate

of iron on the market unsatisfactory and not perfectly soluble.

Antiseptic powder. This formula should be reconstructed. Powdered dried zinc sulphate should be used in place of the granular salt of the Pharmacopoeia, due allowance being made for loss of water in drying the zinc salt.

Syrup actaea compound. The formula for this preparation is unsatisfactory, for the reason that it is almost impossible to obtain a clear preparation. Some experimenting should be done to see if this objection cannot be overcome; possibly the use of glycerin will have the desired effect.

Compound syrup of Irish moss. The same objections can be raised against this preparation, for while clear when first made it does not remain so. It contains the mucilaginous principles from 1 gm. of Irish moss to 1000 cc. of finished syrup, too small amount of the drug for the preparation to receive the above name.

Syrup white pine compound. All of the drugs in this preparation with the exception of the morphine have been increased in the last revision without any apparent justification. All of the pharmaceutical manufacturers, with one exception, make the preparation much weaker. The morphine sulphate should be reduced to 3-16 grain to the fluid ounce. The addition of coloring is an improvement.

Compound resorcin ointment. Some changes are desirable in the manipulation of this preparation. The trituration of resorcin, zinc sulphate and bismuth subnitrate with the hydrous wool fat should be made in a warmed mortar, before incorporating the paraffin and petrolatum, and after melting together they should be allowed to cool to about the same temperature of the mixture first prepared.

Another very desirable addition to the formulary and one that I consider absolutely necessary since the Food and Drugs Act is that directly under the name of each preparation containing alcohol, a statement should be made of the average amount of absolute alcohol, by volume, in the finished preparation to conform to this Act. If the preparations contain any of the other drugs that are required by the Act to be stated on the label, they also should be stated so that no question could arise about the properly labeling all National Formulary preparations.

In closing these remarks, I desire to thank you, Mr. President, and the members present for the opportunity given me to present a few suggestions on a subject that all are interested in. While I realize that I have not presented anything novel, I trust I have brought out some points that are of interest, and which will precipitate some discussion, so that the next revision committee will have the benefit of as many suggestions as possible and be able thereby to give the professions of medicine and pharmacy practically a perfect formulary.

## THE GROUCH.

By Walter H. Cousins, Munday, Texas.

Of all the human deformities that are permitted to soak up a good sunshine, spoil pure air or take up room on this terrestrial ball of mud and sand, the most useless and out-of-place bundle of dissatisfaction it has ever been our misfortune to meet it is that yet unclassified specimen, "the grouch." He is the chap whose look is capable of turning a sunshiny Sabbath morning into a season of nervous unrest and from whose very life one can readily infer that he has filed a roar against fate, soured on humanity, and kicked at God.

These unnameable things are found in every rank and station of life and in every branch of human endeavor, and it is a deplorable fact that not a few of them have found their way into the ranks of pharmacy. They are the sore heads who retard every move of progress and spend the small amount of influence they possess in the wrong direction.

The calamity howl of these human lemons brings down the stamp of disapproval on the whole profession, and by their never-ending objection to everything, whether good or bad help to class us as an aggregation of blood-spitting misers who, unsatisfied with possessing the earth, are crying for the moon. To this class belongs the pitiful specimen of natural history who mourns over spending 50 cents a year for the maintenance of a State pharmacy board, and who would not mind being a member of the State association if it were not for "fooling away two dollars a year." He is the same guy who works clerks whose intelligence would not warrant



their continuing their career as draymen, and if you sat him down on a thin dime his feet would not touch the ground. His heart is smaller and much harder than a buckshot.

To make a fraternal visit to his place is an embarrassing expedition. Ere you cross his threshold he seems to view you in much the same manner that a wild-cat distiller looks upon a man suspected of being a revenue officer. You venture to ask about his competitor and he promptly informs you that he knows nothing for he has nothing whatever to do with him. Any time the grouch treats you nicely or dispenses any brotherly love you may know that he has suddenly lost his mind or that this system of worlds has slipped a cog, for under normal conditions he would not for a moment be guilty of such conduct.

He is probably the only specimen of the animal kingdom to whom the word "friend" is Greek. He is to the traveling man a nightmare, to the house that sells him goods a never ending source of trouble, to his trade a thing of mortal dread, and to his neighbors a shame. He has never discovered that a smile is the cheapest and most effective piece of advertising known to the profession. He is not aware that a few kind words and a slap on the shoulders are worth more than a whole page of expensive newspaper space in the matter of converting reputable merchandise into cash.

His idea of sunshine is to "wire" the current around the meter and thereby sidestep a light bill. The one troublesome thorn in his flesh is the fact that Joseph P. Remington and his party of revisers have never devised a means whereby he can weaken the *Aqua pura* with which he Q. S.'s prescriptions. He is the inanimate package that almost proves Darwin's theory that man sprang from a monkey, only he leaves us wondering why he did not spring further!

His acetic frown and carking protest betoken the fact that his hepatic organs are out of order on the wrong side, and seemingly, he has never outgrown the attack of colic contracted while passing through the catnip tea period immediately after his arrival on this otherwise beautiful world. Decent descriptive English is as powerless to delineate his perverse nature as is an ant to move Gibraltar.

He pours his putrid vituperation out on the oldest and most honored members of the State association because "the members have never done anything." He finds fault with the men who, at a sacrifice of money and weary years of toil, have done all they could to raise pharmacy to the plane where it rightfully belongs, while he has never paid a month's dues or contributed anything but insulting letters to the secretary.

His existence in the world makes us doubt the truth of the such said saying that "it takes all kinds of people to make a world." If it were ours to draw the plans and specifications of a world, we would specify twice the number of yellow dogs required and leave out the grouch, for it is our firm belief that half his room in the Sahara Desert is worth more than is company.

The hollow-headed, cheerful idiot, however stale, were a thousand times more preferable than the grouch with a brain fit for Socrates accompanied by the scowl of a dyspeptic and the demeanor of the miser. He neglects his own business in order to have time to ride hard on the entire universe and to see that things terrestrial do not go wrong. He usually begins the day with a vociferous arraignment of the President and Congress for he doings ancient international affairs, coming down through the various grades of officials until the town marshal is reached.

He appreciates nothing, and tolerates the rising and setting of the sun merely because of his inability to prevent these natural phenomena. If all the sympathy in the world were brought to bear on him it would not in a thousand years awaken a responsive throb within his sunken bosom. He refers to make human hoof prints along the pathway of life, living this fairly appreciative world scowls and frowns when sales cost nothing per million, and making howls while other men make history. Let us hope that he will either be removed or rebuilt.

#### West Virginia Ph.A. Meets in June.

Secretary F. S. Johnston, of Elkins, announces that the West Virginia State Pharmaceutical Association will meet annual session at Morgantown, on June 2 and 3.

Some druggists are like a package of spoiled labels; they are their value as soon as they get stuck on themselves.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Perfumed Face Lotion for Barbers.

(F. M. M.)—"Please publish several formulas for a perfumed face lotion that would be suitable to make and sell to barber shops."

The lotions employed by barbers for use as an "after shave" are as numerous and varied as the personal tastes of thousands of tonsorial artists will permit. Bay rum, with hazel water, and alcohol enter into nearly all of them. Here are some typical formulas:

(1)

Bay rum .....	2 ounces.
Witch hazel water .....	2 ounces.
Glycerin .....	1 1/2 ounce.
Boric acid .....	1 1/2 dram.
Rose water .....	3 ounces.
Alcohol .....	3 ounces.
Water, enough to make .....	16 ounces.

(2)

Menthol .....	5 grains.
Powdered tragacanth .....	1 1/2 dram.
Alcohol .....	1 1/2 ounce.
Glycerin .....	2 drams.
Distilled extract of witch hazel .....	4 ounces.
Water .....	2 ounces.

Dissolve the menthol in the alcohol and add to the tragacanth contained in a dry bottle; add the extract of witch hazel, water and glycerin and thoroughly shake.

(3)

Quince seed .....	3 ounces.
Boric acid .....	1 1/2 drams.
Carbolic acid .....	1 fl. dram.
Distilled extract of witch hazel .....	2 fl. ounces.
Glycerin .....	6 fl. ounces.
Perfume extract .....	2 fl. ounces.
Water enough to make .....	4 pints.

Pour 32 fluid ounces of boiling water upon the quince seed, add the acids and macerate for several hours, stirring occasionally, decant the liquid, upon the residue pour 16 fluid ounces of boiling water, macerate again and decant as before, mix and strain the two liquids, add the glycerin, distilled witch hazel and perfume and finally the remainder of the water. The quantity of distilled extract of witch hazel may be increased, if desired, omitting, of course, a corresponding quantity of water.

After all is said it is probable that bay rum is the best "after shave" and there is nothing we know of which will take its place.

### Dilute Phosphoric Acid and Iron Pyrophosphate.

(A. C. S.)—"I submit the enclosed prescription:

Iron pyrophosphate  
Dilute phosphoric acid  
Glycerin  
Strychnine  
Elixir of calisaya (detannated)  
Port wine (detannated)

"When the ingredients are mixed a precipitate is formed, the order of mixing then being immaterial. A clear solution can be obtained and so remains until the phosphoric acid is added

when a precipitate appears. After standing 20 or 30 minutes the solution becomes clear again. What is precipitated and why does it go into solution again?"

The difficulty in this prescription arises from the fact that the pharmacopoeial dilute phosphoric acid is incompatible with pyrophosphate of iron, a gelatinous precipitate of ferric phosphate resulting when these substances are brought together. As you have not given the quantities of the various substances directed in the prescription we cannot estimate the amount of the precipitate formed, but it is probable that it is so small as to be afterward dissolved in the combined liquids on allowing the mixture to stand for a time. If this be the case, it is also probable that the precipitation first noted could be considerably retarded or prevented altogether by dissolving the iron pyrophosphate in a little water and adding to it the elixir of calisaya and glycerin previously mixed. Then dilute the phosphoric acid with the port wine and mix the two solutions. In this way the reacting substances are brought together in diluted form and in the presence of the glycerin which serves as a "protecting agent."

In this connection we would say that there are three kinds of phosphoric acid known individually as the "meta," "pyro," and "ortho" phosphoric acids. The official acid is the ortho acid and it is distinguished from the others by the fact that it does not precipitate tincture of iron nor coagulate albumen or gelatin. The second variety does not enter very much into this discussion more than to say that the other phosphoric acids are liable to contain it as an impurity. Metaphosphoric acid is obtained by dissolving oxide of phosphorus in water, or by heating the other phosphoric acids until no more water is given off. A formula for dilute acid (metaphosphoric) of this character is given in the National Formulary (page 31). Now as to the characteristic reactions between these acids and the pyrophosphate and phosphate of iron. Whenever pyrophosphate of iron forms one of the ingredients of a mixture containing dilute phosphoric acid, the official tribasic or orthophosphoric acid is unsuitable, as it produces with that salt a gelatinous precipitate. A similar precipitate is almost sure to occur when phosphate of iron is combined with the official acid, though the precipitate formed is not so bulky, and, under certain conditions may not appear at all. Both of these salts are, however, perfectly miscible with metaphosphoric or glacial phosphoric acid, and if our correspondent had used the dilute metaphosphoric acid of the National Formulary (representing an equal acid strength to the official acid) he would have had no precipitation. Whether this acid has the same therapeutic value as the official acid remains for the prescriber to decide. It probably has, but before any substitution be made, his consent should be obtained.

#### Clearing Discolored Ammonia Water.

(P. Bros.)—"We have in stock about eight gallons of stronger ammonia water stored in five-gallon jugs which, in some way, has become red. We cannot account for the change in color and if you can we should like to have you answer in the Question Box what you think the trouble is and how it can be remedied. We have filtered the ammonia through charcoal, but were unable to remove the color."

Two possible causes of coloration suggest themselves, viz., the presence of coal tar bases and fixed impurities derived from the ammoniacal liquor of gas works used in making the ammonia water (dفعitive purification), or the presence of organic matter from the corks of the jugs or from other sources which may have accidentally contaminated the preparation. In the manufacture of ammonia on the large scale ammoniacal liquor from gas works is first mixed with milk of lime and heated, the gaseous ammonia being further purified by passing it through a series of tubes filled with charcoal which retain the empyreumatic products. If these products be the cause of the coloration which you report, they could undoubtedly be removed by following a similar process, but which is hardly practicable on a small scale. If the ammonia has become colored by organic substances it can probably be only thoroughly restored by distillation. It is possible in many cases, to remove the obnoxious color by the cautious addition of potassium permanganate; yet the products of decomposition remain, and the resulting solution could not be satisfactorily used for internal or nice purposes. Previous to redistillation, which is a simple operation, the colored water of ammonia may be mixed with enough potassium permanganate to give it a decided tint. This will help to destroy the volatile organic mat-

ter which might otherwise come over with the water. However, unless you have special facilities for the work, it is doubtful whether any scheme to decolorize the ammonia would prove commercially profitable. The stock need not prove a dead loss, however, as it could be easily utilized in the preparation of any one of a number of household cleaning fluids which are sold by druggists and in which the tint is not an important factor. You could probably buy a standard product of high grade for less than it would cost you to undertake redistillation.

#### Acid Sodium Oleate.

(B. S. E.)—Acid sodium oleate has been recommended for the treatment of gall-stones and chronic hepatic torpor. It may be made as follows:

Sodium hydroxide .....	25 grams.
Oleic acid .....	280 grams.
Water .....	25 Cc.
Alcohol (90 per cent) .....	50 Cc.

Dissolve the sodium of hydroxide in the water and add to a mixture of the oleic acid and alcohol; set aside in a warm place until clear, then pour into shallow dishes, dry in warm air, and reduce to a powder. For a neutral oleate use oleic acid, 285 parts; sodium hydroxide, 40 parts; water, 50 parts, and alcohol, 150 parts.

#### Fluid Extract of Larkspur.

(J. S.)—The last edition of the U. S. Pharmacopoeia gives a formula, which see (fluid extract of stavesacre). There is no official formula for tincture of larkspur, but an electric authority gives the following:

Larkspur seed, fine powder .....	10 av. ounces.
Alcohol to make .....	16 fl. ounces.

Extract the drug by maceration or percolation.

#### Liquor Ammonii Anisatus.

(L. W.)—A formula for this preparation official in the German Pharmacopoeia was printed in the ERA of November 26, 1908, page 670.

#### Mercer County Druggists Entertain Doctors.

TRENTON, March 12.—The annual banquet of the Mercer County Druggists' Association was held recently. The physicians of the city were the guests of the druggists. Charles H. Young, president of the association, acted as toastmaster. Dr. G. N. J. Sommer responded to the toast, "The Druggists and Physicians' Club." Dr. P. W. Yard's toast was "Experience," while Dr. Martin W. Reddan made a hit in his original song, "Glen Gardner."

Dr. John Bruyere, who was recently married, gave a toast on "Matrimony." A. L. Updike talked on "Why I Am Not a Druggist"; Dr. Samuel Freeman, "The City's Poor"; Dr. Horace Bellis, "Athletics," and Dr. William S. Collier, "The Ladies."

The committee in charge was composed of Harry Hughes, Isaac J. Keuper and David E. Stretch. The officers of the association are: President, Charles H. Young; vice-president, James L. Mathes; secretary, George T. Fitzgeorge; treasurer, David E. Stretch.

#### New York State Pure Drug Law Faulty.

ALBANY, March 14.—Complaint that it is almost impossible under the present provisions of the so-called New York State Pure Drug Law to secure convictions for violations is made in the annual report of the State Board of Pharmacy, submitted to the Assembly. The report states that flagrant violations in many cases go unpunished because the penalty provided by law is such as "to require a trial by jury or before a local magistrate, resulting in a miscarriage of justice in favor of the defendants."

The report says that there is almost a complete elimination of the improper sale of cocaine as a result of legislation upon that subject.

#### Election of New England Association of Boards.

BOSTON, March 12.—At a recent meeting of the New England Association of Boards of Pharmacy the following officers were elected: President, L. A. Lamson, Massachusetts; vice-president, D. F. Davis, of Vermont; secretary and treasurer, Frank W. Bucknam, of Maine.

## PERSONAL MENTION

—DR. N. NICOLAI, of the New York branch of Parke, Davis & Co., is at present in Boston.

—J. E. TYLER, of Eminence, Ky., has gone to Pineville in the same State to practice pharmacy.

—C. W. WEST, of the Eastern Drug Company, of Boston, was a New York City visitor last week.

—J. L. HOPKINS, of J. L. Hopkins & Co., of New York, is taking a short rest at Pinchurst, N. C.

—F. M. LORING, of Harvard street, Dorchester, Mass., has recently been confined to his home by illness.

—T. EDWARD ATCHISON, of Batavia, N. Y., has been elected mayor on the Democratic ticket in that village.

—W. H. BARR, president of the W. H. Barr Drug Company, of Milwaukee, made a recent business trip to Chicago.

—C. C. VEITH, of Danville, N. Y., has joined the automobilists, having purchased a new touring car in Buffalo.

—A. S. BROOKS, secretary of the Michigan Drug Company, of Detroit, Mich., was a New York City visitor last week.

—W. B. KAUFMANN, head of the importing department of Parke, Davis & Co., is enjoying a short sojourn in Florida.

—E. G. SWIFT, general manager of Parke, Davis & Co.'s laboratory, lost a valuable launch by fire recently.

—O. O. TURNER, manager of Webb's King Hill Pharmacy, St. Joseph, Mo., has recovered from a severe attack of grip.

—A. J. FELLOWS, of Chatham, N. Y., who has been ill in the Albany Hospital, was considerably improved at last accounts.

—MISS CECIL BADER, of Green Bay, Wis., has accepted a position with the McDonald-Strassburger Pharmacy at that city.

—J. A. WEBER, of Pekin, Ill., who recently sold his pharmacy, has taken a position with the Pioneer Life Insurance Company.

—W. D. ROWLES, of the special preparation department of the New York branch of Parke, Davis & Co., has gone to Pinehurst, N. C.

—JOHN B. THOMAS, of the Thomas & Thompson Drug Co., Baltimore, went with Mrs. Thomas to Atlantic City last week on a brief vacation.

—W. J. BARKER, for the last eight years with West's drug stores, Grand Rapids, Mich., has accepted a position with Muir's Drug Store.

—WALDO E. DRUMMOND, of Huntington, W. Va., has become the prescriptionist at the Chester A. Baird pharmacy in Zanesville, Ohio.

—HARRY HURRY, of the special preparation department of Parke, Davis & Co., Chicago, spent last week in the home laboratories in Detroit.

—PROFESSOR MORRISON, chemist to Lymans, Ltd., recently lectured before the Montreal College of Pharmacy on "Perfumes, Artificial and Natural."

—JUSTIN KEITH, Western representative of J. L. Hopkins & Co., is visiting friends in New York City after covering an extensive territory in the West.

—JULIUS GERICKE, formerly connected with the Heimstreet Pharmacy at Lake Mills, Wis., has resigned to devote his time to studies which he is pursuing.

—F. E. BOGART and Harry T. Carver, of Farrand, Williams & Clark, Detroit, Mich., were callers upon the wholesale trade in New York City a week ago.

—W. F. BAUM, a well-known member of the Illinois State Ph.A., will probably be elected mayor of Danville. He is a candidate on the Republican ticket.

—SAMUEL WILLIARD, Eastern sales manager for the Coca-Cola Company, with offices in New York, was a visitor last week at the Drug Club of Philadelphia.

—V. O. PETERS, formerly associated with E. J. Nolin in the drug business in Mansfield, Ohio, is mentioned as a candidate for mayor of Shelby in the same State.

—A. J. HORLICK, of Horlick's Malted Milk Company, Racine, Wis., and also mayor of that city, was a caller upon the wholesale drug trade in New York City some days ago.

—CHARLES UZZELL, of Granite City, Ill., has been nominated for mayor on the Labor ticket, with an excellent chance for election. He has already served his city as treasurer.

—H. F. BADER, for 37 years engaged in the retail drug

business in East St. Louis, Ill., has decided to retire and will engage in the manufacture of medicinal preparations in the future.

—JOHN HALLOCK, pharmacist at the South End Drug Store, Hillsdale, Mich., married Miss Selma Dahlstrom, at the home of the bride's parents in Cadillac. They will reside at 49 Bacon street west.

—R. P. WALTERS, former proprietor of Walters Drug Store, De Land, Fla., has been appointed general agent of the Columbian National Life Insurance Company for the State of Florida, with headquarters in De Land.

—CLAYTON FRENCH, a director of the Smith, Kline & French Co., and a son of H. B. French, the vice-president of the corporation, led the Drug Club team in bowling in last week's matches, having one score of 204.

—L. N. BENTON, who sold his drug business in Illinois last fall and went to Oklahoma City, plans to return to the former State as soon as he can arrange his affairs. He expects to locate at Aurora, Sterling, Rockford or Elgin.

—CHARLES WAGNER, of St. Louis, a favorite entertainer at druggists' social gatherings and for a number of years with T. B. Lippincott & Co., soda supply manufacturers of that city, is now selling Hires' Automatic Munkmakers in that city. —A. J. MORE, of Sioux City, Iowa, and Mrs. More were in New York City for several days last week. They report a very pleasant time. Mr. More is chairman of the committee on membership of the National Wholesale Druggists' Association.

—CLYDE GOODRICH, accompanied by his wife, of Marcellus, Mich., recently visited the Chicago jobbers. They were on the way to Florida, where they will spend a few days before leaving for Cuba, where they expect to stay the balance of winter.

—FRANK W. FLUCK, the dignified president of the Philadelphia Association of Retail Druggists, surprised his many friends and incidentally made a big hit when he appeared as one of the endmen in a minstrel show given by the Northwest Business Men's Association of Philadelphia.

—H. DUEBELDT, manager of the Herpicde Company, has resigned and purchased an interest in Murgittroyd's Drug Store, of Spokane, Wash. The Herpicde Company's employees presented to him a handsome leather traveling bag as a farewell gift. He will make a buying trip East before leaving for Spokane.

—P. P. BROWN, who looks after the interests of the Armour laboratories in Philadelphia, is the present candle-pin champion at the Drug Club. The record was held for a few hours by R. H. Lackey, a well-known retailer, but Mr. Brown established a new figure while Mr. Lackey's friends were still congratulating him.

—PROF. I. V. S. STANISLAUS, dean of the department of pharmacy at the Medico-Chirurgical College of Philadelphia, and Prof. C. H. Kimberly, a member of the same faculty, are among the recent applicants for membership to the Drug Club of that city. Another is Prof. Frank N. Moerk, professor of analytical chemistry at the Philadelphia College of Pharmacy.

—GODFREY OLIN HANCOCK, of Asbury Park, N. J., who was president of his class at the Philadelphia College of Pharmacy in 1903, and is now looking after the interests of Eli Lilly & Co. at Wilmington, Del., called on old friends and classmates in the Quaker City in the course of a business visit. Incidentally he put in his application for non-resident membership in the Drug Club of that city.

—MIERS BUSCH, of Shoemaker & Busch, of Philadelphia, has been spending a week in the interior of Pennsylvania looking after the trade in the territory covered by one of their sales representatives, Charles H. Marcy, of Altoona, Ill. Many friends of the latter, who is the local secretary for the 1909 meeting of the Pennsylvania Pharmaceutical Association at Bedford Springs, will hear with regret of his serious illness.

—CHICAGO visitors last week included the following druggists: E. T. Scott, Westville, Ind.; C. E. Traggardh, Rockford, Ill.; L. H. Mattern, Hammond, Ind.; J. M. Alte, Buckley, Ill.; B. J. Burkhart, Fayette, Ind.; H. D. Stone, Albion, Ind.; J. W. Schenpf, Watertown, Wis.; A. Pretzinger, of R. Pretzinger & Bros., Dayton, Ohio; W. C. Porterfield, Silver City, N. M.; C. E. Cameron, Alta, Iowa; L. A. Wangler, of Wangler Brothers, Waterloo, Iowa; J. Crocker, Maroa, Ill.; Mr. Roberts, of Roberts Drug Company, Bloomfield, Iowa; E. P. Lockhart, Norway, Mich.; G. Brown, Sheridan, Wyo.

## OBITUARY.

### Bradhurst Schieffelin, of New York.

Bradhurst Schieffelin, who introduced petroleum to the world commercially in 1860, and until his retirement from business some years ago, was a member of Schieffelin & Co., New York, which was established by his grandfather, died last week from a complication of diseases at his home in Centre street, Richmond, S. L., at the age of eighty-four years. He leaves a widow, who was with him when he died, and two daughters, who are now in Europe.

Mr. Schieffelin was born in New York City in 1824, the son of Henry Hamilton and Marie Teresa (Bradhurst) Schieffelin. He married Lucy Dodge, of Montpelier, Vt. He organized a committee of citizens to co-operate with President Lincoln in the Civil War, and in the commercial crisis that followed the war he provided food and shelter for thousands of the destitute.

### Druggist Killed by Fall on a Picket Fence.

LOUISVILLE, March 14.—A peculiar accident happened to Edward Guthrie, a well-known druggist of Hardinsburg, a town not far from this city. He was found dead with his head through the iron pickets of the fence surrounding the Court House. The body was discovered by some boys and they immediately summoned several men who removed it from its position. The supposition is that he was seized with a fainting spell while passing, leaned on the fence and losing consciousness, fell. His neck was broken. The accident happened only an hour after he had left the drug store in apparently the best of health.

### Virginia Druggist Shoots Himself.

RICHMOND, Va., March 15.—B. F. Eubank, a druggist of Halifax County, Virginia, committed suicide March 3 by firing a bullet through his heart. He had been despondent. Mr. Eubank was 40 years old and was moving to Elizabeth City, N. C. The furniture was already on the train, and a number of friends of the family were to assemble at the station to see them off. He formerly lived in South Boston, where he was engaged in business, and leaves a widow and five children.

### Another Bereavement for J. E. Howard.

DETROIT, March 13.—J. Edward Howard, secretary of the Drug Merchants of America, whose wife was recently laid to rest in this city, was again called here this week by the death of his father, John McLean Howard, who passed away Thursday. Mr. Howard was 65 years old. Besides J. Edward Howard, a widow and one other son, John Howard, of Port Huron, survive.

### Druggist Killed in Wreck of Railroad Train.

DAVENPORT, Iowa, March 15.—Frank Nadler, of this city, was instantly killed in an accident to a passenger train on the Muscatine Railroad. The car rolled down a 20-foot embankment. Two of his brothers, living in Moline, are druggists.

### Obituary Notes.

—ANDREW LINN, former druggist of Fayette County, Pa., died recently in North Dakota, aged 87.

—FRED RAUSCHER, of Laton, Cal., is dead. He was a native of California, aged 48, and leaves a widow.

—CHARLES H. THORP, brother of Will R. Thorp, druggist at Milton Junction, Wis., is dead, aged 39, of pneumonia.

—FRANK L. FRY, for 25 years a druggist at Manor, Pa., died recently of brain trouble in a Pittsburg hospital. He was 41.

—WILLIAM HUMMEL, for 30 years a prominent druggist of Philadelphia, died at the Masonic Home recently, aged 70 years.

—EDWIN T. DILWORTH, late president of the Standard Pharmacy, Wilmington, Del., is dead, aged 54. A widow and two children survive.

—FRANK WOLFMAN, for nine years a trusted employee of Farrand, Williams & Clark, Detroit, died last week after a brief illness with lung trouble.

—J. J. NUSSEBAUMER, formerly a druggist, is dead in San

Angelo, Tex., aged 49. He went there 14 years ago from Oakville, Ill. A widow and son survive.

—DR. EDMUND C. GIBBS, who left pharmacy to become a physician, is dead at his home in North Baltimore, Md., aged 53. A widow and five children survive.

—E. J. DAWOWSKY, of Allentown, Pa., died almost instantly of heart disease recently while entering his pharmacy. He was 67 years old and leaves two married daughters.

—DR. S. C. PRICE, 71 years old, a pioneer physician of Joplin, Mo., who established the first pharmacy in that town, died recently in Los Angeles, wither he had gone for his health.

—J. ABORN SMITH, of Waterbury, Conn., is dead, aged 48, leaving a widow and one daughter. He had been engaged in the drug business in several Connecticut cities and was a prominent Mason.

—R. E. SHELTON, who had been connected with pharmacies in Woodland, San Francisco and other places, died recently in Dutch Flat of ill health, following exposure at a fire. His wife and mother were with him.

—WESTON NELSON, for many years connected with the Minard's Liniment Manufacturing Company, is dead, aged 74. He had been with the company both in Boston and in South Framingham, where it is now located.

—JOHN F. HENNELLY, employed as a clerk by Glynn & Kelly, druggists, Waltham, Mass., is dead, aged 31. He had attended both Boston College and the Massachusetts College of Pharmacy, and he had a wide circle of friends.

—ROBERT SIMONS, who some years ago gave up the retail drug business to go on the police force of Philadelphia, was killed on a railroad while chasing a fugitive. His promotion to the position of house sergeant had been announced.

—R. A. DOWNING, of Purnell & Downing and one of the best known business men of Lexington, Ky., died recently of paralysis, in his 65th year. He served in the Civil War, was a member of the G.A.R. and leaves a widow and four children.

—FRANK MARBURY STOCKDELL, a traveling salesman of Petersburg, Va., died recently in a hospital in Atlanta, Ga., following an operation for acute appendicitis, aged 25 years. He was formerly connected with the Powers-Taylor Drug Company, of Richmond, and was a brother of Hugh Stockdell, of Petersburg.

## CHEMISTS HONOR DR. HUGO SCHWEITZER.

### Salamanders, Speeches and Songs at Triple Anniversary Celebrated Last Saturday at the Liederkrantz.

There was a notable gathering of chemists at the Liederkrantz Saturday in honor of Dr. Hugo Schweitzer, who had been closely identified with the chemical industries in this country for many years. The chemical societies of which he is a member, desirous of showing their appreciation of his services, assembled in strong force to celebrate the 25th anniversary of Dr. Schweitzer's doctorate in chemistry, the 20th of his landing in America, and the 15th of his secretaryship of the Society of Chemical Industry. Various chemical organizations were present—the American Chemical Society, the Verein Deutscher Chemiker, the Society of Chemical Industry, and the Chemists' Club.

The celebration was entirely informal, being in the form of a commers. The chief address of the evening was made by Prof. Charles F. Chandler, of Columbia University, who traced the career of Dr. Schweitzer. In a few felicitous remarks T. J. Parker presented to Dr. Schweitzer a magnificent silver tea service.

Mr. Seitz, president of the Liederkrantz Club; I. J. R. Muurling, president of the Farbenfabriken of Elberfeld Company; Comptroller Metz and others spoke, with salamanders and songs between. Ellwood Hendrick officiated as presiding officer.

### Mercer Faculty and Students at Dinner.

MACON, March 15.—The pharmacy class at Mercer University entertained the pharmacy faculty of the college at a delightful banquet at Ed Loh's restaurant recently. The guests were Dr. M. A. Clarke, Prof. J. F. Sellers, Prof. A. J. Ayers, and Dr. Ben S. Persons. Leroy Croom was the toastmaster, and responses were made by H. L. Arnold, E. T. Arnold, T. H. Carmichael, H. C. Barnett, Livingston Henry, I. G. Prim, J. B. Warthen, and G. W. Williams.

## DOUBLE SESSION FOR B.A.R.D. AND THE A.P.H.A.

## BROOKLYN C. OF P. TO BURN MORTGAGE.

**Valuable Papers Read and Dinner Enjoyed by Members of Both Organizations at the Hotel Plaza.**

**Boston, March 12.**—The third joint meeting of the B.A.R.D. and the New England section of the American Pharmaceutical Association was held on Wednesday at the Hotel Plaza in Columbus avenue, and it proved to be the best of the series. The attendance reached 50. The B.A.R.D. for the first time held its regular meeting at the Plaza at 4 in the afternoon, with Prof. Elie H. La Pierre presiding. The most notable incident of the meeting was the election of S. A. D. Sheppard, one of the oldest members of the association and one of the best-known druggists in the country, to honorary membership in the Boston association. Three new members were also elected. James F. Finneran, chairman of the legislative committee, presented a report of progress on the various matters pending before the Legislature relating to pharmacy and its interests. The report was listened to with close attention.

At 6 o'clock dinner was served at the Hotel Plaza, and to this event about 50 members sat down. President C. Herbert Packard, of East Boston, of the local section of the American Pharmaceutical Association, presided. After dinner there were a number of important papers presented, followed by general discussion, so that the meeting did not break up until after 10.30, making a continuous session of over six hours for many of those who attended.

Prof. Charles F. Nixon, of Leominster, read an essay on "U.S.P. and N.F. Syrups." Frank F. Ernst, of Jamaica Plain, spoke on laboratory apparatus, and illustrated the talk with a variety of articles. James F. Finneran spoke on "Medicinal Wines Used in Pharmacy."

#### Banquet at Kansas City.

**KANSAS CITY, March 12.**—Two hundred and fifty members of the Kansas City Retail Druggists' Association attended the association's sixth annual banquet at the Coates House. The affair was one of the best ever given by the druggists and was greatly enjoyed. Judge W. T. Bland was toastmaster. Those who responded to toasts were: Mayor Thomas T. Crittenden, Jr., "Shall a Druggist Mix in Politics?"; Dr. Jabez Jackson, "Shall Druggists' Banquets be Wet or Dry?"; C. L. Abraham, "The Trials of the Retail Druggist," and Dr. F. G. Crandall, "The Retail Druggist From the View Point of a Salesman."

Following the toasts an impromptu literary programme was given. Master Carleton Coon made one of the hits of the evening with a song. Ernest Macquire recited some Irish stories and sang some Irish songs. Fred Farr, assisted by E. E. Ellis, did some clever whistling and band imitations.

D. V. Whitney, president of the association, and Romanta Wells, secretary, had charge of the affair.

#### Will Fight the Parcels-Post Measure.

**APPLETON, Wis., March 15.**—Appleton druggists will send petitions to Congress asking for defeat of the Parcels-Post Bill. Druggists to a man in the Outagamie County Druggists' Association are opposed to the parcels-post.

An important business meeting was held recently by the Outagamie County Druggists' Association and matters of interest to the trade were discussed, although it was voted to keep secret the results of the discussions. It is expected that several radical changes in the policy of the association will be the result of action taken at the meeting.

Members of the association were recently the guests of the Outagamie County Medical Society at the annual banquet of the latter organization held at the Ritter Hotel at Appleton.

**Kings County Ph.S. Hears Gratifying News and Discusses Pharmacy Legislation Pending in Albany.**

The final arrangements to pay off the entire debt on the Brooklyn College of Pharmacy were practically completed at a meeting of the Kings County Pharmaceutical Society held March 9. Dr. William Muir explained that there was now enough cash in the college treasury to cancel the entire debt on the society's institution, and introduced a resolution that the mortgage be paid before April 1. This resolution was unanimously adopted with a display of much enthusiasm. The sum that will clear the institution of debt is \$6700.

Dr. Muir, in commenting upon the struggle for funds, also stated some interesting facts in connection with the founding of the institution and its subsequent history. He told how six years ago when the present building was completed there was a debt on it amounting to \$45,000. He praised the trustees and faculty of the college for their work and congratulated them upon the excellent results.

Nowhere, said Dr. Muir, did he know of any institution owned and controlled entirely by retail pharmacists which equaled the Brooklyn College of Pharmacy. The institution is worth \$70,000 and is a monument such as can be looked upon with pride by all the retail pharmacists in the borough. He announced that there would be a gala affair on April 15 in the college in celebration of the freedom from debt, when the mortgage would be burned with appropriate ceremonies, and a number of speakers and guests would be present. A dinner will also be a feature.

A committee consisting of Jacob Rohfuss, president; Andrew E. Hegeman, secretary, and Oscar C. Kleine, treasurer, was appointed to carry out the financial arrangements in regard to the payment and cancellation of the mortgage.

Treasurer Kleine read his report showing the excellent financial standing of the society and the college, there being \$9220.92 in the college treasury and \$258.89 in the society's account.

Dr. Muir, as chairman of the legislative committee, announced that the new pharmacy bill would be introduced in the Legislature and explained its more important provisions. The bill was endorsed at the last meeting of the society, but a number of members who were not present at the previous meeting started a discussion on the measure. In regard to the matter of an appointive board with power vested in the Governor of the State, the sentiment was expressed by some members that it was a step in the right direction. There were, however, several others

who declared that the whole matter of pharmacy legislation was only brought up by the Governor for the purpose of creating and giving more patronage to the executive.

Others stated that they were glad to see that there was to be publicity in pharmacy matters and started to take to task the present board, claiming that the board held matters so secret that it was impossible for a druggist to ascertain if he was right or wrong. One member declared that it was wrong not to publish the analysis of all samples collected, so that the pharmacist could verify them himself and learn in this way the methods used in making the analysis.

Dr. Muir explained that the methods employed in analyzing U.S.P. products were the tests laid down in the U.S.P. and on any other products the method of analysis would be gladly given by the board's chemist at any time upon application. Dr. Muir also stated that he was in favor of the new bill, and taking into consideration the present developments in pharmacy he felt satisfied that the assuming of the responsibility by the State was to the betterment of conditions in pharmacy.

#### Minnesota Pharmacist Honored.



HERMAN W. REITZKE.

of Minneapolis, has been appointed by the Governor as a member of the Minnesota State Board of Pharmacy, succeeding C. T. Heller, of St. Paul, who becomes secretary of the board. Mr. Reitzke has been prominent in the N.A.R.E., having been member of the National legislative committee. He was president of the Minnesota State Ph.A. in 1906.

at the present time. There would be sufficient publicity when the new bill became a law, said Dr. Muir, for the district attorney in each county would handle the prosecutions and the newspapers would give the publicity. When a druggist's preparations were found lacking because of some slight carelessness on the part of a clerk or the proprietor, the people would be promptly informed and form their opinion.

John G. Wischert, chairman of the trade matters committee, stated that practically all the local territory had been covered in the propaganda campaign. There had been seven months of uninterrupted work that had brought results even surpassing those attained last year. He thought that the committee would probably continue the work until the end of the present month and then cease activity until the coming fall. Thanks were extended to Dr. Van Horn, the detail man, for his thorough and conscientious canvas of the physicians, and hopes expressed that he would consider a call when the work was to be resumed.

The following were elected to membership: Louis Gaer, Edwin J. Woelfe, Marcus A. Schochter, Maurice A. Cohn and Alfred S. Bayles. Those proposed for membership: Abraham J. Kramer, Meyer Strougin, William A. Hoburg, Jr., and Ch. Zinklinder.

Following are the names of the members on the committee of arrangements in charge of the banquet and ceremonies which are to be given upon the occasion of burning the mortgage: William Muir, Phar.D., chairman; William C. Anderson, Phar.D.; Frederic P. Tuthill, Phar.D.; Adrian Paradis, Ph.G.; Thomas J. France, Ph.G.

### FAVORS HONESTY IN N.F. NOMENCLATURE.

New York's Resolutions Endorsing Dr. Wiley are Also Approved by Washington Branch of the A.P.H.A.

WASHINGTON, March 12.—The March meeting of the City of Washington Branch of the American Pharmaceutical Association was devoted to a discussion of the National Formulary and was generally admitted to have been the most interesting and in many ways the most profitable meeting held by this branch.

Dr. Lyman F. Kebler, in discussing the nomenclature of the National Formulary pointed out the need for calling attention to the shortcomings of the National Formulary as well as the Pharmacopoeia and that only by calling attention to the shortcomings of these official standards could progress be made. He criticised the nomenclature of the National Formulary severely and asserted that what was accepted as being proper three years ago was now illegal and that names long in use, but defective, should be changed so as to bring them in harmony with the legal requirements.

Dr. Kebler quoted a number of National Formulary names to show that in every respect they were as objectionable as many of the trade names that had been ruled on as being objectionable under the rulings adopted to enforce the pure food and drug law. Among the preparations that he classed as being particularly objectionable are: Elixir of cinchona, emulsion of petroleum, compound elixir of celery seed, and essence of pepsin. He pointed out how these and other official names had hampered the enforcement of the Food and Drugs Act and that a thorough revision of the nomenclature of the National Formulary was very much to be desired.

Alexander Munster, a former druggist, now a member of the local bar, discussed the legal aspects of the nomenclature of drugs, more particularly in connection with the provisions of the Pure Food and Drugs Act and the District of Columbia pharmacy act. He also pointed out that although adulterating and misbranding imply dishonesty, yet both are frequently done by persons who are honest in purpose, but who are more or less ignorant of a correct interpretation of the law.

Samuel L. Hilton discussed the revision of the National Formulary. (His paper will be found on page 253 of this issue of the ERA.)

Dr. H. W. Wiley in discussing the several communications agreed with the readers of the papers that the nomenclature of the National Formulary was in need of careful revision, and asserted that so far as the committee on revision of the National Formulary was concerned it was clearly a case of "noblesse oblige." Nothing in the National Formulary should conflict with either the letter or the spirit of the Food and

Drugs Act. He believes it advisable to call a spade a spade and to insist that the National standards contain a "pure bred" nomenclature based on a principle and that that principle be honesty.

Dr. G. L. Magruder expressed the belief that the communications presented demonstrated the need for careful revision of the National Formulary. He commended the suggestions made by Mr. Hilton as being practical and in line with what had been done in the District of Columbia many years ago. The communications were further discussed by Messrs. Easterday, Willert and Dr. Kebler.

At the business session a communication from the Philadelphia Branch of the A.P.H.A. was presented, inviting the members of the City of Washington Branch to take part in an exhibition of pharmaceutical preparations at the meeting of the American Medical Association in Atlantic City, in June.

A communication from the New York Branch was read, including a preamble and set of resolutions endorsing Dr. Wiley and his work in connection with the enforcement of the Pure Food and Drugs Act.

On motion, the City of Washington Branch endorsed the resolutions adopted by the New York Branch and the secretary was instructed to express to the members of the New York Branch the appreciation of their fellow members of the A.P.H.A. in Washington.

The next meeting will be held in the National College of Pharmacy, April 13, and will be devoted to a discussion of the "use of the compound microscope in pharmacy."

### The Era Price List, 1909 Edition.

Work on the 1909 edition of the ERA PRICE LIST is now well under way and we have no hesitation in saying that the forthcoming book will be the best and most complete we have ever issued. This Price List is now in constant use by more wholesale and retail druggists than any general drug list published, many wholesale druggists purchasing several extra copies for their prices, stock clerks and salesmen. There are several reasons for this decided preference to the ERA PRICE LIST, the principal one being that it is the only medium which gives a list of the proprietary manufacturers, their addresses and the articles they make, this information being compiled from data furnished by the manufacturers themselves. Given the name of any proprietary article and by means of the "key number" the druggist can immediately find the name of the maker of the article. This method is original with the ERA and was adopted by it as one of the means of solving the vexatious patent medicine price list problem by giving the druggist a list which should contain some information besides that of prices.

As explained on another page, this edition will contain nearly 50,000 items, in this particular exceeding any general price list issued for the drug trade, the whole being reset in clean type and printed on special price list paper. Users of the 1908 edition of the ERA PRICE LIST are invited to send us memoranda of any omissions which may have come to their attention or corrections which should be made. As heretofore, copies of the ERA PRICE LIST will be sent free to all druggists who are ERA subscribers. Now is the time to subscribe.

### Kentucky Pure Drug Regulations Ready.

LOUISVILLE, March 14.—The commission provided by the State Pure Food Law, whose duties were to formulate rules and regulations for the guidance of druggists in conforming to the drug section of the law, have just finished their sessions at Lexington. The meetings have been held from time to time since the first of this year, the time when the law became effective. The druggists of this State have one representative on the commission, J. W. Gayle, of Frankfort. Printed copies of the regulations are to be mailed to every registered pharmacist in the State at earliest opportunity.

### Another New Association of Clerks.

BRIDGEPORT, Conn., March 15.—The Bridgeport Retail Drug Clerks' Association was formed recently at a meeting in Elks' Hall of about 45 drug clerks, and the following officers were elected: President, Thomas Fogarty; vice-president, John Harvey; secretary, Arthur Eade; treasurer, John E. Fuller Jones. A committee was appointed to obtain club rooms where the members can gather. The organization is purely for the advancement of sociability among the members and it is not to be a union organization in any sense.

**BALTIMORE RETAIL ASSOCIATION MEETS.**

**Getting Ready to Line Up the Profession Generally for Legislative Work Next Winter.**

BALTIMORE, March 12.—At the last meeting of the Baltimore Association of Retail Druggists the joint assemblage of representatives of the drug business to take place in May was discussed at considerable length. The sentiment was overwhelmingly in favor of the joint session, at which a plan for moving upon the Legislature for the enactment of such measures or amendments the need for and desirability of which has developed in the meantime, is to be formulated.

Another subject that came up for deliberation was the strengthening of the association of retailers by the accession of new members. This work is to be carried on with determination and perseverance, and a representative is to see druggists personally.

The telephone committee was authorized to act with a similar committee from the Washington association and work with the end in view of getting a larger proportion of the receipts from the pay telephones maintained in drug stores for the convenience of the public than they have heretofore been able to obtain. It is thought that the Chesapeake & Potomac Telephone Co. will not be so seriously averse to making such concessions which shall pay the druggists for the time and trouble of attending to calls and giving the instruments room.

President John B. Thomas occupied the chair and Charles L. Meyer officiated as secretary.

**ACTIVITY IN WASHINGTON.**

**Novel Invitation for Get-Together Meeting—Era Dose Book's Value.**

WASHINGTON, March 12.—The District of Columbia R.D.A. held its March meeting on the 9th at the National College of Pharmacy. A most satisfactory report was submitted by the finance committee.

The entertainment committee reported the conclusion of arrangements for a novel "get-together" meeting for druggists and physicians and their ladies. This meeting is to be in the form of an entertainment entitled: "A Trip to Yellowstone Park via the Stereopticon Route." The combined card of invitation and admission is in the form of a railway ticket with coupon. The place and date of the "trip" being Carroll Institute Hall, evening of March 15.

S. L. Hilton advised that as the Washington druggists come directly under National control, it would be a wise precaution for them to stamp the percentage of the content of alcohol on all labels of alcoholic medicines; even upon 5 and 10 cent sales. Mr. Hilton exhibited a small rubber stamp, similar to an ordinary dating stamp, but with the word "alcohol" and the percentage sign set rigidly, with movable numeral hands between them. He also exhibited labels showing the stamped impression. The speaker referred to "The Era Dose Book" as supplying all the needed information upon the alcoholic content of U.S.P. and N.F. preparations.

The D.C.R.D.A. has also decided to mail a series of novel blotters to all local physicians. A new form of blotter will be mailed every two weeks. Upon each blotter will be the names, contents, properties and uses of five or six U.S.P. or N.F. preparations.

**Heavy Fine for a Vermont Druggist.**

ST. ALBANS, Vt., March 14.—John Reagan, the druggist, recently pleaded guilty to a charge of keeping intoxicating liquor illegally, and was fined \$400 and costs, which he paid.

**BIG GET-TOGETHER MEETING AT BUFFALO.**

**Gospel of the U.S.P. and N.F. Propaganda Spread by Prof. Anderson—Profitable Discussion Follows.**

BUFFALO, N. Y., March 12.—Prominent physicians and druggists on Tuesday night held the first of a series of get-together meetings in the Buffalo Public Library building and discussed almost every phase of their relations with a consideration and earnestness that indicated marked seriousness and good intention.

The call for the meeting was issued by the presidents of the Erie County Medical Society, Buffalo Academy of Medicine, and the Erie County Pharmaceutical Association. Free and open discussion took place and each professional man present was permitted to voice his sentiments without unnecessary curbing. The shortcomings of both pharmacists and physicians in the handling of prescriptions were talked of, and it was the consensus of opinion that there should be an establishment of closer relations between the two for the benefit of the general public and the high standard of the respective professions.

R. K. Smither, a prominent Buffalo druggist, was chosen chairman of the meeting. Dr. Franklin C. Gram, of the Buffalo Health Department, was made secretary. Chairman Smither, in his introductory remarks, said that prescription writing, as it was understood a score of years ago, was rapidly becoming a lost art. The increased use of pharmaceuticals, he insisted, was the principal cause for this condition. He did not believe the practice was in the interest of the physician, was not a benefit to the patient nor of any commercial advantage to the pharmacist.

One of the chief objects of the meeting was to listen to an able and interesting address by Prof. William C. Anderson, dean of the faculty of Brooklyn College of Pharmacy and chairman of the propaganda committee of the New York State P.H.A. The propriety of popularizing the use of the preparations of the United States Pharmacopoeia and National Formulary and the restriction of the employment of patent and proprietary chemicals and pharmaceuticals formed the chief topic of Professor Anderson's speech.

"Every physician," said Professor Anderson, "should be as sure of the remedy he employs as he is of the diagnosis." He reviewed in detail some of the abuses which have become known in practice, and applied his line of argument mainly to the younger doctors, of using secret remedy compounds in their prescriptions, the ingredients and the effects of which upon the patients can only be guessed at.

Professor Anderson urged a closer study of the U.S.P. and N.F. by every person engaged in the practice of medicine. Following the delivery of the address the professional men engaged in an extended discussion which covered all the technical matters that captured the close attention of the physician and druggist as to the relations which bring them together.

The address was replied to by about ten physicians and about the same number of pharmacists. Professor Long made some strong points against the prescribing of proprietary and semi-proprietary preparations. He claimed that experiments with which he was familiar proved that dilute alcohol was as good and even better in some instances than many highly advertised and generally used antiseptic solutions on the market.

Practically all stayed until the discussion closed at 1 a. m., making a session of nearly five hours. A display of U.S.P. and N.F. preparations was exhibited by the local druggists, besides a line of similar preparations as used by the Kings County Pharmaceutical Society of Brooklyn. Expressions of

Chairman Auditing Com., N.A.R.D.



T. B. RICE.

twice mayor of Greensboro, Ga., has held public office for 17 years and has never received one penny of pay or graft. He is now alderman-at-large, chairman light and water board, member of education board, Master of Masonic lodge, Knight Templar, treasurer and deacon of Baptist Church, vice-president and member of legislative committee Georgia State P.H.A., president Appalachian Asso. of N.A.R.D., commercial manager So. Bell Tel. & Tel. Co., as well as director in National Bank and in cotton mills. Who can equal this record?

extended discussion which covered all the technical matters that captured the close attention of the physician and druggist as to the relations which bring them together.

a desire to hold another similar meeting were heard from the physicians, who were very active throughout.

Dr. Gram, of the Health Department, said: "The meeting is but one of the series that is to be held by the local associations. There is a necessity for them, in that we feel certain abuses have crept into the practice which should be eliminated, and these discussions are for the purpose of enlightening all and seeing if we cannot get the remedy we seek. Physicians and druggists all over the country are interested in a general movement toward this end."

### ENTHUSIASTIC MEETING HELD IN ROCHESTER.

**Propaganda Work Approved by Physicians After Listening to Prof. Anderson—Banquet a Success.**

ROCHESTER, N. Y., March 14.—Over 100 physicians, in addition to the pharmacists, were present at the banquet of the Rochester Pharmaceutical Association held on March 10 at the Powers Hotel. There were also seven lady physicians who were present to attend the banquet and listen to the discussion on propaganda work.

The banquet hall was beautifully decorated and an orchestra of ten pieces discoursed music during the dinner. President George L. Page welcomed the guests and Dr. W. J. Herriman, of Buffalo, acted as toastmaster. Dr. William C. Anderson, of Brooklyn, chairman of the Propaganda Committee of the State Pharmaceutical Association, was the principal speaker of the evening, and dwelt at length upon the U.S.P. and N.F. propaganda campaign, explaining the object of the movement and the benefits that would accrue by more thorough co-operation between physicians and pharmacists and the more strict adherence to the privileges and duties of each. The history of the U.S.P. and the N.F. was reviewed and special stress laid upon the fact that physicians had taken a large part in the formation of each, also the advantage resulting to physicians, pharmacists and the public in the prescribing of the official and official preparations.

There followed a general discussion in which a number of physicians expressed themselves as heartily in support of the propaganda movement and appreciative of being informed along the right lines. They admitted that a number of their profession had been misled by depending too much upon advertisements and the assertions of detail men rather than depending upon their own knowledge and ability. A general expression from all the physicians who spoke was that they wanted to get away from a number of their past practices, such as the prescribing of proprietary and semi-proprietary and the dispensing of these by members of their profession. A return to the U.S.P. and N.F. preparations, and the extemporaneous prescription was advocated by most of the physicians who spoke.

There was evidence of the most cordial relations between the members of the two professions and the harmony and enthusiasm displayed at the meeting was commented upon by many before the close of the discussion.

The druggists of Rochester not only considered the meeting as one of benefit to the propaganda cause in bringing the physician into line, but also as one of value in getting stronger support from among their own numbers. Present were a number who had not taken interest nor attended meetings in years, one pharmacist stating that this was his first get-together with fellow druggists in more than 15 years.

Among those who contributed largely to the success of the meeting were H. B. Guilford, first vice-president of the N.A.R.D., and J. E. Cooney, Ph.B., chairman of the propaganda committee of the Rochester Ph.A.

### Board Inspector Arrests Druggist Selling Cocaine.

Samuel Goodman, a druggist at 1631 Lexington avenue, Borough of Manhattan, New York City, was recently arrested by Frank Rapacz, an inspector for the Board of Pharmacy, charged with illegally selling cocaine. He has been released on \$1000 bail to await the action of the grand jury.

### Druggist Promptly Arrested for Selling Liquor.

Paw Paw, Mich., March 15.—John C. Berridge, who only recently opened a drug store here, has been arrested on two warrants. One charge is violation of the local option law and the other that he filed with the prosecutor a false affidavit of sales of liquor.

## HOT DEBATE OVER TWO PHARMACY BILLS.

**Manhattan Ph.A. Divided Regarding the Merits of the Conklin and the All-State Measures.**

Practically the entire meeting of the Manhattan Pharmaceutical Association last Monday evening was given over to the discussion of the two pharmacy measures known as the Conklin Bill, which had been amended, and the All-State Bill.

Jacob Diner, chairman of the legislative committee, precipitated the discussion by urging that the association give him definite instructions as to which bill to work for, and later made a motion that the Conklin Bill be given support by the association as it was ready, and in more complete form, besides being a fairly good measure, whereas the All-State Bill was as yet incomplete.

Mr. Diner stated that the principal features in the amended Conklin Bill were, that the Governor had the appointive power; the examinations were to be conducted by the regents, and the members of the board should all be practicing retail druggists. The amended bill also contained the essentials of the Whitney-Vainwright Pure Drugs Bill.

Dr. William Muir, representing the legislative committee of the State association, stated that the reason for the delay in completing the All-State Bill was that the Governor desired to hold still another conference with the members of the legislative committee, and urged that the whole matter be laid over, until the All-State Bill could come up for consideration.

Dr. Muir took a decisive stand for the All-State measure, which he said had the support of the State association, and urged the members to consider the fact that while both of the measures were for the regulation of pharmacy throughout the State, representation from all parts of the State was essential for fairness to all when such measures were drafted. He claimed that the Conklin measure was drawn from views expressed by several local pharmacists and was not as representative as the All-State Bill. He added that should the association take the stand for the Conklin Bill, it would disrupt the harmony and unanimity that had prevailed since the time when it was agreed to place legislative matters under the care of the State association.

In conclusion, he declared that a bill drafted by pharmacists, which had the backing of the State association and conformed to the views of the Governor was the bill for the pharmacists and should receive support from every side.

Mr. Diner replied that it was time for the association to throw off all courtesy and stand independent and not be governed by the State or any other association. He said it was a matter of having pharmacy recognized as a profession that was at stake and the Conklin Bill made this a feature by placing the examinations in the hands of the regents.

C. O. Bigelow stated that the regents could not hold a practical examination for pharmacists and that the examinations were too infrequent to decently supply the number of clerks required in the City of New York, under certain conditions.

The motion was finally withdrawn and Mr. Diner substituted the following three: first, that the Governor appoint members to the Board of Pharmacy; second, that the regents conduct the examinations; third, that all the members of the board be practicing retail druggists. The first two motions were adopted while the third was lost. The first resolution met the unanimous approval of all present as that provision was contained in both bills, but the second, it was announced by Dr. Muir, conflicted with the All-State Bill and would cause the disruption as previously stated and would eliminate practical tests from examinations in pharmacy. The second resolution, however, was passed by a majority of one vote.

### Iowa Pharmacy Commissioner Resigns.

DES MOINES, March 15.—Governor Carroll has demanded and received the resignation of the State Pharmacy Commissioner, Joseph Goss, of Atlantic. This was the outcome of an alleged habit of the commissioner to claim per diem expenses for every day in the year.

### Generous Donation to Tuberculosis Camp.

Doty & Humphrey Drug Co., Poughkeepsie, N. Y., have been thanked for contributing to the city's tuberculosis camp free of charge a generous supply of needed pharmaceutical articles.



**VOTES AGAINST REFILLING OF PRESCRIPTIONS.**

**Ownership of Same a Secondary Consideration, According to Pharmacy Debaters in Chicago Meeting.**

CHICAGO, March 12.—Northwestern University Pharmaceutical Association has been wrestling with the subject of refilling prescriptions. At the March 4 meeting the question was finally disposed of by adopting the following resolution: "Resolved. That the best interests of the pharmaceutical and medical professions and of the public will be served by pharmacists refusing to refill any prescription, or to give a copy thereof, unless authority to do so is received from the physician."

At a previous meeting the question was under discussion, but owing to rather wide diversity of opinion as to the feasibility of any association of pharmacists going on record at this time in favor of a measure so radical, whatever may be the merit of the proposition, further consideration of it was postponed. As originally proposed, the resolution read "pharmacists refusing to refill any prescription, or to give a copy thereof, unless authority is received from the physician." After considerable debate the proviso "in writing" was stricken out though the vote in favor of doing so was far from unanimous, the opposition claiming that dishonest pharmacists would want nothing better than a slipshod law that would be binding on conscientious pharmacists while giving themselves a chance to evade it.

It was decided to submit the resolution to the various branches of the Chicago Medical Society with the request that they express their opinions as to several phases of the subject under consideration. It is not improbable that the question will again be taken up when the answers of these societies are received.

Every phase of the relationship of the medical and pharmaceutical professions was considered during the debate of this resolution. It was the unanimous opinion of those who participated that a better understanding between the two professions must be reached if the highest interests of both are served; but many of those who spoke voiced the sentiment that in making the proposed change physicians ought to meet pharmacists fully half-way and not place them upon the latter the disagreeable and hurtful task (hurtful from the standpoint of business) of refusing to refill prescriptions or to give copies when this practice always has been and is universal.

In the discussion, the ownership of the prescription received very little consideration, it being the consensus of opinion that the prescription is nothing but instructions from a physician to a fellow worker in the cause of combating disease, and that the patient's alleged proprietorship of the prescription is more or less an absurdity.

It is becoming more and more apparent that the rising generation of pharmacists is determined to be professional men rather than purveyors of so-called drug merchandise only. Most of the young men who compose this association have worked in drug stores and they appreciate the difficulties to be overcome; but they say frankly that they are not educating themselves to dispense chicken sandwiches, nor have they any intention of selling booze either in violation of the law or in competition with saloon keepers. Altogether, the discussion of this subject has been enlightening and helpful to a most gratifying degree.

The retiring officers were: Edgar Green, Salt Lake City, Utah, president; Wilbur L. Kingsley, Cambridge Springs, Pa., secretary. The newly elected officers are: President, Percy W. Savage, Miles City, Mont.; secretary, James Warren Beless, Salt Lake City, Utah. The next meeting of the association will be held March 18.

**HAPPY GATHERING OF ILLINOIS TRAVELERS.**

**Stag Dinner Given at the Chicago Drug Trade Club Proves to Be a Most Enjoyable Social Event.**

CHICAGO, March 12.—Good-fellowship reined and congeniality went to its highest notch at the stag dinner given recently by the Illinois Pharmaceutical Travelers' Association in the quarters of the Chicago Drug Trade Club. All the boosters of the Quincy meeting of the I.P.T.A. and the I.P.T.A. were there boosting the big event in June. The larger part of the membership was on hand and it was notable that among those present were members from the most remote parts of the State who came a long way to join their fellows in this social meet.

The menu and programme of the dinner were issued in the shape of a stein and, as the travelers said, "made a hit." Original and patriotic songs were features of the meeting, sung by Joseph A. Goers, of Parke, Davis & Co., and A. C. Kennedy, of Robert Stevenson & Co. Another hit of the evening was a monologue sketch by Prentice McKenzie, of Parke, Davis & Co. F. N. Oxley, of Seabury & Johnson, traced the history of the organization from its founding, giving a complete account of its work and activity. His address met with much applause. The gathering afforded the members an opportunity to get together on plans for the June meeting. President Bahe expressed himself as much pleased with the preparations for the prospective entertainment of the pharmacists in so far as they have advanced at this time.

**New Constitution for C.R.D.A.**

CHICAGO, March 14.—At the next quarterly meeting of the Chicago R.D.A. on April 13 the committee on revision of the by-laws of the organization will make its report. The committee has been at work for several months. Charles H. Avery is chairman of the committee, appointed by President Yeomans. The other members of the committee are C. A. Storer and H. B. Sandkoetter.

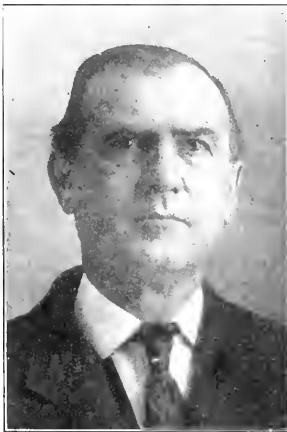
Probably the most important change proposed will be reducing the size of the executive committee, which has been considered for a number of years to be too large for the proper treatment of matters under its consideration. The number is now 16 and will probably be reduced to seven members on the indorsement of the revisers.

Considerable consternation among Chicago druggists has been aroused by the fact that Government inspectors have been gathering samples of tolu, rock and rye, rye, rock and glycerin and similar compounds here with the idea of prosecution under the Federal statutes as compounders and rectifiers of spirituous liquors without a rectifiers' license. When the fact became known the C.R.D.A. officials got busy and intervened with the Government agents, and have secured the promise from them that the offenders up to this time will have lenient treatment in the courts provided proper warning is given to other druggists. Under the pharmacy law only extemporaneous compounding of this is allowed.

**Prof. Stroup an Adept at Adapting Musical Airs.**

PHILADELPHIA, March 15.—The singing of the students of the College of Pharmacy at the numerous fraternity and club banquets that have been held during the past few weeks has been quite the feature of these gatherings not only by reason of the volume with which they were rendered but for the sentiment expressed. The credit for the verses and their arrangement to familiar airs belongs to Professor Freeman P. Stroup whose interest in the promotion of the various class and college organizations among the students is well known and highly appreciated.

One of Quincy's Entertainers.



T. S. KENYON, member of the council of the Illinois Pharmaceutical Travelers' Association, is with Barker & Wheeler, of Peoria. He is active in perfecting plans to entertain the Illinois State Ph.A. at Quincy in June.

## DATE FOR PHARMACOEPIAL CONVENTION.

**Trustees Meet in Baltimore and Decide on First Wednesday in May, 1910—Arrangements Made for Distributing Spanish Translation—Will Join in Ebert Tribute of Chicago Veterans.**

BALTIMORE, March 13.—For the first time in the history of the Convention for the Revision of the United States Pharmacopoeia the business connected with this work was looked after by the board of trustees, which were appointed at the last meeting of the convention. The board held sessions yesterday and today at the Hotel Stafford, and disposed of various matters, the most important business attended to being the making of arrangements to distribute the Spanish translation of the Pharmacopoeia. The translation has been printed and is being bound, and copies will probably be offered for sale in the next few weeks.

The chief purpose in making the translation was to bring the pharmacists of the Spanish Americans into closer touch with the American members of the profession, and to impress them with the value of the formulas and the standards adopted in the United States. Incidentally, it is also thought that the translation will serve as a means of introducing American pharmaceutical products into the Spanish American countries, or give those already known to them a much greater demand. In this way the Pharmacopoeia is expected to become a valuable aid to the American manufacturers.

The demand for such a translation became insistent after the war with Spain, which brought the United States into close touch with Cuba, Porto Rico and other islands, and naturally led to more intimate acquaintance with all the other Spanish speaking lands. According to estimates there are in them not less than 25,000 druggists and physicians, and the calculation is that perhaps 5000 copies of the Spanish translation of the Pharmacopoeia will be disposed of.

The trustees arranged for all the details of such distribution, making provision for the sale through a regular channel, and considered the question of finances in connection with the publication and other proceedings. The board also took up the arrangements for the next convention and decided that it shall be held on the first Wednesday in May, 1910, at Washington. It was determined to hold a meeting at Chicago on May 21 next and take part in the celebration being planned by the Chicago Veteran Druggists' Association to pay tribute to the memory of Albert E. Ebert, a former president, who died two years ago.

The evening of the first day of the session was rendered notable by a dinner given to the visiting trustees by Charles E. Dohme, the president, at the Baltimore Country Club. Mr. Dohme's friends had not forgotten that he was born on March 12, 66 years ago, and this event was recalled at the banquet, so that the latter became in fact a dual celebration, every one present extending congratulations to the host and wishing him many more years of usefulness. Mr. Dohme, though not robust of late, entered fully into the spirit of the proceedings, and enjoyed it thoroughly, appreciating also the compliments showered upon him.

The feature of the second day was a dinner given in the evening by a number of prominent local pharmacists to the visiting trustees at the Hotel Keraan. An excellent menu was served, and the affair had the additional attraction that the diners, after the discussion of the viands, could enjoy their cigars and at the same time witness a variety performance being given at the Maryland Theater, which adjoins the hotel. This was done by opening communicating doors. The guests and hosts were free to pass from the hotel to the theater, and vice versa.

The members of the board present were: Charles E. Dohme, Baltimore, president; Prof. Joseph P. Remington, dean of the Philadelphia College of Pharmacy; Dr. J. H. Beal, vice-dean of the Pittsburg College of Pharmacy, of Scio, Ohio; Dr. H. M. Whipple, of the St. Louis College of Pharmacy; F. W. Meissner, of La Porte, Ind., and Dr. Murray Galt Motter, of Washington, the secretary of the board.

The subscribers to the banquet were: Louis Dohme, Charles E. Dohme, Prof. Charles Caspari, Jr., Dr. D. M. R. Culbreth, Prof. Daniel Base, Prof. Henry P. Hynson, J. W. Westcott, Dr. H. A. B. Dunning, Dr. E. F. Kelly, James E. Hancock, John B. Thomas, William M. Fouch, Aubrey T. Hill, Henry F. Baker, F. W. Dickson, F. A. C. Smith, H.

Engelhardt, Charles L. Meyer, P. I. Heusler, J. Emory Bond, John C. Muth, A. P. Sharp, W. J. Smith and W. M. McCormick.

Through the courtesy of Prof. H. P. Hynson some of the visitors were enabled to see the treasures of the Walters Art Gallery this afternoon, one of the days on which the gallery is open to the public.

The board of trustees is the administrative body of the U.S. Pharmacopoeial Convention. It was created at the last session of the parent body in 1900 to look after purely business matters, as distinguished from the actual work of revision, the innovation being in the nature of an experiment, upon the results of which the continuance of the board will depend.

## TENTATIVE DRAFT OF OPIUM REGULATIONS.

**Authorities at Washington Considering Rules for the Enforcement of the Prohibitory Law.**

A tentative draft of the regulations to carry into effect the Act prohibiting the importation of opium, its preparations and derivatives, except for medicinal purposes, was submitted to the Treasury Department at Washington by H. C. Stuart, Special Deputy Collector of the Port of New York, last Thursday.

The advisory draft contains a number of regulations drawn from the suggestions which were advanced at a meeting on March 8, between representatives of the Customs Department and the importing and wholesale drug trade.

Under the proposed regulations, importation of opium, its preparations and derivatives is allowed only for medicinal purposes and all importations are to be detained by the collector until satisfactory evidence is given that the importation is made in good faith and not for smoking purposes. If such evidence cannot be established the goods are to be seized and destroyed as in the case of smoking opium.

Upon every importation there shall be filed with the Collector a declaration from the owner or ultimate consignee that the goods are only to be used in the manufacture of medicines or medicinal purposes. However, if such a declaration cannot be produced at the time of entry a bond may be filed representing double the estimated value of the merchandise, but conditioned that the required declaration is made within three months.

All opium, morphine and codeine must first be examined by the appraisers after entry to the Appraisers' Warehouse, where all packages of each importation must go, and from whence no delivery must be made unless each package contains not less than 100 pounds of opium or 50 ounces of morphine, or 25 ounces of codeine. This release is further dependent upon the report of the appraiser as to its quality, purity and fitness for medicinal use.

Crude or unmanufactured opium, morphine and codeine that has been imported in packages other than prescribed in the regulations, may be repacked in customs custody so as to conform with the regulations, and importations consisting of less quantity than the minimum required for delivery may be entered for warehouse. No withdrawals are permitted unless the quantities aggregate the minimum quantity required for delivery and are packed in accordance with the regulations under the proper customs supervision.

The draft was under consideration by the authorities at Washington at last accounts.

## Shorter Sunday Hours—No More Premiums.

PHILADELPHIA, March 12.—The question of shorter hours for retail druggists received substantial impetus this week at a joint meeting of the members of the thirteenth and eleventh district organizations of the Philadelphia Association of Retail Druggists. W. H. Sutton, chairman of the eleventh presided. It was decided to recommend to the druggists of that section of the city that they keep their stores open from 9 a. m. to 1 p. m., and from 6.30 to 10 p. m., on Sundays. A committee was appointed to canvass the trade in the two districts and report at the next joint meeting the number who agreed to abide by this plan.

Another important decision was that to abolish the giving of rebates and premiums to patrons. There has been considerable fault found with some few druggists who were adopting these methods in an effort to attract trade. It was declared to be a short-sighted policy by which those who followed it, eventually would come out the losers.

## EXTENSION OF DRUG TRADE DISCUSSED.

### International Unification of Pharmacopoeial Requirements on Drugs Also Considered.

At the March meeting of the Drug Trade Section of the New York Board of Trade and Transportation Edwin H. Burr, chairman of the committee on essential oils, called attention to a report containing the proceedings of the Geneva Convention which met last September to consider matters relative to the establishment of an international congress for the purpose of securing uniformity in the various pharmacopoeias as to the requirements for certain drugs and essential oils. Mr. Burr stated that the report contained a great amount of information of interest and value to the drug trade and promised to secure a copy for the use of the section.

A communication received from G. O'Neill relative to the establishment of a special committee to promote the extension of American drug trade in South America was discussed and referred to the executive committee.

Thomas P. Cook, chairman of the legislative committee, announced that the members of the committee would attend the hearings on the Gluck Formula and Labeling Bill when held and called attention to the Cuvillier Bill which the committee thought needed no action on the part of the trade, as the matters involved related chiefly to foods.

### Five Bills to Regulate Weights and Measures.

Bills number 80 to 84, all relating to regulations for weights and measures, are pending in the New York State Senate at Albany. No. 80 provides for the adoption of such new weights, measures, balances and other apparatus as may be received from the United States as standard.

No. 81 makes it a misdemeanor to use any weight, measure or other apparatus that has not been sealed by the town sealer, and also the selling of less than the quantity represented of any article and merchandise. The possession of any unsealed or false weight is also a misdemeanor.

The other bills provide for the rigid inspection of weights and measures by a State superintendent, deputies and sealers; also the stating of the net weights, numerical count of contents of packages, containers, etc., in characters at least one-eighth of an inch in height.

### Oppose Tax on Soft Drinks in Tennessee.

NASHVILLE, Tenn., March 14.—The Nashville and Davidson County Retail Druggists' Association has entered a strong protest against the bill which proposes to tax soft drink stands. It is claimed by the druggists that it is as much an imposition to tax the soda fountains as it would be to tax a department or a dry goods store. They say, too, that just now the soft drink sale should be encouraged.

### New Drug Company Elects Officers.

ASHEVILLE, N. C., March 15.—The final step in the organization of the Asheville Wholesale Drug Company has been taken by electing the following officers: President, F. Stikeleather; first vice-president, N. Lipinsky; second vice-president, A. H. Elmore, of Eryson City; third vice-president, Dr. K. A. Price, of Hickory; secretary, J. Frazier Glenn; treasurer, R. H. Roth; auditor, S. Lipinsky; manager, A. W. DeLand; stock manager, R. H. Roth.

### Michigan Farmers to Rescue of Peddlers.

LANSING, Mich., March 15.—A bill introduced in the House by Representative Darwin Z. Curtiss, of Detroit, to compel drug peddlers to take out a license at a fee of \$100 a month, is being hotly opposed by the farmers. The bill is backed by the representative druggists of the State and is practically prohibitory to the selling from house to house of medicines. It is said that the bill is likely to be amended to lower the fee.

### N.W.D.A. Proceedings for 1908 Distributed.

Secretary J. E. Toms, of the N.W.D.A., last week distributed the bound volumes of the proceedings of the convention held at Atlantic City last September. The frontispiece consists of portraits of President Carter, Treasurer Strong and Secretary Toms. The book is complete in its information and is invaluable to the members of the association.

## MODEL ANNEX FOR GREAT DRUG PLANT.

### One of Many Important Enterprises Carried to Success by Parke, Davis & Co., Despite Depression.

DETROIT, March 14.—Two and one-half acres of floor space, covering a ground area of something more than half an acre, are added to Parke, Davis & Co.'s Detroit laboratories in the completion of the handsome four-story-and-basement structure shown in the accompanying picture. This is the new home of



the capsule, extract, chemical, printing, binding and paper-box departments, made necessary by the growing business of the company.

With exception of the scientific laboratory, erected half a dozen years ago, the new building is perhaps the most modern and substantial of all the structures that go to make up the firm's Detroit plant. Provision has been made for abundance of light and fresh air, and the building has all the conveniences and accessories that appertain to the model factory or laboratory.

It is significant, too, that during the recent critical period Parke, Davis & Co. were engaged in not a few other projects that called for initiative and the expenditure of large sums. They were completing a new laboratory in England. They were building a fine new home for their Australasian branch at Sydney. They were increasing their advertising and promotion work, and they were augmenting their sales forces all over the world.

### "Three-Cornered Bottle Bill" Bobs Up Again.

PHILADELPHIA, March 14.—The famous "three-cornered bottle bill," the passage of which was stayed largely through the opposition of the drug trade at at least one previous session of the Pennsylvania Legislature, is again before that body and has passed the Senate. It is calculated to prevent the possibility of persons taking the contents of the wrong bottle when seeking medicines in the dark or without careful inspection and it provides that no poison shall be sold except in triangular bottles and furthermore that such bottles shall not be used for any purpose except to contain poison. Such a law would mean the outlay of a vast amount of money by the druggists of the State in these three-cornered bottles of all sizes and thickness.

### Suit to Enjoin Perfume Manufacturers.

BALTIMORE, March 12.—J. Harry Thuman and Augustus P. West, trading as the Rosedale Manufacturing Company, are defendants in an injunction suit filed by the United Manufacturing Company, to restrain the former from using certain labels on bottles of perfume. It is alleged that the labels imitate those which the complainant has been using for years.

### Buying Club Organized in Colorado Springs.

COLORADO SPRINGS, March 12.—In order to open a retail house in Chicago, and to buy supplies direct from the manufacturer, thus saving jobbers' profits, local druggists have organized the Druggists' National Co-operative Association with a capitalization of \$50,000.

# LETTER BOX

It is "Up to" the Clerks, Not the Era.

Editor *The Pharmaceutical Era*:

Just read an article in the March 4 ERA in which you state that competent registered pharmacists may be had in the country for as low as \$10 per week. In publishing that manifestly false statement you have proven yourself no friend of the drug clerk.

The registered pharmacist who would go to the country and work for \$10 a week is a ninny, and therefore not competent. Boston, Mass.

A. D. WILSON.

[Our correspondent is in error in disputing the truth of the statement. The ERA cannot help the existence of the condition mentioned and there is no unfriendliness in stating the facts, nor was the little explosion of wrath justified. Mr. Wilson should pour out his vials on the clerks who accept the low salaries, not on the ERA.—Ed.]

Mr. Helmbold Denies Friendship for Mr. Tyner.

Editor *The Pharmaceutical Era*:

My attention was called to an article in your publication in which you stated that I was seen talking with one G. L. Tyner and was evidently quite friendly with this party.

I wish to have you correct this statement as being unqualifiedly false in every particular, as I do not know this party and have never seen him to my knowledge. It is true that I called at his office in response to a request for a quotation, but could get no satisfactory information from the party who claimed to represent him.

Your statements insinuating and reflecting on my methods of doing business I consider not only a hasty and unjust aspersion personally, but reflecting grievously on the character, probity and intelligence of the many responsible firms and principals with whom I have done business almost regularly for the past 20 years, and whose confidence and respect I will always endeavor to maintain as heretofore.

I request that you insert this letter in your publication in order that I may be placed in a proper light before your subscribers and others who are interested in extending every one a "square deal." Yours very truly,

79 Pearl Street, New York.

E. P. HELMBOLD.

Tabulation of Price Variations of Camphor.

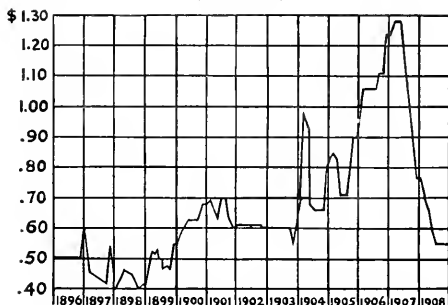
Editor *The Pharmaceutical Era*:

As a senior here in Washington State College, School of Pharmacy, I have worked up the accompanying Price Variation of Camphor from the back files of the ERA in the College Library. No pains have been spared to secure accuracy and it shows to advantage the high price during 1906-7 following the taking over of the camphor industry in Japan by the Government and the subsequent reduction caused by the competitive introduction of the artificial product. Very truly yours,

L. P. LITTLE.

March 1, 1909.

232 Ferry Hall, Pullman, Wash.  
(Enclosure.)



## WOMEN TO AID LOUISVILLE ENTERTAINERS..

Agreeable Weather for N.A.R.D. Convention, if Precedents Count—Committees Hard at Work.

LOUISVILLE, March 14.—A retail druggist visiting in this city remarked to the ERA correspondent that Louisville would be an ideal convention city for the months of October or November, but he had an idea that September, the month in which the N.A.R.D. will hold its convention here, was very warm. While this was news to those who have lived here for many years, as the recollections of these residents is that the month is a very pleasant one, yet to be reasonably safe, application was made to the weather bureau for official information.

The bureau was established 37 years ago and the official record shows that the highest temperature ever recorded was 102° and the lowest 37°, both of these being extremes and never recorded but once in all of these years. The mean temperature has been 70°, certainly not an uncomfortable one for the time of the year.

It is impossible, of course, to predict the temperature for next September, but based on past experience people here are certain their guests will not suffer from the heat.

The members of the committee named to look after the entertainment of the W.O.N.A.R.D. have been very active in mapping out their work and have under consideration quite a number of features for the amusement and entertainment of the ladies. In a few days an auxiliary committee will be appointed composed of the wives, sisters and daughters of the local druggists who will aid the men in formulating their plans. It is more than probable that Mrs. T. P. Taylor will be made the head official of this latter committee and a more enthusiastic and competent person could not be selected.

The committee on badges is in correspondence with a number of concerns that are specialists in that line and will soon have designs submitted for examination and approval. It is the desire of this committee to select some design that will be typical of the meeting place and of sufficient value to be kept as a souvenir of the convention.

## New York Paint, Oil and Varnish Club Has Meeting.

The 115th dinner and meeting of the Paint, Oil and Varnish Club of New York was held last Thursday evening at Hotel Brevoort. There was an unusually large attendance present. The following firms were admitted to membership: Newark Varnish Works, of Newark, N. J.; Brooklyn Varnish Works, and King Paint Manufacturing Company, of Brooklyn, N. Y. Further action was also taken relative to the substitute for the Naval Stores Regulation Bill pending in the United States Senate. This substitute will be opposed as was the original bill. Regrets were expressed over the fact that C. B. Woodruff, chairman of the executive committee, was to leave for the Pacific Coast, his former home, and a toast was given Mr. Woodruff.

## Yacht Club Honors Two Baltimore Drug Men.

BALTIMORE, March 14.—H. B. Gilpin, head of Gilpin, Langdon & Co., and of the Gilpin Drug Company, had the incongruous experience recently of being re-elected commodore of the Baltimore Yacht Club, and being operated upon for some trouble on the hip. His recovery has been rapid.

Capt. Isaac E. Emerson, of the Emerson Drug Company, was elected vice-commodore. He also has been prominently identified with the organization.

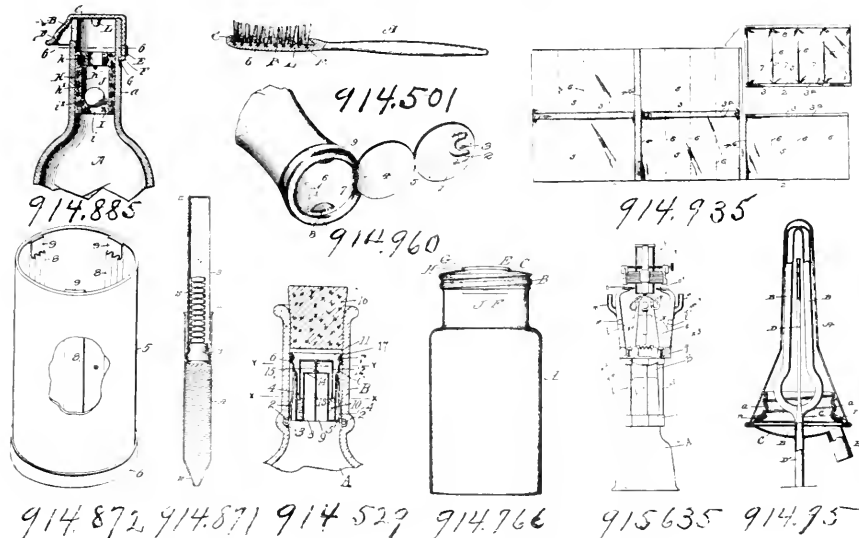
## Enforcing Cleanliness in Mexican Drug Stores.

MEXICO CITY, March 7.—Carrying out its plan to enforce cleanliness in the small drug stores and prescription pharmacies of Mexico City, the Board of Health has ordered the closing of seven drug stores located in various parts of the city. They will remain closed until such time as the proprietors have cleaned the places and replaced the old drugs and preparations with fresh stock. The order was issued subsequent to visits of inspectors.

## Dr. Takamine Entertains Friends at Three Dinners.

Dr. Jokichi Takamine this week tendered a series of dinners to a number of personal friends and associates at the Nippon Club. The first was held Tuesday evening, the second occurs this evening and the third tomorrow evening.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted March 9, 1909.

914.408—Wilhelm Grüttentein, Vohwinkel, near Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Mercury salt of para-aminophenylarsinic acid.

914.501—Donald McEachern, Argyle, Ontario, Canada. Tooth brush.

914.518—Ernst Saam, Ludwigshafen-on-the-Rhine, Germany, assignor to the firm of Knoll & Co., Ludwigshafen-on-the-Rhine, Germany. Alpha-halogen-isovaleryl-urea and the process of making the same.

914.529—Charles S. Thomas, St. Paul, Minn., assignor of one-third to Michael Malzahn and one-third to Frederick G. Kemper, St. Paul, Minn. Non-refillable bottle.

914.766—Cortlandt H. Van Rensselaer, Philadelphia, Pa. Powder distributor and closure for bottles, cans, etc.

914.871—Harlon F. Ong, Portland, Ore. Syringe.

914.872—Leo H. Peltason, St. Louis, Mo. Carton for glassware.

914.885—Frank Schmitz and William Shanahan, Depew, N. Y. Non-refillable bottle.

914.935—Hyde J. Dunn, Oakland, Cal. Poultice case or container.

914.950—Jay R. Harris, Baton, N. Mex. Syringe.

914.960—Albert P. Lee, Buffalo, N. Y., assignor to Grover & Lee Co., Buffalo, N. Y., a corporation of New York. Jar or bottle stopper.

915.035—Nelson Muslar, Worcester, Mass., assignor to Arthur C. Higgins, Worcester, Mass. Bottle labeling machine.

## New Association Planned in Zanesville.

ZANESVILLE, O., March 15.—J. R. Johnson is president and W. R. Wells secretary of a new temporary druggists' organization here. Physicians will be invited to attend a banquet as the guests of the pharmacists at an early date.

## Moves to Michigan and Changes Name.

ALBION, Mich., March 12.—Independent Chemical Company, of Norwalk, O., will locate in the old Stoepel Engine Works in this city and change its name to the Independent Stock Tonic Company.

## TRADE MARKS.

Published March 9, 1909.

32,116—Carno Chemical Company, New York, N. Y. Class 6. A remedy for malaria, nervous diseases and general debility.

32,382—Mexican Amole Soap Company, Pavia, Ill. Class 6. Facial creams, hair tonic, remedy for dandruff, perfume and toilet waters.

33,443—Société l'Oxylythe, Paris, France. Class 6. Chemical substances for preparing oxygen.

34,065—Helen B. Yoas, Glendine, Mont. Class 6. Medicated plasters for external body application.

34,348—Harold Bruce Dresser, Liverpool, Eng. Class 6. Chlorid of magnesium.

35,024—Mary E. Clichester, Brooklyn, N. Y. Class 6. Medicated pads and plasters for the stomach and various other parts and organs in the human system.

37,841—Shoemaker & Busch, Philadelphia, Pa. Class 6. Medicated complexion and toilet powders.

38,459—Colgate & Co., Jersey City, N. J., and New York, N. Y. Class 6. Liquid and powdered perfumes and toilet waters.

38,913—Holland Medicine Company, Scranton, Pa. Class 6. A medicinal compound for kidney, liver and bladder troubles.

39,500—Shoemaker & Busch, Philadelphia, Pa. Class 6. Disinfectants and deodorizers.

39,638—Milton C. King, Philadelphia, Pa. Class 6. Salves.

40,100—Albert L. Calder Company, Inc., Providence, R. I. Class 6. Tooth powder, tooth paste and tooth soap.

## Medicine Company Owns Its Own Building.

ST. LOUIS, March 15.—The A. H. Lewis Medicine Company has bought the four-story brick building at Fourth and Spruce streets, that it has occupied as a factory since it began business.

## Drug Store at Monroe to Be Improved.

A handsome new store front will soon be put in the Clark drug store at Monroe, Wis. It will be of iron, plate glass with prism glass top, patent window ventilator and a single door in the center.

# THE DRUG MARKETS

## SEASONABLE ARTICLES IN GOOD DEMAND.

**Aggregate Volume of Business Moderately Large, But Activity in Large Quantities Absent.**

**NEW YORK, March 15.**—Nothing of new feature has developed in the market for drugs and chemicals during the past week, and while in the aggregate there has been a very fair demand, there is no apparent buying interest for larger quantities. Opium and sulphate of quinine are quiet and steady, and Norwegian cod liver oil is in good demand with an upward tendency. Balsam of fir, Canadian, is scarce and higher. Refined camphor is more active but without change in value. Sautonin is scarce with inquiries for large lots, which are not obtainable. Cascara sagrada bark is firmer with an active demand and large sales are reported. Citric acid is unchanged but in more demand. Sicilian essences, such as bergamot, lemon and orange, are without any material change in value, but a firmer and better feeling prevails in primary markets.

**QUININE SULPHATE.**—The market is quiet and the demand is limited to actual requirements. The stock held in the London market, which is always large, shows a falling off as compared with the years 1907 and 1908. The supply in that market on February 28, 1909, was 3,223,536 ounces, as compared with 3,569,532 ounces on the corresponding date in 1908, and 3,553,024 ounces in 1907. The difference this year as compared with 1907 is about 339,000 ounces less.

**OPIMUM.**—The market is firm at \$4.35 per pound for case lots, which average about 160 pounds, and the regular advance for smaller quantities. The latest advices from Smyrna report heavy frosts and snow in the Salonica district as well as in the other high plateaus, which will result in some harm to the poppy plant; but until the snow melts it will be impossible to say to what extent the damage will reach. The arrivals in Smyrna to February 19 amount to 2920 cases, as against 1352 cases for the same period last year.

**NORWEGIAN COD LIVER OIL.**—The foreign markets are higher and some of the manufacturers of prime goods have advanced their prices \$1.00 per barrel. Our market, however, remains unchanged, but there has been a more active demand during the week. Unless reports from primary markets are more favorable, there may be later on a material advance in prices. Cables received giving the reports of the fishing up to February 8 are as follows: In Lofoten, 4,000,000 fish, yielding 4580 barrels; other districts, 12,000,000 fish, yielding 12,570 barrels. For 1908 for the same date last year, in Lofoten, 4,200,000 fish, yielding 6585 barrels of oil; in other districts, 11,300,000 fish, yielding 15,500 barrels of oil.

**CHAMOMILE FLOWERS.**—Hungarian. This article seems to be very scarce and the stock in this market is very small, especially that of a good merchantable quality. We understand that new arrivals are at hand which will no doubt have a tendency to ease off the market a little.

**BUCHU LEAVES.**—The price of the short variety is decidedly firm and the general quotation for prime green has been marked up to 30c. per pound, as to quantity. At the drug auction in London held on March 11, the entire quantity offered was sold at 12d., an advance of about 4c. per pound. That market is said to be practically bare and the outlook is considered favorable to still higher spot prices.

**VANILLA BEANS.**—Greater activity is being shown in the market for this article than for some time past, especially for Bourbonnais, sales of which are reported at full outside figures.

**OIL OF GAULTHERIA.**—There has been an advance in the price of the natural leaf oil. Revised prices are now \$4.25¢ to \$4.50¢ per pound.

**GLYCERIN.**—This article again reflects weakness and manufacturers have further reduced prices to 15½¢. per pound for C.P. in drums and 16½¢. per pound in cans.

**CITRIC ACID.**—The market has been quiet but shows a tendency towards a slightly improved demand. There is undoubtedly a lack of confidence in the future market. Manufacturers quote 41c. in barrels and 41½¢. in kegs.

**MENTHOL.**—There have been arrivals from Kobe, Japan,

consisting of 20 cases, but the market has not been influenced to any noticeable extent. The demand has been quiet and the quotations of \$2.15¢ to \$2.25 per pound, according to holder, have been rather nominal.

**GRAINS OF PARADISE.**—The shortage in primary markets is unrelieved and only limited quantities of prime, sound quality are available. Single bags of about 125 pounds are being offered at 15c., with smaller quantities at the usual ratio of advance.

**ERIOR.**—The stringency in primary markets continues unabated and in consequence high prices are being secured for all lots that are obtainable. Choice Spanish is being held at 45c. in large quantities, and Russian is held at 40c. for small amounts.

**ALOES, BARBADOS.**—The few holders are entirely out of this article and there is none in this market at present. Shipments are expected to arrive, but it cannot be said at what time these will be here.

**SANTONIN.**—This article has been in active demand with inquiries for lots of 100 and 200 pounds, but small lots only are available and no quotations are being made for lots exceeding 5 pounds each.

**BALSAM PERU.**—Quotations have been slightly reduced and large quantities are now held at \$1.55¢ to \$1.65 per pound. The reduction is said to be due largely to the fact of competition with recent importations from Germany. In the market the description is not recognized as that of a balsam of the same grade or class as the direct importations from the country of production, San Salvador, but its presence in the market has, however, had an influence upon values.

**RAY RUM.**—The market is firm at \$1.55¢ to \$1.60 per gallon, as to seller, with only limited quantities available at the inside figure. The firmness is largely due to the steady diminution of spot stocks, and as the cost to replace with tax paid goods is considerably higher than the present selling market, material advances in local values are looked for.

## London Drug Market

**LONDON, March 6.**—While business in drugs and chemicals has not improved to any appreciable extent, it is no worse than it has been recently and prices on the whole are well maintained. Cocaine has been advanced 7d. per ounce, a rise which most people had expected. Cod Liver Oil is dearer in consequence of unfavorable reports as to the fishing. Camphor is firm but little business is passing; small sales of China Crude have been made at 140s. per cwt. spot, while for Japanese refined 1s. 7d. per pound is quoted for 1 ounce tablets. Essence of Lemon is firmer and business has been done at 2s. 3d. per pound spot; Essence of Bergamot is quoted at 22s. per pound and Oil of Sweet Orange 9s. Citric Acid is quiet and the position unchanged. Opium is firm and the alkaloids are in steady demand. Oil of Peppermint is quiet and prices are unchanged. Strychnine is very firm and some makers are quoting higher prices. A general advance in price is anticipated.

### Taft 'Possum Dinner for Drug Men.

**DETROIT, March 14.**—The Stogie Club, comprising the heads of the department of Frederick Stearns & Co., and their assistants, recently sat down to a typical Taft 'possum dinner, sweet potatoes and the rest of the menu, all except the bonilabaise. Those present were: D. M. Gray, T. Bennett, J. W. T. Klox, W. Ohliger, Dr. Charles W. Yarbrough, R. Homberg, C. G. Willits, T. Mears, K. K. Gimmy, R. R. Daley, B. S. Knapp and W. H. Sanderson.

### Mississippi B. of P. President Buys Fountain.

When James B. Small, Winona, Miss., president of the Board of Pharmacy of that State, indicated to manufacturers of soda fountains that he was in the market for a new iceless outfit there was naturally a very vigorous scramble after the order of so prominent a figure in the Southern pharmaceutical trade, but the Liquid man carried off the order for a 20 foot marble and Sienna apparatus.

### Canadian Drug Concern to Sell Stock in London.

The National Drug & Chemical Co., of Canada, has arranged for the issue of \$1,500,000 first preferred stock in London.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MARCH 25, 1909

No. 12

D. O. HAYNES & CO., - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York"

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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For Era Album 90 WILLIAM ST., NEW YORK.

## ROCK AND RYE NOT SALABLE AS A BEVERAGE.

Druggists throughout the country will do well to take warning from the experiences of the Chicago druggists, reported in recent issues of the ERA, who have been threatened with prosecution for violation of the Federal stamp tax law for manufacturing, displaying and selling tolu, rock and rye, as well as similar compounds, including rock, rye and glycerin. It is contended that in putting up this class of goods for beverage use the druggists make themselves liable for violating the law requiring a license as compounders and rectifiers of spirituous liquors. The penalty is a fine ranging from \$1,000 to \$5,000 and imprisonment for not less than six months nor more than two years for each offense.

Under Treasury Decisions 946 and 1905 a druggist may compound a preparation of rock candy, rye whisky and glycerin on the order of a patron, or on a physician's prescription, for medicinal use, in which case he is exempt from special tax; but when he keeps the compound in stock and sells it to those desiring it as a beverage he comes under the law and is not exempt.

The action of the Internal Revenue agents in the Chicago district may be followed by other agents elsewhere in the country and this warning should prevent druggists from making themselves amenable to prosecution.

## FUTURE OF THE RETAIL DRUGGISTS.

In Dr. Nathan's recent prize paper in the ERA the view was taken by him that the only salvation in the future for retail druggists exists in the form of buying clubs. As we pointed out at the time, there are more ways than one of constructing a prosperous business and none of these ways should be omitted from the consideration of druggists who are determined to have "salvation" anyway. Mr. Coleman, in an admirable address before the students of the Pittsburg College of Pharmacy, recently presented the results of his experience in not only enlarging his business and making it more ethical professionally, but in promoting its permanent stability and future prosperity.

Comparatively few druggists have laboratories at all worthy of the name, although analytical work is a natural function of pharmacists and one for the exercise of which there is a constantly growing demand. Aside from the interesting studies which can be made of drugs and chemicals, omitting thought of the profitable trade which can be built up, there is the more serious question of how druggists are going to comply with all of the requirements of the pure drug laws if they are not equipped to make the

analyses and tests which are necessary in avoiding conflict with the statutes and penalization! Drug-gists who do not possess laboratories should read the experience and note the suggestions which are put forth in such practical shape by Mr. Coleman on page 277 of this issue of the ERA.

#### KENTUCKY SETS EXAMPLE FOR NEW YORK.

In revising the pharmacy law of New York the members of the legislative committee of the New York State Pharmaceutical Association can with profit study the system in vogue in our sister State of Kentucky, where the State Board of Pharmacy is appointed by the Governor upon the recommendation of the Kentucky State Pharmaceutical Association. There is no option at all about it, for the Governor *must* make his selections from the list submitted by the State Ph.A. In Kentucky the pharmacists also have one representative upon the board charged with enforcing the Pure Food and Drugs Law and this member also *must* be appointed upon the recommendation of the State Ph.A.

In enforcing the pharmacy law in Kentucky first offenders are never penalized, but second and subsequent offenses are treated with severity. The board maintains a high standard, the politicians have no power to punish members for political reasons and there can be no disgraceful scramble for office. The possibility of rewarding friends for political services also is eliminated and conditions are more or less ideal when compared with other States that will readily occur to the readers of the ERA.

Why not put the *must* into the New York bill and thereby forever insure the State Board of Pharmacy against the interference of meddling politicians and ward heeler? No Governor sincerely desirous of preserving the integrity of this important body could object to such a provision and most Governors would be heartily glad to have such a restriction in the law, for it would offer relief from the pressure of doubtful or undesirable candidates and serve to prevent party friction over a subject of life and death which is quite too serious to be made the football of capitol wire-pullers.

#### PAYNE BILL REALLY RAISES THE TARIFF.

Comparison of ad valorem rates in the Payne Tariff Bill and the Dingley Law discloses the fact that the schedules have not been revised downward in the fashion which most of the public had been led to believe. An official summary shows that the average rate under the Dingley Law is 44.16 per cent, while the Payne Bill averages 1.56 per cent greater. The average taxes of nine schedules have been advanced and those of five decreased, among the latter being the chemicals, oils and paint schedule, which is reduced from 28.82 to 28.48 per cent.

So far as the drug trade is concerned the general opinion seems to be that the revision is without much effect and it is doubtful if trade interests will bother very much about the Congressional action, unless some new phase develops, such as the rumored

possibility of the imposition of revenue stamp taxes, in which case a vigorous opposition will be organized. The tariff tinkers at Washington figure that under the Payne Tariff the annual revenue will be \$305,224,732 as against \$293,557,684 derived under the Dingley Law. This provides for a net increase from customs of almost \$12,000,000 and does not include the tax on legacies, etc. These figures, which are official, would seem to make unnecessary any revenue stamp taxes of the war variety, but in politics "it is not always what you see, but what you don't see," as a wise old statesman once remarked.

#### WHAT DRUGGISTS HAVE FOUGHT FOR.

One of the provisions of the Payne Tariff Bill which has escaped general notice straightens out one patent law injustice and if enacted will bring about the reform which was one of the chief features of Congressman Mann's Patent Bill for which organized druggists throughout the country fought so hard. Section 41 of the Tariff Bill makes this provision:

"That whenever a patent is issued by the United States to any citizen or subject of a foreign country it shall be subject with respect to manufacture thereunder in this country to all the limitations, conditions, and restrictions that are imposed by the country of said citizen or subject upon the manufacture in that country under patents issued therein to citizens of the United States."

This provision is in line with the policy of the maximum and minimum tariff provisions and is intended to protect Americans without at the same time doing injustice to foreigners.

President Diamond, of the New York State Ph.A., in a vigorous communication, which will be found on page 282 of this issue of the ERA, takes the Manhattan Ph.A. severely to task for its interference with the legislative work of the State association. Mr. Diamond points out that the Manhattan association was invited to attend the conference of all of the local bodies interested in drafting the all-State bill and is only able to explain the action of six of the Manhattan's members upon the theory that President Diner is the real father of the Conklin Bill. While it would be interesting to have the mystery solved, its solution can have no effect upon the situation at Albany, for the measure to be agreed upon by the Governor and the State Ph.A. will have the right of way in passage through the Legislature. As we have repeatedly pointed out, the best interests of pharmacy in the State demand that there be a harmonious acquiescence in the legislative plans of the State association.

Resolutions adopted by the Columbus R.D.A. demanding a restoration of the buying rights that the retailers relinquished on account of the tripartite agreement, which was nullified by the courts, will be read with consuming interest by druggists throughout the country. There is a ring of determination to the utterances of the Columbus retailers that will give the proclamation a force which it would not have had it been couched in less vigorous language.

Much favorable comment has been caused by the ERA's new departure in establishing the Classified Buyers' Directory, offering, as it does, an unexampled means for the buyers in the drug trade to keep in touch with the manufacturers of all kinds of goods that are in demand by retail druggists.

An advertisement in the New York *Herald* recently called for "capital to finance manufacturing of non-refillable bottle." Great is the faith of the inventors, even when they pursue the elusive fire-fly of perpetual motion.

Unlawful possession of opium and cocaine should be made



a criminal offense. When that is done the fight against these twin evils can be prosecuted to better advantage than at present. Such a law rigorously enforced would kill the peddling of these drugs and give the authorities power to lock up the fiends for reformatory purposes.

Editor-druggist Wm. B. Barnard, of the Millersburg (Ill.) *Grit*, has displayed true consistency of principle. He is an ardent advocate in his newspaper of temperance legislation and in order that he may not be accused of fighting for selfish purposes he has entirely stopped the sale of intoxicants in his drug store. Nobody can now question his sincerity.

A fool clerk and his job are soon parted.

California Board of Pharmacy deserves the hearty and earnest support of all pharmacists in the State in the war which its members are fighting against the unlawful sale of cocaine and opium.

With his 90th birthday less than six months distant, Col. Ormand F. Nims, the oldest druggist in Massachusetts, is not only in active business but on Washington's Birthday he presided at the 44th annual reunion and dinner of the famous Nims' Battery Association, at the Revere House, Boston. That he is able to appear at public functions is perhaps the best evidence of his remarkable vigor, and not a few remarked that the venerable Colonel belied his age by at least a third of a century.

In a professional way the Colonel is also remarkable. A few days ago, a Boston antiquarian in search of a fact which appeared to be obtainable only from an eye-witness of the incident, made a call upon Colonel Nims to see if he could give the much-desired information. The Colonel was found in his quaint drug store at 136 Cambridge street, Boston, engaged at that moment in the delicate task of removing a splinter from the eye of an unfortunate man, and the Colonel not only removed the splinter, but did so without the aid even of spectacles.

Despite his age, Colonel Nims continues to pursue the same routine of life that he has known for many years. He opens his store himself every morning at seven, and with the exception of the two periods at noon and evening which he takes for meals, he keeps at business until nearly eleven at night.

Colonel Nims is perhaps more widely known as a soldier than as a pharmacist, for in the Civil War he was commander of Nims' Battery, which covered itself with glory. He had only eight days' notice in which to arrange his business affairs and leave for the front at the outbreak of the war, and he did not return to Boston until the war was over. He got his military instinct at birth. All the Nimses were soldiers. One of them was killed at Bunker Hill. They have fought in every war in which the United States has been engaged. Colonel Nims was a member of the Massachusetts Battery of Light Artillery in anti-bellum days. One day the captain said to him: "Keep on drilling the company. I am going to Boston and may not be back for some time."

"I have never seen him since," remarked the gallant veteran the other day as he conversed with a representative of THE PHARMACEUTICAL ERA. "The adjutant-general came out to see us, asked me to take command, and gave me eight days to get ready for the front. I left my business with my wife, or rather with the lady who afterward became my wife. I was in the service with the battery three years and five months. Then I resigned and joined the quartermaster's department in New Orleans. The colonel sent me out to see what I could buy copper sheathing to repair the ships with. I made my report. Then he sent me out to see what I could do in getting three steam fire engines. I got a price of \$2800. The colonel directed me to buy them. I offered the concern \$2500. They jiggled and quibbled, but finally accepted and I had them

make out the bill for \$2500. When the colonel saw the bill he called me to him and told me he was going to put me in charge of building the hospitals in New Orleans, and after I had been in charge three weeks he told me I had accomplished more in that time than had been done in three months before. Then I was made harbor-master and was given full charge of all the supplies arriving in the city for the army. The levees were piled high with hay and provisions and supplies of all kinds. I was told I might hire three men to help me, but I didn't do it and I got all the stuff cleared up and stored away. Then I found myself about to be out of a job because there was nothing more to do. I asked to be made an auctioneer and in one day I sold \$55,000 worth of stuff.

"But all that is of no interest. I don't want to be written up. People will think I am trying to put myself forward, but I am not, and I am not worth writing up."

The venerable druggist had been telling these things in the interim while waiting on customers. The store is typically old-fashioned. It contains no soda fountain. It is heated by a coal stove. There are no patent medicines and few proprietary articles on the shelves or in the show cases. There is no cigar counter, while a large sign in the rear of the store says: "No smoking in this store." The shelving and woodwork is painted white, and the two sides and rear are lined with bottles of drugs and chemicals. Colonel Nims clings to the name of "apothecary."

Asked as to the absence of a soda fountain, Mr. Nims said: "No, I have no soda fountain. I won't have one. I wouldn't let one be put in here again as a gift. I had one once. In fact I had the first fancy fountain in this part of the city. That was just after the war. Before that I had a plain square fountain, but when I returned from the war I put in the new one. I paid \$775 for it, ran it for 17 years and sold it for \$50. I haven't had one since. It seems to me it is too much work for the money. When I had my fountain I used to get 10 cents a drink, but when prices got down to 5 cents I said that I wouldn't do it. If there was money in it, it would be all right. I remember one night a crowd of people kept coming in here in such numbers that I had to ask them what they meant by it. No sooner would one crowd go out but another would come in. They said they were giving me a benefit. In two hours and a half I took in \$32 and about 82½ of it was clear profit. But I wouldn't draw soda at 5 cents a glass."

"How about cigars?" he was asked.

"No cigars are sold here. I don't believe an apothecary shop is the place to sell tobacco. An apothecary shop should be clean. It is a place where ladies come and so it is no place for smoking. I used to keep them, but I threw them out long ago. Once I counted up my stock of cigars and I found I had 18,000 in the store. But that was before the war. I gave them up some years ago, gave away the last of them to a man who used to help me."

"How about liquors?"

"I don't keep them. I have never had a license. If I can't get a living at my own business, I'll give up, for I wouldn't sell rum for a thousand dollars a minute. I came from a town (Sullivan, N. H.) where no liquor was ever sold, and I won't sell it here."

"And I won't sell patent medicines. I wouldn't walk around the counter for the small profit there is in it. I make all my own preparations, so you see it is a pretty big machine to run, and it keeps me busy. I get up at 7 o'clock every morning and go to bed at 11. I am in the store all day except when I go to my meals. I have been in this store 52 years last April. There isn't a man on the street who was here when I came here. I run them all out."

Then pointing to the white-painted interior, he said with some show of pride: "You see that paint? It was put on 52 years ago and has never been renewed. When it is washed and cleaned it looks just like new." It was near 5:30 p. m. and



Col. ORMAND F. NIMS,  
of Boston, Mass.

Mr. Nims said: "In just 10 minutes my tea will be ready. I must go. You've got more than you want to say about me." And the monogamian, with his white beard and full head of white hair, with the kindest and brightest of blue eyes, bowed a good evening to the representative. Probably no man in Boston is more regular in his habits of life. People in the neighborhood say they can set their clocks by Mr. Nims' movements to and from the store. He runs the store all alone, locks it up when he goes to meals, and at the age of nearly 90 is keen in intellect, with an active mind and a strong body, and with ideas as to the ethics of pharmacy that well represents in the extreme the "New England conscience."

Doctor: "So you are worse. Did you take the medicine precisely as I instructed you to?"

Patient: "Precisely."

Doctor: "Then you can blame the druggist for your relapse. I do not know what the medicine I prescribed is made of, but the druggist probably substituted something else."

Modern time and labor saving devices have not yet reached their limit, but with many of them the test of practice versus theory is often disappointing, as some pharmacists have learned by experience. At the Annual Business Show, held in Chicago recently, an invention was exploited which would effect enormous economies in the publication of newspapers and in the printing of advertisements and in doing other work of that description which is so necessary in both the retail and the wholesale drug trade.

As applied to newspapers the inventor showed a system of making matrices for stereotypes direct from the first writing on the typewriter. With his system a matrix paper was inserted in any ordinary typewriter, the stenographer proceeded in the usual way, and when finished the result was turned over to a stereotyper, who made a plate from it without having had any type set, any make-ready on forms or any of the usual details followed in a printing office for making stereotypes.

The inventor and exhibitor claimed that they were about to cause a revolution in the printing of newspapers, for they are at work on an interchangeable typewriting machine which will make it possible to do all composing for newspapers and publications, direct on the typewriter and print from plates. They claim that this device, in connection with Edison's dictating machine, will eliminate all of the work and hands between the reporter and stereotyper, except the stenographer, for Edison proposes to perfect his device so that in the future a reporter on a big daily will tell his story to the dictating machine, and it will be turned over to the linotype for immediate set up.

This all reads very nicely, but any person familiar with the editing that has to be done in condensing or elaborating copy written by reporters on the big daily papers will at once realize the impracticability of the system in actual practice. On the metropolitan papers at the present time there is not one reporter in 200 whose copy goes to the printers in the shape in which it was originally written. Editors who revise, correct and elucidate the copy written by reporters are often equally ruthless in changing and improving what they themselves have written. It is said of Charles A. Dana, of the New York Sun, one of the famous editors of modern times, as well as one of the most polished, expressive and impressive writers in American journalism, that he never sent to the printers an article that had not been changed in some respect after it was first put on paper and often further changes were made in the type, sometimes involving practical reconstruction. In fact, it is only the lazy editor, reporter or writer who lets his thoughts sift into type without endeavoring to improve the phraseology.

Another difficulty which the inventor will have to encounter will be the inability of the majority of reporters to write either fluent newspaper English or spell correctly. Capitalization, style and trifling with plurals and singulars, the misuse of parts of speech and a disregard of written and unwritten office rules, such as make most proofreaders on newspapers prematurely aged, would result in the production of a most remarkable newspaper if all the reporters' copy should be printed as written. It is not to the discredit of the average reporter that he is not infallible in the matter of spelling, that his vocabulary is often deficient, or that his

ideas of syntax are sometimes obscure, for, outside of the one man in the 200, the less a reporter knows about technicalities the better he is as a news gatherer. It is more essential for a reporter to have a nose for news, get the news and bring it into the office than for him to do anything else. There are dozens of good writers to every good reporter and the newspapers employ the writers to tell the story that the men with news noses smell out and take to the office. At the present time there are at least three "star" reporters in New York who cannot trust themselves on spelling more than ordinary words who are paid more than \$100 a week each. But they get the news and are indispensable to their papers. One of them is rather proud of making somebody else do the spelling for him.

Pillidge: "I suppose that the next side line with us will be airship accessories."

Filterwit: "I already carry them: Bandages, splints and chloroform."

The London *Lancet* retells a good story this week—that of the patient with malignant disease of the throat who consulted a specialist. The surgeon recommended the removal of the larynx. The patient expressed a fear that the operation was very dangerous.

"Oh, no," said the surgeon, "you are sure to recover."

"But," said the patient, "I understood that the operation was very serious indeed."

"Well," said the surgeon, "my reason for saying that you are sure to recover is this: The mortality is 19 out of 20, and I've had 19 deaths already."

The reason some of the co-eds in the colleges of pharmacy are so devoted to chemistry is because they can spend so much time trying to discover affinities.

So many different titles are used by opticians who have been registered under the new Optometry Law of the State of New York that a movement has been started to obtain uniformity. The Optometrical Society has sent out notices that failure to use the title "optometrist" on cards and signs will be cause of expulsion. This action is intended to put an end to the use by registered opticians of such titles as "eye specialist," "eyesight specialist" and "optical expert," which are, used with numerous variations.

The society is also giving attention to the use of the title "doctor" assumed by some opticians who have never obtained a physician's degree. The resolution requiring the members to use "optometrist" as a title does not prohibit the addition of the "doctor's" title, and in many cases both are used by the same man. A resolution is to be acted upon at the society's next meeting making the use of "doctor" a ground for expulsion, unless the user has obtained a physician's degree.

Whenever a druggist finds that he is too slow to keep up with the procession of modern progress, he wants to "reform" things back to the conditions in which they were when he was a boy.

Professor Perret, formerly Honorary Assistant at Royal Vesuvius Observatory, has written for the April Century the trained scientist's account of "The Messina Earthquake." Readers of the issue will have also the artist's picturing of the scenes and happenings "After the Earthquake" in Robert Hichen's narrative of his observations and experiences in Naples, Palermo and Messina set down with all this author's characteristic color and sympathy.

A scissors grinder passed a drug store the other day.

"Got any knives to grind?" he asked of a smart young clerk in the door.

"No. Can you sharpen wits?" asked the smart young clerk.

"Yes, if you have got any," returned the man of blades and paused expectantly as if waiting for the job.—*Ottumwa (Ia.) Courier*.

When Heine first entered the service, the boss gave him a carboy and told him to "wash the inside out." Heine looked at the big bottle ruefully and then said: "Yah, I vash der inside out ven I get der outside in; but how der teufel vill I get der outside inside to vash der inside outside."

## Prize Paper Treats of Drug Clerks.

In Contest No. 4, of the ERA'S series of Cash Prize Competitions, the judges this week have awarded the cash prize of \$5 to Harry G. Frame, of 39 Spark street, Ottawa, Canada. This contest is for papers calculated to benefit retail drug clerks. Full details of this competition, which is open to all, will be found on advertising page 31 of this issue of the ERA. Mr. Frame's winning paper is as follows:

There are four qualifications every drug clerk must have if he expects to amount to anything in his profession, or be anything in this world.

**FIRST—Ambition.**—This is a quality born in every one of us. We are all ambitious to be or do something. When a clerk goes into a store as an employee, it should be his ambition to rise to the very highest point attainable, that of manager or perhaps employer. He should be ambitious to see his store do a little more than the other man's. Be ambitious to sell more this month than last month; be ambitious to be the best salesman. Don't let the "silent salesman" do all your work as some clerks do; sell as much as it does if not more.

**SECOND—Push.**—This is the age of push. Every drug clerk has it in him to push. Take an interest in your employer's business. You are a part of that business, push it, boost it in every way you can. If you are dispensing, dispense the very best you know how; have everything exactly correct; labels on straight; corks in tight; packages neatly wrapped; your dispensing case clean, neat and in order. Doctors notice this, so do customers. Your reputation as a neat, skilful dispenser depends on it. If you are in the store keep things in order. Don't have to look five minutes for anything that you should be able to lay in your hands in two seconds. Keep your leaders well to the front in neat array with a sign calling the attention of the customers to them. Don't have a big pile on the display stands like potatoes in a sack with a big dusty sign stuck crossways in it. Push your leaders; call attention to them. Boost your store; it is the best in the city and you are proud you are a part of it.

**THIRD—Ability.**—Every clerk must have ability. A clerk without ability is like a ship without a compass, and is taking up a lot of valuable space that might be put to some good use. Find out what a customer wants; have the ability to sell him that article in the shortest possible time. Size your customer up; by the time he is through telling you what he wants, you should know whether he is a crank on any particular line of goods or not. If he is, give him that line of goods. Don't try to sell him something else just as good, *sell him something better*. That old "just as good gag" died years ago. Anyway, he won't believe you and remember a satisfied crank is a better advertisement than a half page in a newspaper.

For instance? You have a call for a cold cure and are pushing a certain kind. Here is your chance to show your ability as a salesman. Tell your customer what you know it will do; if it is your leader you can't recommend it too strongly.

**FOURTH—Knowledge.**—Have a thorough knowledge of drugs. New drugs are coming on the market all the time—*keep yourself posted*. THE PHARMACEUTICAL ERA will help you wonderfully in keeping up to date on all the new drugs, as well as he subjects important to the drug business. Have a knowledge of the stock; know where it is; how much it costs and what it sells for. Know your customers. Study their ways and wants. Know enough to treat the little old woman who has faded dress with the same polite courtesy you do the lady with the silk dress and diamonds. I have seen clerks who certainly forget this. The little old woman may not notice any lack of courtesy on your part, but other customers in the store may and put you down as a cad and take their trade somewhere else. I have known this to be done more than once. Last but not least, *know* that your employer *knows* just about how much ambition, push, ability and knowledge you have and are giving to his business and will judge you accordingly.

### No Mystery.

Mistress (severely)—How did this fire happen to go out?  
New Girl (innocently)—I guess you forgot to tell me to put coal on.

## Thoughts for Easter.

By Emma Gary Wallace.



In making plans for the extra business of any special day, the goods offered and the decorations planned should be thoroughly suggestive of the time and spirit of the occasion.

Easter symbolizes the renewal of joyous, happy life in all the purity and beauty of a new birth, hence we have as its emblems the blossoms of early spring time, the egg, the butterfly, the dove of peace, the cross of the atonement, and the rabbit of legendary origin.

There is no holiday upon the calendar of Christian nations which stands so completely for joy and hope; for the triumph of light over darkness, warmth over cold, sunshine over shadow. It is the particular season of the optimist, who stands with smiling expectancy, face front toward the goal of his ambition.

To prosper in a legitimate business is a worthy ambition and it is eminently fitting that the business as well as the business-head should show forth the spirit of Easter-tide.

### Timely Offerings.

The goods offered for sale should be suitable to the occasion. That may seem like a point too self-evident to need even passing mention, and yet a canvass of drug-store windows on previous Easters revealed such articles of merchandise as chest-protectors, hot-water bags, cough remedies galore, plasters, surgical and school supplies, and corn exfoliators. These goods are all excellent and necessary but scarcely timely or suitable for an Easter Sale.

Spring medicines, even sulphur and molasses in modern palatable form, tonics, stomach and liver regulators, toilet preparations and accessories which will help soften the traces of boisterous March winds and erase the evidences of that untiring worker, Father Time; cleansing agents of all kinds, shampoos, soaps, lenshes, bath supplies and sponges; medicine cases fitted up for the summer outing or displayed empty and to be filled at the customer's orders; articles which may be used as Easter gifts, as perfumes, confectionery, stationery and novelties, are more in line with the season's needs.

### Suitable Window Trims.

There is some misapprehension concerning the use of window decorations. The materials so used are for the sole purpose of increasing general attractiveness and emphasizing the selling points of the goods displayed. A window so decorated that the selling points are lost in the elaborateness of the trimmings is over-dressed. It is a case of the showiness of the frame detracting from the sterling qualities of the picture.

The possibilities for beautiful Easter windows are unlimited. A good spring tonic which has been proved to possess undoubted merit might be the leading idea. The decorations should suggest spring. At any novelty store obtain a supply of small toy clothes-pins, which are to serve as the bodies of butterflies. Different shades of crepe paper cut in the shape of wings and drawn tightly between the prongs of the little pins, simulate the shapes of butterflies almost perfectly. Rings and brilliant markings may be added by the use of the cheap water-color paints or even colored chalk, and touches of gold paint especially on the head will increase the life-like appearance.

### Fascinating Work For Women Folk.

The women-folk at home will find this a most fascinating evening's work. Enough of the brilliant insects may be suspended by tiny wires or elastic to look like a flight of butterflies, and when a slight breeze or draft stirs them the effect will be excellent. Perch others where they appear to have alighted.

A puffy ground-work of pale green cheesecloth or paper,

and a background of early woody things carry out the thought of renewed life.

Among the flowers and foliage which would be suitable for an Easter window might be mentioned Easter lilies, snowball, wisteria sprays, violets, apple blossoms, dogwood branches, tulips, lilacs, pussy willows, roses, maiden hair ferns, morning glories, tiger lilies, shamrock, and butterfly garlands. These last may be made by procuring the tissue garlands in pale shades, testoning them attractively and attaching a butterfly at each point where the garland is fastened, and at the lowest point of each loop of the festoon.

These flowers and many others may be procured at a reasonable cost already cut and tinted in assorted colors, ready to mount—leaves, wiring and everything necessary to work with, coming with them. Preparing these for active service is another delightful task for willing feminine fingers.

Stout, dust-proof boxes may be had for the asking and a written label placed on the end of each describing the contents. These will serve to protect and preserve the decorations not in use, and if they are cared for they may be used again and again in different combinations.

#### Clinching Your Selling Argument.

To go back to the butterfly window, however, the tonic in ample quantity and attractive arrangement should have the center of the window stage, and if it possesses such a name as Queen of Spring, or Waltman's Spring Tonic, a couple of show cards should tell what it is, for what recommended, and the price. Guarantee in. Money back if not satisfactory clinches many a selling argument. It eliminates the idea of risk, and makes the customer feel that you are pretty sure of the article recommended. The two or three who will take advantage of the offer will give double the value of the refund in free advertising, and are usually gained for steady customers.

The show cards are the salesmen, and should be concise and to the point, and easily read both as to style of lettering and size of type.

<i>Queen of Spring brings to you Health and Vigor from the heart of the Woodland</i>	<i>Why be so pale when Queen of Spring will make you rosy?</i>
<i>GUARANTEED. You are the judge. 50c. and \$1.00.</i>	<i>Why be listless when here is bottled courage?</i>
	<i>GUARANTEED. 50c. and \$1.00.</i>

As Easter egg dyes have but one season of usefulness it is well to give them a place in the Easter window. Papier-mache rabbits in various positions and from 12 to 24 inches high may be obtained, but if there is any one about the store who is handy with a brush or even a pen, handsome pasteboard rabbits with easel backs, long ears and shy pink eyes may be quickly made in any desired number or size. Near them place nests of colored eggs, resting in beds of Irish moss, or slippery elm sticks, and scatter the dye packages suggestively about, giving the connection between the rabbits and a cash sale.

#### Avoid Hideous Combinations of Colors.

The eggs ought to be but lightly tinted or the shades softly blended upon the shells with a brush. The nests of colored eggs usually displayed are simply hideous—deep purple, spotty crimson ones, and rank green. They are neither pretty to see nor appetizing to think about. The softer colors of dainty confections may be successfully followed. The spring tonic and Easter dyes are ample for a profitable window, rendered attractive by butterflies, flowers and rabbits. The outlay of money for decorations is comparatively little, and all of them may be used again and again if properly cared for.

Doves with wings which may be bent as if in the act of flying, can be purchased and a few of these in conjunction with tall, stately lilies and exquisite toilet accessories against a lavender background would appeal in an aristocratic neighborhood.

Owing to differences of size, shape and location, each window calls for individual consideration, which is well, for it encourages individuality. It is said that the time to write a Christmas story is Christmas day, and the time to market it is the day after Christmas. This is because the real spirit of the season is felt by the writer and not forced, and this quality is correspondingly recognized and appreciated by the literary purchaser. It is difficult to call up the true Christmas

spirit when the thermometer hovers in the vicinity of 100 in the shade, and the purchasing editor's interest is much more likely to be centered in fishing rod and reel than in poor little shivering children and generous Santa Claus.

The same thing is true of other business ideas. To be successful to their full limit of possibilities plans must be made ahead, and it is often difficult to feel the real enthusiasm of a distant holiday season.

#### A Stock-Book of Ideas.

An expenditure of 25 cents for a stout note-book in which are entered the new ideas of each season will prove a veritable treasure-trove when it comes to making arrangements for the same occasion next year.

Beginning with Easter, enter briefly all the bright business getting ideas which are observed first-hand or read about. I may be a catchy window display—consisting of a pasteboard automobile filled with beautiful flowers and rare perfume in handsome bottles; a particular style of show-card which pulled; the firm name of some especially salable line of Easter novelties—that firm is sure to have something equally good next year, etc.

Thanksgiving, Christmas, summer, winter, and so on through the calendar will all prove rich in suggestions for future use. The idea may be gleaned from a magazine cover, an inconspicuous article in a technical journal, the careful thought out success of a dry goods merchant or a wide-awake grocer, which principle can be equally well applied elsewhere. The inspiration for making a success of every season is constantly being stored up, in advance of the demand.

One soon learns the pleasure of being constantly on the alert for ideas and a practical means of applying them. A single idea has often meant a fortune. The compensations are many not only in the development of analytical observation, constructive ingenuity, and financial results, but in the habit of seeing the beautiful and the useful everywhere.

Although Easter is a somewhat movable feast, yet custom has decreed that it is the social dividing line between winter and spring. The wind-swept hillside is clothed in tender green, and the withered stalk sends forth new promises of beauty, why should not man pause and reflect what this renewal of life means for the individual ego?

There is one elixir not mentioned in our accepted authorities, and that is the elixir of life. It is composed of obedience to natural laws, faith in the future and each other, hope of ultimate victory, and charity for those who have never realized the beauty of the Easter of life—all these brewed in the crucible of an understanding heart.

#### University of Michigan School of Pharmacy.

ANN ARBOR, March 20.—Charles R. Eckler, B.S., formerly of the University of Michigan School of Pharmacy and who is now in charge of the physiological assaying in the Lilly laboratories in Indianapolis, has presented for competition to the students in microbiology during the present semester the choice of one of the following two sets of Eli Lilly & Co.'s products: Their set of authentic powdered drugs, authentic spices and condiments, and authentic starches; or their crude drug set, which includes 170 crude drugs and Lilly's drug cabinet.

—W. D. Munz, president of the '09 senior class, and Jorda, were awarded the nominations to membership in the A.Ph.A. and the first year's fees of \$5 which are given annually by Prof. J. O. Schlatterbeck and Walter H. Blome, of Detroit Mich., to the two seniors showing the most consistently proficient scholarship in pharmacology.

—W. E. Forsythe, Ph.C., '08, has been appointed assistant in physiological chemistry in the chemistry department of the College of Medicine and Surgery.

—Joseph A. Wolf, Ph.C., '07, has been made assistant in the hygienic laboratory and is now in charge of the municipal water analysis department in the College of Medicine and Surgery.

—E. A. Schmidt, special student in pharmacy, has been made assistant in the pathological technique department of the College of Medicine and Surgery.

—Fred W. Henderschott, Ph.C., '08, has accepted a position in the analytical laboratory of Merck & Co., New York City.

—William Francis Gidley, B.S., '08, is research chemist in the hygienic department of the College of Medicine and Surgery.

## The Short Bottle.

By Joel Blanc.



Before me upon my desk there rests a little time-stained book. Its leaves have taken on the tone of old ivory, its red leather binding is frayed at the edges and the corners have been worn by the fingers of Time. Seventy years ago a struggling young apothecary dotted down upon the pages of that book many of his passing thoughts, little dreaming that those notes within, yes, even the blank pages of that book would, nearly three-quarters of a century later, bring inspiration to me, his son.

In turning the pages of the book, one of the links which binds me in loving thought to the father who passed away before I was old enough to have his voice and image impressed upon my memory, I read the following: "Always test the capacity of a prescription bottle before filling. There are many short bottles."

Today, through improvements in the machinery used in glass manufacturing, there are few bottles of short measure; but many men are themselves surrounded by environments which are for them "short bottles." They are men who are confined, restrained, within unyielding, transparent and yet shackling environment. They are bottled up.

Although we cannot put a pound into a bottle which will only hold fifteen ounces, we can and we often do either put ourselves or permit others to surround us with an environment of less mental capacity than our own heads. The real boundaries of this environment are the men, or rather, the brains of the men who would hem us in. And let us not conclude that these men are of a necessity our superiors, for we must remember that a man may be held down from below as well as pressed down from above. Moreover, while we are all prone to blame others for that which we are ourselves alone responsible, it is a fact that many a man has gone from birth to death with his mental capacity left unmeasured solely because of the narrowness, the ignorance of others.

Now and then we learn of a case where the sudden death or other unforeseen event in the life of some man of position has fairly thrown his responsibilities upon the shoulders of a subordinate and, to our amazement, that subordinate, that unknown, that mere hireling, has not only risen to the demands of the moment and fulfilled them, but he has risen higher and done better than his former superior ever did. Such cases are those of bottled-up men being suddenly freed by breakage from without. It may sound well to say that the bottled-up man should have broken his prison from within, but let us not forget that the necessities of those dependent upon him may have deprived him of sufficient elbow room to strike a blow. Again, he may reason, and who can blame him, that his superiors will at last awaken to the fact that the prison in which they would keep him deprives them of the service which he is competent and willing to give.

Nothing creates so many of these mental "short bottles" in the drug business or in any other activity as the fear on the part of employers that the least encouragement of a servant will prompt that servant to demand more pay. What weak, what idiotic reasoning! Will any man acknowledge that he is going to pay a servant more than that servant earns? or that he desires to pay his servants less than they earn? Can one have confidence in a clerk who will knowingly work for less than he is worth? Is it possible for one who is such a fool as not to know what he is earning to earn what he is receiving? Not unless he is a mere plodder, a mere machine depending for every initiative upon the brains of others. That would you think of an engineer who would refuse to supply sufficient oil to his locomotive because it did not squeak for more or because the oil might make it wear too long? Would you not say that the engine would either fail

to make its schedule or run away with its engineer?

How often I have heard business men say: "He was a good clerk, but he wanted more money than I could afford to pay, so I had to let him go." No man ever gets too big for his business. No clerk ever gets too big for his employer's business unless he is bigger than his employer. If the business does not grow as fast as the clerk grows it is because the employer cannot or will not develop. In the majority of cases if the employer would realize the clerk's capacity and let him use it for the sake of the business instead of trying to keep him in a "short bottle," he would never have to make the shameful confession that the clerk was worth more than himself, for such the above quotation virtually is.

One of the greatest faults of employers is that, while declaring the employed overrate their capacity, they, the employers, overtax their own abilities. How common it is for us to hear a druggist complain that he has to see to everything and do almost everything. He may be, probably is far superior to his clerk in general ability, but his method, his self-confidence leads him to a lack of confidence in his clerk. As a result, he not merely tries to keep his clerk in a short bottle, but much of the time he uses to do things he believes the clerk cannot do, is actually wasted or spent in a vain effort to hammer the cork into the short bottle from which a part of the clerk is still sticking out.

What would you think of a druggist who accepted fifteen and sold eighteen ounces to the pound? You would say that he was either short-sighted or foolish. Well, in a similar manner many druggists fail to realize the capacity of their clerks. A druggist has an eighteen-dollar clerk and a three-dollar boy. There is only three dollars' worth of three-dollar work for the three-dollar boy to do, and there is twenty-five dollars' worth of twenty-five-dollar work for the eighteen-dollar clerk to do. But the druggist, instead of being a sixty-dollar man and making and doing sixty dollars' worth of sixty-dollar work for himself, gives twenty-five dollars' worth of his own sixty-dollar time to do twelve dollars' worth of the twenty-five-dollar work, thereby leaving only thirteen dollars' worth of the twenty-five-dollar work for the eight-dollar clerk to do. As a result of such methods and because the druggist fails to appreciate the capacity of his eighteen-dollar clerk to become a twenty-five-dollar man doing twenty-five dollars' worth of twenty-five-dollar work, he lets the three-dollar boy do two dollars' worth of three-dollar work and pays the eighteen-dollar clerk nine dollars to do one dollar's worth of three-dollar work, "just to keep him busy." As a mathematical problem you might take the figures and calculate just how much it costs such a druggist to keep his clerk in a "short bottle." It also explains why so many drug businesses never grow larger than they were when first started.

Now for the other side, for the men in short bottles who do not try or do not know how to help themselves. Much of man's capacity is a latent force and for two reasons. The first is lack of self-confidence and the other is over-confidence. The man who is in a short bottle and does not know it is guilty of a lack of self-confidence. He may be conscious of the fact that he is capable of better performances, but he lacks the self-confidence which would spur him to dare and to do. His conscience tells him that he can do higher things and yet, there is within him a negative voice which whispers of possible failure. Oftentimes this inward voice is but the echo of discouragement from those around him. For such a man there is little hope for help from without. Self-confidence will never come to him until he can look straight at possible failure and see himself passing through it to the heights above. The history of the most successful men of every age, the men whose capacity has startled the world, is, in nearly every case, the history of a man who failed, once at least.

As for the over-confident man; he merely misuses his capacity. He dares and does, but he keeps himself in the short bottle by attempting to do things which are beyond his capacity and in this neglecting to do the things which would utilize his real power to the limit, he jumps to things far above him, only to repeatedly fall back to those which should be far beneath him.

Are your boundary lines of usefulness and duty circumscribed? The answer to the question may be supplied by attempting to find out your own capacity through analysis of your environment and yourself.

No woman would buy "invisible face powder" if it was.

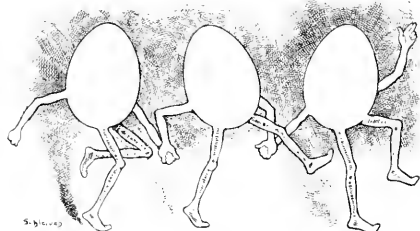
## Seasonable Hints for Druggists.

### Easter Ideas.

As the world grows kinder, so also do many people grow narrower. During the last few Easter seasons there has been considerable unfavorable newspaper comment upon the exhibition of young live chickens and rabbits in store windows. As these expressed opinions must be the echo of the words of the people, it would appear to be wisdom for druggists to abstain from making such exhibits in the future. On the other hand, the world has never shown greater extremes between the religious and the non-religious than at the present time and window trimming of a character relating to religious subjects has evoked much critical and unfavorable comment. To such an extent has this criticism been carried that it would seem wise to omit the direct display of religious pictures and emblems in the arrangement of Easter windows. In making displays calling attention to this church festival, however, a distinct and yet conservative line may be drawn. To the majority of people a cross entwined with Easter lilies would prove unobjectionable in a display, where they would criticize the use of a crucifix for a similar purpose.

### A Window of Dyes.

Make crepe paper ribbons of a half dozen or more brilliant, contrasting colors. (See recent issue of ERA for instructions for making ribbons.) Bunch the ends of these ribbons and tack to the center of the window ceiling. Take each ribbon in hand separately and twist to a spiral. When each one is twisted tack its hanging end to the floor at either back or side of window, the object being to form a brilliant tent or



canopy. From the same center of the window ceiling suspend, by a thin red ribbon, a large white egg, so that it will hang within the canopy.

### How to Make the Egg.

Take two disks of thin wood, one six inches, the other three inches in diameter. Next take pieces of light barrel hoop and make three hoops of six, eight and twelve inches in diameter. Now take a number of strips of very thin, pliable wood or heavy, springy cardboard, each strip being about 20 inches long. Tack the ends of these strips around the wood disks so that they form a cylindrical cage. Slip the six inch hoop between the slats of this cage, turn the hoop to a horizontal position so as to extend the slats, and force it downward toward the three inch disk of wood. Then take the eight inch hoop, place it within the cage and force it towards the six inch disk, following in a similar manner with the 12 inch hoop which is to form the largest circumference of the egg. It will be seen that the adjustment of the hoops is a matter of judgment and that when all are in place the cage will have taken the form and proportions of an egg. When all hoops are in place assure permanency by gluing them in position, which may be done by running a glue brush over the hoops where the strips touch them. Cover the form thus made with crepe or other white paper. Bunch or mold the paper at each end so as to avoid showing the flatness of the disks. Egg forms of this nature may be used for various decorative purposes during the Easter season. Beneath the suspended egg arrange dyes, as taste may suggest.

### The Resurrection.

This display was thus called by the druggist who used it, although the name is but partly expressive. The ceiling,

back and sides of the window were heavily draped with black crepe paper and the floor was covered with crimson paper. Crimson tissue curtains fell over the glass from the top of the window and were looped aside with wide ribbons of black paper, at about one-third their length from the floor. Silver paper stars were fastened thickly over the black ceiling drapery and they extended, in gradually decreasing number, about half way down the sides and back.

A heavy, smooth, wooden cross four feet high and thickly covered with clear white paint, stood in the center of the window floor. Around the cross were twined in spirals artificial leaves and Easter lilies.

This simple display attracted much favorable comment from the intelligent and artistic observer and its impressiveness was probably increased by the fact that no merchandise or signs were in the window. It was simply an artistic tribute to the sentiment of the season—and none the less, a good advertisement. With such displays a little merchandise may be used without great disadvantage, if care is taken in the selection of it. A few pieces of cut glass, white candies in dainty dishes or paperettes in white or light boxes would not be inappropriate.

### Humpty Dumpty Circus.

About three dozen eggs were selected, the shells pricked and their contents blown out. The eggs were those of the bantam, ordinary hen and goose, the collection representing various sizes. The shells were treated with cold, brush dyes and pen drawing. Some humpty figures were produced by marking legs, trunk and face on some of the shells. Other figures were made by fastening on long, match-like legs joined to clumsy, big, wooden feet, while still others were made by using a small shell for a head and a large one for a trunk. The lightness of these shell acrobats permitted them to be placed and fastened in all sorts of outlandish "circus act" positions. The result was remarkably and ludicrously amusing. Dyes were exhibited in connection with the "circus."

### Easter Postal Show.

Six perfect barrel heads were procured. Four of these were nailed to a light board to form the upright of a cross, the two remaining heads being so attached as to form the arms. After the cross was made, each head or disk was covered with light blue crepe paper. Easter postals were then fastened to each disk so as to radiate from its center. Other postals were displayed upon the floor of the window.

### Easter Candies.

A Wisconsin druggist borrowed an incubator and placed it in his window. It was filled with chocolate and other candy eggs and the door left open so that the contents were visible. Over the incubator hung a sign reading: "They won't hatch, although they are all pure and fresh. Quality and price considered, our Easter candies are beyond competition with other goods." A general candy display was made in connection with the above.

### Beating Columbus.

In the center of a general display of dyes, candies and Easter gifts, stood the following display: A pencil was fixed firmly in an upright position to the floor of the window, on the upper end of it was a penny and upon the penny, balanced upon its small end, was an egg which tremulously rocked back and forth. The penny was glued to the pencil, the egg had been blown, some mercury dropped in and the perforations closed with plaster of Paris. The vibrations of the building kept the egg trembling. Above this hung a sign lettered thus: "We have Columbus beaten to a frazzle."

The year before, the same druggist displayed a bottle containing an egg of which the circumference was much larger than the opening in the bottle. The egg had been boiled very hard and then soaked in vinegar until it became so elastic that it could be elongated and forced into the bottle, when it at once returned to its original shape.

### "Purely Vegetable Dyes."

A unique exhibit consisted of a collection of natural vegetables, such as potatoes, turnips, carrots and so on, which had been first coated with glue sizing and then fancifully colored with egg dyes. A sign informed the observer that: "Our Easter egg dyes are non-poisonous, purely vegetable dyes, and this display proves it."

Like likes like. If you would be prosperous, look so.

# Original and Selected

## ANALYTICAL WORK BY RETAIL DRUGGISTS.\*

By John Coleman, of Wheeling, W. Va., Treasurer of the N.A.R.D.

Aside from a full realization of the great honor conferred on me in an invitation to speak to the students of the Pittsburg College of Pharmacy, there is a degree of pleasure in my being here that I surely would not care to miss.

I have been invited to speak to you on the chemical and bacteriological laboratory which became a part of the retail drug establishment of John Coleman Company, Wheeling, W. Va., but a few years ago.

Some years ago the thought occurred to me that aside from a monetary standpoint a chemical and bacteriological laboratory should furnish means of an interesting study of the drugs and chemicals that were bought and dispensed in our store

complete in its appointment for the purpose.

The next step was to inform the physicians of this innovation, and so notice was sent to every physician in Ohio County as well as in some of the adjoining counties, explaining our new idea, and inviting their inspection of the laboratory. Of course, solicitations were made for their work when requiring thorough and dependable examination of urine, qualitative, quantitative or microscopic, the examination of the blood, sputum for bacilli of tubercle, pus for gonococci, etc.

The response was gratifying, proving the soundness of our judgment in the establishment of this laboratory and the desire of physicians to recognize its advantages in their profession. Compliments we received galore, and business, too.

Though this department is considered a side line in our pharmacy, it has quickly become a leading feature. The laboratory represents an investment of \$500 and has paid us a handsome interest on this amount. It has done more than this, it has gained a prestige and a renown for our store among physicians and public alike of a value to our business not to be reckoned in dollars and cents.

Food, water and milk are brought to us by the laity for a chemical and bacteriological examination, which proves the



*John Coleman, Wheeling, W. Va., Bacteriological and Chemical Laboratory in the Pharmacy of John Coleman Company.*

I also knew that there was a demand for analytical and chemical work from the medical profession as well as the general public. Boards of health were having the city water analyzed, private people were having their well water analyzed, hospitals and physicians were having urine analyzed, etc. I thought that such a department would be, perhaps, profitable, and put our pharmacy on a very much higher plane.

Of course, I won't deny that the thought of profit entered into the calculation, and the success of the venture proves the value of our foresight in the establishment of this department in connection with our other various departments.

Our intimate association with physicians for many years told us how greatly they would appreciate the value of competent, positive and exhaustive analysis of urine, sputum, blood and pus, in the intelligent diagnosis of obscure diseases; work which the busy practitioner does not find the time to perform, nor have the costly apparatus with which to work.

A room was provided expressly for this purpose of suitable size, 14x16 feet, light, bright and protected, and fitted completely with every new and necessary appliance for the plainest or most complex work. Here are located the incubator, steam sterilizer, hot air sterilizer, delicate analytical balance, centrifuge, stills, condensers, a modern powerful microscope, and a complete list of U.S.P. reagents. Nothing was overlooked, and no expense was spared, and no opportunity missed to make it

public benefit of this work in the absolute proofs that are not physically discernable.

In relation to our pharmacy itself the laboratory is of vital importance in the examination of drugs and chemicals. Standards of purity demand freedom in drugs from adulteration, and the agencies of the U.S.P. reagents, the microtome, and microscope provide an easy and absolute method of determining if drugs and chemicals come up to the U.S.P. standard. The fact that we are fitted for this work gives a guarantee of purity and results to physicians and patient that redounds to our professional credit and with profit.

There are physicians, some in our own town, who do their own urine, sputum and pus analysis, also the staining of pathological specimens. To these doctors we sell the necessary stain, culture mediums, reagents, test tubes, etc. The busy physician finds this a convenience and he appreciates the dependable, fresh quality of the stains or culture mediums, which are made according to his views, if he expresses any in the matter.

The manufacture of culture media of every kind is an important feature in our laboratory, and in connection with a big stock of sterilized test tubes, and other paraphernalia we can provide the physician with means to conduct his own examination very acceptably. These are additional sources of income directly from this new laboratory.

We supply gratis to physicians a sterilized cotton swab sealed in a test tube for procuring a culture of diphtheria

\*Read before Pittsburg College of Pharmacy students.

bacilli in suspected cases. With the return of this swab to our laboratory we inoculate the blood serum media, place it in our incubator, and in 18 to 20 hours the specimen is ready to examine to determine the growth of this bacillus.

In many large cities, and I believe in your city, where the work is done by the Board of Health, this convenience is not always at hand, and the appreciation of such a laboratory, as we have connected with a pharmacy, called for the practitioner's best efforts toward its support.

Our chemical laboratory is not, of course, to be confounded with our fully equipped and completely stocked and supplied pharmaceutical laboratory, where all U.S.P. and N.F. preparations are made, with the exceptions of some fluid extracts. We make our own pharmaceutical preparations; we do not buy them except in the case of the fluid extracts before mentioned. We know how to make them, what they are made of, and the physicians accept them with a guarantee of ethical perfection.

Thorough investigation has divulged a remarkable state of affairs in this country, in that the average pharmacist, spending time, money and energy in his acquirement of pharmaceutical education, receiving that through instruction in operative pharmacy for which our colleges are noted, then going into business only to overlook the wonders of the profession they have learned, and content themselves with buying—not making—the preparations they use in their stores. Ask any druggist why they do this and they say, "Oh, I can buy cheaper," where, in truth, a druggist's knowledge of medicines and method of manufacture, with mighty little experience in a commercial sense, should tell him he cannot buy such preparations as cheaply as they can be made by himself.

At the present time, over this entire country, physicians and pharmacists are getting together for the purpose of correcting certain evils that have come between the two professions. One of these evils that has received more attention than any other is the prescribing by physicians of patent nostrums for their patients instead of the ethical preparations of the U.S.P. and N.F., to the detriment of the patient as well as the pharmacist.

In the city of Wheeling we have had several such meetings of the two professions with good and telling results. At one of the meetings I read a paper on this very subject and stated that I had carefully gone over our prescription file twenty years ago and found that only 8 per cent of the prescriptions written called for proprietary articles, the average cost being 40 cents. In contrast with this at the present time 23 per cent of the prescriptions call for proprietary articles at the average cost of 65 cents each. Some called for two and three and even four proprietary articles.

What does this mean? First of all, in the eyes of the public it means that they are paying 65 cents for each prescription instead of 40 cents. The second notable fact is that doctors are getting out of the habit of writing real prescriptions. The third remarkable fact was that the druggist himself was not being called upon to prepare very many real prescriptions, in other words, real prescriptions were becoming obsolete.

When these facts were given to the medical profession at the meeting the doctors were astounded; they were so much wrought up about it, that the character of their prescriptions was greatly changed. They are going back more and more to real prescription writing.

They are not prescribing as much as they were of the proprietary article which they happen to know about. They are back to first principles, and are prescribing regular drugs and are depending upon the druggist to properly compound them.

Let the druggist exert himself to co-operate with, to stand by and back the doctor and the breach at present upon will be closed. Let the druggist enter to the doctor, to give him the medicine he wants for the results he expects. Let the druggist at the start look rather to the ethical condition than the commercial prospect. However the latter will follow.

I can well imagine how some druggists would so quickly say: "Oh, yes, your theory is fine, but if I followed it I'd wind up in a failure." Now let me say that the John Coleman Company is not a failure. We know it. We did not accomplish this to the detriment of our ethical intentions, but by the simple process of reaching out—expansion—if you wish. We cry "quality" continually and then maintain it.

When we want more business, truthfully more money, we add another line of goods to our stock, or another department to our establishment, and if our judgment is good, as in the case of the chemical laboratory, why, we win.

## BOOK REVIEWS

**NEW AND NON OFFICIAL REMEDIES.** Articles which have been accepted by the Council on Pharmacy and Chemistry of the American Medical Association, prior to January, 1909. Chicago: Trustees of the American Medical Association. Paper, 25¢; cloth, 50¢.

This is the first regular edition of the Annual New and Non-official Remedies, and it contains a list of over 200 of the remedial preparations approved by the Council on Pharmacy and Chemistry of the American Medical Association. Instead of adhering strictly to an alphabetic arrangement a classification has been adopted which permits an easy comparison of remedies of similar origin and properties. Mixtures are to be found in the appendix and a number of non-proprietary preparations have been added which, for various reasons, have not been admitted to the Pharmacopoeia. The descriptions in the appendix have been made as brief as possible and the articles are classified under the names of the manufacturers. Therapeutic indications are not given, as it is assumed that the physician is able to apply his knowledge of the pharmacologic properties of the ingredients without aids from either the Council or the manufacturer. The non-proprietary remedies admitted to the body of the book appear accurately described.

The descriptions of processes of preparations, chemical and physical, and of the physiologic action contain much information which cannot fail to be of value both to physicians and to pharmacists.

**REVENUE LAW INFORMATIONER.** A handy book for ready reference for dealers operating under the revenue laws of the United States, wholesale and retail liquor dealers, brewers, cigar dealers, druggists, etc. By Charles O. Walden and Don E. Mowry. Dealers' edition, 16mo. 152 pages; full cloth, \$1. Milwaukee: Walden & Mowry.

This book will stand the most critical scrutiny and its brevity will appeal to the average business man who has neither time nor opportunity to peruse the Revenue Laws and Regulations for the information he actually needs to safely and properly carry on his business. The essential facts are stated, however, and the druggist will find this a most useful book. The subject matter is presented in six chapters under the following titles: Liquor Dealers, Wholesale Liquor Dealers, Brewers, Dealers in Cigars and Tobacco, Druggists, Miscellaneous Information.

**"BACKBONE."** Hints for the Prevention of Jelly Spine Curvature and Mental Squint. A straight-up antidote for the blues and a straight-ahead sure cure for grouch. Collected from various sources and arranged by S. De Witt Clough, Ravenswood, Chicago. Published by the author; price, 50¢.

This is a collection of trite sayings and expressions of sentiment on various phases and views of human life, mostly in a humorous strain and of just the character to restore the mental equilibrium when one has an attack of the blues. A wide field of literature has been drawn upon to supply these epigrammatic sayings and if some of them do not cause the pessimist to sit up and take notice then we shall miss our guess.

**ANNUAL REPORT OF LEHN & FINK'S Analytical Department for 1908.**

This report bears all of the internal evidences of careful scientific work and this wide-awake and progressive firm will lose nothing by putting before its patrons and others the results which have been obtained by its chemists in testing so many of the products sold through the jobbing trade. Material of this character should prove serviceable to the Revision Committee of the Pharmacopoeia in its efforts to establish standards for that work.

### New Books.

**NAGEL, OSKAR.** The mechanical appliances of the chemical and metallurgical industries; a complete description of the machines and apparatus used in chemical and metallurgical processes for chemists, metallurgists engineers, manufacturers, superintendents and students; with 252 illustrations. New York: Oskar Nagel, c. 7-331 p. diags. 8°, cl. 82.

**OWEN, F. A., and Standage, H. C.** The dyeing and clearing of textile fabrics; a hand-book for the amateur and the professional. New York: John Wiley & Sons, c. 6-253 p. 12°, cl. 82.



## SNAPSHOT OF PRESCOTT CLUB, COMPOSED OF PHARMACY STUDENTS IN UNIVERSITY OF MICHIGAN.



ANN ARBOR, March 20.—Only members took part in the last meeting of the Prescott Club. A. W. Linton presented a very interesting paper on acetyl salicylic acid. He endeavored to prove that aspirin and acetyl salicylic acid, although prepared by different processes, were identical. A. L. Turner, assistant in mineralogy to Prof. E. H. Krause, added some valuable substantiating evidence by comparing the measurements of the crystals of each preparation and showing that they belonged to the same class.

F. L. Shannon presented a biographical sketch of the life of William Beaumont and touched most particularly on Dr. Beaumont's study of the gastric juice of man. A. N. Banerjee spoke on "Pharmacy in India." According to Mr. Banerjee, two schools of pharmacy and medicine prevail in his native land: the old school, which has existed as long as India itself and whose followers are only taught by apprenticeship, and the new school, which uses the British Pharmacopoeia and is only a modification of present European methods.

Joseph A. Wolf outlined the "Michigan Method of Water Analysis." E. F. Ingram, Jr., enumerated the current events of the past month, and C. M. Krebs treated the subject of scientific progress. The next meeting of the club will be held April 2, when J. W. T. Knox, of Frederick Stearns & Co., Detroit, will present an address, "Wanted a Man." Mr. Knox intends to tell what kind of young men are wanted in the manufacturing business and what is wanted of them.

### BRILLIANT FUNCTION OF BOSTON CHAPTER.

#### Literary and Musical Programme Followed by Reception and Tea in Honor of Women's Club Guests.

Boston, March 19.—The most brilliant and successful meeting of Boston Chapter No. 1, W.O.N.A.R.D., was held yesterday afternoon at the Hotel Vendome. The special guests of the day were the officers of the Massachusetts Federation of Women's Clubs, with which Boston Chapter is allied, and also the presidents and secretaries of other federated clubs in Boston and vicinity. In addition to these guests, the programme included literary and musical numbers, in which Mrs. George A. Hibbard, wife of Boston's mayor, took part.

Mrs. Adelaide M. Godding, the president, presided. One of her novel features of the programme was a paper by Mrs. Charles L. Cottrell on "The Bells in Music, Verse and History," which gave opportunity for readings by Mrs. Hibbard, and songs by Miss Alice Lancaster and Mrs. H. A. Austin. eo Andrews, the accompanist, also played a piano solo.

A reception and tea followed. Mrs. McIntire, chairman of the hospital committee, was assisted by Mrs. Arrington in the general arrangements. At the tea table, which was decorated with pink roses and white lilacs, Mrs. W. D. Wheeler, Mrs. Charles H. Davis, Mrs. W. H. Henderson and Mrs. A. W. idder poured, while Mrs. Charles Hubbard and Mrs. L. W. riffin served frappé. Mrs. Charles A. Stover had charge of the entertainment. The ushers were Mrs. James F. Finneran, Mrs. Frank F. Ernst, Mrs. E. H. La Pierre, Mrs. J. A. Moore and Mrs. R. A. Richardson.

#### Arranging to Entertain Visitors From Washington.

PHILADELPHIA, March 20.—The Philadelphia Branch of the Ph.A. has practically completed its plans for the entertainment of Washington Branch April 6 at the College of Physicians. The regular meeting will be followed by a reception and luncheon at the Hotel Walton and it is expected that there

will be a large number in attendance. Among the visitors who are expected to speak will be Dr. Lyman L. Kelder, whose topic will be "Some Work of the Drug Division of the Bureau of Chemistry"; George W. Hoover, Chief of the Drug Inspection Laboratory, who will discuss "Supervising the Importation of Drugs"; Dr. Murray Galt Motter, whose address will be upon the organization and work of the Hygienic Laboratory at Washington. Martin I. Wilbert will also participate in the discussion, as will C. S. Brinton, C. H. La Wall and C. H. Kimberly.

#### Shorter Hours Campaign Not Within Their Province.

St. Louis, March 20.—The St. Louis Chapter of the W.O.N.A.R.D. has decided that the campaign for shorter hours in drug stores is not within the regular scope of social work and as their organization is primarily social, that campaign will be dropped. As substitutes for the energy that had been accumulated for that work, there will be a encheir at Martin's Hall, 922 Manchester avenue, the owner of which is a druggist, and Mrs. Martin is quite active in the association, and a dance in April, the further arrangements for which will be completed at a later meeting. The only settled facts about the dance are that it will be in the evening and will include luncheon and the admission will be \$1. It will be the first bid of the ladies to the druggists for support. Mrs. A. R. Schen and Mrs. C. M. Streeter are new members and the prospects are for an excellent increase of membership by the end of the fiscal year.

#### Busy Week for Chicago Members of the W.O.N.A.R.D.

Chicago, March 22.—Chicago Chapter, W.O.N.A.R.D., was particularly active last week. The monthly meeting had a long programme of recitals, songs and readings by members, and this was followed by a short business meeting. Plans for the yearly election were made. Over 75 members and guests gathered at Northwestern University building Friday for a card party. Executive board will meet March 23.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Kidney and Liver Pills

(R. F. L.)—Many of the remedies for liver complaints are also recommended for derangements of the kidneys. Here are some formulas:

(1)

Grind to a coarse powder.	
Liverwort .....	4 ounces.
Jamaica dogwood .....	1 ounce.
Conch grass .....	4 ounces.
Gaultheria .....	2 ounces.
Mix and percolate with a mixture of.	
Alcohol .....	32 fl. ounces.
Glycerin .....	12 ounces.
Water .....	32 fl. ounces.

When the menstruum has ceased to pass through add enough hot water to make one gallon of mixture, in which dissolve one ounce of potassium nitrate.

(2)

Fluid extract of buchu .....	3 fl. ounces.
Fluid extract of dandelion .....	3 fl. ounces.
Fluid extract of juniper berries .....	2 fl. ounces.
Fluid extract of pareira .....	2 fl. ounces.
Fluid extract of stone-root .....	2 fl. ounces.
Potassium acetate .....	3 ounces.
Simple elixir .....	to 32 fl. ounces.

(3)

Hepatica .....	1 ounce.
Hydrangea .....	1 ounce.
Scoparius .....	1 ounce.
Apocynum cannabinum .....	1 ounce.
Triticum .....	1 ounce.
Hot water to make .....	10 ounces.

When cold add,

Potassium nitrate .....	320 grains.
Alcohol .....	3 ounces.
Dextrose syrup .....	3 ounces.

Fluid extracts may be substituted for the crude drugs in this mixture, in which case the alcohol should be omitted, and the proportion of water reduced to 5 ounces, instead of 10 as above, the remaining ingredients being left the same.

## Ichthylol Ointment.

(Subscriber).—“Recently I filled a prescription for unguentum ichthyolus, 10 per cent; about three weeks later the prescription was renewed. On receiving the new supply the patient noticed the difference in its color and that of the balance of the original lot. He took it to his physician who claimed that the ointment was mixed improperly. If you will kindly publish in your columns any information regarding the above question that will be of benefit to me I will greatly appreciate the same.”

We cannot account for the criticism made by the physician on the appearance of the second batch of ointment unless it may be that by undue exposure to the action of light the ichthylol assumed a different tint. On exposure to the atmosphere ichthylol will thicken and set like varnish; this may be noticed when a drop is left on the side of a stock bottle. This thickening is usually accompanied by a slight change in color and it may be that a similar change has caused the appearance of the ointment criticized by the physician. We have no knowledge of the formula used in making the ointment, but a number of years ago considerable difficulty was reported by

compounders in that they were unable to secure a non-separable ointment. One formula which has been recommended as overcoming this difficulty is the following:

Ichthylol .....	8 ounces.
Water .....	8 fl. ounces.
Adeps lanae .....	16 ounces.
Petrolatum .....	20 ounces.

Mix the ichthylol and water and then incorporate the wool fat, the petrolatum being added last. Heat is best avoided in making the ointment. If used at all it should be very slight, and the ointment should be rubbed up until it is perfectly cool and smooth. As a general proposition ichthylol should only be prescribed in neutral solutions or mixtures for it is decomposed in the presence of acids or alkalis.

## Mimeograph Ink.

(F. V. K.).—“Does any reader of *THE PHARMACEUTICAL ERA* know of a practical working formula for ink for mimeograph machines? An answer to this request will be of value to hundreds of your readers and if replies are received you will be giving the trade a great service by publishing them.”

We publish F. V. K.'s request and trust that some of our readers may be able to supply the information.

## Cooper's Alum Ointment.

(S. F. H.).—“Can you furnish an approximate formula for Cooper's alum ointment, credited to Sir Astley Cooper, of Norwich, Eng.? A stated formula gives ‘alum comp. (?)’, phenol, ichthylol, zinc oxide, aromatic and antiseptic oils, petrolatum and animal fat.’ This enters the market as the proprietary ‘ungentine.’”

We are unable to find a formula of the character outlined in any of the literature and reference works at our command. The only information we have concerning the composition of the proprietary ointment is that given in the literature sent to physicians by the manufacturers to the effect that it is “an ointment composed of alum, with the irritating properties of the drug eliminated, carbolic acid (2 per cent), and ichthylol (5 per cent), combined with pure petroleum bases.”

## Driving Ants Away.

(Dr. J. M. W.).—A most efficacious means of getting rid of ants is spraying their resorts with crude petroleum. Two thorough sprayings usually suffice. To destroy ants' nests on lawns the use of carbon disulphide is recommended. A little of the disulphide is poured into the openings, which are then closed up by stepping on them with the feet. The volatile vapors of the disulphide will penetrate the chambers of the nest and if sufficient has been used will kill not only the adult insects but the larvae as well. Of course, this treatment is not suitable for indoors.

For spraying around a house where ants infect, the following solution has been recommended:

Cape aloes .....	½ pound.
Water .....	4 pints.
Boil together and add,	
Camphor gum .....	4 ounces.

We know of no better authority on entomology than the experts connected with the Bureau of Entomology, U. S. Agricultural Department, Washington, D. C.

## Dissolving Argyrol.

G. W. Burrington, Detroit, Mich., writes as follows: “I have an idea which I think will be of considerable interest to the prescription department and that is, how to make the most efficient and quickest solution of argyrol. The method mostly used is that by trituration, but the greatest objection to it is that the argyrol gums to the mortar and pestle and takes time to dissolve. A still slower process is by shaking the bottle until the substance is dissolved.

“My method is to rub the argyrol until it is a powder, then pour the desired amount of water in a graduate and gradually stir the powder in the water until dissolved. With this method the argyrol does not gum up and dissolves in an incredibly short time.”

## Wasted No Time.

“The manager says he engaged forty chorus girls in twenty minutes.”

“Gracious, but he's quick at figures.”

## PERSONAL MENTION

—F. B. ROSS, of Chariton, Iowa, has gone to Lethbridge, Canada, where he has accepted a position.

—PROF. JOHN URI LLOYD, of Cincinnati, was a visitor in New York City for several days last week.

—LOUIS DOHME, president of Sharp & Dohme, Baltimore, was a visitor in New York City for several days last week.

—A. H. SEELEY, of Canon City, Colo., who recently made an assignment, has resigned the office of mayor and will move to Denver.

—L. A. ENGLE, of Eleventh and Brooklyn streets, St. Louis, has gone to Mexico and the Pacific Coast for a six weeks' health trip.

—F. T. DUDLEY, proprietor of the Red Cross Pharmacy, Ithaca, N. Y., is preparing to move into a new home which he has purchased.

—MAILTON N. KLINE, of Philadelphia, head of the Smith, Kline & French Co., was a caller in the New York wholesale trade last week.

—H. T. MILLER, of Philadelphia, announces that he will leave Shoemaker & Busch, of the same city, after a service of 15 years with that firm.

—G. W. BENNETT, of Tallahassee, Fla., has gone to Selma, Ala., to take charge of the prescription department of the V. D. Young Drug Company.

—DR. WILLIAM GALE, of Westfield, N. J., this month completed 40 years in the drug business. After leaving the Navy in 1869 he settled in Westfield.

—NATHAN A. COZENS, secretary of the Philadelphia Association of Retail Druggists, is confined to his home on account of illness following a heavy cold.

—FRANK J. HOEY, of the Gazzallo Drug & Chemical Co., Chicago, has bought an automobile and is now calling on his trade in a new Maxwell car.

—PHIL J. HARTLEY, of the Red Lilly sales force in Massachusetts, recently returned to his territory from a week's visit to the home offices in Indianapolis.

—H. R. SAUNDERS, head of the promulgation department of Parke, Davis & Co., has returned to the New York branch of the firm after a week's trip to Detroit.

—W. B. KAUFMAN, of the importing department of Parke, Davis & Co., has returned to the New York branch after enjoying a few weeks' vacation in Florida.

—LOUIS MAY, of Yonkers, N. Y., is planning an extensive trip abroad to include a large portion of central and northern Europe, and visits to Paris, London and Berlin.

—GEORGE P. BERTSCH, of the Bertsch-Shurtz Drug Company, Oskaloosa, is prominently mentioned for appointment to the vacancy on the Iowa State Board of Pharmacy.

—NORMAN JOHNSON, who has been employed in Brown & Hooft's drug store, Charlottesville, W. Va., will probably pitch for the Winchester base ball club during the coming season.

—E. C. TRACY, of Waverly, N. Y., has decided to accept the nomination of the Citizens' Committee for president of the village. The local papers speak in high terms of his candidacy.

—DR. A. R. L. DOHME, of Sharp & Dohme, Baltimore, has returned home from his recent cruise in southern waters. Dr. Dohme reports a very pleasant time and feels greatly benefited by the rest.

—J. W. OHLMAN, representative of Parke, Davis & Co. at Sioux Falls and vicinity, slipped on the ice last week and was laid up for nearly a week with a broken wrist and severe body bruises.

—G. JOST, a sundry salesman for Bruen, Ritchey & Co., of New York, is preparing for his spring trip to the South and will leave for those parts this week. Mr. Jost expects to return about July.

—JOHN SULLIVAN, who had been engaged in the drug business for several years in Chatsworth, Ill., recently moved to Missoula, Mont., for the purpose of engaging in the occupation of fruit raising.

—C. M. PEACOCK, who recently sold his drug business in Owosso, Mich., to E. P. Roberts, of Bannister, claims to be the oldest druggist, in point of service, in the county. Mr. Peacock had been 40 years behind the drug counter and was

obliged to retire only on account of ill-health. He may enter some other business.

—FRED L. CARTER, of Boston, president of the National Wholesale Druggists' Association, was a caller in New York City last week while en route to Florida, where he will spend a few weeks' vacation.

—DR. W. H. MARTIN, of Amarillo, Tex., who represents the Red Lilly in northwestern Texas and southern New Mexico, recently returned from a week's visit to the home office of Eli Lilly & Co., Indianapolis.

—JOSEPH JACOBS, of Atlanta, Ga., last week visited his son, S. S. Jacobs, who is a member of the senior class of the Philadelphia College of Pharmacy. The father was graduated in 1879 from the same institution.

—CLARENCE T. ARBOTT, formerly of Boston and a graduate of the Massachusetts College of Pharmacy, but more recently in California, has become the manager of the pharmacy of E. Schneider & Co., in San Diego.

—WILLIAM G. FRAZER, manager of the post card department of the American News Company, New York, is away on a five weeks' trip, during which time he expects to visit 15 of the company's important branches.

—E. O. CRISWELL, formerly manager for Samuel B. Davis, at Thirtieth and Ritter streets, Philadelphia, has decided to start in business for himself and has purchased the store of W. H. House, at 29th and Wharton streets, that city.

—SCOTT R. LINGENFELTER, of Danville, Ind., with a party of friends, while duck hunting recently on the White River, almost lost their lives through the capsize of a boat. All were drenched, their shotguns were lost and \$50 in the druggist's pocket disappeared.

—J. H. BARLOW, formerly Pennsylvania representative of the N.A.R.D., but now acting in that capacity for the Philadelphia Association of Retail Druggists, with his wife, is receiving the congratulations of their friends upon the arrival in the family of a little girl.

D. M. PENICK, president and general manager of the Strother Drug Company, of Lynchburg, Va., is slowly recovering from the injuries which he received some time ago by being crushed in an elevator, as reported in the ERA. At one time it was feared he would not recover.

—WILLIAM A. PERKINS, proprietor of the Prattville Pharmacy, in Chelsea, Mass., has been drawn on the Suffolk jury which is trying the "craft" case of ex-Alderman George H. Battis, of Boston, one of the notable cases growing out of the investigations by the finance commission.

—F. D. FULLER, chief chemist for the Department of Agriculture of Pennsylvania, is being congratulated by his friends upon his appointment by Secretary of Agriculture Wilson to the position of chief of the cattle-feed and grain investigation laboratory of the National Department of Agriculture.

—G. M. HIPPEE, of Des Moines, Iowa, who recently celebrated his golden wedding, went to that city from Camden, N. J., in 1859 and engaged in the drug business. He prospered and became a banker, later identifying himself with various corporations. Mr. Hippee is now 78 years old and his wife, who also was born in New Jersey, is 70.

—ALBERT FLAUT, head of Lehn & Fink, New York City, presided at a farewell dinner given to Oscar Straus, the retired Secretary of Commerce and Labor, by the Fremdschaft Club last Thursday evening. Governor Hughes was a speaker at the feast and received an enthusiastic ovation. Dr. William J. Schieffelin, president of the Citizens' Union, also delivered an address.

—ADOLPH ZIEFLE, former assistant in pharmacy under Prof. A. B. Stevens in the University of Michigan School of Pharmacy, and who for the past two years has been assistant professor in pharmacy at the University of Kansas School of Pharmacy, has resigned to accept a similar advanced position at the School of Pharmacy of the North Dakota Agricultural College. Mr. Zieffle was employed as State Food and Drug Chemist in Kansas and will continue this work in his new field.

—EDWARD MOHLER, who looks after the store of Charles Rehfuess, of Philadelphia, while the latter is absent in the interests of the various pharmaceutical organizations of which he is either an officer or a committeeman, was obliged to give up work for several weeks on account of his health. His condition showed marked improvement after a visit to Atlantic City and he expects to be able to return to duty in the course of a few days. Mr. Rehfuess finds 17 hours day after day a bit too strenuous.

## PRESIDENT DIAMOND ON PHARMACY BILLS.

Head of New York State Pharmaceutical Association Criticizes the Action of Manhattan Ph.A. for Not Participating in Conference of Locals and Then Endorsing Another Measure.

Peter Diamond, president New York State Ph.A., writes as follows about Manhattan Ph.A.'s recent meeting:  
*Editor The Pharmaceutical Era:*

I have watched with keen interest the attitude of the pharmaceutical press toward legislative agitation within the past few months and am glad to see the clear, precise and proper stand your paper has taken in the controversy. From all over the State I have received assurances that the pharmaceutical associations will support the State association in the position that body is taking in legislative matters, particularly since we have discussed these matters fully at a conference at Albany early in January, to which all local pharmaceutical associations were invited and in which most participated, and at which conference we have received the unanimous consent of all present to proceed with such amendments to the pharmacy law as the legislative committee of the State association will deem wise, but, by all proper means to keep pharmacy from all political and party influences, and to oppose all legislation that might tend to make the board partisan, dominated by district leaders and office holders.

In view of all this, the action taken by the Manhattan Association, or, better, by the six out of the eleven members at the meeting of that association last Monday, is unwise, improper and not for the best interests of the retail pharmacists or of the people at large in this State.

Particularly do I take issue with Mr. Diner for urging the Manhattan Association to support the Conklin Bill, knowing full well that our bill is before the Governor and being fully aware of the provisions of our bill, with which I have taken care to acquaint him.

The interest Mr. Diner is exhibiting in the Conklin measure, coupled with his various communications to me with reference to the same, almost from the day of its inception, leads me to believe that Mr. Diner is really the father of the measure, and if he were only to acknowledge it frankly the mystery of the situation in which the Manhattan Association finds itself would be cleared. Mr. Diner, or any one else, has a full right to act as he desires, but frankness in the premises is the least the Manhattan and all other associations may expect at his hands. His anxiety to bring some association or somebody to the support of the bill is something he may owe Mr. Conklin for introducing it. At an interview I had with Mr. Conklin soon after the bill was introduced he assured me his bill would receive the support of a pharmaceutical organization. Perhaps he referred to the Manhattan! Surely the officers and members of that association knew nothing of it, nor have they instructed the chairman of their legislative committee to draft and introduce a new pharmacy bill.

The Conklin Bill of today is a weak effort of one entirely unfamiliar with pharmacy, its history, progress and requirements and to ask an association to endorse it on a plea that it will be amended, vouching for its then correct shape and completeness, is, in my opinion, *prima facie* evidence that the bill originates with Mr. Diner and properly should be styled "The Diner Bill."

I shall not attempt now to draw comparisons between the Conklin measure and the one drafted by the New York State Pharmaceutical Association, for it seems to me premature to discuss our bill before our final conference with the Governor. Suffice it to say that it meets the views of our executive in as far as it is consistent with the dignity of our profession and is a safeguard against becoming another source of political patronage under the motto that "to the victor belongs the spoils."

I invoke the aid and confidence of the pharmaceutical press and of every pharmacist in this State in this most eventful struggle to retain the prestige it took us years to establish. The State association, to which we have for years entrusted the guarding of our interests in this State, has proven worthy of the confidence and I assure every one today this association is as proud of that faith and as jealous of its prestige as ever.  
New York, March 18.

PETER DIAMOND.

A hearing on the Conklin Bill is set for March 30.

## INDIANA'S SANITARY FOOD LAW STRINGENT.

New Provisions Bars Diseased Persons From Being Employed in the Preparation of Food—Soda Fountains Are Included and Practical Tests Will Be Made by Experts.

INDIANAPOLIS, March 20.—Dr. H. E. Barnard, State Food and Drug Commissioner, in a heart-to-heart talk with the *ERA* correspondent, spoke of the legislation of the Indiana General Assembly which has just adjourned.

"The new sanitary food law," said Dr. Barnard, "is the most far-reaching and valuable piece of food legislation passed since the Federal law."

"It provides for the sanitation of all food-producing establishments, all vehicles used in transporting foods, and that the food distributing agencies, such as the grocery store, the meat market and the confectionery. The soda fountain is included under the operation of the law."

"The bill provides that every person who has anything to do with the production, preservation or distribution of food products must himself be healthy. The old laws have said that an employer of labor should not knowingly engage a diseased person. The new law says that he shall not allow, permit or suffer any person to work in any way in connection with the production, distribution or transportation of food who is tainted with any contagious or infectious disease."

"No legislation has been enacted that would class tobacco with either foods or drugs, so this department will have no control of the manufacture or sale of tobacco or cigars. The bill provides that all persons who handle material from which food is prepared or the finished product shall before beginning work and after visiting the toilet wash their hands and arms thoroughly in clean water."

"It is provided that where cuspidors are used they shall be thoroughly emptied and washed daily with disinfectant solution and that five ounces of such solution shall be in the cuspidor while in use. We thus make the cuspidor an agent for destroying bacteria instead of spreading it. Persons are prohibited from sleeping in rooms where food is prepared or sold. This also applies to restaurants."

"In order to determine whether or not there is any truth in the statement of soda fountain proprietors that it is absolutely necessary for them to use preservatives in their crushed fruits and fruit juices, we are now installing in this department here in the State House a modern soda fountain of the iceless type manufactured here in Indianapolis by the Marietta Glass Company, by which we shall conduct an exhaustive series of experiments with every kind of soda fountain supplies."

"We propose to determine how long crushed fruits and fruit juices will keep without preservatives, under sanitary conditions of handling and refrigeration."

"In the East the highest priced man in the drug store is in the soda water department. In Indiana, with few exceptions, the fountain is in charge of young boys, poorly paid. So far as I know, this fountain will be the first put up in a State Health Department for the scientific study of soda water in its relation to the public health. We shall determine questions of temperature best adapted to the keeping of crushed fruits and syrups; the density of sugar syrups best adapted to fountain uses; the best methods of protecting crushed fruits from dust, flies and dirt while on the dispensing counter. We shall put a competent chemist in charge of the work and associated with him a practical soda fountain man."

### New Store for Uptown Apartment District.

A. G. Yeomans, president of Reid, Yeomans & Cubit, and W. L. Snow, until recently manager of the Riker store at 456 Fulton street, Brooklyn, have leased for 12 years the corner store in the Washington Irving apartment at Broadway and 151st street, New York City. They will use the premises for a drug store, which it is intended to open about May 1, pending the completion of the building. All fixtures will be the latest in design and no expense, it was said by Mr. Yeomans, will be spared in making the store as up-to-date and in keeping with the location as possible. There are over 200 apartments in the block, which is in a strictly residential district. A feature will be a handsome soda fountain. Mr. Snow will be the manager of the new store, while Mr. Yeomans will devote his efforts chiefly to the store of Reid, Yeomans & Cubit in Nassau street.

## SENIOR CLASS AND MEMBERS OF THE FACULTY OF THE PHILADELPHIA COLLEGE OF PHARMACY.



PHILADELPHIA, March 22. The senior class of the Philadelphia College of Pharmacy, numbering 128, of whom seven are young women, is the first class to enter the college and complete the course since the prerequisite law went into effect in Pennsylvania. The class has elected the following officers: President, J. H. Allan, Baltimore; vice-president, H. W. Eakle, Hagerstown, Md.; secretary, Miss Helen F. Loughlin, Norwood, Pa.; treasurer, Ralph T. Hunter, Altoona, Pa.; executive committee, Clarence Stoner, Lock Haven, Pa.; William Ferron, Salt Lake City, Utah; Frederick J. Kehn, Dubois, Pa.; John A. Gory, London, Ohio; Mitchell Bernstein, Philadelphia; reporters, F. Gannon Ebner, Sandusky, Ohio; C. E. Hoffman, Philadelphia.

Examinations in the regular course are now over for the senior class and the members are beginning the supplementary course in technical microscopy, commercial training, food and drug adulterations, dispensing and prescription work.

The work on the annual publication of the senior class, *The Graduate*, is well under way and reflects credit upon J. H. Allan, ex officio chairman and treasurer of the publication, and the editor-in-chief, Charles S. Herron, of Dubois, Pa. Associate editors are E. L. Kelly, Elmira, N. Y.; F. G. Ebner and Miss Helen F. Loughlin; business manager, D. L. Honok, Indiana, Pa.; assistants, D. L. Haler, Chambersburg, Md.; J. A. McCann, Greenwich, N. Y. The book is dedicated to Prof. Henry Kraemer and a unique feature is its description of the various members of the class according to the manner of describing botanical specimens and drugs. It will contain 250 pages, the pictures of the individuals, college and class organizations as well as the history of the class throughout the course.

Under the auspices of the senior class, a permanent Southern Club has been organized which promises to become an even more important factor in years to come. J. H. Allan is president; J. E. F. Hicks, Goldsboro, N. C., is vice-president; J. H. Allen, Savannah, Ga., secretary, and S. S. Jacobs, Atlanta, Ga., treasurer. At a banquet at the Hotel Majestic, the famous old Confederate colors were a prominent feature

in the decorations. Prof. Alfred E. Heinberg, who is an honorary member, acted as toastmaster, and the embryo pharmacists proved themselves most efficient after-dinner speakers.

The Whitall Tatum Company entertained the senior class at its glass factories at Millville, N. J. The trip was made in a special train from Camden and was highly enjoyable and instructive. After the visitors had been shown through the various departments, a luncheon was served. Prof. J. P. Remington presided, others also made short addresses and by no means the smallest feature of the occasion were songs by the class. Several other trips of this character to nearby manufacturing establishments are scheduled.

The Athletic Association gave a highly successful play and dance at Mercantile Hall March 18 for the benefit of the organization. Under the direction of its president, Henry S. Godshall, the association has enjoyed the most successful year from the standpoint of activity and support in the history of the college. On March 20 a largely attended inter-class athletic meet was held at the Central Y.M.C.A. gymnasium.

The inter-class dance given at Lulu Temple was an important factor in encouraging the social spirit in the college as well as in bringing the classes in closer touch with each other. It marked an epoch in college history. More than 200 students and their friends attended.

Early in April the weekly botanical classes for the senior class will commence under the direction of Professor Kraemer.

#### Sold Laudanum for Toothache, Charged With Homicide.

J. Jacobellis, a druggist at 38th street and Ninth avenue, Borough of Manhattan, New York City, was arrested recently on the charge of homicide, and held in \$1000 bail for examination before Coroner Acritelli. Mr. Jacobellis, it is alleged, sold a few doses of tincture of opium in a cup to a woman who wanted it for toothache. The woman died the day following the sale from pulmonary congestion and oedema, which, according to the coroner's physician, were produced by the laudanum. The hearing is scheduled for next Monday morning.

## SIMON N. JONES PRESIDENT LOUISVILLE R.D.A.

**Chosen at Annual Meeting of Association in Convention City—Physicians Invite Joint Meeting.**

LOUISVILLE, March 20.—The annual meeting of the Louisville Retail Druggists' Association was held at Bruen's Hotel on Wednesday night. While the attendance was not as large as usual, this can be accounted for because the notices for the meeting were not delivered until the morning of the appointed time. The following officers were elected for the ensuing year: Simon N. Jones, president; F. V. Simms, vice-president; Ben F. Sauter, secretary; William Voteler, treasurer.

The report of the secretary showed that about 80 per cent of the retail druggists in the city had paid both local and National dues. The treasury is in a flourishing condition.

An invitation was received from the Jefferson County Medical Association (composed of almost the entire medical profession in this city and county) requesting the druggists' association to use its rooms for a meeting place in the future and referred to a committee. A request was also received from the same organization requesting the association to prepare and place on permanent exhibition in its room a line of U.S.P. and N.F. preparations. This proposal was readily acted upon and will be promptly complied with. There exists the utmost harmony between the doctors and druggists and this will be productive of great benefit to the retailers in pushing the N.F. propaganda in this city.

## Big Whisky Dealer Enters Drug Business.

CHATTANOOGA, March 20.—Randolph M. Rose, W. L. Friereson, Lewis M. Coleman, C. Manasse and F. Manning have filed an application asking a charter for the Rose Drug Company. The capital stock of the corporation is set out as \$100,000 and by the terms of the charter application the business of wholesale and retail drug dealers and manufacturers will be carried on. The principal offices and factories will be located in Chattanooga.

Randolph Rose is one of the best-known business men of Chattanooga. He is at the head of the immense whisky business which bears his name and has its principal office in this city with branches in New York City, Jacksonville and elsewhere. Mr. Rose was one of the first men engaged in this business to announce, following the passage by the Tennessee Legislature of a State-wide prohibition bill, that he would not leave Tennessee, but that he would remain here, placing his capital and abilities in other channels.

## To Sell Human Hair and Electric Cooking Utensils.

BOSTON, March 20.—The Riker-Jaynes Company, already operators of eight drug stores in Boston, and planning to open another on April 1, have just made an enlargement to the store at the corner of Washington and Bedford streets. The entire second floor, with an area of 2600 square feet, has been added. The space will be used for new departments, including human hair goods, the truss department, with a room for fitting, and a complete line of electric cooking utensils. This one store of the Riker-Jaynes Company carries 53 names on its pay roll, not including bookkeepers, as all of that work is done at the head office at Washington and Hanover streets.

## The Era's Classified Buyers' Directory.

One of the most important features of the ERA's Advertising Columns is the CLASSIFIED BUYERS' DIRECTORY. It offers to the druggist, jobber and manufacturer an unequalled opportunity to keep in touch with manufacturers of all lines of high class goods. Buyers of the drug trade are readily showing their appreciation of the value of this medium, and all manufacturers and jobbers should use these little, live liners for letting the buyers know that they are in business and the kind of goods they are selling. You cannot afford to miss the many good special offers that these advertisers are making.

## Druggists Invited by Rockland County Doctors.

The members of the Rockland County Medical Society are to hold their quarterly meeting at Suffern, N. Y., on April 7. They have invited the druggists of the county to meet with them and discuss the U.S.P. and N.F. propaganda campaign. Arrangements are under way to have several prominent speakers on the subject give views from each of the professions.

## TO PUSH PROPAGANDA WORK IN ST. LOUIS.

**President Renner Appoints New Committees for the Ensuing Year for Local Retail Druggists' Association.**

ST. LOUIS, March 20.—The first meeting of the S.L.R.D.A. under the new officers was held at the Southern Hotel March 16 with a good attendance, and a large proportion remained for the luncheon. At the adjournment, it was announced that in an effort to give some members an opportunity to attend for whom morning meetings were not convenient, the April meeting would be held at Mauger's Cafe, Washington avenue and Third street, where a private dining room had been promised with a Dutch lunch for the session.

President Renner announced the following committees:

Price Schedule: Executive committee and officers.  
Telephone: E. A. Bernius, chairman; Robert Thebus, George Hausen.

Entertainment: L. A. Seitz, chairman; J. C. Thumser, Charles Hahn, A. S. Ludwig and Frank Cloughly.

Grievance: Ernest Winkelman, Carondelet; Charles Hahn and J. Hasselbrock, North Side; Richard Kring and Henry O. A. Huegel, South Side; Martin Noll and E. M. Pirner, West End; L. A. Seitz and A. G. Enderle, Central.

Secretary William Busch has undertaken to push the propaganda for U.S.P. preparations and announcements were made as to the method of handling the correspondence to physicians whose names were supplied by druggists. Without special effort the collection of dues was surprising.

## Simple Appliances Used in Lecture on Assaying.

PHILADELPHIA, March 20.—An unusually large audience on Tuesday evening attended the lecture and demonstration in the post-graduate course arranged by the Philadelphia Branch of the American Pharmaceutical Association, which was held at Temple University. Dr. H. Evert Kendig, professor of the theory and practice of pharmacy at Temple University, was the lecturer and his subject was "Assay Processes, Their Uses and Practical Value." He introduced the actual work of assaying by telling of the original meaning of the word and the methods to which assaying was applied in ancient times, and the drugs which it was possible to assay and thereby determine their alkaloidal values, using in demonstration the simple appliances to be found in the stock or laboratory of nearly every drug store. He then took up the assaying of opium, belladonna, mercurial ointment and puerarin according to the methods given in the U.S. Pharmacopoeia. Concisely and clearly he showed each step and the results of each, the possibilities and the liabilities of failure. Upon motion put by Henry C. Blair, president of the local branch, a vote of thanks was tendered Dr. Kendig.

## Pi Theta Sigma of B.C.P. Holds Successful Dance.

The Gamma Chapter of the Pi Theta Sigma Fraternity of the Brooklyn College of Pharmacy held its second annual dance on March 16, at Pough Mansion, Brooklyn, N. Y. There was an unusually large number of members and guests present and over 100 couples were on the floor the greater part of the evening. After the first half of the programme, consisting of nine numbers of the latest popular dance music, refreshments were served. Shortly after midnight dancing was resumed and continued until 2 a. m. The music was furnished by an orchestra and the hall was decorated with pennants of the fraternity and the college, besides other flags and bunting.

A number of out-of-town people were present and the officers are delighted over the interest displayed by the members in turning out in such numbers and the enthusiasm that prevailed during the entire evening. The arrangements committee: Joseph A. Burman, chairman; Harvey O. Dietrich, Andrew H. Philip, Joseph F. Genaro and Edward Troy.

## Marriage Mentions.

R. E. NEWCOM and Miss Cora D. Shiffer, both of Coffeen, Ill., who were recently married at Hillsboro, went on a bridal trip to Philadelphia.

GABRIEL CRICAN, of Jenkins' Drug Store, Dayton, Ohio, was recently married by a minister at Covington. The happy bride was Miss Maud Waterhouse.

—WILLIAM NESSBAUM, well-known druggist, formerly located at Merrill, Wis., now at Elk Mound, Wis., was married on March 17 to Miss Via Du Fano. The wedding took place at Oconto.

**U. A. BROWN PRESIDENT OF LOUISIANA CLERKS.**

**Association to Establish Sick Benefits and Aid the Orleans Ph.A. in Pushing Propaganda Work.**

NEW ORLEANS, March 20.—Because of his having purchased the Audubon Drug Store, at 5214 Laurel street, W. J. Gagnet, who at the January meeting was elected president of the Retail Drug Clerks' Association of Louisiana, has resigned the position. Under the constitution of the association a member becoming a proprietor ipso facto ceases to be an active member of the association, but is eligible to honorary membership. It was under these circumstances that Mr. Gagnet, much to the regret of the members, relinquished the office which he had held only a short time.

U. A. Brown, prescription chemist of the Williams Pharmacy, was selected as the best man to succeed to the position of president. Mr. Brown has been a member of the association since its foundation, and is one of the most prominent prescription men in the city. He is a graduate of the Tulane Medical Department and was with the Orpheum Drug Store, formerly situated in St. Charles street. He was formerly secretary of the association and was also at one time its treasurer.

On account of the uncertainty of Mr. Gagnet holding office, several important movements which the association started at its annual meeting have been delayed, but now that the full corps of officers has been chosen and it is known that they will hold permanently, these matters will be taken up. One of the most important of these is the plan to establish a benevolent feature. At the present time there is a death benefit paid, but no sick benefit. At the annual meeting it was proposed to have a vote on the proposition of paying a weekly sick benefit of \$5. This matter has been well canvassed, but no final vote has been taken. It will come up at the next meeting.

Another movement started was at the March meeting, when it was proposed that the R.D.C.A. of La. assist the Orleans Pharmaceutical Association in its propaganda work. The plan tentatively proposed is that the local association undertake this work of education itself, and conduct a vigorous campaign among the physicians of the city to begin with, and later probably among the physicians of the whole State.

**A Druggist 42 Years.**

SAGINAW, Mich., March 20.—One of the most important business changes to take place here in years was the sale of the Prall Drug Company to Harry Dolson, of St. Charles, and his brother, John A. Dolson, of Saginaw. D. E. Prall, who retires from the retail business to devote his time to his other interests here, has been in the drug business for 42 years, starting as clerk for A. A. Funk. He is a graduate of Philadelphia College. John A. Dolson is a well-known pharmacist and is deputy county clerk. Calvin A. Wadsworth will remain with Mr. Prall in his other business interests.

**Damages for Burns Caused by Cleaning Fluid.**

BUFFALO, N. Y., March 20.—A verdict of \$504 damages has been awarded to T. P. Mulloney, who sued Edward A. Kingston for \$20,000. Mulloney claimed that the druggist failed to warn him of the inflammable nature of a glove cleaner and that when he tried to light a cigar the substance caught fire and severely burned his hands. A stay has been granted and Mr. Kingston will probably appeal.

**Bill to Make Manufacturers Pay \$1000 License.**

MADISON, March 20.—Wisconsin druggists are fighting with manufacturing druggists to prevent the passage of the bill in the State Legislature which provides that manufacturing pharmacists must pay a license of \$1000, which would be prohibitory. Little fear is entertained, however, that the bill will get through both houses of the Legislature, judging from the opposition which it is meeting.

**EASTERN PENNSYLVANIA DRUG MEN ORGANIZE**

**Berks County A.D.S. Club Organized After Enthusiastic Meeting With R. W. Dentler President.**

READING, Pa., March 20.—An enthusiastic and interesting meeting of the A.D.S. druggists of Eastern Pennsylvania was held at the Board of Trade rooms recently, when the Berks County A.D.S. Club was organized. Fifty persons were in attendance, including visitors from Pittsburg, Wilkes-Barre, Lebanon, Lancaster, Allentown, Shenandoah, Mahanoy City, New Holland and other cities.

Roy W. Dentler was chosen acting chairman. Speeches were made by the following leading druggists: Mr. Otis, Binghamton, N. Y.; Mr. White, Wilkes-Barre; Mr. Frailey, Lancaster; Mr. Morrill, Plains; Mr. Kazamas, Shenandoah; Mr. Timme, Mahanoy City; Mr. Bergey, Reading; Mr. Crutcher, Shenandoah, and Harry Kline, Reading.

After the speeches, setting forth the benefits derived from the A.D.S., the Berks County Club was formed, with these officers: President, R. W. Dentler, 633 Penn street, Reading; secretary, C. M. Hain, Fifth and Bingham streets; treasurer, M. Feather, 1018 Chestnut street. The club is organized to promote the best interests of the A.D.S. members and to be a help fraternally and socially.



JOHN V. EITEL,  
Re-elected President of the Columbus,  
O. Retail Druggists' Association.

**MUSIC, LECTURE AND FEAST.**

**Enjoyable Function for Pharmacists and Physicians in Capital City.**

WASHINGTON, March 20.—The District of Columbia R.D.A. gave an original get-together function on March 15. It was held in Carroll Hall and consisted of musical numbers and an illustrated lecture on Yellowstone Park.

Three musical numbers were rendered by Mesdames Weller and Mullen and Mr. Eaton. Their services had been courteously given at the solicitation of Druggist F. P. Weller. E. B. Thompson, who gave the lecture on Yellowstone Park, is a skilled photographer in the Government service. The truly beautiful pictures were of Mr. Thompson's taking and coloring and his descriptive talk proved that he was thoroughly familiar with the wonders of nature which the screen so vividly pictured.

On behalf of the W.R.D.A., W. P. Herbst, of the entertainment committee, presented Mr. Thompson with a handsome umbrella. After the regular programme President A. C. Taylor invited those present to adjourn to the parlors, where refreshments were served by the ladies of Washington Chapter, W.O.N.A.R.D. Many physicians and their ladies were present and all expressed their pleasure with the treatment received from their druggist hosts and hostesses.

**Mr. Eitel Re-elected President of Columbus R.D.A.**

COLUMBUS, O., March 20.—At the recent annual meeting of the Columbus Retail Druggists' Association John V. Eitel was unanimously re-elected president. Other officers chosen were: B. F. Lentz, first vice-president; C. P. Elder, second vice-president; Charles McElroy, secretary, and J. P. Michael, treasurer. The board of directors chosen is as follows: A. W. Kiler, J. L. Herpich, Alma Hatton, F. H. Umbenhaur and T. C. Haney.

A report was received from the committee having in charge the installation of telephones in the drug stores as pay stations. It was to the effect that over one-half of the retail stores are now supplied with pay booths and others are being rapidly installed.

**Tennessee Valley R.D.A. is Organized.**

DECATUR, Ala., March 20.—The Tennessee Valley Retail Druggists' Association was organized here recently and the following officers were elected: President, F. R. Beason, of this city; secretary and treasurer, D. Roger, of Hartselle.

## JACOB DINER'S VIEWS OF "INDEPENDENCE."

**Would Not Aid Secession From State Association, But is Opposed to "Boss Rule" in Legislation.**

In an interview at the request of Jacob Diner, following the recent meeting of the Manhattan Pharmaceutical Association, at which there was a hot debate over the Conklin and the All-State pharmacy bills, Mr. Diner declares that in the account of the meeting as published in the ERA of March 18, he was misquoted in the statement that "the association stand independent and not be governed by the State or any other association."

Mr. Diner dictated the following as representing essentially the meaning of what he said at the meeting:

"I am not advocating secession from the State Pharmaceutical Association, I am merely desirous of having the expression of the members on the vital points of the bill before us, namely: appointment by the Governor, examination by the regents and limiting eligibility to membership on the board to retail pharmacists. If the Manhattan Association instructs me to fight for these points I will do so, likewise will I oppose them if the instructions are to that effect. If the bill proposed or about to be introduced by the State Association embodies these points, provided the Manhattan indorses these points, I will stand for the All-State Bill or any other bill containing these provisions. I take it for granted that all should be independent enough to declare their views and be independent to define their position; on several occasions the Manhattan has stood alone and independent. The time has come to declare our independence from the boss rule of Dr. William Muir."

"I am a strong adherer of the State Association and consider that I have given sufficient proof of that fact on numerous occasions, and that I also believe in harmony, when in 1907, as a candidate for the Board of Pharmacy, at which time it was conceded by all sides that I was reasonably sure of winning, I called a meeting of the three candidates in the New York College of Pharmacy and there for the sake of harmony withdrew from the race and induced the other contestant also to do so, leaving Mr. C. O. Bigelow alone in the field."

"I maintain that too much stress has been laid on so-called harmony for the purpose of permitting one or two men to run matters pharmaceutical to suit themselves, rather than the large majority of retailers, and it is to be deplored that men who are on the board today will utilize their position for the purpose of influencing votes on important questions coming up before pharmaceutical associations."

## NEW BY-LAWS FOR N.Y. COLLEGE OF PHARMACY.

**Old Officers Re-elected With One Exception, Besides the Filling of a Vacancy in the Board.**

The annual meeting of the New York College of Pharmacy, Columbia University, was held at the college March 16. The chief business transacted was the election of officers, the regular ticket as prepared by the nominating committee being unanimously adopted, as follows: President, Nicholas Murray Butler; first vice-president, Charles F. Chandler; second vice-president, Herbert D. Robbins; third vice-president, William Jay Schiffelin; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, Edward W. Ranyon; for trustees to serve three years, Thomas P. Cook, Arthur H. Elliott, Heinrich A. Harold, Albert Plant, George H. Hitchcock; trustee to serve one year, F. W. Schoonmaker. All were re-elected with the exception of Mr. Ranyon, who takes the place of Harry B. Foranson, and Mr. Schoonmaker, who will serve in place of Dudley T. Larimore.

The by-laws, as amended and revised by a special committee to make them conform to the charter and the regulations governing Columbia University, were adopted. Several communications were read and the death of several members announced, besides other business of a purely routine character. There was a large attendance and Professor Chandler presided.

## Flags Fly in Honor of Daughter's Arrival.

DETROIT, March 20.—Every flag on the laboratories of Frederick Stearns & Co. waved from the top masts all day recently in honor of a baby girl born to F. C. McLaughlin, president and treasurer of the big plant. The tale is his eleventh child, the rest of whom are boys.

## FIRST N.Y.R.D.A. BALL A BIG SUCCESS.

**Pharmacists Present From All Boroughs in the City. May Hold Similar Event Every Year.**

Over nine hundred people attended the recent entertainment and ball given by the New York Retail Druggists' Association at Palm Garden. There were present representatives of the trade and profession from all the boroughs of the city and the occasion provided a means for bringing together a large number of pharmacists, both socially and professionally.

The dance programme was preceded by an entertainment consisting of selections of instrumental music, singing and recitations, all the numbers being rendered in a most accomplished manner by professional talent. There were several encores and it was nearly midnight before the dancing commenced.

The grand march was led by the son and daughter of Jacob Goldblatt, president of the association, and following the first couple were the officers, members and friends of the organization. Music for the dancing was furnished by an orchestra of 12 pieces and dancing was enjoyed until after 5 a. m., with an unusually large number remaining until the last dance.

The stage was beautifully decorated with flags and flowers, and a feature that attracted considerable attention was the letters N.Y.R.D.A. hung over the stage and illuminated with electric lights. The affair was a success financially as well as socially and the members of the committee were all unanimous in their declaration that the success certainly warranted the holding of a similar event next year. The committee in charge consisted of the following members: Peter Diamond, chairman; Joseph Weinstein, Sol. Rosenthal and M. Levy.

## DEMANDS RESTORATION OF BUYING RIGHTS.

**Retail Association of Columbus Passes Strong Resolutions Regarding Relations With Proprietors.**

COLUMBUS, O., March 20.—At a meeting of the Columbus Druggists' Association, held on March 9, 1909, the following resolutions, read by A. W. Kiler, were unanimously adopted:

Whereas, The tripartite agreement was entered into about ten years ago for the purpose of protecting all three branches of the drug trade against aggressive price cutting on proprietaries; and, Whereas, The retailers on entering into the said agreement surrendered certain valuable direct buying privileges in the hope that the benefits accruing from this agreement would more than offset the values thus surrendered; and,

Whereas, The said tripartite agreement proved disappointing in that the principal benefits were absorbed by others than retailers; and,

Whereas, The courts have declared the said agreement in restraint of trade and enjoined the same under penalty, be it therefore, by the Columbus Retail Druggists' Association, in annual meeting assembled,

Resolved, That we demand a return of all the buying privileges surrendered by us when we entered into the tripartite agreement as a fair proposition, and as necessary if the letter and spirit of the Indianapolis injunction decree be lived up to in good faith by the parties to said agreement.

Resolved, That it is the sense of this body that proprietors should not in any manner discriminate against retailers by refusing to sell them, singly or collectively, at identical prices and on identical terms with any other buyers.

Resolved, That members of this association shall hereafter give preferential treatment to the goods of ALL manufacturers who not only protect the retail selling prices thereof, but who shall also accord to the retailers' interests the just buying rights that have reverted to them on the dissolution of the tripartite agreement by the Federal courts.

## Manufacturing Perfumers to Meet April 13-15.

The 15th annual meeting of the Manufacturing Perfumers' Association will be held on April 13, 14 and 15 in New York. The rooms of the Drug and Chemical Club have been selected for business sessions, while the banquet will take place at the Plaza Hotel. The president's reception will be held at Hotel Astor on the evening of the 13th, following an entertainment at the Astor Theater, where members and their friends will witness "The Man From Home."

## Gimbel Brothers Will Soon Have Store in New York.

Gimbel Brothers, the large department store concern, operating stores in Philadelphia and Milwaukee, have closed negotiations for the lease for a long term of a new \$4,000,000 building, which will be erected at once, in New York City. The store will be located on the west side of Broadway, between 32d and 33d streets, in what is known as the Pennsylvania Tunnel zone.



## UNITED DRUG CO.'S BOWLING TEAM WINS BOSTON WHOLESALE DRUG LEAGUE CHAMPIONSHIP.



Winning team: Left to right (standing), W. J. Snider, R. E. Hadley, J. A. Galvin; (sitting), C. W. Harrington, A. E. Smith (Captain), R. F. Haidin.

Boston, March 22.—The United Drug Company's bowling team won the championship of the Wholesale Drug League of Boston on Wednesday evening, and a big gallery of rooters saw the finish of the series. Between 200 and 300 persons crowded the spectators' space, more than two-thirds of whom were fellow workers of the winners from the Roxbury factory of the United Drug Company. The victory was secured by a lead of eight strings over the second competitor.

The series in the wholesale drug trade have proven among the most popular of all the leagues. The games started October 21, and have continued, with but a single interruption, every week. Wednesday evening has been the date, and the new Boston Alleys, at 167 Washington street, has been the place. Eight teams composed the league, as follows: United Drug Company, Eastern Drug Company, Gilman Brothers, Carter, Carter & Meigs Co., E. L. Patch Company, Hoagland-Curtis Drug Company, all wholesale drug houses, and Dean, Foster & Co., and Fox, Fultz & Co., dealers in druggists' glassware.

Rivalry has been strong throughout the series, especially between the United Drug and Eastern Drug Company, yet an omen of the victory for the former appeared at the opening rolls of the series, when the two teams met for the first time, and the former won two of the three strings. Carter, Carter & Meigs Co.'s team was a strong team during the first three months of the series, when it rapidly dropped behind.

United Drug won first prize, \$25, taking 65 strings and losing only 19. Gilman Brothers and Eastern Drug Company tied for second prize, \$10, each having won 57 strings and lost 27, and a roll off is to be arranged later to decide this point.

There is also a tie for third prize, \$5 for the highest individual string, Joseph Ryan, of the Carter, Carter & Meigs Co., and Mr. Brown, of Fox, Fultz & Co., being tied at 128. Richard Dick, of Carter, Carter & Meigs Co., wins fourth prize, \$5, for highest three-string total, with a record of 324 pins. He also holds the record for the highest single string, but under the rules preventing a member from taking two prizes, he elected to take this prize. How the tie between Ryan and Brown will be settled has not yet been determined. The fifth prize, \$5, for the highest average for the season was won by Frank J. Rostrom, of the E. L. Patch Company, with an average of 94. It is probable that the prizes will be awarded at a banquet which it is proposed to hold in the near future.

United Drug Company not only wins the championship, but on the night that the matter was settled H. J. Purple, retail advertising manager for the company, read a letter from the treasurer of the company, J. C. McCormick, in which the great pleasure of the company was expressed at the team's

success, and then as a further expression of this satisfaction each member of the team and the captain was presented with a \$10 gold piece as a souvenir. A further note was read from President Louis K. Liggett, expressing his appreciation. Great cheering greeted the letters.

The final standing of the teams was as follows:

Teams.	Won.	Lost.	Total Pinfall.
United Drug Company .....	65	19	27,764
Gilman Brothers .....	57	27	26,805
Eastern Drug Company .....	57	27	26,960
Carter, Carter & Meigs Co. ....	50	34	27,914
E. L. Patch Company .....	49	35	27,041
Dean, Foster & Co. ....	27	57	25,522
Hoagland-Curtis Drug Co. ....	18	66	24,963
Fox, Fultz & Co. ....	13	71	24,714

The officers of the league are: William H. Forbes, of the E. L. Patch Company, president; George W. West, of the Eastern Drug Company, treasurer; Lewis D. Thomas, of the Carter, Carter & Meigs Co., secretary.

Another drug league, composed of teams from the six Riker-Jaynes stores, and taking their name from the street number of the store, has held a series which has been running since late in November.

#### Mr. Laseoff to Have New Store on Opposite Corner.

Following a dispute over the amount of rent with his landlord, J. Leon Laseoff has shown his resourcefulness by leasing for a long term of years the property directly across from his present location. Mr. Laseoff will occupy the entire building. The location is on the northeast corner of Lexington avenue and 83d street, Manhattan Borough, New York City. There is hardly a store to be had in this neighborhood, which fact led his landlord, Mr. Laseoff asserts, to take an entirely too magnified view of values, so that it was swiftly becoming a matter of having to pay out all his profit as rent. On the new premises he will save 33 per cent on rent, with twice the amount of room. Alterations are now going on, so that the drug store can appear in a new dress about May 1. A liquid fountain will be installed. The laboratory and prescription department will be features.

#### Professor Bernius Will Erect a New Building.

St. Louis, March 20. Prof. E. A. Bernius, of Barnes College of Pharmacy, has bought the lot at Easton and Simple avenues, across the street from his pharmacy, and will at once build a \$12,000 brick building. He will provide a 40-foot front for his store and have another to rent, in addition to flats upstairs.

# LETTER BOX

## KENTUCKY DRUGGISTS DICTATE APPOINTMENTS

Governor Must Act on Recommendations of State Ph.A.  
As a Result of Active Organization Work.

Editor *The Pharmaceutical Era*:

In a recent issue of one of the pharmaceutical journals an entire page is devoted to an editorial upon "Legislative assaults upon the drug trade." The article gives in detail a number of bills that have been introduced in the legislatures of several States that if they should become laws, will surely add to the trials and tribulations of the retail druggists in those States. This article urges that the druggists should be on the *qui vive* and scan carefully the proposed laws. But the natural question is: What can the retail druggist do?

For five or six years the N.A.R.D. at its annual meetings and through reports of its executive and legislative committees have been urging the retail druggists to be more active in politics to take a more aggressive position in legislation. But this cannot be done without organization. Where the retail drug trade is organized as a fighting body—you might call it—no troubles arise, but unfortunately the States that have taken up the question of *thorough* organization are few in number, yet these few demonstrate the fact that they can secure favorable legislation or defeat inimical legislation, when they summon their forces to the fight.

Let us take some figures to show what can be accomplished by organization. The annual report of Secretary Wooten at Atlantic City showed that Illinois had the greatest number of associations affiliated with the N.A.R.D., then came Indiana and then Kentucky, and it is the work of the retail druggists in this State that this article will refer to particularly.

Kentucky, with its 67 associations (a greater number than exists in either of the much more populous States of New York, Pennsylvania or Ohio), can confidently assert that it has shaped legislation affecting the retail drug trade almost to their entire satisfaction. For years we labored under the same difficulties that some of the States are experiencing, but we confidently believe that there is no danger in the future.

We not only have the organization but we have the *system* for enforcing our just and reasonable demands. At each annual meeting of the Kentucky Pharmaceutical Association a legislative committee is chosen, one member of which resides at the capital, Frankfort. But this is not the end but only the fountain head of the system. As an auxiliary committee, one prominent and influential retail druggist is selected from each State Senatorial district as a member. Politics does not enter into this arrangement. The prosperity of the retail druggist and the freedom from unfair and unjust laws is the sole aim of this joint committee.

Results have shown conclusively that each member of this great committee can be depended upon for work when the occasion requires. The individual member knows his Senator, is on good terms with his representatives in the Legislature, and when he is advised that a letter to these important personages must be forthcoming, it comes, and is supplemented by as many other communications from other retail druggists in his section as may be deemed necessary. This is what organization can accomplish, what it has accomplished.

Our pharmacy laws are as nearly perfect as we could ask—the fee for registration enables the Board of Pharmacy to send inspectors throughout the State, protecting the licensed pharmacists and punishing those who are practicing pharmacy unlawfully. The fund supplies the means for punishing cocaine sellers as well as all other violators of the laws. The Board of Pharmacy is dictated by the Kentucky State Pharmaceutical Association, as this is a provision of the law, the members of the board *must* be recommended by the association and it is *obligatory* upon the Governor to appoint from the names thus furnished.

Our Pure Food and Drug Law is a model as far as permitting unjust prosecution of the retail druggist is concerned. No druggist can be prosecuted for the first offense, but after that, beware. We have one representative on the board that is appointed by the Governor to formulate the rules and regulations for administering the law and it is *obligatory* upon the

Governor to appoint the person selected by the Kentucky Pharmaceutical Association.

Let the druggists in other States get in line in this way. Let them not be continually looking for the immediate dollar but form themselves into associations, have an active retail druggist in each Senatorial district, and their troubles will not only be overcome but they can by their influence and by pulling together defeat any legislation that might, if enacted, prove injurious to their interests. The individual druggist is helpless, but combined the druggists are irresistible in State affairs. This is not theory. Any person who knows anything regarding pharmacy legislation in Kentucky can vouch for these statements.

Organization is the only protection, but organizations and associations cannot be maintained and made influential through good wishes and sympathy—it takes money—and just as soon as the retail druggists of the different States wake up to these facts and determine to support and be members of their National, State and local associations, pay their dues, then they will have a force and power in all legislation at their command and unwise and unjust laws can be prevented or defeated.

Louisville, Ky.

S. N. J.

## Drug Stores in Small Communities.

Editor *The Pharmaceutical Era*:

In regard to the questions submitted in the ERA, page 198, March 4, I wish to state as follows:

First: "Can you tell what size room would be necessary for a drug department in a store having a country trade of 3000 people?"

Country towns and villages in the United States in the majority of States are inhabited by foreign people. In order to decide what kind of a drug store to open in a small community one must be guided by the following: Owing to the fact that of recent years manufacturers of patent medicines advertise their medicines in the newspapers and periodicals in the United States in villages or towns of 400, as well as cities of 4,000,000 people, you will be asked for most of them. One old druggist who has been in business for over 40 years stated that to his knowledge there are 35,000 patent medicines on the market and you must choose from among them. In a farming town you will have to carry a stock of horse and other animal remedies, better colors, crude drugs, oils, etc.

In a suburb or factory town where people have lived in large cities you will have to carry a supply of many of the leading "heavily advertised articles," also the never advertised remedies known as "newspaper remedies," such as kargon, toris, mamola, etc.

In a town where foreign population predominates you will have to carry many of the remedies to which they have been used to, such as "Anchor Pain Expeller," Severa's Remedies," etc.

Second: "Would it be necessary to use more than one room?"

It is not necessary to use more than one room, unless one wishes to open what is known as a "general country store," but if it is to be used for a drug store, one room about 25x40 feet is sufficient. The room should not be less than 18x30 feet. In furnishing the store much depends on the following: If in a farming community or a factory town the furnishings need not be very elaborate, but if in a suburb of a large city one must furnish the store very much like they do in the city.

From practical experience the following method of furnishing small drug stores has been found sufficient: One 16-foot patent wall case; one 16-foot tincture case and drawers; one 5-foot clear case; one 5-foot waiting case or counter; one counter scale and weights, show globes, paper-rack, etc.; a 10-foot prescription section with working board, shelves and drawers is placed in the rear of the store; and about \$200 worth of prescription or laboratory appliances, such as mortars, funnels, graduates, spatulas, etc.

Third: "What is the usual salary of a registered druggist in the country?"

The ERA states that salaries vary a great deal from \$10 to \$35 per week. I wish to state that it would be advisable to employ a young man at a salary not less than \$20 per week, for one who works for \$10 is not competent to manage a drug store successfully. Start the clerk at \$20 and increase his salary in proportion to the increase in your business.

Pittsburg, Pa.

D. N. ROBIN.

## ETHICS OF SELLING ADVERTISED REMEDIES.

**Interesting Discussion of Dr. Wiley's Declaration Regarding Ambulant Druggists and Stationary Doctors.**

PHILADELPHIA, March 20.—One of the most interesting pharmaceutical meetings of the series was that on Tuesday at the Philadelphia College of Pharmacy, when the principal topic discussed was that introduced by the presiding officer, George M. Beringer: "Formulas for Medicines Which May Be Dispensed by Pharmacists." In the course of a recent address, Dr. Harvey W. Wiley declared in this connection that the physician should be an ambulant pharmacist and that the pharmacist should be a stationary physician, and it was on this statement that the discussion hinged.

"There are several difficulties," said Mr. Beringer, which confront the pharmacist along the lines of his acting as a physician and vice versa. The practical application must be extremely limited, in my opinion. In the first place, who is going to decide what is a minor ailment to which the pharmacist might administer, as has been suggested?

"Patrons will come in and ask for advertised remedies or patented articles as the result of their own diagnosis. To supply this demand, I do not believe is counter prescribing. It is a question whether or not the pharmacist is doing right when in case of calls of this character, he sells the cure-alls and other patent remedies of the nostrum class. I hope to see some way of controlling the sale of the latter by legislation either State or National. There should be some official who would not only pass upon the formula of these patented articles before they are advertised but upon the wording of their advertisements about to be published."

In the opinion of Franklin M. Apple, the druggist should confine his recommendations to the simple remedies on the labels of which the formula is given, supplementing this with the advice that if this remedy is not effective, the patient should return. Then, according to Mr. Apple, it would be apparent that the trouble was such as would not respond to simple remedies and the patient would be most likely to follow the advice of the conscientious pharmacist that a physician be consulted.

In the opinion of Harry C. Blair, the physician can stop this self-medication, but the druggist cannot. He said: "When our physicians take the patient and properly diagnose and then treat the case, then the condition will be met with, but when the medical man guesses, as he often does, the patient soon finds it out and is as willing to let the druggist do the guessing at perhaps less cost."

William E. Lee declared that he never recommended patent medicines of the secret formula class. "I tell them," he said, "when they ask what I think of the value of such articles, that I do not know anything about them, that I have them for sale and that the price is reasonable."

William L. Cliffe said that if the druggist would square himself with his own conscience, use good judgment and upright principles, he would not go far wrong in this line of work. He said that the only remedies sold in his store were those of the open formula.

Prof. Henry Kraemer expressed the belief that it was a mistake on the part of the Federal Government to give serial numbers to manufacturers of nostrums for their preparations.

Joseph W. England read a paper in which he gave a synopsis of the recent literature pertaining to "The Enzymes in Milk" and Prof. Henry Kraemer gave a talk and demonstration on methods of disinfection and the technique employed in the examination of sputum for tubercle bacilli.

The woman who wants "the cheapest you have" generally implies that it is for a poor relation.

## POSTAGE STAMP SALES BENEFIT DRUGGISTS.

**Students of Northwestern University Vote in Affirmative in Interesting Debate on the Subject.**

CHICAGO, March 22.—The Northwestern School of Pharmacy Association, at its meeting on Friday night, debated the propriety and the profit of druggists in selling postage stamps at their drug stores, with special stress on the question of whether these sales are of any benefit to the store. The subject was treated with a great deal of interest and the final decision was adopted: "Resolved, That under existing conditions the selling of postage stamps by drug stores is a benefit to the store."

A sharp running duel was made by the positive side of the question. One of the most valuable, and one that has not been brought into the picture, is that a stamp trade gives just what patrons to the store and gives a great impetus to that store. The advertising merits of having the druggist's name printed on the envelopes which enclose the stamps were brought out. This, it was stated, is of great value in keeping the names of toilet articles before the public. The final statement in defense of the stamp selling drug store was that it keeps the people in the neighborhood. The people who come into the store to buy stamps are more liable to have the place in mind when they need other articles in the drug stock.

Heldar Holderson, a wide-awake student from North Dakota, made the speech of the evening. He said that the greatest fault with the average druggist is that he sits down and waits for business. "If he would keep busy, perpetually at it, even if it was only at selling postage stamps he could be happy," said the speaker. "He would bring more people into his store. Let the people know that there is a drug store around the corner."

The graduation exercises of the Northwestern School of Pharmacy will be held on April 14. Those of the pharmaceutical chemistry class will be held June 9. Mr. Wooten says that both of these classes are exceptionally large this year.

## New Members for Phila. R.D.A.

PHILADELPHIA, March 20. The executive committee of the Philadelphia Association of Retail Druggists yesterday had the pleasant duty of acting favorably upon 22 applications for membership. This large number was the subject of considerable discussion and the cause for congratulation and much credit was given Chairman William A. Carpenter and F. J. Arstine, J. H. Bailey, Harry Swain, Nelson Fry, R. C. Hines, C. L. Danson, A. R. Hessle, H. C. Chapman, H. J. Schaeffer, J. B. Reynolds, Russell T. Blackwood, R. T. Knef, E. P. Stricker, of the membership committee, and also the designated Representative J. H. Barclay through their personal deliberations and called upon and urged their fellow retail druggists to join the organization.

Another important action was the passing of a resolution of endorsement of the one-board medical bill now before the Pennsylvania Legislature. It was decided to hold the next meeting of the association on the evening of April 2 at the Drug Club. A large attendance is expected. Recording Secretary N. A. Criss was confined to his home on account of illness and the duties of his position were attended to by Treasurer George W. Fahn.

## Leeches Imported From Sweden by the Peck.

MILWAUKEE, March 20.—Milwaukee still has use for leeches in the old-fashioned art of blood-letting, and to supply this demand Peters & Peck are importing the leeches by the pallet-ful from Sweden. A half thousand of these blood-sucking little worms are packed in about a peck of black dirt and it takes them an hour for about six months.

## Will Help Entertain at Quincy.



CHARLES A. BOEHME

President of the hotel committee of the Kansas Pharmacy and Druggists Association is Representative of Hartz & Halstead, of Topeka, Kan. He is secretary of the Quincy board in June pharmacists in its territory should come to him.

Sen. Fry, R. C. Hines, C. L. Danson, A. R. Hessle, H. C. Chapman, H. J. Schaeffer, J. B. Reynolds, Russell T. Blackwood, R. T. Knef, E. P. Stricker, of the membership committee, and also the designated Representative J. H. Barclay through their personal deliberations and called upon and urged their fellow retail druggists to join the organization.

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## TARIFF BILL DEBATE BEGUN IN CONGRESS.

Drugs and Chemicals Schedules Show Reductions, But the Average Does Not Make Material Difference.

WASHINGTON, March 22.—Debate upon the Payne Tariff Bill has begun and will continue for several weeks in all probability. Now that printed copies of the bill are available it is found that there has been a great deal of averaging. Luxuries have been increased, necessities lowered and the result with reasonably normal trade is expected to be an increase in the customs revenues of \$11,666,748 annually. The average ad valorem proposed in the Payne Bill is 1.56 per cent greater than the present average under the Dingley Law. Schedule A, drugs, chemicals, oils and paints, shows the slight reduction in average of .34, practically one-third of one per cent.

It is considered here that as at present revised the drug schedules will make no material difference. The course of Congress will be watched with a view to action in case it becomes necessary to protect the drug trade interests. It is realized that the present bill is merely a draft which the House is likely to alter and amend before it goes to the Senate, where further alteration and amendment are certain to be made. Then there will have to be concessions by both branches of Congress before the measure is finally passed and sent to the President.

Among the more important of the proposed changes of interest to the drug trade are the following:

Perfumeries and toilet articles are advanced from 50 to 60 per cent ad valorem. Fancy soap is advanced from 15 to 20 cents per pound.

Oxalic acid has been transferred from the free list and a duty of 1 cent a pound imposed.

Coal tar dyes or colors now bearing a duty of 30 per cent are advanced to 35 per cent ad valorem.

## Proposed Reductions in Duty.

Boric acid, borax, from 5 cents to 2 cents per pound; reductions of 2 cents per pound are made on gallic and tartaric acids, borate of lime. Reductions of 50 per cent are made in the duty on salicylic acid, chloroform, fruit ethers, oils, or essences; peppermint oil, whitening and paris white, dry; lithiumate and chromate of potash and santolin.

Borate of lime and other borate material is reduced from 4 cents to 1½ cents per pound and from 3 cents to 1 cent per pound, according to the percentage of anhydrous boric acid contained.

Sulphuric ethers are reduced to 8 cents per pound; spirits of nitrous ether to 20 cents per pound.

Iodoform from 81 to 75 cents per pound.

Potash Chlorate of, from 2½ cents to 2 cents per pound.

Plasters—Healing, etc., from 35 per centum to 25 per centum ad valorem.

Sulphate of soda, or salt cake, or niter cake, from 81.25 per ton to 81.

Strychnia, or strychnine, from 30 cents to 15 cents per ounce.

Sulphur, refined or sublimed, or flowers of, from 88 per ton to 86 per ton.

Sulphate of ammonia, copperas, licorice, and cottonseed oil and croton oil are placed on free list.

Tannic acid or tannin, from 50 cents to 35 cents per pound.

Sponges, from 40 per cent to 30 per cent ad valorem.

Spices, which are now largely on the free list, are assessed an average duty of 30 per centum ad valorem.

## Contingent Tariff and Revenue Clause for Cocaine.

Contingent upon the speedy position of cocaine as regards Government regulation of some kind expected in the near future, one New York manufacturer has issued the following tariff and revenue clause which applies to the cocaine contracts which are now being made:

"In case of any change in, or construction of the tariff, or the imposition of an internal revenue tax, or other governmental action which will affect the price at which this contract is taken, the buyers to pay or receive any difference brought about by these changes."

## Seventh Term for Popular Up-State Druggist.

SARATOGA, N. Y., March 22.—George H. Whitney was nominated for member of the Assembly by the Republicans of Saratoga County, in convention here, today. Mr. Whitney is now serving his sixth term in the Assembly.

## CHARLES H. WOODARD CALLED BY DEATH.

Was Prominent as a Pioneer in the Wholesale and Retail Drug Trade on the Pacific Coast.

PORTLAND, ORE., March 20.—Charles H. Woodard, long and well known in Portland and prominently connected with the wholesale and retail drug business, died recently of apoplexy.

Mr. Woodard was born in western New York and came to this city in 1865. He was first employed with Hodge Califf & Co., a retail drug firm. When he started in business for himself he opened a retail drug store under the name of C. H. Woodard & Co., at Front and Alder streets, which at the time of the big fire was destroyed. He then opened a store at First and Alder streets and took into partnership Mr. Quiver, now deceased. His partnership with Lewis G. Clarke under the firm name of Woodward, Clarke & Co. was formed in 1880.

From 1885 to 1895 he was also engaged in the wholesale drug business under the names of Reddington, Woodard & Co., and later the Snell, Heitsch & Woodard Co. During this time he disposed of his holdings in the retail business and later sold his wholesale interests also and opened a surgical instrument store, which he afterward sold. During the past few years he had been giving his time to private ventures.

Mr. Woodard is survived by his second wife and a daughter by his first marriage, Mrs. F. O. Downing. The funeral was held from the Masonic cathedral.

## Herman H. Hackendahl.

MILWAUKEE, March 20.—Herman H. Hackendahl, secretary-treasurer of the Hackendahl Drug Company and president of the Milwaukee Druggists' Association, died suddenly of heart failure on March 16, aged 53. His sudden demise came as a great shock to druggists all over Wisconsin. He had left his store at 11 o'clock, apparently in good health. Fifteen minutes later he reached his home and was stricken soon after he had entered the house.

Mr. Hackendahl was a pioneer in the Milwaukee drug business. He established a pharmacy at Third and National avenues 35 years ago and has been in active business ever since. The present store at 607 Jackson street was opened shortly after and two years ago the first establishment was sold. He was born in Milwaukee and is survived by his widow, two daughters, three brothers and two sisters.

At the funeral the pallbearers were members of the Milwaukee Retail Druggists' Association, as well as personal friends of the deceased. They were Robert Dadd, William H. Barr, H. L. Schulz, Edward Schulz, George Kesten and Louis H. Kressin. Members of the association attended in a body and druggists from all over Wisconsin were present.

## Obituary Notes.

DR. J. A. ROGERS, retired physician and druggist, died recently of paralysis at Kenton, Ohio, aged 89.

C. A. TAYLOR, owner of the Taylor & Co. drug store at North Collins, N. Y., is dead, aged 60. He is survived by a wife, two daughters and one son, Eugene Taylor.

PAUL H. MALOCHEE, a well-known druggist of New Orleans, died recently of acute Bright's disease after a brief illness. He was 40 years old and leaves a widow and three children.

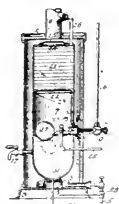
JOHN T. FLAVAN died suddenly of apoplexy at Phenix, Ariz., recently. For the last 20 years Mr. Flavan has represented Meyer Brothers Drug Company, of St. Louis, and the Richardson Drug Company, of Omaha, visiting practically every hamlet in the Rocky Mountains and making friends everywhere. He was 46 years old and leaves a wife.

## Boston Interests Busy in Detroit.

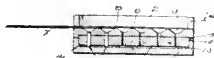
DETROIT, March 20.—That Louis K. Liggett, president of the United Drug Company, and his Boston associates will not be content, as far as their Detroit activities are concerned, with securing control of the Gray & Worcester drug store, is evident from the announcement made that they have purchased control of the Lorraine, in the Majestic Building.

The Lorraine is the city's most pretentious establishment in the way of a refreshment parlor and candy store. By the middle of April it will be transformed into a general drug store with candy, luncheon and soda features, such as characterize the other Gray & Worcester store.

## PATENTS, TRADE MARKS, ETC.



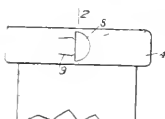
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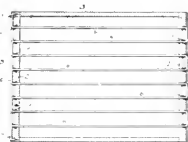
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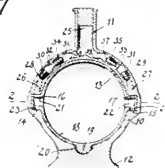
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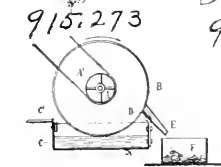
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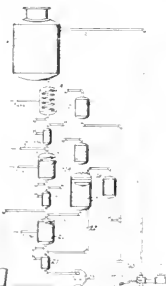
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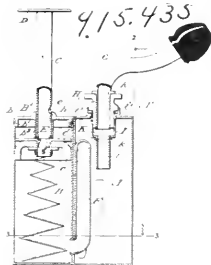
915,680



915,400



915,441



915,646

## PATENTS.

Granted March 16, 1909.

- 915,116—Frank Rumrill, Boston, Mass. Bottle stopper.  
 915,273—Frank R. Daley, Parkersburg, W. Va. Domestic still.  
 915,349—Jesse L. Hitz, Chicago, Ill. Tooth brush.  
 915,400—Homer T. Yaryan, Toledo, Ohio. Process for removing turpentine and rosin from resinous woods.  
 915,401—Homer T. Yaryan, Toledo, Ohio. Process for purifying rosin.  
 915,402—Homer T. Yaryan, Toledo, Ohio. Process for the treatment of rosin.  
 915,435—Julius Heè and Olga Heè, Greenpoint, N. Y. Non-refillable bottle.  
 915,441—Arthur A. Johnson, New York, N. Y. Non-refillable bottle.  
 915,561—Thomas P. Curry, Danville, Ky. Capsule-filling machine.  
 915,581—Amos L. Forman, Philadelphia, Pa. Bottle crate.  
 915,633—Emerson R. Strickler, White Plains, N. Y., assignor to the General Chemical Company, New York, N. Y., a corporation of New York. Sodium sulfid.  
 915,646—Elmore J. Worst, Ashland, Ohio, assignor by mesne assignments to Frank C. Dormont, Detroit, Mich. Atomizer.  
 915,680—Oscar A. H. H. Kösters, Hemelingen, and Louis Otteman, Bremen, Germany. Process for the manufacture of amids of higher fatty acids.

The druggist who starts off by saying: "I don't know anything about it" sometimes takes an hour to tell what he does not know about it.

Copy of any PATENT or TRADE MARK, 10 cents.  
 Author of copyrighted work on Protective Trade Marks,  
 Food and Drugs Act, and Valid Patents.  
 G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## TRADE MARKS.

Published March 16, 1909.

- 33,058—Henry Solomon Wellcome, London, Eng. Class 6. Pharmaceutical preparations in which extract from pinus pumilio is the principal ingredient, for use as a stimulant and disinfectant for affections of respiratory organs.  
 34,906—Knoll & Co., Ludwigshafen-on-the-Rhine, Germany, Class 6. Medicine for effecting and increasing birth-throes and for use as a hemostatic.  
 38,154—Julia Colton, Newark, N. J. Class 6. Hair tonic.  
 38,345—Voigt & Co., Chattanooga, Tenn. Class 6. A laxative preparation.  
 38,517—Harry Matusow, Philadelphia, Pa. Class 6. A remedy for the relief of rheumatism, neuralgia, pleurisy, toothache, sprains, bruises, stiff joints, all local inflammations in any part of the body, skin affections, etc.  
 39,188—The Grasselli Chemical Company, Cleveland, Ohio, Class 6. Arsenate of lead.  
 40,317—Joseph T. La Baume, Lake Charles, La. Class 6. Remedy for skin diseases.

## Fierce Blaze in Stoddart Store in Buffalo.

BUFFALO, N. Y., March 20.—Stoddart Brothers' big drug store in Seneca street narrowly escaped total destruction by fire at 6:30 a. m. Tuesday. An explosion in the drying kiln of the laboratory is believed to have been the cause. The flames were confined to the upper floors and the retail business was not interrupted. Thomas Stoddart estimated the damage at \$25,000, fully insured. The Stoddart Brothers received many congratulations on the comparatively small damage.

## Where is John Casimir Wright?

Fred J. Balzer, of 74 Broadway, this city, desires information regarding the present whereabouts of John Casimir Wright, of St. Thomas, West Indies, who was a student of pharmacy at Jena in 1865 and after that proprietor of a pharmacy in New York.

# THE DRUG MARKETS

## TARIFF LEADING MARKET FEATURE.

Prices Advanced on Several Articles on Which It is Proposed to Raise Duty—Demand Generally Slow.

**NEW YORK, March 22.**—There is no noticeable improvement in the demand for drugs and chemicals and while the jobbing demand is fairly good in some lines, slow trade is reported. The market, however, has a steady undertone, and there is a number of articles the prices of which have been advanced on account of proposed tariff changes. These articles are also only offered in small quantities, the trade not having had as yet an opportunity to digest the new tariff bill. Opium is higher and firmly held, while quinine remains active but steady. Among the essential oils firmer prices are quoted for anise, citronella, clove, bergamot, lemon, lavender, orange and rose. Spices also have a tendency toward higher prices.

**OPTIMUM.**—The new tariff proposes a duty of \$1.50 per pound on natural or crude opium, an increase of 50c. per pound to the present rate. Dried opium, which under the present tariff pays \$1.00 per pound duty, is advanced to \$2.00 in the proposed tariff bill. This advance is already reflected in the prices of granulated and powdered opium, which are now quoted at \$4.75-5.00 per pound for natural, \$5.00-5.50 per pound for granulated and U.S.P. powdered. Offers or quotations for case lots are not being made.

**QUININE SULPHATE.**—The new tariff measure does not make any changes in this article, which remains on the free list. A fairly good consuming demand is felt without any changes in value. The shipments of cinchona bark to Europe for the first half of the month are only 180,000 pounds, a very small quantity, and should the shipments for the second half also be small, it will not be surprising to see an advance in the price of this article. The last auction sale of bark in London was on March 16, but it developed no material change in prices. A sale of Amsterdam brand of quinine will take place at Amsterdam on March 23, at which 50,000 ounces will be offered.

**ESSENTIAL OILS.**—Under the present tariff, oils of anise, bergamot, citronella, lemon, lavender, orange and rose are admitted free of duty, but under the new tariff a rate of 25 per cent ad valorem is proposed, which will, if the bill becomes a law, very materially advance the prices asked for these articles.

**SPICES.**—All spices are now on the free list, but under the new tariff 30 per cent duty is proposed, and this will affect the price of oil of cloves. Manufacturers have not as yet made any changes, but offer only in moderate quantities.

**NORWEGIAN COD LIVER OIL.**—The reports from primary markets are very unfavorable and several of the manufacturers have advanced their prices still further, and oil at their quoted prices would make the lay down cost in our market \$24 per barrel. Prices on the different brands have been marked up as follows: Barrels, each, \$24-27; half-barrels, each, \$13.50-15.00. Cable reports of the fishing up to March 15 are as follows: In Lofoten, 6,000,000 fish, yielding 6720 barrels of oil; in all other districts, 16,500,000 fish, yielding 16,850 barrels of oil. For the year 1908 during the same period the statistics were: In Lofoten, 5,600,000 fish, yielding 5540 barrels of oil; in all other districts, 15,200,000 fish, yielding 20,640 barrels of oil.

**BUCHU LEAVES.**—The short leaves are still quoted at 30-32c. per pound, as to quantity, but the market has a decidedly firm undertone and only small lots are available at the inside figure. Cables received from Cape Town on March 17 report the season now at an end.

**SODIUM BENZOATE.**—Only a limited consuming outlet exists for this article, and the tone of the market is again easier, with quotations further reduced to 28-29c. per pound in large quantities. Even these figures are said to be somewhat nominal with some sellers.

**SANTOXIN.**—The stock in foreign markets is reported to be very small, and the works in central Asia have wired instructions not to enter into any contracts for future delivery, as they are unable to make any shipments at present prices and have not been able to do so for some time past. The new

tariff bill proposes a change in the duty from \$1.00 to 50c. per pound; but even such a reduction will probably not have any effect on the price of santoin for some time to come.

**CANNARIS INDICA.**—True East India tops are firm at \$1.15-1.20, as to seller and quantity. These figures are said to be below present import cost.

**ANGOSTURA TONKA BEANS.**—The new crop, which is due here in May, is said to be of large proportions and of excellent quality. There is only a limited inquiry and the stock in this market is held at \$1.00-1.25 per pound, as to quantity and seller.

**LYCOPodium.**—The inside quotation has been marked up to 32c. per pound on larger quantities, while the market is strong in sympathy with corresponding conditions abroad. The consuming demand, however, is light and unimportant. London reports that the market is firmer at 1s. 8d. for treble-sifted.

**BLESWAN.**—The market is firmer under an improved demand, which is principally from bleachers, ruling quotations being well sustained at 31-32c. per pound for ordinary pure, and 33-35c. per pound for selected, as to quantity.

**SASSAPARILLA BARK.**—A good consuming demand exists and values are maintained at 11-15c. per pound, as to quantity and quality.

## London Drug Market

**LONDON, March 13.**—Business continues very quiet and a larger proportion than usual of the drugs offered at the public sales were withdrawn without attracting bids. The supplies catalogued were fairly heavy and well assorted, but the demand was extremely slack. In some instances, however, higher values were recorded. For instance, Buchu Leaves were fully 2d. per pound dearer, fair green round selling with good competition at 11-12d. to 1s. 1d. per pound, the demand being from buyers for the United States. Long leaves realized up to 5-7d. per pound. Cape Aloes was also dearer, but few buyers were willing to pay the prices wanted by the selling brokers; only a few cases sold, the highest price being 31s. 6d. per cwt. for fair and a bid of 32s. 6d. being refused for bright hard.

Considerable interest was attaching to an offering of 38 bags of Cubebbs which sold at 70s. per cwt. for rather stinky, being cheaper. Three cases of Japanese refined Camphor sold at 1s. 9d. for 1/2 ounce tablets. Two cases of cloudy Balsam Capilla sold at 1s. 8d. per pound. No Sumatra Gum Benzoin sold, but for Siam, bean and pea size, part shivery block, £12 10s. to £12 15s. per cwt. was paid. Cascarilla Sagrada was bought in at 37s. 6d. per cwt. Ceylon Coca Leaves were steady at 8d. to 8-1/2d. for fair green. Cardamoms were easier. Cascarilla sold up to 75s. per cwt. for fair quill. A few cases of Dragon's Blood offered without reserve realized £6 7s. 6d. for dull lump. The small supply of new crop Jamaica Honey realized higher prices up to 29s. 6d. per cwt. for fair brown syrup. Guaiacum was irregular, but glassy block realized 7d. per pound. Sarsaparilla was in small supply and only a few bales sold, gray Jamaica at 1s. 4d. per pound and native red at 1s. 1d. per pound. Iperacantha was not wanted and only a few bales of Carthagenia sold at 4s. 3d. to 4s. 4d. per pound. The Sena which was to be offered did not arrive in time for the sale. Three bales of Senega sold at 1s. 10-11d. per pound for rather lean bright.

Privately there has been no improvement in business in drugs and chemicals. The principal price-alteration of the week has been in morphine, which somewhat unexpectedly has been reduced 3d. per ounce. The price of Codeine remains unchanged, but a reduction is expected. Cod Liver Oil is firm. Glycerin is steady. Citric Acid is easier and obtainable from second hands at 1s. 1d. per pound. Camphor is firmer and in addition to that which sold at the auction, sales have also been made privately at the same price. China Crude is quoted at 148s. per cwt. Quinine is very quiet but steady. American Peppermint Oil is quiet but unchanged in price.

### Druggist Will Manage High-class Hotel.

**CINCINNATI, March 20.**—Druggist Louis C. Widrig, of Fifth and Columbia streets, Newport, Ky., has bought the Altamont Hotel, in the Highlands, near Fort Thomas, Ky., for \$54,450. This includes hotel, fixtures and land. Mr. Widrig says he will manage the hotel and in a few days will open it to the public. It is the classiest suburban hotel in the city.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, APRIL 1, 1909

No. 13

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago

Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 CENTS.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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For Era Album 90 WILLIAM ST., NEW YORK.

## CONTROLLING THE SALE OF OPIUM.

In England doubt has been raised regarding the practicability of the recommendation of the International Opium Congress that drastic measures be taken to control the manufacture, sale and distribution of this drug and its noxious derivatives. The *Chemist and Druggist* considers this the most important of the various proposals adopted, as indeed it is, but quotes the opinion prevalent in Britain that "no matter what the restrictions are, China will have morphine and what is not imported through legitimate channels will be smuggled."

This opinion is based upon the understanding that already the importation of opium into China, except for medicinal purposes, is prohibited. The same condition is now effective in the United States and in our Far Eastern possessions. There should be no trouble in controlling the proper distribution of the narcotic and there is no reason why the Chinese authorities, if they are sincere, cannot control the situation in the same effective manner as the Americans have done in the Philippines and will do in this country under the new prohibitory law passed by the recent Congress.

We do not agree with the British view that protective hedging of the sources of production will "seriously prejudice the legitimate output and uses of the alkaloid." Prohibition, effectively enforced, will reduce the output and official observation and control will be necessary to prevent the misuse of the surplus over the legitimate supply for a long time to come, especially until the ends of legitimate supply and demand are closer together than they will be until the new conditions have had time to adjust the discrepancy.

## TAXING CIGAR SELLERS IN NEW YORK.

So many druggists in New York State sell cigars that it would be well for the legislative committee of the State Pharmaceutical Association to look into the conditions and merits of the bill recently introduced at Albany by Assemblyman John R. Yale, of Putnam County, which in its original form would impose an extra and unnecessary tax upon druggists in the State who operate cigar stands. The druggists are only indirectly concerned with the attempt to tax manufacturers of cigars, but in the matter of imposing a tax on retailers the cigar-selling druggists would suffer more than the retail tobacco men, for the latter buy larger quantities and have a wider margin of profit.

According to the bill every dealer in a city or borough of 1,500,000 inhabitants or more must pay an annual tax of \$100; in a city or borough of be-

ween 500,000 and 1,500,000, \$75; between 50,000 and 500,000, \$50; between 10,000 and 50,000, \$25; between 5000 and 10,000, \$15; between 1200 and 000, \$10, and in any other place, \$5.

In the City of New York this would mean a loss of \$1 to \$2 a week, whether the druggist did a thriving cigar side-line business in the center of the Borough of Manhattan or had a limited call for cigars away out in the bucolic edges of Queens and Richmond Boroughs, or in some of the equally small settlements in sections of Brooklyn Borough. The bill is calculated to drive a lot of the small cigar retailers out of business, just as it would cause a large number of small retail druggists to close their cigar cases.

The cigar industry is now sufficiently taxed without adding anything more to the burdens of the small retailers, the margins of profit for those who sell good goods to their patrons is altogether too close and the bill is a good one to be beaten. There is no necessity for it, it is not a fair measure and ought to go to the legislative graveyard.

#### NOT MUCH DANGER OF A STAMP TAX.

One of the rumors growing out of the tariff situation at Washington is that concerning the possible imposition of a stamp tax upon proprietary medicines and other articles, following in a way the revenue-raising method adopted during the Spanish war. The tariff bill is still in the House and it is doubtful if it will go to the Senate in its present form, for in the drug and chemical schedules there are some inconsistencies and incongruities which will no doubt be corrected. Aside from these alterations the bill will be passed along, in all likelihood, essentially as it is, so far as the drug trade is concerned. If that is done there will be no great dissatisfaction.

In the Senate the entire subject will be threshed out. Senator Aldrich has given unofficial notice that he will oppose any stamp tax, inheritance tax, or resort to war measures. He has an influential following and will no doubt be able to defeat any effort to vary from what he considers a proper course in dealing with the tariff, but that is no reason why the legislative committees of the druggists should cease to keep watchful eyes upon the progress of the Payne bill.

#### THE GENESIS OF COUNTER-DISPENSING.

President Blair, of the Philadelphia Branch of the A.P.A., in a recent address remarked: "When the medical man guesses, as he often does, the patient soon finds it out and is as willing to let the druggist do the guessing at perhaps less cost."

Guessing is not the only way in which medical men have given the incentive to the public to practice self-medication and seek the counters of the drug stores for remedies for their ills. Medical societies have taken action and the medical press as a unit has been decrying the original cause of all the trouble, which is the unfortunate existence of some black sheep in an otherwise distinguished profession. In so saying pharmacists do not pretend to be immune from incompetents, but in practical work the

profession of pharmacy is better able to protect itself and the public from the mistakes of incompetents than is the medical profession.

There are few druggists who have not some time encountered graduates of medical colleges who were in every way utterly unable to fulfill their selected mission in life. There has undoubtedly been tens of thousands of patients who have measured the same sort of men in the same way. With a majority the inevitable conclusion must have been that it was foolish to pay money to a medical man of that type. Nobody ever hears of a physician who is "on his job" suffering through lack of practice, nor do his patients become self-medicants or seekers for advice at the drug stores where counter dispensing is permitted.

The average citizen will go first to the physician with his ailments and continue to do so if he finds he is treated right—if not he will cut out the extra expense and go direct to the drug store. It almost always depends on the doctor and it is doubtful if there ever would have been any of the professional ills now complained of if all medical men had been for years back up to the standard of the majority of the physicians of the Twentieth Century. Getting right down to the crux of the trouble, the origin of the evils complained of by the physicians is directly traceable to members of their own profession. This is not said in the spirit of hostile criticism, but in all fairness and with the knowledge that the leaders in the medical world are doing all they can, with energy and diligence, to eliminate the cause.

#### POLITICS IN APPOINTING BOARDS.

No better illustration of the perniciousness of entrusting the appointment of boards of pharmacy to politicians can be found than the exemplification just now being given in Iowa, where the Governor has demanded and obtained the resignation of one member and is seeking to dislodge another member on the ground that they charged for services not rendered to the State. According to the Iowa papers the board members have been very active in practical politics and the Ames *Times* sums up the situation as follows: "The larger part of the duties of this commission in the past has been to work politics. The celebrated flying squadron of the past few campaigns has been headed by members of the commission."

As if to substantiate this allegation it is stated that one of the commissioners charged full pay for four days to the State of Iowa while he was at the Chicago convention which nominated Taft, in addition to his traveling expenses. Other charges of the same sort are made and they are inevitable where the board drifts away from pharmacy and its members enter the realm of practical politics. All pharmacy bills hereafter presented should make it mandatory on the appointing power to obey the dictum of the State pharmaceutical associations. While most Governors would be likely to make good appointments on their own account, it is wise to guard against the exceptional Governors. No high-minded Governor, having in mind his own immunity from temptation



to appoint undesirables, would be justified in refusing to protect pharmacy and the public from the machinations of some unscrupulous man who might succeed him in the executive chair.

It is understood that the bill introduced in the Massachusetts Legislature to prohibit the dispensing of medicines by physicians has been withdrawn on account of the great opposition offered by the medical profession. The bill was almost too drastic to have a reasonable chance of passage. This is really a matter that ought to be regulated by common sense fairness exercised in consonance with circumstances when individual cases are presented to the doctors.

Druggist, to sleepy clerk: "You should not gape in a customer's face in that manner."

Clerk: "I was not gaping. I was only advertising our new tooth powder."

When President Taft next visits California, which he is expected to do later on in the current year, chief among his hosts will be a former resident of the President's home State who went West years ago to become one of the prominent druggists of the Golden Gate. Edward L. Baldwin will do the honors by virtue of his recent election as the president of the Ohio Society of California, one of the strongest social organizations of the State, there being more than thirty thousand natives of the Buckeye State in the region which many of them have called the Paradise of the Pacific. Among previous guests of the Ohio Society were President McKinley, Vice-President Fairbanks and General Funston, with scores of lesser lights in the firmament of fame.

In promoting the growth and advancing the influence of the Ohio Society of California Mr. Baldwin has been actively assiduous and to his efforts are in a considerable measure due the high standing of the organization. Born in Geneva, Ohio, Mr. Baldwin began the struggle with the world on his own account when only 17 years of age. He worked his way through the Spencerian Business College of Ohio and taught penmanship for two years. His first acquaintance with drugs was made in the employ of Frank Hibbard, Ludington, Mich., and after five years he was prepared to go into business for himself, his first field of operations being at Free Soil, in the same State. Failing health forced Mr. Baldwin to abandon the indoor work of a pharmacy and he went on the road, traveling in the West for several years for various drug houses of Detroit.

Settling finally in San Francisco, in 1894, Mr. Baldwin purchased control of the Ferry Drug Company and has since built up not only a very satisfactory retail trade, but an extensive business in the manufacturing and wholesale branches, with an additional retail store at 233 Devisadero street, and headquarters at 22 Market street for the firm of Edward L. Baldwin & Co. The Ferry Drug Store, which is at 20 Market street, as its name implies, is close to the ferries and available for the patronage of the thousands of commuters who daily use the boats that ply upon the waters of the bay.

Mr. Baldwin has been an active organization man, has held various offices in the San Francisco Retail Druggists' Association and represented it in the convention of the National Association of Retail Druggists. He was active in the formation of the San Francisco Drug Exchange, a buying club which achieved considerable success but which afterwards was disbanded, as the discordant relations between the wholesalers and retailers were satisfactorily adjusted. At the time of the earthquake and fire Mr. Baldwin was prominent in aiding his fellow druggists and giving relief to the public. The Ferry Drug Store was one of the first to be ready for business and the co-operation of its employees in the work of treating the afflicted was of great value. Taken altogether, Mr. Baldwin

win is a live, active, progressive man, a worker rather than a talker, just the type of man to win success, as his fellow Ohioans have declared through their action in electing him to the presidency of the Ohio Society of California.

The bookseller displayed a kind of muzzle—a contrivance of silk and wire to fit over the mouth and nostrils, says the *Philadelphia Bulletin*.

"Reading masks," he said. "Latest thing from Paris. It is worn at the Bibliothèque Nationale by the students of old books and manuscripts to prevent the inhalation of disease germs. Those aged volumes are nests of germs. In the great French library masked readers are as common as masked motorists in the boulevards."

To secure the patronage of the dear girls always advertise your face lotion as being good for "chapped" lips.

George J. Charpiot, of Denver, has invented a phonographic safe lock which he says can be opened only by the owner. Tests in the presence of experts seem to substantiate the inventor's claims. Instead of a knob on the door there is the mouthpiece of a telephone. A delicate needle is attached to the diaphragm, the end of the needle resting in a groove of a sound record made on a phonograph cylinder. The word which the safe is locked on is thus recorded and the one who uttered it must repeat it before the safe will open. In the tests a dozen men tried to imitate the voice of the man who locked the safe, but the lock would respond only to the right man.

HER EASTER HAT.

He smiles to see her don it.

And he is happy still;

For though he's seen the bonnet,

He hasn't seen the bill.

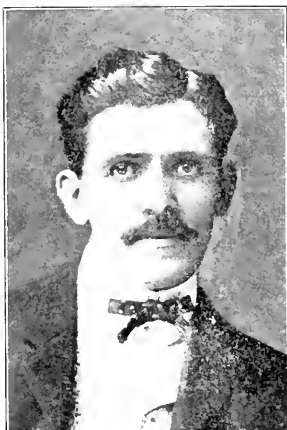
—April Lippincott's.

The poisons mentioned in Shakespeare's works are the subject of an article by Dr. Cartaz in the *Revue Scientifique*. The extensive medical knowledge which Shakespeare is supposed to have possessed and which has been advanced by the Bacon theorists as a proof in support of their contentions has often attracted the attention of investigators, but Dr. Cartaz seeks to prove that Shakespeare knew no more than his contemporaries, and was under the same misapprehensions as they were regarding the potency of certain philtres and poisons.

When, for example, the ghost of Hamlet's father says that Claudius poured "the juice of cursed hemlock [henbane] into the porches of his ears" it should be pointed out that this juice could not possibly penetrate the drum of the ear. But the belief in the deadliness of poison thus introduced into the system was so general at the time that Ambrose Paré was accused of killing in this manner King Francis II of France, although it is now certain that the King died of meningitis caused by inflammation of the internal ear.

Then again when Friar Laurence in "Romeo and Juliet" gives Juliet the potion that "shall make her body stiff, stark and cold, appear like death," it can only have been, Dr. Cartaz considers, *Datura stramonium* (thorn apple), or mandragora root. The latter enjoyed during the Renaissance a great vogue, but experiments have shown that the awakening from its effects is accompanied by violent nausea, so that Juliet would have met her lover in a far from poetical condition.

Also the duration of sleep induced by narcotics never approaches 42 hours. Dr. Cartaz thinks that Friar Laurence added hypnotic influence to his potion. As for Romeo's poison, of which the apothecary says that "if he had the strength of twenty men it would despatch him straight," the only solution is that it was aconite, as Shakespeare elsewhere calls the



EDWARD L. BALDWIN  
of San Francisco

son of jealousy as powerful as aconite. Or perhaps it was of the mixed poisons resorted to by the Borgias.

lubby: "What! You paid fifty dollars for that Easter It's monstrous—it's a sin!"

Wife (sweetly): "No matter; the sin will be on my own head"—April Lippincott's.

The burning of sugar in the sick room has long been practiced, though many of our physicians smile when it is done, regardless of scientific tests which have proved its efficacy, says *Harper's Bazar*. The tests made by Professor Trilbert, of the Pasteur Institute in Paris, prove that burning sugar develops formic acetylene hydrogen, a most powerful antiseptic gas. Five grains of sugar were burned under a glass bell holding ten quarts.

When the vapor had cooled bacilli of typhus, tuberculosis, cholera, smallpox, etc., were placed in open glass tubes, and within half an hour all the microbes were dead. Is it a wonder that our grandmothers found the application of sugar smoke to cuts and wounds a marvellous curative agent?

One way to please a woman patron is to listen to her tell a lot of commonplace facts and make believe that you never heard them before.

Dr. Howe, president of Case School, Cleveland, never fails to express his vexation when he has a student call the zero of mathematics nothing. One of the students, Morgenthaler by name, would almost invariably read an equation like this,  $x+y=0$ , as follows: "X plus y equals nothing." One day Dr. Howe lost his long-endured patience. "See here, Morgenthaler, let me show you the difference between zero and nothing."

With this, Dr. Howe wrote a big 0 on the blackboard. "This," he said, "is zero." Then erasing the 0, he added: "And this is nothing."—April Lippincott's.

"Did you find it hard to think of something to say when you went to see her father?"

"Well, at first I did, but it wasn't long before I was saying earnestly, 'Ouch, quit kicking!'"

An indolent journalist, strolling into a well-known drug store in the lower part of the city recently, says the *Richmond Times-Dispatch*, observed a large square jar upon the show case, bearing the interesting label, "Genuine dog teeth." His curiosity aroused, he made a close inspection. It needed no Cuvier, no profound student of comparative anatomy, to see that the articles in the jar were indeed the molars of canines. Very perfect they were, very white and polished.

"Are these kept as curiosities," asked the I. J. of the polite pharmacist, "or as articles of commerce?"

"As articles of commerce," replied the P. P., blandly.

"Are they used medicinally, or how?"

The P. P. gave a pitying smile.

"People hang them around their babies' necks, when they are teething to make them cut their teeth white and regular."

The I. J. whistled. Thus was one of the occult pages of commerce unrolled before his gaze.

The druggist's small boy had a boil which was inconveniently located and which had not been relieved by the treatment directed by his father. The boy's mother, looking from a window, was surprised to see her hopeful seated upon a can of ashes. "Willie, Willie, what are you doing?" she called.

"Well, papa's ethics don't do no good, so I thought I'd try old Job's sawniron on this blained boil."

One of the last things in the world which one would expect the glassworker to create would be a cannon, yet Messrs. Thomas Webb & Sons, of Stourbridge, England, recently built two cannons out of the finest cut glass, says the *Strand Magazine*. The guns weigh, with their timber, 40 pounds each and measure 24 inches in length. They wheel easily and move on their trunnions like ordinary cannon. The axletree and bearings are of ornamental brass.

The creations may claim to be of some historic interest in that they are exact models of the famous ordnance with which Major-General Baden-Powell successfully defended Mafeking. The old cannon was dug up in that place during

the siege, and investigation has since shown that this old cannon was cast in Staffordshire at an iron works within ten minutes' walk of the glassmaker's establishment. During the siege the gun was known as the "Lord Nelson" and "Skipping Sally," the officers using the former name and the men the latter.

Dr. W. B. Parks, of Atlanta, told the American Society for the Study of Alcohol and Other Drug Narcotics in Washington recently of the different effects of alcohol on the different races. To the Englishman, he said, alcohol brought repose and comfort; to the Frenchman it created excitement and interest; to the German it was anesthetic; to the Italian it was courage and force; to the Irishman it was sense enjoyment; to the American alcohol simply gives a feeling of power and capacity without any pronounced types.

The negro, he continued, is not an inebriate as a race. He drinks to quiet excitement and to give relief. The Jew is not a race drinker; alcohol to him is simply a sedative. The Russian takes alcohol in the place of food, and his drinking is a very marked characteristic.

Elsie—Helen says she'll never forgive her mother for marrying again.

Ethel—And why not?

Elsie—Because her stepfather can't help giving her age away. Everybody knows he isn't as old as she is.

Talking post cards have been spoken of for some time past, says the *Lady's Pictorial*. They have now become an accomplished fact in Europe, though they are hardly likely to come within reach of the million just yet. Happily they have not reached such perfection that on coming down in the morning one's correspondence will hail one in various voices. It is ghastly to think of everybody's post cards shouting around the table. So far the photographic message card can only be made to "speak" by taking it to a postal center, where it is placed in a machine which sets it in motion.

"Each of my hens lays an egg a day."

"They must be professionals."

"No; lay men."

"An earthquake," writes Mr. Frank A. Perret, formerly honorary assistant at the Royal Vesuvian Observatory, in an article on "The Messina Earthquake" in the *April Century*, "is an undulating vibration of the ground resulting from some sudden movement of the underlying strata. This may be produced by a volcanic explosion, the breaking of a stratum of rock under strain, or the sudden intrusion of lava between the strata or into a fracture, the types respectively known as volcanic, tectonic and inter-volcanic. My own impression in experiencing these shocks was that of a rubbing together of masses under pressure, which throws the adjoining material into vibration. If you put a little water into a thin, wide-mouthed crystal goblet, wet the finger tip and rub it around the rim, a sound will be produced, and the water will be set in vibration, like the ground waves of an earthquake."

The fiancé of a Louisville girl has been spending the winter in Florida in connection with his father's business interests in that quarter.

"Marie," said the girl to a friend the other day, "Walter has just sent me the dearest little alligator from Florida!"

"Dear me!" rejoined Marie, with affected enthusiasm. "And how shall you keep him?"

"I'm not quite certain," was the reply, "but I've put him in Florida water till I can hear further from Walter."—*Harper's Weekly*.

"How is he getting along?"

"Pretty fair."

"Holding his own, I suppose?"

"No, not as much as he used to. He is married to her now."

It is reported that there is an alarming increase of snakes in the prohibition States. Some enterprising "physicians" (?) have trained rattlers which bite the patient just before the prescription for a "quart" is written. There is no fee charged for the bite.

## Wisconsin Window Display Wins Era Cash Prize of \$5 This Week.

In the ERA'S Prize Competition this week the \$5 Cash Prize is awarded in Contest No. 2 to F. A. Loetz, with W. R. Downer's Pharmacy, 802 College avenue, Appleton, Wis., for the best window display. Mr. Loetz's identity was not known to the judges, for in these contests every precaution is taken to obtain unbiased judgment as to the relative merits of articles or photographs offered in competition for the various prizes. Full details regarding the Competition will be found on advertising page 37 of this issue of the ERA and it should be remembered that the contests are open to everybody. Mr. Loetz writes as follows about the window:

"This was a display we made last Labor Day and consists of all home-made cigars and also all union made. The tobacco in the display we got from the different manufacturers of cigars and shows the tobacco of which the different cigars are made. Each bundle was labeled as to grade or kind, whether filler, binder or wrapper. The cigars themselves needed no label to tell what they were, as they were well-known brands, locally.

"I send you an extra photo—printed dark—to show you the wording on the cards attached to the tobacco. At the time of this display we got a very nice letter from the local Cigar Makers' Union, congratulating us on our nice display. Some time after this we made another display of cigars, similar to this one, but not all union cigars, and again we received a congratulating letter from the Cigar Makers' Union, saying that we had a fine display and that there was only one thing that did not look good and that was that the cigars were not all union made.

"The pictures on the wall show parts of our past card display rack. The stands on which the cigars and tobacco are supported we had made specially for window displays. The stands are of different heights and the shelves are movable, with hinges, so that we can raise or lower them or put them on any angle by using a bolt. We also can put in more or fewer as we see fit, in order to make our display attractive."

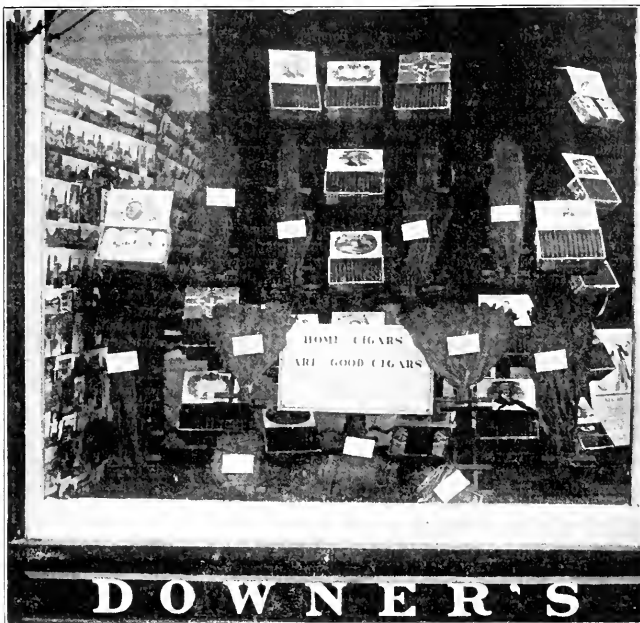
### Scientific Section of Philadelphia Branch Organized.

PHILADELPHIA, March 27.—Manufacturing and retail interests as well as the colleges of the city were represented on the 11th at a meeting at the Drug Club called by President Harry C. Blair, of the Philadelphia Branch of the American Pharmaceutical Association, for the purpose of organizing a scientific section of that branch. Joseph L. Turner, connected with the laboratories of the H. K. Mulford Company, was elected chairman of the new section and W. A. Pearson, of the laboratories of the Smith, Kline & French Co., was chosen secretary. It was decided to meet the second Thursday of each month to discuss topics to be suggested by the executive committee, which comprises the chairman and the secretary.

The aim is to stimulate work in scientific pharmacy and allied branches. Any one is eligible to membership who is a member of the A.P.A. and of the Philadelphia Branch. The new organization will not interfere in any way with the workings of the branch. Meetings will be held from October to May, inclusive.

### Montana Ph.A. Will Meet at Bozeman May 17.

The Montana Pharmaceutical Association will hold its 19th annual session May 17 in Bozeman and the druggists of that city are planning some social features for the members, their wives and friends, hoping to make the meeting one of the most enjoyable held in Montana.



## A Chance Acquaintance.

By Emma Gary Wallace.



When old Dr. Patholm's only son bought out the "Kirkwood Pharmacy," his family and his intimate friends prophesied all kinds of success for him, and to be perfectly frank—it was no more than he expected for himself.

He had married the most popular girl in his set, had good financial backing, a thorough knowledge of his chosen profession, and a business stand which had been a successfully managed drug store for twenty-five years. There seemed to be no reason why he should not succeed.

Perhaps Ned Patholm's greatest failing was his extremely retiring disposition, and the difficulty with which he made new friends and acquaintances. He rather prided himself on his conservatism, but he never for a moment suspected what an all-enveloping mantle he had made out of that virtue. If any one had ventured to hint at the fact that he was bawly on speaking terms with himself, the nicely balanced chip would have tumbled right off his shoulder.

### Human Nature Not in Evidence.

As time went on his wife suspected it and the clerks became absolutely certain of it. Even the old customers of the store were conscious of a curious sense of disappointment. There was a sort of mechanical nickel-in-the-slot air about everything and everybody. You indicated your want, put down the coin, pushed the button, took the goods and departed. There was no one who seemed glad because you came or

anxious to have you return. *The personal element was entirely lacking.*

Young Patholm could not understand why his sales were steadily falling off. He carefully reviewed the situation and the more he studied it the gloomier he became. It was like spending a week of valuable time going over and over endless columns of figures to find the hateful two cents which was preventing a balance. If he could have put his finger on the trouble, he would have felt almost gay. He was exceptionally cautious in his buying, and only asked a fair living profit on his sales. His laboratory equipment was fully adequate to all demands and the people of the neighborhood were prosperous. He attended to business personally, seven days in the week and from twelve to fifteen hours a day. It surely was not neglect of his interests. He fully believed that every man must work out his own business salvation, and so he never wasted time attending the local association meetings of his brother druggists or spent good working hours reading what others of his calling were about. He always preserved a dignity of demeanor and insisted on his clerk's doing the same.

It was the Patholm's third wedding anniversary, and Ned reluctantly consented to take little Mrs. Patholm to the theater. She had urged it almost appealingly, and argued that good dollar seats would do plenty well enough now that they were old married people, in fact that she preferred to go several times in a modest way rather than to have one "swell time" in the midst of a regular Sahara of pleasureless months. Either Patholm did not hear, or the ideas failed to percolate, for he gloomily proceeded to secure a box.

"We go so seldom," he replied to his wife's protest, "that when we do, I propose to go in good shape." Patholm was quite right. It was the best investment of his whole life.

The entertainment was a musical comedy, requiring considerable change in the scenery and there were lengthy between-the-act waits. The young druggist and his wife were so quiet that the occupants of the next box must have thought it empty, or it may have been that the acoustic properties of that part of the building were exceptionally fine, for the attention of both was suddenly arrested by the well-known voice of a friend of theirs, a prominent surgeon.

"I tell you what, Bentwing," the voice was saying, "I knew and respected Dr. Patholm when Ned was in knickerbockers, and I feel badly to see the boy losing his chance the way he is doing. Everybody is so thoroughly on the alert these days for a first-class business opening that the opportunity to find such a one as Ned had, is a rare thing. A man has not only to have the opportunity and the energy to seize it, but he must have the gumption and the hard-headed business sense to steer it after he gets it. If he hasn't he will not make a success of any undertaking and he better be satisfied to be mate, and not try to be Captain.

"Now Ned had an unusually good chance there in the Kirkwood Pharmacy. Even the name Patholm inspired confidence, for the whole community loved and respected his father, but in place of running the business according to common-sense methods, he has practically encapsulated himself."

"That's a new one on me," Bentwing responded lazily. "I can sort of imagine what the condition is, but please turn on the illumination, Doc."

Dr. Goodhue laughed good-humoredly.

"Well, for example, the other day I operated on a girl who had appendicitis. It was the prettiest sight of the kind I ever saw. The condition was tuberculate, and the whole diseased region was partitioned off with a tough wall of thick membrane built up of white blood corpuscles. It was the finest kind of a fortification thrown up by that grand old worker, Mother Nature to prevent further infection, and to localize the trouble.

"Ned's so fearfully down in the mouth, that he practically infects every one who comes near him with the blues. Nature wisely decrees that this condition shall repel people, lest they become infected likewise. So as the months have gone on he has become walled in by his own reserve and morbid tendencies. He sticks to his business too closely. He needs the red blood that comes from outdoor air and the cheerful effect of contact with his fellows, especially those of his own business. Why, I've seen mental encapsulation go on until a man became a perfect mummy.

"Customers who go into his store are met with only an

inquiring stare or a formal greeting. I tell you, Bentwing, people like to be called by their name if that name is nothing more aristocratic than Mud. No one likes to feel that he is patronizing a deaf and dumb establishment where his wants have to be made known by pantomime. His clerks are afraid to laugh, or maybe it is the general atmosphere of melancholy that surrounds the whole place. The world has no particular use for martyrs in business. It prefers to deal every time with the fellow who is doing well and who enjoys doing it.

"Now there is his wife, as bright a little woman as one could find in a twelvemonth, but he lets her sit moping at home in place of stirring himself out of his tracks. Why, it is business, if nothing more, to be seen among folks, to take one's part in local activities, to go in for organization work of a beneficial kind, and to keep right in touch with the latest in trade or business literature. It pays both in dollars and sense. To get good results a man simply must maintain a harmonious balance between work and recreation."

Bentwing laughed. "I was in there myself the other day," he said. "While a Knight of the Grip was showing him some goods. Evidently he wanted them, but his sense of decision appeared absolutely palsied. He hesitated and quibbled and wondered, rattled by the fear that they might not sell, that it might be better to order after the first of the month, and after weighing every pro and con on a knife-edge balance and wasting an hour of his own and the salesman's time, he decided to wait until the next trip round to think the matter over. Patholm went out soon after, and one of his clerks said he actually would not order good staple goods the last half of the month if he could possibly avoid it, because the money would be called soon."

"There's the point exactly," the Doctor resumed. "His stock is not kept up, and he hires cheap help and leaves them just where he finds them in point of capability, so that his sales are uncertain. The clerks themselves often need encouraging and guiding, and every last one of them will do better work, if they know their efforts are watched and appreciated. It's human nature."

"That is so," acquiesced Bentwing; "that is one secret of the other druggist's success, I mean Cartyn down at the Square. His clerks are given a salary and a commission chance besides. He told me about it himself. He didn't want to give them a direct interest in the business, and yet he figured that he would like the same kind of service that such an interest would give.

"He averaged his cash sales for a year, also his cost of help for the same time, and he reckoned that any way he could fix it, it would cost money to boost his sales much above that point. If he could increase them materially he could afford to pay for the power that did it. He laid the matter before his clerks and showed them, that up to a certain point their work was covered by their regular salary, and the man who could make himself worth more to the firm was entitled to more pay.

"The way those fellows took hold was a caution. There are four of them, you know. They clubbed together and are, paying for expert instruction in different branches in which they feel they are weak. Cartyn placed some good business-building books on the shelves and he makes those men feel that he has a personal interest in their success each month, in their morals, and their future prospects.

"Does it pay him? Well, I guess it does. You couldn't chase those fellows from that place. Does it pay numberless wide-awake firms to make their help feel that they are reasonable beings with bodies worth caring for, and ideas worth heeding? It certainly does.

"Cartyn had it all figured out before he made them the offer, that if they claimed no commission he was no worse off, and if they did he certainly was a great deal better off. His store is as neat as wax, not just on the surface and in the front part, but the out-of-sight and behind-the-scenes places as well. His stock is in apple-pie order and his custom attended to right up to the Queen's taste, and such an aggravating thing as an omission on the Want List is unknown. It might cause the loss of a sale later. It doesn't pay to forget at Cartyn's.

"I happened to be in there when the same drummer called that Patholm turned down. Cartyn looked over the goods, called up a couple of the clerks—intelligent looking fellows—got their opinion on the chance of creating a paying demand for the line, made his decision and placed his order in exactly

seven minutes. His very manner inspired confidence in those clerks."

"Another thing at which I have been surprised," the Doctor said, "is that neither Ned nor his clerks seem to have their stock in hand, and before the article called for is located the patient is well or the customer out of the notion of buying. No one wants to wait for a purchase while a tracer is sent out to locate it. Even his advertising, when he does advertise, is dead, trite, and stereotyped, a mournful obligation disposed of as quickly as possible from a sense of duty. Cartyn's advertising has a personal note that makes one feel impressed with the sincerity of the man behind it. His advertising pulls. When you go into his store there is a personality everywhere present. You never see his clerks resting on the show cases or visiting together. They haven't time. If there is a lull in business they are getting ready for the time when business comes."

"If Patholm could be persuaded to buy a couple of dozen mirrors," remarked Bentwing, "and hang them around his store while he studied the downward curves of his own face, it might help him to 'see himself as others see him.'"

There was a stir in the audience, instantly the lights went out, and up went the curtain. The melody rollicked happily up and down the scale. Patholm touched his wife on the arm and silently they slipped out.

"Wasn't it perfectly awful?" she whispered weakly when they reached the foyer.

"Rubbed it in pretty good, that's a fact," Patholm agreed.

"I'd never speak to either of those horrid men again," his spouse declared loyally.

They had reached the street. Patholm savagely kicked an offending pebble out of his path.

"I don't believe a single word they said, anyway, Ned," his companion remarked comfortingly.

Patholm laughed. It was a happier laugh than his wife had heard for many a day.

"I guess it's all true, whether we want to believe it or not. Encapsulated, eh? Well, the way they pictured me out, I'm it! What I need is more red blood, cheerful, healthy red blood. They have given me the straight tip. What my business lacks is the *personal element*, and I should have come to the wall if I had not got it. I ought to be grateful to Goodtime and Bentwing for raking me over the coals the way they did tonight. I overhailed every part of my business except myself, and it looks as if that is where the trouble lies."

There was a dry sob at his side.

"Don't you fret, little woman, criticism may hurt, but there are times when it and the surgeon's knife are good for us. I am satisfied that the box paid tonight all right, for it certainly introduced me to a chance acquaintance with myself. Wait a year and see if I do not profit by the introduction."

"Let's have lunch somewhere, I may as well begin crawling out of my shell now as any time. Here is a cheerful looking place, with no end of mirrors about, so I reckon it was meant for Patholm and Company, and their ilk, who need to see themselves."

And in the bright-faced couple who entered the Hallberg Café it would have been difficult to recognize the occupants of the box so recently vacated.

#### Chapter 6 Renominates Mrs. Lee for President.

PHILADELPHIA, March 27.—Preliminary plans for what is expected to be the most successful year in its history were laid at the March meeting of Chapter 6 of the W.O.N.A.R.D. at the College of Pharmacy. Perhaps the most interesting item of the business was the report of the nominating committee. This report, which was unanimously adopted, placed the following names before the chapter to be elected at the April meeting: President, Mrs. William Estell Lee; first vice-president, Mrs. N. D. Streeter; second vice-president, Mrs. Harry G. Comp; recording secretary, Mrs. W. T. Burke; corresponding secretary, Mrs. Carl W. Shull; treasurer, Mrs. Josh E. Marsden.

The entire harmony of the membership and its strength were much in evidence at the meeting. It was announced that the treasury was in excellent condition and that the membership was 264. Several new members were elected. Among the undertakings before the entertainment committee is the holding of a dance at the college some time in May. Delightful features were vocal solos by Miss Helen Voshage, accompanied by Miss Amy S. Wells, and the violin solos by Mr. Alan Lewry.

## Loisette.

By Joel Blanc.



Business was so dull that the poor, down-trodden druggist had gone out for a four-hour spin in his six-cylinder car. As the clerks informed me that he had already been gone more than three hours, I waited, hoping that his chauffeur might give me a joy-ride around the block. While I stood close to the cage, Loisette warbled through the bars and I posed to listen. I always do listen to Loisette, for wisdom from the lips of oracles is but baby-talk in comparison with the wisdom that flows from the lips of lady cashiers—and from the bunch of pulps that fill her bucket hat to her Cuban heels Loisette, compared to all other lady cashiers I have met, is silk as to zingham. As her patronymic is McGurk, it may be that she changed her other name from Liz to Loisette when she became one of the seven original peroxide sisters.

"Take the number," said Loisette, pointing to an elderly lady who stood at one of the counters. "The goods in that gown cost five per yard at least and it's cut on the bias; but because she isn't a doll-looker and has hips, that fluffy tip of a clerk is giving her the goggle glare and showing her two-bit hair brushes. Why, I can tell at a glance that she inherited an opera box and has credit at the post-office."

"I've worked at my profession in tonsorial parlors, picture shows, restaurants and merry-go-rounds, and I never seen such a lot of blindfolds as there is in drug stores. Why, if one of them there clerks was waiter in a fine, swell feed store he couldn't get enough tips to pay for washing his white fronts. I remember one night when a little bundle of fodder with thistle-down eye-brows came into the palm room. From his drapery you couldn't tell whether he was a divinity student or head of a little red school house, but when the drum-major got him set to one of Antoine's tables, that garçon fairly put flowers under the jaybird's feet. After he had eaten about glove money out of a nine-dollar order of feeds and left half a quart of bubbles in a four-dollar bottle, he smiled a number of ten yellow-back into Antoine's palm. That flossy one was the only son of a Texas cattle king and he was chafed under the pockets from the bunches of engravings what he had in his clothes. Of course, Antoine had the X-ray eye and could look through a motor coat at the coat of arms tattooed on a man's back, but while most of them ain't in Antoine's class, I never seen a waiter, tonsorialist or any sort of tip chaser what didn't know more about human nature than the slickest drug sharp what ever lived. Perhaps they need the tip scheme to educate them."

Loisette extracted thirty-seven cents from a twenty-dollar bill with the dexterity of a magician and continued: "Every man in this store has a different standard for judging people and they ain't none of them right. The kid clerk judges every one by their clothes. The second clerk is only decent to them what is meek and humble. The senior clerk ain't got no use for any but high-brows and the boss is worst of the lot because he will kneel on a dolly at the feet of any one what has a nickel to spend."

"Now, the way I size it up is this—and I've measured them all from the near-silk bluff with oysterless pearls in her wings to the little meekly with a petticoat ruffle of bonds: You never don't want to think what anybody *looks* like when the curtain first goes up. At first look it's almost impossible to tell a Friday sale directory and paper shoes from a Fifth avenue empire and twelve-dollar suede boots. However, after you have had a chance to see whether the embroidery is worked on or woven by the yard you can put down either a white or black mark for clothes. Next, you want to remember that the fact ain't no Bradstreet and that the man or woman with a pink cameo visage ain't as likely to have money as them what has had their countenances pushed into humpy brow

ridges by brain pressure and their faces generally jumped up by emotions. When you see a face with a jaw so strong that the muscle of a Marcellus couldn't make it wrinkle and that ain't got no more lines around the eyes than there is around the chin, then you want to hold your breath and wait for orders. But even if the jaw is as flat as a straight-front corset, if the eyes look like sunbursts on account of the many little lines that twinkle around them, then you have a customer that can be persuaded, if you handle her right.

"Another thing in which you druggists ain't basted quite right for the stitching, is this: There are lots of people, even some good-looking, what don't want to be taken for what they look like. Now, I ain't got no use for any one what can't see that me hair is a different color at the roots and I know that Lady Audrey's Cream don't cover all me freckles. If I had to get a position on me looks it would be the five-cent store for mine. People what comes into a store for a hie should first be considered by what they ask for and how they ask for it and then be judged as to whether or not they can be persuaded to take a veil with the hat. And you can't tell that by the veil she's got on, neither; but you can tell it by the price of the hat she buys and whether or not she asked you to change the trimming to make it a dollar less. If a woman comes in here for a free sample of talcum powder the quinces in this store will rush all over her if she has a sold monogram on her wrist bag and they will turn up their noses at a jolly old fat woman who buys a gross of nipples to present to the foundlings' home.

"Another thing that all hands in this shop falls down hard on is patience. They have it in bundles when it ain't needed and they ain't got a dime's worth of it in their music rolls when it is needed. There's a seven-dollar-per-weeker that comes in here every Saturday night at the rush time and his purchase is never more nor less than one nickel cigar. He handles all there is in the box, rolls them in his fingers, smells them and takes ten minutes to dissipate his pinyune, and while he is doing it, any one of the clerks or even the boss will stand and smile on him while a half dozen people are waiting. They call that performance 'holding trade.' But if a bright, snappy woman who knows what she wants and proposes to have it, refuses to take the first hot-water bottle that is shown to her, the clerk gets snarly and tries to flim flam her.

"As I had reason to tell one of me gentlemen friends in explaining why I stuck me hat pin through his arm, 'Familiarity breeds contempt.' The sort it breeds in this store I ain't never seen no place else. There is people what comes in here almost every day, who has been coming for years and buys lots of the best goods. When one of that sort does, the clerks and boss treats her like they was paying her alimony. They growl at her, never show her nothing new and act just like she was one of the family. But if some one comes into the neighborhood because it is cheaper to move than pay rent and ain't got nothing but a little easy payment furniture, every one in the store will two-step around her and offer to deliver a cake of soap. They call that 'Going after new business.' But say, it's the people what pays pew rent that supports the church.

"I suppose I may be insulting them college gents by comparing them with waiters and barbers, but if they don't earn no more than waiters or barbers, they ain't no better business men, are they? You can study books all your life and you can even get what you call practical experience, but if you don't study human nature and use your knowledge of folks, you ain't never going to have steak a la Borderlaise with mushrooms and Nesselrode pudding for lunch."

#### Temple University.

PHILADELPHIA, March 27. Final examinations in the senior and junior classes in the department of pharmacy commence May 1 and both students and faculty are busy preparing for them. With 37 members, the senior class this year will be the largest in the history of the department at Temple.

—Dr. John R. Minchart, dean of the department, entertained the senior class at his home in Germantown recently. Music and readings by Mrs. Minchart were delightful features of the informal entertainment provided.

—S. A. Dwyer has been elected president; Edward H. Newton, treasurer, and Otto Tegel, secretary of the senior class. Committees have been appointed to arrange for a banquet to follow the examinations.

## Original and Selected

### UNIFORMITY OF "STANDARDIZED" TINCTURES.\*

By Charles E. Vanderkleed and L. Henry Bernegau.

*"Can Uniform, and therefore 'Standardized' Tinctures be prepared from Assayed Drugs, without assaying the Finished Products?"*

The above question is not merely one of scientific interest to all engaged in promoting progress in professional pharmacy, but is of vital importance to the patient, to the physician, and to the pharmacist. That uniformity of medicinal agents is necessary to the scientific practice of therapeutics, no one will deny—but aside from the ethical and professional consideration of the question of standardization, the question is of much practical importance to the pharmacist, not only because of his hearty co-operation in placing the practice of pharmacy upon a scientific and professional basis, but because of the necessity of upholding the various State and National laws which now compel a strict adherence to the standards of our Pharmacopoeia.

Of the twenty crude vegetable drugs for which the Pharmacopoeia gives assay processes, eleven appear officially in the form of tinctures, and in each case the assay of the finished product is specified. Thus the Pharmacopoeia itself has already answered our question in the negative, since in each of these cases, the tincture is directed to be prepared from an assayed drug, and it is obvious that the Pharmacopoeial Revision Committee would not direct an additional assay of the finished product, thus greatly increasing the cost of the preparation, if it were not deemed a necessity.

It would appear, therefore, to be a waste of time to argue this question, were it not for the fact that many pharmacists have been led to believe in the safety and security of their position in purchasing so-called "assayed" or "standardized" drugs and preparing tinctures that are supposed to meet with the requirements of the law, without reassaying either the drug or the tincture. The object of the authors in writing this paper, therefore, is to point out the fallacy of such a belief, and to save from possible unpleasant experiences with those who are expected to enforce our laws, those who feel secure in their ability to do something which experience teaches is impracticable.

Many theoretical reasons for variations in the strength of the finished products made from different lots of drugs might be given, even though the drugs themselves conformed, at the time they were assayed, to the standards given. Chief among these reasons are the following:

*First.*—The drug employed, unless very recently assayed, may have a different strength from that given, due to moisture variation, deterioration, or other cause.

*Second.*—Faulty manipulation or imperfect percolation, as well as differences in rate of flow, and in temperature, will cause variation.

*Third.*—The given assayed strength of the drug may have been (and probably was) determined by means of a menstruum such as ether, chloroform and ammonia water, yielding an assay figure corresponding to the total alkaloidal strength of the drug, whereas the corresponding tincture is made with an alcoholic or hydro-alcoholic menstruum which may not so completely exhaust the drug as does the ether-chloroform mixture.

*Fourth.*—Differences in cellular structure, and in fineness and uniformity of the powder, may yield tinctures of different strengths from the different lots of the same drug, which, when assayed by means of an ether-chloroform mixture, may have assayed exactly alike.

Naturally, the answer to the first of these four reasons, namely, that the drug may have a different strength from that given, is that the "assayed" or "standardized" drug employed has been purchased under a guarantee of its strict adherence to the label. Our response to this answer is, that while such guarantee would be ample protection to the pharmacist in

\*Proceedings of the Pennsylvania Pharmaceutical Association, 1908.

selling the drug itself, it would absolutely cease to protect him when he himself converted the drug into a tincture.

The answer to the second of these four reasons (namely, that faulty manipulation or imperfect percolation may cause variation) is, that the skill of the pharmacist must be depended upon to avoid this variation. Our response to this answer is that a study of the results of assays of percolated products, covering many years, shows that, even in the hands of experts, devoting their whole time to the process of percolation, *different lots* of drugs, which themselves assay alike or nearly alike, yield products which vary greatly in original strength, and which must be diluted or fortified through a considerable range in order that the finished product may be brought to a uniform standard.

The natural answer to the third of the four reasons given (namely, that differences in the exhausting menstrua employed in the assay of the drug and in the preparation of the tincture, yield differences in results) is, that the Pharmacopoeia is supposed to take this into consideration in formulating directions for the assay and for the preparation of the tincture. Thus, hyoscyamus, which must yield not less than 0.08 per cent of myriatic alkaloids (by means of the chloroform-ether assay), is supposed to yield a tincture (made with diluted alcohol) which assays 0.007 Gm. of myriatic alkaloids in 100 Cc. Our response to this answer is that experience on a large scale has shown that this official allowance by the Pharmacopoeia does not always work out accurately in practice, the variation with different lots of drugs sometimes being more and sometimes less than the official allowance. This response also applies to any possible answer to the fourth of the four reasons given (namely, that differences in cellular structure, and in the fineness and uniformity of the powdered drug, cause variation in results). With regard to the latter, while it is true that the Pharmacopoeia specifies the fineness of the powder to be employed, the microscope readily demonstrates that one No. 60 powder may differ greatly in the amount of powdered drug *finer* than No. 60 contained therein, from another lot of No. 60 drug.

It was the writers' privilege not long since to examine several tinctures made by pharmacists (unknown to the writers) from reputed assayed drugs with the following results:

	Assayed, per ct.	U.S.P. Stand., per ct.	Variation, per cent.
Tinct. aconite .....	0.0834	0.045	87 overstrength.
Tinct. belladonna .....	0.0138	0.030	46 of the proper strength.
Tinct. belladonna .....	0.0420	0.020	40 overstrength.
Tinct. colchicum .....	0.1120	0.040	250 overstrength.
Tinct. digitalis .....	0.0163		35 below adopted standard.
Tinct. nux vomica .....	0.0225	0.100	92.5 of the proper strength, nearly correct.

In the above column it is natural that the tincture of nux vomica should not have varied far from the standard, as this is supposed to be made from the standardized solid extract. On the other hand, it is almost impossible to understand how such an extreme overstrength could be reached in the case of tincture of colchicum, unless some mistake had been made in its preparation. It is possible, however, that an extremely strong drug made into tincture according to the U.S.P. 1890 directions, might yield a preparation assaying as high as this one.

As the crude "assayed" drugs from which the above tinctures were made were not submitted, the relationship of tincture strength cannot be given. Desiring therefore to present some data along this line, the writers, about May 1, 1908, purchased from a wholesale house in Philadelphia, two samples of powdered aconite root in pound and half-pound packages. Portions of these drugs were used for checking the assays, and portions were employed for the preparation of U.S.P. tinctures, which were made from them in small amounts, following accurately the proportions and directions of the Pharmacopoeia. The following tablet summarized the results obtained:

Drug.	Fineness Declared of powder, per ct.	Found to assay, per ct.	Assay of Tinct., per ct.	U.S.P. Stand., per ct.	
Aconite root (No. 1).....	No. 60	0.5	0.84	0.067	0.045
Aconite root (No. 2).....	Very fine Not (about given, No. 120).	0.43	0.043	0.045	

#### Remarks:

No. 1. Tincture obtained was 50 per cent above U.S.P.

strength, although 20 per cent below strength to be expected from the drug assay. Drug itself assayed 68 per cent higher than stated on label. Moreover, although purchased May, 1908, the directions on the label were for the employment of 280 Gm. drug to make 1000 Cc. of Tinct., U.S.P., 1890. Had these directions been followed, a tincture assaying at least 0.187 per cent would have been obtained, or one over 500 per cent above present U.S.P. strength.

No. 2. Although no stated assay is given on label, this drug is stated to be "prepared from selected fresh root" and directions for preparing the tincture are given on label as follows:

"Powdered aconite root, 11 oz.; alcohol sufficient to obtain 2 pints."

As these are obviously the proportions for the preparation of the old 1890 tincture (although a diluted alcohol and not all alcohol was directed), the amounts specified in the present Pharmacopoeia were used. The extreme fineness of the powder, which made percolation extremely difficult and slow, apparently caused the assay of the tincture to measure up to the assay of the drug. This tincture happened to come out strictly U.S.P.

#### Conclusion.

These results show that great variations in strength of finished preparations as compared with the crude drug assays, are often obtained, and that it is not safe to accept without verification, the reputed "assayed" strengths of crude drugs as stated on labels. It follows, therefore, that uniform and standardized tinctures cannot safely be prepared from the "assayed" drugs on the market, without assaying and standardizing the finished products.

## THE MAN OF THE MORTAR.

By J. P. Brashear, Poet Laureate of the Tarrant County (Texas) Retail Druggists' Association.

The poets have sung of the warriors of old.

And many and thrilling the stories they've told;

But my feeble voice is a-tune all the while,

To the man of the mortar, the pestle and tile.

His watchword is caution—to duty he's tied,

And many the times that his patients are tried;

But he picks up his courage, renews the task,

Of answering questions the people may ask.

And while serving their wants, is forgetting his own,

In lending his talents, his time and his phone.

Now he turns to dispose of some beggars or tramps,

And to serve the dear people with much-needed stamps;

For his place is wide open while others are closed,

And many the tasks that are on him imposed.

He's a man full of wisdom, as all people know,

Else when you want knowledge, where else would you go?

He's the most indispensable man that I know.

Not even excepting the "man with the hoe."

## Silver Anniversary of Class of 1884.

St. Louis, March 27.—The St. L. C.P. Class of 1884 held the first annual banquet for the members of the class March 12 at Anshentz Hall, that being the silver anniversary of the graduation exercises. This is the second St. Louis class to organize, the Class of '75 having been organized for a number of years. Dr. H. Muetz was toastmaster and each member of the class told something of the days since he was a student and reminders of the college days were suggested in the talks of Profs. O. A. Wall, J. M. Good and Francis Hemm, the guests of honor.

The out-of-town guests were Henry Barth, of Lincoln, Neb.; W. H. Fogas, Mount Vernon, Ill.; Charles Meyer, St. Charles, Mo. Greetings were received from Schnh. Cairo, Ill.; A. Gordon, Palestine, Colo.; H. C. Smiley, Hot Springs, Ark.; William C. Kempinsky, Spokane, Wash.

The following officers were elected: George C. Berg, president; Charles Meyer, first vice-president; Otto Ude, second vice-president; Charles Bierman, treasurer; Oscar Bausch, of Meyer Brothers Drug Company, secretary. An effort will be made to have at least a greeting to be read from every member of the class at the next reunion, if the actual presence cannot be secured.

## Publicity and Promotion.

### Circular Letters.

The art of letter writing, whether the letter be intended for one or many, has undergone great changes within a few years. Ten years ago "a good letter" for use in the business world, or even in social correspondence, was stiffly grammatical and abounded in the greatest number of formal or set phrases. The art of letter writing was a Puritanical art, rigid and precise. Not until the dawn of the decade commencing with the year 1890 did art in correspondence begin to take form, a natural, conversational letter previous to that date being generally considered as affectively exaggerated. We looked for the elasticity, the resiliency of natural expression in printed dialect, but in correspondence the same naturalness of preserved expression was considered vulgar.

Present oral expressions tend to show the evolution of what may be termed an American language. So many individuals are bound by rule and rote that they would still have every used expression grown carefully from a Chaucerian root, forgetting that the purpose of language is to express present thought and not to embalmed dead classics. A far greater number appear to believe that a given thought should be orally expressed in the free, vigorous style which best conveys and defines meaning, and yet they would have an expression of the same thought through the art inscriptive or the art preservative stilted and almost geometrically precise. This is illustrated in the action of



the man who has orally addressed an intimate friend for years as "Bob," "Old boy," "My dear fellow," or in other terms equally affectionate, but who in a letter, invariably addresses his friend as "Dear Sir," concluding the body of the letter as though the writer and prospective recipient had never come within a thousand miles of each other, and concluding the same with "Yours truly, Jonathan Henry Smith." In a lesser degree the same criticisms may be applied to form or circular letters. The difference between an advertising adept and a tyro is that the adept writes as most people talk and the tyro writes as no one ever talked.

### Two Examples.

Here is a copy of a fluent, smooth and yet penetrating and convincing circular letter. The original is printed in two colors, red and blue, on a nine by twelve inch sheet of heavy, soft, white paper, the stock being not unlike a drawing paper. On this stock the tint of the dark blue letters sets deep and soft, while the light line ornamentation in dark red seems almost to stand in relief. The letter reads:

"In issuing this our second circular letter we cannot refrain from expressing our thanks to the many kind friends who have during the first month of our New Year and of our new firm of Perry & Son, encouraged us, first, by word of mouth, second, by commendatory letters, and last, 'The best of all the game,' by unusually frequent and liberal orders.

"In our printing about this store we have tried to steer clear of the use of big, black type and staring headlines. There are so many good things in and about the store that if we undertook to put their merits in big-faced type we could not find room to say this February word for our Prescription Department, which we have got in the finest sort of shape. Today we can—we trust with becoming modesty—refer you to its equipment as evidence of what has come to pass, in the line of changes and improvements wrought by this drug store of ours. Aside from the now known quality of our drug stock, we make it a special point to deliver prescriptions anywhere in the 21st Ward. Let your doctor phone us your hurry-up orders and we'll do the rest. We say this about the prescription department just to picture the general service of the store.

"If you should be the least bit interested in Valentines, we wish you'd come in and see the splendid offering we have provided for 1909. Some great beauties we've got; all the way from a post card to the handsomest thing in book form.

"In the conduct of a Drug Store, like any other kind of store, the question of price is always an important one—to both of us. A whole lot of us dispose of this question by simply making the statement: 'Our prices are the lowest.' It's rather an unpleasant subject to tackle, but, quality considered, we believe that our prices will talk for Perry's Pharmacy against equal service in all Philadelphia. Good Service means a great deal—WITH US—careful attention, promptness, helpfulness—even down to the bit of a Valentine."

At the top of the letter the name of the pharmacy and its location and the names of the firm and its members are enclosed in light line, double rule boxes and between the two boxes is a light line scroll ornament. These are in red, as are also three trefol ornaments between each two paragraphs. The signature of the firm closes the letter.

Many a critic would raise his hands in holy horror at the "we've got," "you'd," and other contractions, words and uses of capitals; but give such a critic a chance and he would probably turn out a letter printed on cheap paper at the top of which he would very likely have a letter-head taking up a quarter of the sheet. Amidst a jumble of impossible clouds and improbable cog-wheels and dear little birds without legs he would announce himself as a "wholesale druggist," when he is not even a big retailer. The heading would probably also impart the startling information that he dealt in pure drugs, stationery, cigars and tobacco (and never had a plug or sack of tobacco in the store) and also compounded prescriptions. Below this heading he would have the printing in what he considered a clever imitation of typewriting, a type impression which looks more like Sanscrit than typescript. He would use the first line of the limited space remaining for "Dear Sir," and mail all the letters to women. Then he would go on thus:

"We respectfully beg to announce that we are exceedingly grateful for the liberal patronage that has been bestowed upon us since the organization of this firm as at present constituted.

"We have the most complete and diversified stock of any drug store in the city. Prescriptions carefully compounded. Our prescription department is without a peer and is in charge of skilled graduates who compound prescriptions carefully and have their diplomas hung on the wall. We handle pure drugs and chemicals only and guarantee that your prescriptions will be carefully compounded.

"Our stock of valentines is without a peer. We have valentines at all prices from one cent up. Our valentines are very beautiful. We also have comic valentines. If you desire to purchase any valentines be sure to inspect our valentines before going elsewhere for valentines.

"Our prices are the lowest. We defy competition. We will not be undersold. Patent medicines at less than cost."

After having used all the room that remained below his circus-poster letter-head our ethical grammarian with the multiplication-table mind, would send this stuff to his printer and soon again be yowling "Advertising does not pay!"

An entire number of a magazine might be filled with model circular letters and yet he of no more help to our readers than by the presentation of the above contrasts. The make-up of the suppositious second letter is by no means a figment of the writer's imagination. It is a composite of sentences of letters which he has in his possession.

If druggists would write as they talk—they could if they would—even repeating some of the grammatical errors and slang Americanisms of their speech, their advertisements would "talk" and talk convincingly.

Be natural! No man naturally is an animated Green's Grammar, Webster's Dictionary and Wright's Rhetoric in one. Put yourself in your advertisements. Green and Webster and Wright are dead and a mixture of their mummies always produces just such a jumble as the second of the letters shown above.

### Her Preference.

"Well, Maggie, you have been married a year. How do you like your husband?"

"Sober, mum."



## WINDOW DISPLAYS OF VALUE AS A MEANS OF EXPLOITING MAGAZINES AS DRUG STORE SIDE LINE.

Attention has often been called in the ERA to the value of magazines and other periodicals as side lines in pharmacies, for they serve the double purpose of acting as a magnet to draw new patrons to the store while at the same time yielding handsome profits on their own account. Nor should it be forgotten that they afford an excellent means of relieving the monotony for patrons who may have to wait while prescriptions are being compounded. In the latter instance time passes faster and the dispenser is not under suspicion of being slow in his work, while often the magazine so interests the reader that its purchase is made as a result of partial perusal.

One of the druggists who is a firm believer in the magazine side line is D. V. Quigley, manager of the pharmacy of Robert W. Terbell, at Painted Post, N. Y. Mr. Quigley has found the line so profitable that he frequently makes attractive displays of the magazines and has found that trade has benefited greatly as a result. This is what he says regarding one of his displays, which is illustrated herewith:

"I consider magazines and newspapers first class both as a side line and as trade-getters. I have fifty customers who are subscribers for one New York paper which brings fifty people to my store each day (as I do not deliver one) and fully 60 per cent purchase something else. I find magazines first class also. My window displays increase their circulation 200, 300 and as high as 500 per cent and that is going some. I thoroughly believe that no other side line can equal the magazine as profit or as advertising for your drug store."

"I enclose the only picture I have of my *Good Housekeeping* magazine contest window and it is not a very good illustration. The main features were my son Harry in center with a copy of the periodical in his hand, and a large English walnut suspended in the center window over which a sign reads, 'Good Housekeeping all in a Nutshell.' I take great pleasure in arranging my windows and it certainly pays. You can use any part of this letter as you may see fit and I trust that the retail druggists will receive much benefit from your assistance in opening the eyes of those who do not know the value of magazines as a side line in a drug store."

## Graduates of Southern School of Pharmacy.

ATLANTA, Ga., March 27 Thomas H. Jeffries, Grand Master of Masons and president of the board of trustees of the Southern School of Pharmacy, delivered the principal address at the recent graduating exercises of the latter institution. Following is a list of the graduates: H. K. Bailey, Alabama; G. M. Bird, Georgia; S. M. Baynton, Georgia; E. F. Cox, Georgia; R. E. Darnell, Georgia; G. D. Elford, Georgia; W. W. Fisher, Tennessee; K. E. Foster, Georgia; T. A. Hancock, Florida; H. Johnson, Georgia; E. T. Lasseter, Georgia; G. C. Miller, Florida; D. V. Stanley, Arkansas; Miss Beatrice Tyler, Georgia; B. H. Waggon, Georgia; A. N. Wood, Georgia.

## Druggists and Postage Stamps.

It is rather queer that the entire population of the United States of America expects the druggists to sell postage stamps. It is not a fair proposition and the postal authorities should not tolerate it. It is not only a nuisance, but a loss of time and money to the druggist. It would be easy for any one to buy a book of stamps for 25 cents at a substation and have stamps on hand, instead of buying one at a time from one to five times a day at the drug store.—W. J. B., in *Chicago News*.



## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of those may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Iodized Oil.

"P. C."—"I have had a good deal of trouble compounding the following prescription. I wish to ask your assistance through the Question Box:

R. Iodum anhydrous ..... 2℥.XXX.  
Lanum anhydrous ..... 5℥v.  
Oleum gossypii, q. s. .... 5℥i.  
Aetheris sulphuris ..... 5℥ss.

Misc. fr. oleum.

"I have trouble in keeping the iodine in the mixture. It turns white and should be of a brown color."

"However compounded this mixture (a modified form of 'iodized oil') will eventually become decolorized when exposed to the action of light. The customary procedure is to dissolve the iodine in the ether before mixing it with the anhydrous lanolin and cotton-seed oil. The mixture is then heated on a water bath to drive off the ether and decolorize it. This process has been objected to by Huzonpenny (see U. S. Dispensary, 19th edition) on the ground that if the oil be completely deprived of the odor of the ether, the heating must

be continued for several hours, which tends to render the oil quickly rancid. His plan is to rub up the iodine for five or six minutes in a porcelain mortar, with a small portion of the oil, and gradually add the remainder. In this way a limpid red liquor is obtained, which may be completely decolorized by exposure to the sun's rays, the resulting product not being any more liable to become rancid, it is claimed, than the pure oil and it is free from hydriodic acid.

### Tasteless Castor Oil.

(A. E., Dr. G. A. M.)—Formulas for this preparation have been frequently published in the ERA. Here are two of them:

(1)	
Oil of anise .....	4 minims.
Saccharin .....	1 grain.
Alcohol, 90 per cent .....	1 dram.
Dissolve and add .....	
Castor oil .....	4 ounces.
(2)	
Pure castor oil .....	1 pint.
Cologne spirit .....	3 fl. ounces.
Oil of wintergreen .....	40 minims.
Oil of saffron .....	20 minims.
Oil of anise .....	15 minims.
Saccharin .....	5 grains.
Hot water, a sufficient quantity.	

Place the castor oil in a gallon bottle. Add a pint of hot water and shake vigorously for about 15 minutes. Then pour the mixture into a vessel with a stop-cock in its base, and allow the mixture to stand for 12 hours. Draw off the oil except the last portion, which must be rejected. Dissolve the oils and the saccharin in the cologne spirit and add to the washed castor oil. The alcohol reduces the density of the oil and the washing partly removes the acrid principles. The sweetening and flavor are said to make the oil comparatively palatable for children.

### Mosquito Lotion.

(A. E.)—Under the above title "Pharmaceutical Formulas" gives these formulas:

(1)	
Insect powder .....	1 ounce.
Acetic ether .....	½ ounce.
Rectified spirit .....	4 ounces.
Macerate three days, filter and add.	
Oil of lavender .....	15 minims.
Rectified spirit to .....	5 ounces.
(2)	
Formalin .....	15 ounces.
Nylol .....	5 ounces.
Acetone .....	4 ounces.
Canada balsam .....	1 ounce.
Perfume, a sufficiency.	

Shake the bottle and apply a little of the lotion to the mosquito bite by means of a small piece of cotton-wool.

### Stick Cement.

(O. R.)—There are numerous formulas for cement in sticks, but it is not usually customary to incorporate a lead salt as one of the ingredients. Of the formulas we have at hand for making a cement to be molded into sticks the following are selected.

(1)	
White glue .....	½ pound.
White sugar .....	1 pound.
Water .....	1 pint.

Soak the glue in half a pint of water for 24 hours, then melt on a water-bath, adding the remaining half-pint and the sugar. Make a paper mold by wrapping stiff paper around a rod of the desired size and pasting the edges. Fit a plug into one end of this mold and pour in the glue mixture. When cold cut into sticks three or four inches long. In use, the end of the stick is melted in a flame and rubbed over the edges to be united, these being pressed firmly together. The cement may be made harder or softer by the use of more or less glue. This resists the action of cold water for a considerable time.

(2)	
Orange shellac .....	½ pound.
Gutta percha .....	¼ pound.
Melt together on a sand bath and form into sticks. These	

may be made in the same manner as directed for No. 1 and the directions for use are also the same.

(3)

Isinglass and parchment glue, of each one ounce; sugar candy and gum tragacanth, of each two drams; add to them one ounce of water; boil the whole until the mixture appears, when cold, of the consistency of glue. Then form into small rolls for use.

### Ice Cream Powder.

(W. F. D.)—Powdered gelatin, either alone or in combination with glucose or cornstarch, is usually employed for giving "body" to ice cream. A formula which has been published under the above title is:

Powdered sugar .....	3½ pounds.
Arrowroot .....	1 pound.
Corn flour .....	14 ounces.

Mix well. Use four ounces of the powder with every pint of milk, making a paste of the powder and a little of the milk, boiling the remaining milk, mixing the two and freezing in the usual way.

In some of the States the food laws require the use of such substances to be stated on the ice cream so made.

### Massage Cream.

(E. E.)—Formulas for massage cream were published in the ERA of October 22 and November 17, 1908, pages 524 and 760, respectively. We cannot give the formula for the proprietary articles.

### Razor Paste.

(G. P. S.)—Try one of the following:

(1)	
Finest emery powder .....	1 ounce.
Spermaceti ointment .....	1½ ounces.
Olive oil .....	¼ ounce.

Melt the ointment and stir in the emery powder. This is said to be an excellent paste for putting on stropps and keeping the razor sharp. It is put up in small collapsible tubes.

(2)

Black lead .....	2 ounces.
Mutton suet .....	3 ounces.
Oil of bitter almonds .....	2 minims.

(3)

Levigated rouge (ferric oxide) .....	2 ounces.
Pumice powder .....	½ ounce.
Mutton suet .....	3 ounces.
Oil of peppermint .....	2 minims.

### Castile Soap.

(C. B. C.)—"I have two gallons of olive oil which has become rancid. Will you please publish a receipt in the ERA for making castile soap with this oil?"

The wisdom of attempting to make an olive oil soap from a rancid oil is not apparent. However, here is a formula from an English source:

Olive oil .....	100 parts.
Soda lye, sp. gr. 1.33 .....	50 parts.
Alcohol (90 per cent) .....	30 parts.

Heat on a steam bath until saponification is complete; add 300 parts of hot distilled water, dissolve, and salt out by adding a filtered solution of sodium chloride, 25; sodium carbonate, 5, and water, 80 parts.

### Thymophen.

(W. A. S.)—According to Coblentz ("Newer Remedies," 4th edition), "thymophen" is an anodyne and antiseptic liniment manufactured by the Sieco Institute, Berlin, Germany. We cannot give the formula.

### Improved Dover's Powder.

Albert Early, Carlisle, Pa., sends the ERA the following formula which he believes to be an improvement over the regular formula for Dover's powder (power of ipecac and opium):

Powdered opium .....	1 grain.
Powdered ipecac .....	1 grain.
Powdered potassium bromide .....	8 grains.

He says that physicians who have used the powder so made claim that the potassium bromide is superior to the old sulphate or the sugar of milk used at the present time.

## PERSONAL MENTION

—FRED RAGATZ, of Dubuque, has accepted a position in the pharmacy of Rolling & Kraus, Bellevue, Iowa.

—WILLIAM GIDDINGS, of Ogden, Utah, has returned home from a two months' tour of southern California.

—EDGAR CASWELL, of Gorham, Me., was a recent visitor at Haverhill, Mass., where he was the guest of James Howard.

—PROF. H. H. RUSBY, of New York, was the guest of Dr. and Mrs. L. P. Kehler at their Washington home on March 26.

—FRED J. CARTER, of the managing force of Meyer Brothers' Laboratory, St. Louis, has returned from a trip to San Antonio.

—JOSEPH LE FEVE, of Milwaukee, is now employed as prescription clerk at the McDonald-Strassburger Pharmacy, at Green Bay, Wis.

—FERNALD K. MILES, of the Dr. Miles Medicine Company, of Elkhart, Ind., was a visitor in New York drug circles for a few days last week.

—B. C. HARTZ, president of Hartz & Bahnsen Co., of Rock Island, Ill., visited friends in the New York City wholesale drug trade last week.

—C. E. WINEGAR, of Babylon, L. I., has launched out for himself, having purchased the store of Arthur G. Howell, at Rockville Center, N. Y.

—SAMUEL L. HILTON, Washington, D. C., is being congratulated upon the rapid recovery of his wife, who has been suffering from pneumonia.

—WABU H. LEE, recently head prescription clerk for Wolff-Wilson Drug Company, St. Louis, has opened a store at 2748 Franklin avenue, St. Louis.

—JOHN VAN DALE, of the Pfeiffer Chemical force of city salesmen, St. Louis, has opened a store in the St. Charles Rock road, four miles from St. Louis.

—C. A. VOGT, of 12th street and St. Louis avenue, St. Louis, has sold his store to W. J. Wiese and will move to Davenport, Iowa, to go into business.

—RAYMOND LEER, of Reading, Pa., has retired from business on account of ill-health and taken possession of a farm near Friedensburg, where he will recuperate.

—WILLIAM G. COOK, traveling for the New York Quinine & Chemical Works, is back in New York for a few days, after accomplishing an extensive Western trip.

—G. W. FECHTER, of Toledo, Ohio, was severely injured recently by being thrown from a buggy when a horse that he was driving became frightened and ran away.

—F. C. HERRINGTON, president and treasurer of the Burlington Drug Company, Burlington, Vt., was a caller in the wholesale drug trade in New York City last week.

—MAX SAMSON, a prominent New Orleans druggist, has been appointed by Governor Sanders as a member of the Board of Administrators of the Louisiana State Insane Asylum.

—F. G. TANCE, of Delavan, Wis., and E. E. Grebel, of Beaver Dam, Wis., were among the druggist visitors at the establishment of the Milwaukee Drug Company last week.

—GEORGE M. SIBERT, one of the oldest and best druggists of Sumter, S. C., has resigned his position in China's Drug Store to become a traveling salesman for a Baltimore drug house.

—HUGO YITS, of Manitowoc, Wis., has been appointed purchasing agent for the Aluminum Goods Manufacturing Company, recently organized to include all of the leading aluminum plants of the country.

—HARRY A. DOCKUM, of Wichita, Kan., is not a believer in omens of ill-luck, but on the contrary expects to have all kinds of good fortune in his new home in North Lawrence avenue, the number of which is 1313.

—EDWIN MUTH, of Muth Bros. & Co., Baltimore, is mourning the loss of his mother-in-law, Mrs. Anna Mary Despeaux, who passed away March 19 after a short illness at her daughter's home, 1809 North Broadway.

—A. A. MACK, the new registered pharmacist at Crane's drug store, Portland, Mich., is a graduate of the Ontario College of Pharmacy and has been 13 years in the business. He was formerly manager of a drug store in Richland.

—R. E. LEE WILLIAMSON has retired from Williamson & Watts, a Baltimore corporation which conducts three drug

stores in the Monumental City, and has taken an office in the Builders' Exchange Building in East Fayette street.

—CHARLES S. IVES, of Syracuse, N. Y., has sold his drug store at 450 Hawley avenue, to his clerk, Charles F. Holley, and will locate on a farm in Herkimer County. Mr. Ives retires from the drug business because of failing health.

—ABOLF LANGE, Leavenworth, Kan., accompanied by his wife and returning from a trip around the world, arrived in New York last week and after spending a few days calling on friends in the metropolis left for home on last Thursday.

—E. M. FORMAN, who went to Baltimore from Centerville, Md., buying the retail drug store at St. Paul and 21st streets, put the latter up at public auction last week, but it was withdrawn owing to the insufficiency of the highest bid received.

—J. H. A. FINK, representing the Mallinckrodt Chemical Works, of St. Louis, has just returned from a six weeks' business trip to Cuba and Porto Rico. Mr. Fink called upon a number of friends in the New York drug trade last Monday.

—JOHN C. WALLACE, a well-known pharmacist of New Castle, Pa., was a visitor last week at the Drug Club in Philadelphia and discussed legislation pending in Pennsylvania which effects the drug trade, to an interested company of fellow pharmacists.

—PROF. CHARLES E. F. MOLLET, of the Department of Pharmacy of the Montana Agricultural College at Bozeman, is highly praised in an article recently printed in the Bozeman *Republican-Courier*, which devoted three columns to a description of the features of the college.

F. F. RAVENSCROFT, of Union Springs, secretary of the Alabama State Pharmaceutical Association, is making an inspection of all the drug stores of the State as the representative of the State Board of Pharmacy, to ascertain if the druggists are complying with the pharmacy laws.

—CHICAGO visitors last week included J. A. Larsh, Rensseler, Ind.; E. T. Scott, Westville, Ind.; J. D. Brown, Joliet, Ill.; W. A. Chiddell, Crown Point, Ind.; H. D. Abbott, Abbott & Co., Langdon, N. D.; L. C. Meyer, Sheboygan, Wis.; J. H. Vadhin, Bethany, Ind.; F. L. Mitchell, Mitchell & Smith, Mason City, Iowa.

—MARTIN NOLL, of 925 Goodfellow avenue, St. Louis, has just returned from an extended health trip to California and was so charmed with the country that about the first thing on his return was to visit Dr. H. M. Whelpley and enlist to go with the A.Ph.A. party to Los Angeles, so that Mrs. Noll may make the trip.

—MR. AND MRS. WYMOND H. BRADBURY, Washington, D. C., entertained informally at their Park Road residence on March 26. Among those present were Dr. and Mrs. L. F. Kehler, President C. A. Taylor, of the D.C.R.D.A., and wife, Mrs. Henry Evans and daughter and Mr. and Mrs. J. Leyden White and son, of New York.

—SAMUEL B. DAVIS, owner of a chain of stores in Philadelphia, entertained Capt. Ellis Parker, of Beach Haven, N. J., companion on many a fishing trip, in the Quaker City last week and incidentally had the captain substantiate many fish stories and tales of exciting experiences that Mr. Davis has related from time to time.

—ORNELIUS ZECHEL, enterprising young druggist at Pewaukee, Wis., has moved his pharmacy into a new building, where larger and more modern quarters are available. A new soda fountain is also being installed by Mr. Zechel, who, although he has been the owner of the business but a few months, has been most successful.

—MR. AND MRS. CHARLES REHFUSS, Miss Lebo, Mr. and Mrs. Otto Kraus, Mr. and Mrs. S. B. Davis and Mr. and Mrs. L. H. Davis, all well known in the retail trade of Philadelphia, spent a day last week at Seaside Park, N. J. They were shown around by Mayor Hanz, of the seashore resort, and L. Wickham, a Philadelphia druggist, who is an extensive property owner at Seaside Park.

—GEORGE H. JOHNSON, who represents the Boston house of Thomas C. Riley & Co., and one of the best-known traveling salesmen among the drug trade, was recently elected exalted ruler of the Boston Lodge of Elks. The election was of much more than local interest, while in the lodge itself the election brought out the great number of 674 members to vote. Mr. Johnson's friends everywhere, and especially in the Traveling Men's Auxiliary of the Massachusetts State Pharmaceutical Association, of which he was one of the organizers, and is now one of the officers, have since showered him with congratulations on his notable victory.

## BOARD EXAMINATIONS

### Pennsylvania.

**HARRISBURG, March 27.**—The February examination by the Pennsylvania Pharmaceutical Examining Board was attended by 40 applicants for registered pharmacists' certificates and 65 applicants for registered qualified assistants' certificates. Twenty passed for registered pharmacists and 33 for registered qualified assistants. Examiners present were Louis Emanuel, Pittsburg; L. L. Walton, Williamsport; George D. Stroh, Pittston; Christopher Koch, Philadelphia, and Charles T. George. The following were the successful applicants:

**REGISTERED PHARMACISTS.**—Samuel Vigderman, William F. J. Friedler, Alexander Livingston, William C. Crist, Eugene F. Morton, A. H. Martin, all of Philadelphia; Edward C. Reif, Jr., Pittsburg; Albert R. Flanagan, Williamsport; Edwin L. Study, Tyone; L. W. Hall, Sunbury; Louis E. Kern, Johnstown; Walter F. Huebner, Johnstown; William A. Seybert, Hazleton; Stowe Shoemaker, Lock Haven; Joseph L. Pennock, Coatesville; C. L. Meadows, Crafton; Claude H. Kratzer, Allentown; Edgar R. Buzzell, Phillipsburg; Lee F. Manger, Pottstown; William K. Ehrenfeld, Greensburg.

**REGISTERED QUALIFIED ASSISTANT PHARMACISTS.**—Ellsworth R. Jones, C. W. Greenziner, William Borgos, John L. Kooker, Jr., Ludvig Zoerb, Robert D. Bricker, Charles E. Corkhill, Marshall P. Snyder, James C. Faheny, Anthony G. Cavenas, James H. Pauley, Edwin P. Runyan, all of Philadelphia; Jesse J. Rosen, Pittsburg; Edward B. Weaver, Williamsport; Fred W. Melville, Scranton; Charles G. Cone, South Bethlehem; John R. Rupert, Lewistown; C. Raymond Moyer, Reading; Joseph H. Bickert, Huntingdon; William C. Harris, West Chester; Norman H. Thomas, Hazleton; Robert E. Hemminger, George E. Ritchey, Jacob C. L. Ritchey, all of Carlisle.

The next meeting for the examination of applicants will be held in Pittsburg and Philadelphia on May 21 and 22. All applicants for examination should apply to Charles T. George, secretary, not later than ten days before the meeting of the board for necessary blanks and information.

### Texas.

**GONZALES, March 27.**—Secretary R. H. Walker announces the following list of applicants who were successful at the meeting of the Texas Board of Pharmacy, held recently in Fort Worth, and who were granted certificates:

**CERTIFICATES.**—C. A. Christian, Lindale; W. E. Saucier, Houston; E. B. Powers, Rock Island; H. A. Johnston, Wharton; J. H. Gallagher, San Antonio; C. F. Zeitfuss, Rockdale; Ed. B. Moseley, Jr., W. D. Butler, E. E. Crawford, D. G. Gorman, Leon Weinberg, Fort Worth; G. C. Thomson, Waco.

**ASSISTANT CERTIFICATES.**—E. H. von Rosenberg, Dallas; Q. E. Carter, Wallhalla; J. H. Rogers, Dallas; T. A. Mar in, Midland; W. A. Martin, Dallas; H. W. Lingsweiler, Fort Worth.

### Eastern Branch, New York.

The following candidates passed the examination for licensed pharmacists at the February meeting of the Eastern Branch of the New York State Board of Pharmacy held at the New York College of Pharmacy: Louis T. Blatz, J. J. Blumekranz, E. E. Coleman, A. A. Heller, P. P. Hoffmann, D. Levy, W. U. Meier, I. F. Rindler, S. Rubinstein, B. H. Schubert, T. S. Terry, E. A. Tietze, E. Tomati, P. Galante, I. Karpe, S. P. Lichtman, G. Marrocco, M. J. Feely.

### New Officers for Seabury & Johnson Elected.

At a recent meeting of the directors of Seabury & Johnson, Dr. Henry C. Lovis, who has been secretary and treasurer, pro tem, was elected president, which office has been vacant since the death of George J. Seabury, which occurred on February 13. Other officers elected were: Secretary, Edgar L. Benjamin; treasurer, John B. Dakin.

### New Uptown Hegeman Store Will Open in September.

A new Hegeman store will be opened in September at Broadway and 54th street, in the Benard Apartment Building, which is to be the largest of its kind in the world.

## OBITUARY.

### William J. Harrison, Druggist and Senator.

**LAKEWOOD, N. J., March 27.**—William J. Harrison, State Senator from Ocean County, died in his home here recently of acute pneumonia. He was 57 years old and unmarried. He was president of the People's Bank of Lakewood and belonged to the Masonic and many fraternal orders. He was postmaster of Lakewood for nine years, a member of the Democratic County Committee and represented the county in the Assembly in 1902. He was engaged in the retail drug business and was a member of the New Jersey State Ph.A.

### Obituary Notes.

—**MRS. J. H. STEIN**, wife of the Reading (Pa.) pharmacist, is dead, aged 92.

—**STEPHEN R. THOMA**, formerly in the drug business in Fairfield, Iowa, is dead.

—**ASA G. LUCE**, retired druggist, Utica, N. Y., is dead, aged 78. A widow and two sons survive.

—**DR. HENRY CLAY McCORMICK**, of Pen Argyl, Pa., is dead, aged 65. A widow, son and other relatives survive.

—**WILLIAM H. FULLER**, aged 78, is dead in Skowhegan, Me., where he was engaged in the drug business for more than 40 years.

—**WILLIAM E. WINSTEAD**, of Cedar Rapids, Iowa, is dead, after a long illness. Industry and affability won for him a host of friends.

—**CHARLES H. STEELE**, of Stenbenville, Ohio, is dead, aged 50, as the result of a murderous attack made on him in his home by a robber.

—**WILLIAM ALWARD**, a pioneer druggist of Montana, who was one of the partners of the Bozeman firm of Rocher & Alward, died recently.

—**EDWARD ZUCKERLY**, of Birmingham, Ky., is dead, aged 70. He came from Saxony in 1861 and his father was a noted pharmacist. He was unmarried.

—**FRANCIS PARES BROWN**, for 28 years in the employ of Church, Dwight & Co., New York, died recently of heart disease at his home in Brooklyn Borough.

—**GEORGE W. DARLING**, Whitefield, N. H., is dead, aged 62. He was prominent in public affairs, belonged to many societies and was formerly engaged in the drug business.

—**RICHARD GRAHAM**, of Graham & Wortham, Corvallis, Ore., is dead, aged 63. A widow and six children survive. He was a native of Ohio and went to Oregon by ox team in 1863.

—**BERT E. KING**, who conducted a pharmacy at Battle Creek, Mich., is dead of tuberculosis, aged 34. He formerly was in the drug business in Mason, Mich., and once managed a pharmacy for Travis & Baker, in Fowler.

—**DR. MILTON SAWYER WOODMAN**, of West Lebanon, N. H., is dead, aged 59. Lately he had devoted his attention to his medical practice. He was prominent in public affairs and active in Masonry. A widow, son and daughter survive.

—**WILLIAM HITY WELKS**, manufacturer of chemicals, aged 31, died recently at his country home, White Plains, N. Y. He spent his early life in Philadelphia and won recognition for his original investigations in chemistry. For 30 years he had resided in New York City.

### Bankruptcy for Store H. W. Atwood Founded.

A petition in bankruptcy has been filed against the Atwood Drug Company, which has a drug store at 850 Broadway, near 13th street, New York City, by these creditors: Carrie L. Atwood, \$3000 on notes; Albert H. Bullard, \$20, and the Lillibridge-Weeks-Thurlow Company, \$72. It is alleged that the company is insolvent, made preferential payments to various creditors, of which \$200 was to McKesson & Robbins, and on March 26 admitted in writing inability to pay its debts. Judge Hough appointed Jesse Watson receiver with a bond of \$2000 and authorized him to continue business for ten days. The assets are estimated at \$3000. The business was established 43 years ago by Herman W. Atwood, who died in 1897, and was subsequently carried on by his daughters, Mabel J. and Carrie L. Atwood, as the Atwood Pharmacy until the present company was incorporated, April 10, 1903, with capital stock of \$10,000. Joseph F. Griffin was president of the company and George B. Wray vice-president until October, 1904, when Mabel J. Atwood became president and treasurer and Carrie L. Atwood vice-president and secretary.

## NEW METHODS IN MANUFACTURE OF BOTTLES.

## Suspension Agents for Emulsions Also Discussed at the

**March Meeting of the Baltimore Branch, A.Ph.A.**  
BALTIMORE, March 27.—The March meeting of the Baltimore Branch of the American Pharmaceutical Association, held at the Hotel Caswell, resolved itself into a symposium of various processes related directly or indirectly to the drug trade. P. I. Heinsler described how some of the 40 blue bottles are made. As president of the Maryland Glass Corporation he has lately taken up and studied thoroughly the methods of glass manufacture, and he gave an extended review of the development of glass manufacture since the first known production of vitreous substances down to the present perfection of the glass-blower's art. He gave the general composition of the most used glasses, the means and methods of coloring, tempering and blowing, and a detailed account of the manufacture of bottles, dwelling especially on the use of the mechanical processes, whereby far greater uniformity is secured, and which do away with some of the difficulties formerly encountered in bottle manufacture.

H. A. Brown Dunning, who has been experimenting for several years to determine, if possible, which suspending agent or agents gave the most satisfactory emulsion of fixed oils for extemporaneous use or for keeping purposes, stated the results attained. He said he had found that the "phosphatic" type of emulsion stood long storage the best, and was even when fresh, the most palatable. Acacia produces a very smooth and perfect emulsion, but separation soon takes place. This product he considers the best for extemporaneous use. The proportions of acacia and water directed in the N.F., Dr. Dunning found more satisfactory than the proportions generally used, i. e.: one-fourth as much acacia and one-half as much water as oil. Tragacanth gave the most permanent suspension, but the emulsion was not so smooth as with acacia. Tragacanth should be combined either with acacia or glycerin, as it prevented separation. The use of 12 grains of tragacanth in place of dextrin gave a much better N.F. emulsion of cod liver oil with extract malt. Sapouin in proportion of 1-16 grain to the ounce was the most perfect emulsifying agent, but its use could not be recommended until its medicinal effect is better known. Irish moss emulsions were smooth and white, but not so desirable as the acacia emulsion. Dextrin emulsions were unsatisfactory in almost every respect. Ten per cent alcohol, eight minims of a solution of potassium hydroxide to the ounce, and sufficient salicylic acid to saturate the aqueous portions of the emulsion, were used as preservatives, but all the above-mentioned emulsions became unsalable after storage for some time, either through oxidation, fermentation, with the development of a sour taste or excessive separation, although the "phosphatic" type was found to stand the storage best. Acacia emulsion became sour more readily if syrup was present.

It was the sense of the meeting that no official emulsions of cod liver oil, castor oil, or petroleum should be kept more than four days before use.

Letters were read from M. I. Wilbert inviting the members to attend the meeting of the Philadelphia Branch and also inviting the Baltimore Branch to meet jointly with the Washington Branch in May.

Otto Raubenheimer, in a letter, called attention to the proposed joint meeting of the Eastern branches in Atlantic City in June, coincident with the annual meeting of the American Medical Association. Secretary E. F. Kelly was instructed to obtain further details of these meetings and to advise the members as to complete arrangements.

## A Popular Illinois Traveler.



VANCE BUCKER.

of Chicago, is a member of the entertainment committee of the Illinois Pharmaceutical Travelers' Association and is active in preparing plans to make the forthcoming meeting of the Illinois State Ph.A., at Quincy a success. He represents the National Lead Co.

## CHICAGO BRANCH OBJECTS TO FAKE "ADVS."

## National Formulary Discussed and Educational Campaign for Prerequisite Legislation is Proposed.

CHICAGO, March 27.—Considerable interest was manifested in the subjects discussed at the March monthly meeting of the local branch of the American Pharmaceutical Association held in Northwestern University. The Branch went on record against the publication of advertisements of fake prescriptions in prominent newspapers by adopting the following resolutions:

"Whereas, Reputable Chicago newspapers are accepting ads. in the nature of prescriptions which are exploited as cures supposed to have originated from some celebrated specialist; and,

"Whereas, These so-called prescriptions usually contain some secret nostrum, which involves a deception on the public and makes the druggist a party to a fraud; and,

"Whereas, Many of these prescriptions contain whisky, gin or some other spirituous liquor as a part of the formula, therefore, be it

*Resolved*, That the Chicago Branch of the A.Ph.A. deplores the action of the Chicago newspapers in accepting these fake ads, and calls upon them to submit these preparations to the Illinois State Board of Pharmacy and State Board of Health for an opinion before admitting them to the advertising columns of the papers."

The principal topic of the programme related to the proposed revision of the National Formulary, Professor Hallberg briefly outlining the work of some of the subcommittees regarding formulas that should be dropped and formulas that should be admitted or improved, also flavors and coloring.

Mr. Boehm asked why it was proposed to leave morphine out of syrup of white pine compound. Mr. Avery said that this syrup was frequently prescribed without morphine. Mr. Yeomans said it was especially desirable to leave out the morphine because the syrup was frequently prescribed for children. Professor Hallberg said that there was no necessity for the morphine, that the chloroform gave all the sedative properties required, and that when he published the first formula he included the morphine, a fact which soon he regretted, realizing that it was a mistake and that he had always since made the preparation without morphine, stating the fact on the label.

President Oldberg said that both the Pharmacopoeia and National Formulary should be revised in such a way as to give the pharmacist a chance to make his own

prescriptions with no greater trouble and with no more apparatus than is absolutely necessary.

Mr. Boehm referred to syrup of rhubarb and potassium and some of the elixirs, and said that he believed it would be a great advantage if, instead of using the fluidextracts, the crude drugs were employed, as the amount of menstrua is ample for a thorough extraction of such drugs and tends to give a more stable preparation than where fluidextracts are used.

Otto Bruder read a paper embodying suggestions for the improvement of the N.F. and comprising among other features information as to preservation, desirable additions and preparations that should be dismissed.

H. H. Harrison said in regard to flavors that not only would the large manufacturers secure fresher and better volatile oils than the retail pharmacists were able to obtain, but that they used various other substances as well, several of the synthetics being cited as examples.

Theodore C. Scheips exhibited a chocolate syrup of phenolphthalein that he had prepared to meet the demand of similar preparations recently introduced, also a syrup of apricot which he had found to be the basic flavor of a certain cough remedy largely advertised to the medical profession.

Charles H. Avery, of the State Board of Pharmacy, made

a report of what was done at the recent committee meeting. He said that some opposition had developed among the druggists in the smaller cities throughout the State to the proposed prerequisite features of the amendments and it was quite evident that some of the druggists did not understand the situation. The objection generally made was the consequent increase in the clerks' wages. It was apparent that the opponents of the proposition did not understand that if the proposed amendments were incorporated in the law the privileges of the registered assistant pharmacists would be increased and competent clerks provided in this way. However, the committee which represented the Chicago Branch of the A.P.A., the Chicago Retail Druggists' Association and the State Board of Pharmacy did not deem it best to undertake to secure the amendment of the law at this time, but rather to enter into a campaign of education with a view of bringing the matter clearly before the druggists of the State so that they might thoroughly understand it.

Mr. Avery said the Board of Pharmacy proposed to make the examination for full registration more rigid and inquire into the qualifications of the applicants more thoroughly. It was of the opinion that the Board of Pharmacy possessed authority beyond that it had heretofore used in regard to examining into the qualification of candidates as to what their preparation for the examination had been.

President Oldberg considered the qualification of applicants as fully as important as their answers to the questions submitted in the examination. These qualifications should include a statement of their educational preparation; what studies had been pursued, what text books employed and similar information.

Next meeting occurs on Tuesday evening, April 29.

#### Illinois School Alumni Elects Officers.

CHICAGO, March 27.—The Alumni Association of the University of Illinois School of Pharmacy held its annual election last night with this result: President, Dr. A. W. Baer, '85; first vice-president, Lotus L. Huston, '07; second vice-president, Frances E. Wells, '05; third vice-president, E. J. Karlovsky, '03; secretary-treasurer, A. H. Clark, '04; historian, Charlotte E. Stinson, '00.

The historian, Miss Stinson, presented a very interesting report. Arrangements for the alumni banquet at the Palmer House on commencement evening, April 29, were discussed.

The class of 1884 will celebrate the 25th anniversary of its graduation by a reunion in Chicago on commencement day and the members of the class will have a separate table at the alumni banquet.

Professor Day invited the alumni to attend the botanical excursions which will start from the college every Tuesday at 1 p. m. during May and on the first Tuesday in June.

#### C.R.D.A. Will Resist Strained Law Interpretation.

CHICAGO, March 27.—The executive board of the C.R.D.A. held a special session recently to consider the dram shop law as it affects druggists owing to some new phases that have come to light. It was decided to offer shelter under the legislative wing of the Chicago association to all druggists who might be charged with violation of this law. The meeting was called by President Yeomans when it was known that charges had been filed against several members of the association. It seems that a druggist can be charged with violation of the State dram shop law even if he has faithfully lived up to the city ordinances. That position will be combated by the association lawyers.

#### Special Train for Pharmacists, Chicago to Quincy.

CHICAGO, March 27.—The Burlington Railroad is contemplating putting on a very fine special train for the accommodation of pharmacists who attend the convention of the Illinois A.P.A. and the I.P.T.A. at Quincy the second week in June. Drug men in charge believe this is another point added to the many others to make the attendance at the convention go above all other preceding ones. The train will leave Chicago at 8 a. m. and make a straight run for Quincy.

#### Will Have One of the Finest Stores in New Jersey.

NEWARK, N. J., March 27.—C. O. Padelford will move from 280 to 283 Park avenue about April 1, where he will have one of the finest drug stores in the State of New Jersey.

### QUESTION AS TO BOARD'S LEGAL STATUS.

#### Illinois Pharmacists in Quandary as Law Makes No Provision for Hold-over of Members of State Body.

CHICAGO, March 27.—Registered pharmacists, assistants and apprentices who have been given certificates by the State Board of Pharmacy since January 1 are wondering what their legal status is, since it has been called to their attention that one of the members of the board legally went out of office December 31, 1908, although he still continues to act as a member of the board and signs all certificates issued by that body. Charles H. Avery is the member of the board whose standing is questioned.

In regard to the make-up of the board, the law, after providing for the appointment of the five members by the Governor, says: "Persons so appointed shall hold their offices for five years, and the terms of office shall be so arranged that one shall expire on the 31st of December of each year."

The law, unlike those relating to other State boards, does not state that the member whose term expires shall continue in office until the appointment of his successor. Mr. Avery admits this, but claims he continues in office by custom.

This situation not only puts in question the legality of the certificates issued by the board this year, but also all the other acts of the board since January 1.

Mr. Avery was president of the board in 1908. It is a custom of the board to elect the member whose term expires next to the presidency. The present head of the board is John B. Michels, of El Paso, Ill., whose term expires December 31, 1909.

Another angle to the situation is furnished by the fact that Mr. Avery is president of the American Druggists' Fire Insurance Company. He is also Illinois agent for the company, which insures only the property, stock and fixtures of druggists.

While no question of Mr. Avery's competency as a member of the State Board of Pharmacy has been raised, many druggists have questioned the propriety of his holding the office in view of his connection with the insurance company.

#### Chicago Notes.

—Chicago druggists will no longer collect gas bills for the local companies for a small commission. Considerable agitation has been going on around C.R.D.A. headquarters recently against druggists acting as agents of the gas companies. People's Gas Light & Coke Co. have made arrangements to have accounts paid at various offices of its own in the city. Thus a long-time side interest of the Chicago druggists has passed away.

—The Northwestern University School of Pharmacy has organized a ball team. A game is scheduled with a team of the law department of the university for April 10 on the Lincoln Park grounds. Games are being arranged with teams of technical schools and colleges of the city and the faculty is reported pleased over the new development in class spirit.

—In electing new aldermen for the Chicago City Council, the C.R.D.A. has cast an eye over the candidates and is now boosting those men who have helped put bills or ordinances through the body that the Chicago druggists espoused. John Downey, of the 29th ward, and Michael McNerny, of the 30th ward, are receiving the support of the druggists.

#### Where to Find Analytical Chemists.

Beginning with this issue of the ERA new index headings have been added to The Classified Buyers' Directory—"SODA CHECKS AND POKER CHIPS" and "CONSULTING AND ANALYTICAL CHEMISTS." Druggists who are called upon for names of expert analysts for the examination of foods, drugs, waters, sputum, blood and the assaying of ores should take advantage of the expert services offered by these chemists. Many new names have also been added under some of the other headings. Busy buyers will find these Classified Ads. of great value.

#### Working for the Saratoga Springs Bill.

SYRACUSE, March 27.—A representative of the Saratoga Springs Business Men's Association is making a tour of the cities of northern New York in an effort to develop a sentiment favorable to the Brackett Bill, now pending at Albany, which empowers the State to acquire the mineral springs at Saratoga and maintain them as a State reservation for the benefit of the people for all time to come.

## VICTORY WON BY THE MASSACHUSETTS BOARD.

### Governor's Recommendations Rejected in Legislature and New Pharmacy Law Doubtful of Passage.

Boston, March 20.—The Massachusetts Board of Registration in Pharmacy has triumphed in its contest with Governor Draper over the question of reorganizing and consolidating the four professional registration boards of pharmacy, medicine, dentistry and veterinary medicine. The recommendation for the consolidation was made in the Governor's inaugural address in January to the Legislature. The committee on public health, to whom was referred that part of the message, reported adversely on the Governor's recommendation. But the friends of the Governor rallied in the House of Representatives when the matter came up. Debate began last Wednesday afternoon and was continued Thursday, when a vote was reached.

Representative Weeks, of Everett, was the leader of the Governor's friends. He said the present separate organization of the registration boards should be abolished and all four boards consolidated in the interest of both efficiency and economy. Dr. Oliver, of Athol, chairman of the committee which reported adversely on the measure, made a strenuous opposition to the bill, pointing out the fallacy of hoping for greater efficiency by centralizing the powers of four professions in the hands of a single executive at the meager salary of \$2500, which the bill proposes to pay. Dr. Oliver's opposition was so intense that one of the Democratic representatives could not refrain from calling attention to the Republicans who were opposing the Governor's recommendation now, when but a few weeks ago, when it was made, they vigorously applauded it.

Representatives Saunders, of Clinton; Montague, of Boston, and Coleman, of Nantucket, spoke in opposition, all emphasizing the impracticability of such a consolidation, and the unwisdom of attempting to have a single channel for the registration and supervision of members of four widely different professions.

When the question came to a vote the opposition was so overwhelming to the Governor's bill that not even a division was called for.

The new pharmacy bill has struck something of a snag, and the probability is that it will not go through as at first reported. After having passed the two branches of the Legislature to the very last stage—the enactment of it in the Senate—it was quietly held up by the president of the Senate and remained in his pigeonhole for a week or more. Following the defeat of the Governor's Bill for reorganizing the registration boards of medicine, pharmacy, dentistry and veterinary medicine, the Senate moved to reconsider the pharmacy bill.

Section 5 of the bill, which provided that the public statutes relating to the advertising of licenses and the giving of bonds therefor, should not apply to druggists' licenses, was the point of attack. It was moved in the Senate that this section be stricken out. The amendment passed without opposition, and then the bill as amended was sent to the House for concurrence. There it now is.

This new amendment, therefore, restores the two expenses which the new pharmacy bill revoked, and which provided for turning more money into the State Board of Pharmacy without increasing the expense to the druggists. The net result of the new bill, so far as expense is concerned, is to increase the cost of the druggists' license \$4, that being the increased sum required for the certificate of fitness from the State Board of Pharmacy.

Notwithstanding this item, druggists as a whole are rather satisfied with the new bill as being an improvement over the present law.

## BIG SHAKE-UP IN LOUISIANA STATE BOARD.

### Governor Sanders Disregards Recommendations of State Ph.A. and Appoints Entirely New List of Members.

NEW ORLEANS, March 27.—The greatest surprise that New Orleans druggists have had in a long time came to them recently when Governor Sanders announced the personnel of the new State Board of Pharmacy. It was generally believed by druggists in the city and all over the State that, following the policy of his predecessors, Governor Sanders would act upon the recommendation of the Louisiana State Pharmaceutical Association in appointing the new board. But he did not do this. The recommendation of the association was forwarded to him by Secretary F. C. Godbold, of the State board, but in the appointments just announced it was completely ignored. Not one of the old board, not even Mr. Godbold, who has been secretary since 1888, is reappointed. The new members, all of them strong men in the trade, are as follows: Gustave Seemann, Peter Rupp, Fred Earhart and M. M. Bradburn, all of New Orleans; E. L. McClung, Natchitoches; W. A. Allen, Monroe; Paul Eckles, Crowley; Charles W. Outwaite, New Iberia, and E. H. Walsdorf, of New Orleans, the latter in place of J. R. Olivier, who failed to qualify.

The old board which is thus replaced consisted of: Max Bernstein, Shreveport; T. J. Maguire, Baton Rouge; T. J. Labbe, St. Martinville; E. L. Aaron, Alexandria; F. D. Buckingham, Shreveport; Adam Wirth, William Levy, C. D. Sauvignet and F. C. Godbold, all of New Orleans.

The commissions of the old board expire April 20, which is before the next examination, but the new board will take possession this week and will conduct the May examinations.

"I have been secretary of the board since 1888," said Mr. Godbold. "I have thus attained my majority and am content to step down and out."

## TO FIGHT FOR SLOT 'PHONES.

### Druggists in St. Louis Will Appeal to Public Utilities' Commission.

ST. LOUIS, March 30.—This city now has a public utilities' commission and it is entirely possible that one of the first cases that will be taken before it is the grievance of the Retail Druggists' Association against the Kinloch Telephone Company.

E. A. Bernius, chairman of the St. L. R.D.A. telephone committee, is taking up his work with earnestness. He was a member of the committee last year when William Busch was chairman. These two and the other members succeeded in

carrying the demand for slot machines up to President Orthwein, of the company, and getting a final refusal of slot machines. Heretofore the committees have been compelled to accept promises. Mr. Busch clanged that sort of thing when he brought Wilhelm Bodeman, of Chicago, here to attend one of the meetings and arouse enthusiasm. He had Manager Robert, of the Kinloch Company, at the same meeting, but Mr. Robert was in a half-defiant and half-conciliatory mood.

Then Mr. Busch played his trump card and asked for a meeting with the president and directors. President Orthwein said he would not rent the machines on the market for the druggists and would not give them slot machines even if he secured control of a machine. Inasmuch as the Kinloch now has some slot machines in operation, the druggists think they have a fairly good case for the commission.

### Price War Raging Over Patent Medicines.

SYRACUSE, N. Y., March 27.—A cut-rate war on patent medicines was inaugurated in this city a month ago and has since developed rapidly.

Helped Rebuild San Francisco.



R. F. MILLER.

of San Francisco, who played a conspicuous part in the restoration of that city after the earthquake and fire of 1906, is president of the Owl Drug Co., which has added to its chain of pharmacies by opening its fifth San Francisco store. The new pharmacy is in the Chelan Building, 775 Market street, and is one of the most complete in the country. Mr. Miller's company also has three stores in Oakland and three in Los Angeles, making eleven altogether.

# LETTER BOX

## Medicine Plants Blooming in Sunny Texas.

Editor *The Pharmaceutical Era*:

Spring is upon us down here and while the East and the North on Inauguration Day were in the grasp of a fierce blizzard the temperature in Sherman was about 90° F., with all kinds of fruit trees in bloom and the air heavy with perfume. All my perennials in my drug plant garden are coming out and growing fast, while the annuals I have resown. Blessed thistle, borage, parsley, benne and marigold seed and the wild plants are pushing up all over the prairies and in the woods. I will begin to harvest horehound about April 1, and from that time on the different plants will come in quick succession. The Bureau of Plant Industry at Washington is sending me a great variety of new seeds and plants to be tried out in this latitude. Our Congressman is still at work on the proposition of setting a Drug Plant Experiment Station here at Sherman and it looks as if he might succeed. The ERA seems to have a great circulation, as I am getting letters from all over the country in regard to my work here and the writers all begin by referring to what they have read in your columns. I am particularly happy today in that I have with me Mr. Sady Mishino, a very learned and distinguished Japanese traveler who is now touring Texas. He speaks English fluently, as well as several other languages, and is correspondent for several leading Japanese papers. He seemed much interested in my garden.

Yours truly,

Sherman, Tex., March 8, 1909.

J. LONG.

## Prefers Young Women to Boys or Men.

Editor *The Pharmaceutical Era*:

In calculating woman's part in the pharmacy of the future we must consider her place on the commercial as well as the professional side and in this consideration we can only surmise how many channels she may successfully navigate. In the Washington (D. C.) Drug Exchange young women are used for all but heavy labor. Stock keeping and order filling are done exclusively by them, and so far as I am aware, this is the only wholesale establishment in the country where such work is done by women. It is true that the "Exchange" is a co-operative concern owned and managed by retail druggists, yet it is a model wholesale house and not a very small one either. According to Manager Bradbury, the saving in per capita salary is not great; but effectiveness of service through cleanliness, order, quiet and reliability make the service of these young women much cheaper than would be the service of boys or men. That is to say: the woman does more for a dollar and does it better.

If the retailers who are responsible for this innovation can purchase merchandise cheaper from their co-operative concern than from regular jobbers, the difference in character of help is probably one of the causes contributory to the effect and suggests that unless male helpers in the drug world bestir themselves, many of them may ultimately be replaced by women.

OBSERVER.

Philadelphia, March 19.

## Brown and Nolte Win Bowling Marathon.

PHILADELPHIA, March 20.—The event of the week in local drug circles was the six-hour Marathon bowling contest for two-men teams that took place this afternoon.

The match was won by P. P. Brown and H. A. Nolte by the score of 2023. Brown bowled a stronger game late in the contest and steadily out down the lead that had been held by Secretary Frank W. Smith and Treasurer L. H. Davis, of the club, from almost the beginning of the contest. The latter scored 2023. The other teams and their scores were: Buchanan and Huts, 1923; McCullough and Jolley, 1861; French and Duffy, 1832; and Miller and Schulte, 1821. Buchanan made the high score, 200, and Davis was second with 199. The entrance money, instead of being divided in cash, will probably be invested in a cup emblematic of the club championship, which will be contested for regularly. Mr. Nolte also won the silver cup in the individual handicap bowling tournament, beating out a large field of contestants.

## OPIUM REGULATIONS ARE PROMULGATED.

Conditions Under Which the Drug May Be Imported for Medicinal Purposes, in Effect Beginning Today.

WASHINGTON, March 27.—New regulations affecting the trade in opium were issued by the Treasury Department today. The regulations are intended to carry out the recent Act of Congress which prohibits the importation of opium except for medicinal purposes, and will be effective on and after April 1. They are considerably extended beyond those that were submitted to the Treasury Department by the New York custom officials which were drawn up at a conference of the officials and the importers held in New York a short time ago.

Under Regulation 1, the term "opium" covers all forms of opium. Regulation 2 defines "preparation" as meaning any product containing opium, while Regulation 3 includes as derivatives the following alkaloids, their salts or combinations, obtained either directly or indirectly, and other alkaloids obtained from opium as it may be found necessary to include in the future: Morphine, codeine, dionine, diacetyl morphine, heroin, peronine, their chlorides, sulphates, phosphates, etc., or preparations containing the above.

The term "for medicinal purposes" is defined in Regulation 4 as meaning opium, its preparations and derivatives, such only as are used for the treatment, mitigation or prevention of disease of man or other animal.

Regulation 5 prohibits the delivery of any opium, preparation or derivative except for medicinal purposes and the seizure and destruction of smoking opium or other illegal importation.

Regulation 6 pertains to the importation and entrance for immediate transportation in bond and for consumption or for warehouse. The importation is limited to the following ports and at no others: Baltimore, Boston, Chicago, Detroit, New Orleans, New York, Philadelphia, San Francisco, Seattle, St. Louis, Honolulu and San Juan.

A form for the declaration of the owner or ultimate consignee that the importation is made in good faith and according to the regulations is provided under Regulation 7.

The following quantities and articles are covered in Regulation 8: The entire importation must go to the appraisers' warehouse for examination and the subsequent delivery of crude or unmanufactured opium, in quantities or packages, must not contain less than 100 pounds; morphine and its salts either singly or assorted less than 50 ounces; codeine, heroin, dionine, diacetyl morphine, their salts or any other derivative of opium or its salts not otherwise provided for, either singly or assorted, not less than 25 ounces. The appraisers' report must show that the goods are of such quality and purity as to fit them for medicinal purposes.

Regulation 9 provides for the payment of the duties, which shall not be refunded on opium removed from bonded warehouses.

Under Regulation 10 importers must keep separately from all other records, a record of all sales of imported opium and derivatives or preparations of opium, showing the names of purchasers, their place of business, date of sale, and name and quantity of article sold, which record shall be open for the inspection of the proper custom officials.

The penalty for violating this law is the loss of the prohibited drugs and a fine ranging from \$50 to \$5000, or imprisonment not to exceed two years, or both.

## Mr. Ramsey Denies Hegeman-Riker Consolidation.

Concerning the rumors which have been persistent in the trade during the past three months, that a consolidation was to take place between the Hegeman Corporation and the Riker Drug Company, George Ramsey, directing manager of the Hegeman interests, denied emphatically the truth of the rumors to an ERA representative last Tuesday.

When asked if negotiations had been or were pending along the lines of a consolidation with the Riker Drug Company, Mr. Ramsey said: "You can say for me that these rumors are absolutely false. There are not any negotiations going on nor have there been any, and as to the report that papers were signed last Monday consummating the matter such a thing is utterly absurd, as I did not sign any such papers."

A. H. Cosden, manager of the Riker Drug Company, was out of town, so that he could not be interviewed on the subject by the ERA representative.



NEURALGYLINE CO. ABSORBS THIRD PATENT MEDICINE CONCERN—THE STERLING REMEDY CO.



H. F. BEHRENS, JR.,  
of Wheeling, W. Va.



Major H. L. KRAMER,  
of Kramer, Ind.



A. H. DIEBOLD,  
of Wheeling, W. Va.

WHEELING, W. Va., March 27.—H. F. Behrens, Jr., W. E. Weiss and A. H. Deibold have returned from Attica, Ind., after closing the big deal by which the Neuralgyline Company absorbs the Sterling Remedy Company. A million and a half was involved. The successful conclusion makes the Neuralgyline Company one of the largest patent medicine concerns in the world. The Neuralgyline Company has controlled the J. W. James Company and the Knowlton Danderine Company for several years.

During their stay at Attica and after the details of the transfer had been arranged, a complete reorganization of the Sterling Company was made and an election of officers held. H. L. Kramer, the originator of Cascarets, remains president of the company. H. F. Behrens, Jr., was chosen vice-president. A. H. Deibold, for some time past secretary-treasurer of the Neuralgyline Company, was elected to the same office in the acquired concern, and W. E. Weiss, general manager of the Neuralgyline Company, now holds the same position in the Sterling Company.

Mr. Weiss stated that the Attica plant will be continued in operation for a time until the local factory can be enlarged. This work of enlargement will be done on an extensive and elaborate scale and will involve the outlay of a large sum of money. It will be begun as soon as possible.

**Sterling Company Put in at \$1,500,000.**

ATTICA, Ind., March 27.—The Sterling Remedy Company, of this city, and the Neuralgyline Company, of Wheeling, have, for the purpose of effecting savings in the general administration of business on more economical lines, made a combination of their interests, with the active management of the two companies passing into the hands of the Neuralgyline Company. The Sterling was put in at the price of \$1,500,000.

A. H. Deibold, the new treasurer of the Sterling Remedy Company, will reside in Attica, and will soon move his family to this place.

Mr. Kramer expects to take the first rest that he has had since he was 14 years old. He will devote some time to a trip to Joplin, Mo., where he will look after his mining interests,



W. E. WEISS,  
of Wheeling, W. Va.

and then some time this summer he expects to take Mrs. Kramer and go to Europe. He will move his residence from Attica to Chicago.

As to the plans for the future of the Sterling Remedy Company, that is purely a matter of detail, with which the active managers of the company will cope. As to whether the Sterling will be moved from Attica, it will not at least for six months, according to Mr. Deibold. If time shall show that economy of management demands that the Sterling be moved, it may leave here.

In case it should go, Mr. Kramer expects to convert the building, which he personally owns, into headquarters for the advertising department of the Indiana Springs Company, which was not affected by the transfer of the Sterling. He has plans for the erection of another big hotel at the Springs, costing in the neighborhood of \$300,000.

Mr. Kramer was the originator of Cascarets and No-To-Bac, two of the principal remedies manufactured by the Sterling Company. In an interview he said:

"The Neuralgyline Company occupies just as important and successful a position in the manufacture and sale of its products Danderine. Its famous trade-line Danderine Grows Hair and We Can Prove It" is as well known almost, as "They Work While You Sleep," which helped to popularize and make Cascarets so famous.

"Everything will be done on the part of the new management, not only to carry out our past plans and policies, but to make them stronger. This will not only apply to increasing our advertising appropriation and making it more effective, but it means also the co-operation with the retailer in every way that he may get the full benefit of the advertising, resulting in increased sales. I have been in this work for many, many years; the business has grown to be a vast one—the details many, and I am getting along in life. I desire to shape my matters now, so that this business, in passing into the management of younger hands, will be conducted along lines that will ensure for it continued success.

"The effect of this consolidation will permit me to gradually retire from the every-day grind of detail work. I have been

in the harness since I was 14 years of age. I want to look over the world and see some of the people that live in it—to know more about how they live. Then, again, I have a number of other large enterprises, particularly some mining industries, that involve construction and development work. This is a line of work that I most heartily enjoy. It gives me the out-of-door life."

#### The Four Men Concerned in the Deal.

Portraits are herewith given of the four men chiefly concerned in the consolidation. Mr. Kramer won success through originating No-To-Bac and the Cascarets Candy Cathartic and advertising the same liberally. When he ran his first little advertisement 20 years ago his capital was less than \$100 and the order was written by himself on a rented typewriter. In the last year his advertising appropriation was \$400,000.

Major Kramer also scored another business success in the Moor-Mud baths at Mudlavia, Ind., which he originally exploited. Now there is a town there called Kramer in his honor and a \$400,000 plant of hotels, cottages, bath houses, etc. Mr. Kramer is now 46 years old and has been in active life since he was 14 years old.

Mr. Weiss is well and favorably known in business and social circles in the city of Wheeling, being general manager of one of the large business enterprises in that city, and also a member of its Board of Trade and leading clubs. He was born in Canton, Ohio, and for several years clerked there in a retail drug store. In 1894 he matriculated at the Philadelphia College of Pharmacy, and graduated with the class of 1896. Immediately after leaving college, Mr. Weiss went into the retail drug business in Sistersville, W. Va., where he was also largely interested in the oil business. His business ventures in that city were successful and profitable, but having his mind on the possibilities in the proprietary medicine field, he went to Wheeling in 1900, and there organized the Neuralgylne Company, with a capital stock of \$25,000, for the manufacture of Neuralgylne.

In 1903 the capital stock of the company was increased to \$100,000, and the company purchased the business of the J. W. James Company, of East Brady, Pa., manufacturers of Dr. James' Miniature Headache Powders. In 1906 the capital stock was increased to \$500,000, and the company assumed ownership and control of the Knowlton Dandierine Company, manufacturers of Dandierine, having offices and laboratories not only in this country but also in Canada and abroad. Now, the capital stock of the Neuralgylne Company has been increased to \$1,000,000, and the Sterling Company added to the list.

Mr. Weiss is general manager not only of the Neuralgylne Company but also of its several allied companies. With all his responsibilities, he is modest and unassuming and dislikes to be brought into the "line light." He is of a genial disposition, and makes friends right and left, besides keeping close to business. He is a member of the New York Drug Club, of the Proprietary Association of America and of the West Virginia State Pharmaceutical Association, and is an earnest worker for the welfare of drug trade and proprietary interests.

Mr. Diebold was born in Canton, Ohio. After finishing his college course he was associated with his father in conducting the business of the Diebold Safe & Lock Co. In 1900 he became identified with the Neuralgylne Company as secretary and treasurer. Mr. Diebold's duties in connection with the several allied companies which he represents have taken him from coast to coast in this country, also to England, Germany and France. While abroad a couple of years ago, he established branch offices and laboratories in England.

In temperament, Mr. Diebold is quiet and conservative, and aside from his arduous business duties, spends most of his time with his family at his home in Forest Hill road, East Cleveland, Ohio, in which city he has a wide acquaintance in business and social circles.

Mr. Behrens was born and raised in Wheeling. After completing a course at Washington and Jefferson College, of Washington, Pa., he spent some time abroad, both in Germany and France, giving particular attention to the study of languages. Mr. Behrens became prominently identified with large corporate interests in Pittsburgh and Wheeling, and at the present time is director in two of Wheeling's leading banks. His presidency of the Neuralgylne Company dates from its inception. His success is attributed to his faithful attention to detail work, and to his energy and push.

#### Fusible Core Hot Water Bottle.

The Walpole Rubber Works, with factories at Walpole, Mass., and general offices at 185 Summer street, Boston, Mass., have perfected and worked out a process by which it is possible to make hollow molded rubber goods of one piece of rubber. A full description of this process was given in the advertisement on page 23 of last week's issue of the ERA. In the Gleason Fusible Core Process (patented) a fusible metal core that liquefies or melts at the same temperature that rubber vulcanizes, is constructed, and the uncured rubber is then formed over the core in the shape of a bottle. The bottle is then put into the mold and subjected to 2000 pounds per square inch hydraulic pressure during the curing process, thereby producing a bottle of absolute uniformity of thickness and strength, and entirely in one piece. The rubber is cured under heat from the exterior to the interior, the core being fused or liquefied and poured out after the bottle is removed from the mold. In water bottles made by this process there are no cemented seams to give way under the action of hot water; there is no overcure or second cure which is always injurious to rubber. According to Mr. Gleason, vice-president and general superintendent of the Walpole Rubber Works, this is the only practical process for making hollow rubber articles of a defined mechanical strength. Every bottle is made from high grade Para rubber, and tested under steam pressure before shipment. The red color remains permanent and does not bloom or change its shade. The Fusible Core Hot Water Bottles are guaranteed for two years and there are many reasons why you should investigate their merits before placing your order for goods of this character.



#### Reduction in Prices of Post Cards.

The E. C. Kropp Company, of Milwaukee, have recently improved their facilities for the manufacture of Post Cards and are now able to produce the same high grade goods at a considerably lower cost. As a result of this economy in production they are giving the trade the benefit by reducing prices.

The Hand Colored Cards manufactured by this firm are classed among the best hand colored cards manufactured in the United States. The method followed is original and capable of yielding the very best results. Many of the Hand Colored Cards contain six or eight colors and when the cards are finished they are carefully inspected and counted. No imperfect cards are ever delivered to a customer. The E. C. Kropp Company also manufacture other styles of cards, samples of which will be sent for the asking.

#### Stewart's Facial Cream.

In a recent communication, W. D. Stewart, manufacturer of Stewart's Facial Cream, Waterbury, Conn., writes as follows: "You may be interested to know that the sales of Stewart's Facial Cream are increasing every day. The druggists throughout the Eastern States have taken hold of our proposition in fine style, and the popularity of the article is assured. When the druggists do their part by distributing our advertising matter so that the people will receive it, it means immediate and most satisfactory sales for the druggists. The preparation gives perfect satisfaction, and I am anxious to have at least one live druggist in every town accept our special advertising proposition."

## 1909 AND 1910 CLASSES, SCHOOL OF PHARMACY, WINONA TECHNICAL INSTITUTE, INDIANAPOLIS.



1, Dean John H. Gertler; 2, Prof. A. S. Haller.

INDIANAPOLIS, March 27.—The students of the Winona School of Pharmacy will count St. Patrick's Day, March 17, 1909, as the red-letter day in their calendar. On that day 84 of these students were the guests of Eli Lilly & Co. In the afternoon the class, accompanied by its instructors, visited the Lilly plant and the wholesale drug houses of the Daniel Stewart Company, Ward Brothers, Mooney-Miller and A. Kiefer Drug Company, and at 6 p. m. there was a banquet at the Claypool Hotel, the students and other guests numbering 101.

The only woman member of the class, Mrs. Albert Schilling, of this city, occupied a place of honor at the banquet board, being seated at the head of the table next to the toastmaster, Charles J. Lynn, general manager of the Lilly plant, who gracefully presided in the absence of Josiah K. Lilly, who is now in California. John S. Wright, manager of advertising, officiated as master of ceremonies.

Besides the students there were among the guests Prof. W. C. Smith, of Winona Technical Institute; Prof. J. H. Gertler, dean of the Pharmacy School; Prof. A. S. Haller, of the chair of chemistry; Fowler Manning and Randolph Rhodes, wholesale druggists, of Chattanooga, Tenn.; William Scott, Barret Moxley, F. A. Fisher and Dr. H. E. Barnard, Chief of the Indiana Pure Food and Drug Commission.

The toasts were all informal, but the responses were witty and clever and set the table in a roar. The pharmacy boys were well to the front as the dinner went on. They have a yell which, when let loose, is a blood-curdling paralyzer. And they let it loose. It is a yell in chemical combination with a howl, a wild, uncanny yawn that even the Russian alphabet with its 46 letters could not frame to pronounce. The boys are very proud of this yell and when they let it loose they manage in some mysterious way to incorporate the name of Lilly in its barbaric cadences.

In the evening the entire company attended the Grand Opera House. It was a vaudeville performance and the students who had made up their minds to applaud everything would have set the best drilled corps of French claqueurs crazy with the brilliancy of their achievement.

The Lilly company, as a souvenir of the day, had the students and their instructors photographed in a group picture.

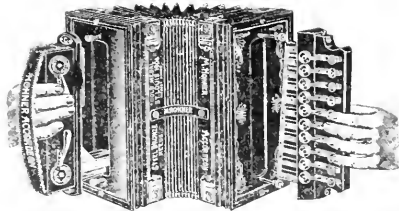
#### American Color Co.'s Easy Dye in Tubes.

The American Color Company, Indianapolis, Ind., has a special introductory proposition for retail druggists who wish to make money and to sell goods that will please their customers, full particulars of which are given on advertising page 13 of this issue of the ERA. The offer holds open until April 15 and enables the druggist who takes advantage of it to make 100 per cent profit on his investment. The Easy Dyes manufactured by the American Color Company are unique from the fact that they are put up in tubes, are especially recommended for home use, stencil work, textiles and

fabrics of all kinds. The dyes can be made in hot or cold water and come in 20 different colors. Druggists should take advantage of this extraordinary offer, using the blank forming part of the Company's advertisement on page 13. There is money in the proposition.

#### Hohner Harmonicas and Accordions.

Hohner Harmonicas and Accordions offer to the druggist a most profitable side line, the returns from their sale coming in without any great effort on the part of the seller. The manufacturer of these instruments, M. Hohner, 475 Broadway, New York, in his advertisement on page 33 of this issue of the ERA, calls attention to the display stand he offers to the drug trade for selling these instruments. The display consists of twelve Harmonicas, in all keys, and so attached to the stand that they may be easily removed and replaced, as the



case may be. The Hohner Accordion, as shown in the accompanying illustration, contains a number of improvements. The keyboard, to which the reed plates are directly attached, is artistically made up and securely fastened to a beautifully designed panel by means of thumb-screws, which may be removed, thereby permitting the player to dissect the accordion in a few moments and to readjust any temporary disarrangement. In this accordion, Mr. Hohner states, the use of beeswax has been entirely eliminated, leather being substituted in its place. Read Mr. Hohner's advertisement and write for catalogue No. 4.

#### Druggist Dalton Will Take a Rest.

SYRACUSE, N. Y., March 27. Thomas W. Dalton, after a business career of 22 years in Syracuse, has sold his drug store in South Salina street, in the heart of the retail district, to the Weld Drug Company, of Geneva, and the Weld-Dalton Drug Company has been incorporated. R. G. Weld is managing the store and Mr. Dalton retains a financial interest. For the present he has not decided what he will do after taking a long needed rest. He will take a Western trip. Mr. Dalton has been an active member of the New York State Ph.A. and was first vice-president in 1891.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

Supplement to The Era Druggists' Directory.

**ALABAMA**—ALBERTVILLE—Hood Drug Company have opened their new store here.

**ARKANSAS**—OLA—Ola Drug Company, incorporated with a capital of \$10,000.

**CALIFORNIA**—LOS ANGELES—Aikens Pharmacy, 16th and Georgia streets, have moved to Calceico, Cal.

**COLORADO**—DENVER—Van Zandt & Bray, Colfax and Marion streets, have dissolved partnership. T. R. Bray will continue business as the Capitol Hill Drug Store.

**CONNECTICUT**—BEACON FALLS—Victor Anderson has been succeeded by W. H. Watson.

**NAUGATUCK**—Stephen Gladding, 22 Church street, has been succeeded by T. J. Parks. Style of firm to be Parks Drug Company.

**FLORIDA**—DE FUNIAK SPRINGS—De Funiak Drug Company is the style of the new drug store here. D. H. Simmons, proprietor.

**DE LAND**—Walters Pharmacy has been succeeded by B. J. Eccles & Co.

**GEORGIA**—ALBANY—Geise Drug Company have been succeeded by Mitchell-Thornton Drug Company.

**ILLINOIS**—CHICAGO—P. J. Frobrich, 1742 West 19th street, has been succeeded by V. T. Freligh.

**EAST ST. LOUIS**—Henry F. Bader, Main street and Broadway, has been succeeded by Charles F. Merker.

**PONTIAC**—J. S. Murphy Drug Company has been succeeded by Frank J. Butler Company.

**INDIANA**—ALBANY—Thomas F. Barrett; store destroyed by fire; loss, \$2500; insurance on stock, \$2500.

**INDIANAPOLIS**—J. A. Conkey, 726 North Senate street, has been succeeded by S. L. Stout.

**IOWA**—ATLANTIC—J. B. Jones is the new proprietor of the Atlantic Drug Company.

**DES MOINES**—The Lee Miller Drug Company have opened a new store, corner Seventh and Locust streets.

**HAWKEYE**—A. H. Brooks has been succeeded by H. H. Sorg, Red Oak—Red Cross Pharmacy has been succeeded by Hine & Larson.

**KANSAS**—TOPEKA—F. M. Curtis, 732 Kansas avenue; store damaged by fire.

**KENTUCKY**—CROFTON—Brasher & McCord have been succeeded by Brasher & Croft.

**STANFORD**—Dr. W. B. McRoberts has been succeeded by Shugers & Tanner.

**MARYLAND**—BALTIMORE—Owen C. Smith has sold his store at 1200 Penn avenue to Abell A. Wilson.

**MASSACHUSETTS**—FITTSFIELD—Durgin & McManus, 163 North street, have dissolved partnership. McManus Pharmacy, incorporated, will be the style of firm to continue business.

**MICHIGAN**—CORUNNA—C. M. Peacock has been succeeded by the Albert Pharmacy, John Albert, proprietor.

**MONTANA**—GLASGOW—Glasgow Drug Company, incorporated; capital stock, \$10,000.

**NEW JERSEY**—HOBOKEN—Charles Schmidt, 432 Willow avenue, has opened a new drug store here.

**JERSEY CITY**—Herman J. Lohmann, Harrison and Monticello avenues; store damaged by fire; loss, \$500; fully insured.

**NEW YORK**—AUBURN—The Odell Drug Company, incorporated; capital stock, \$10,000.

**BUFFALO**—Stoddard Brothers, 84-88 Seneca street, wholesale and retail druggists; store damaged by fire to the extent of \$25,000; fully insured.

**NEW YORK CITY**—Snow & Yeomans will open a new drug store in the Washington Irving Building, 151st street and Broadway.—J. J. Sosnor will open a new store at 150th

street and Eighth avenue about April 1.

**SYRACUSE**—T. W. Dalton, Kirk's Block, has been succeeded by the Weld-Dalton Drug Company.

**WARSAW**—The Warsaw Drug Company is the style of the new drug store opened in the Post-Office Block.

**NORTH DAKOTA**—LINTON—John J. Flaherty has been succeeded by Linton Drug Co., Carl Vorlander, manager.

**VALLEY CITY**—F. L. Ulm has been succeeded by the Seigfried Pharmacy.

**OHIO**—CINCINNATI—Milton J. Ullmann has opened a new drug store, at corner Barnett and Erkenbrecher avenues, Avondale.

**CLEVELAND**—Rosengarten & Feuer, 1621 Euclid avenue, have moved their stock to 10,613 Superior avenue East.

**LAURELVILLE**—Otto A. Koch has opened a drug store at the old S. D. Povenmire location.

**ZANESVILLE**—A. P. Rogge has opened a new drug store at Market and Third streets.—H. M. Widney, Main and Seventh streets, has been succeeded by G. E. Schwint.

**PENNSYLVANIA**—ALLENTOWN—Nagle & Danowsky, 705 Hamilton street, has been succeeded by Dr. Thomas S. Nalge.

**BRAEFORD**—J. F. Leonard & Son, 35 Mechanic street; store damaged by fire.

**CARLISLE**—B. F. Emrich has been succeeded by William R. Shearer.

**JOHNSTOWN**—Shaffer-Davis Company have opened a new drug store here.

**PHILADELPHIA**—Lawndale Pharmacy, H. A. Kalbach, proprietor, 6425 Second street, has been succeeded by Arthur H. Martin.

**SOUTH CAROLINA**—JOHNSTON—Johnston Drug Company; store damaged by fire.

**TENNESSEE**—KNOXVILLE—F. B. Sharp, Gay and Wall streets, has been succeeded by Lotspeich Pharmacy.

**LEBANON**—McDonnold-Wooten-Lester Company have been succeeded by Lester-McCartney Company.

**TEXAS**—ARLINGTON—Arlington Drug Company; store damaged by fire; loss, \$500.

**UTAH**—MURRAY—C. H. Lyon & Co. have moved into their new store at State street and Second avenue.

**VERMONT**—BRANDON—Barken & Evans have dissolved partnership. The Barken Pharmacy will continue the business at the old stand.

**WEST VIRGINIA**—THURMOND—Dr. J. W. Mankin has re-bought the store he sold to Bradley Drug Company; style of firm will be Mankin Drug Company.

**WISCONSIN**—MANITOWOC—Schmidt Brothers; store damaged by fire; insured.

## Up-to-Date Quarters for Old Jersey City Pharmacy.

Shortly after April 1 the Eugene Hartnett drug store at Montgomery and Warren streets, Jersey City, will cease to be a landmark in as far as the location is concerned. Recently Mr. Hartnett decided that better accommodations were needed for his business and leased the premises at 21 Newark avenue running through to 128 Montgomery street, a block away from the present location and in the heart of the business district. The new quarters are more than twice the size of those now occupied and several departments will be extended, but the prescription department will still be the leading feature. For more than 50 years the corner which Mr. Hartnett vacates has been a drug store, William King locating there in 1859. After conducting the store for 23 years he sold it to Mr. Hartnett, who has had it over 27 years. More than 336,000 prescriptions are on record in the books as having been compounded there.

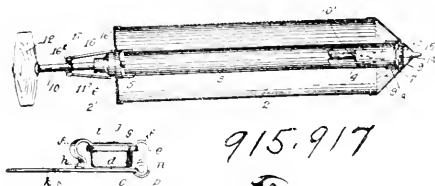
## R. K. Smither's Drug Store Incorporated.

**BUFFALO**, March 27.—A certificate of incorporation has been filed at the County Clerk's office in Buffalo by the R. K. Smither Drug Company, of this city. The capital stock is \$12,000. Robert K. Smither, John G. Gottwein and Paul M. Burgdorf are the directors.

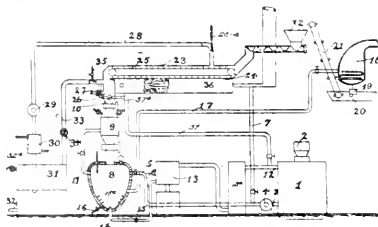
## Pharmacy in a Department Store.

**SYRACUSE**, March 27.—The Hunter-Tuppen Company has established a pharmacy in its department store at South Salina and East Fayette streets. Silas Smith, at one time in the Yates Pharmacy, is pharmacist.

PATENTS, TRADE MARKS, ETC.

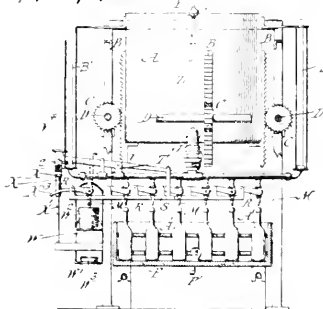


915,917

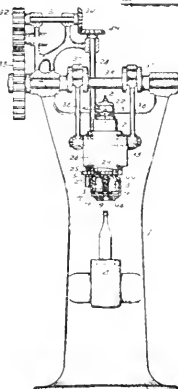


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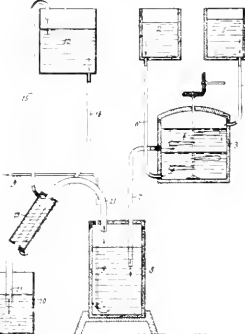
916,198 915,864



915,725



915,992



915,959

PATENTS.

Granted March 23, 1909.

915,725—Thomas Baines, Sr., and Edmund L. Baines, Philadelphia, Pa.; said Edmund L. Baines assignor to said Thomas Baines, Sr. Machine for filling bottles or other receptacles.  
915,781—Edward D. Marshall, Cedar Rapids, Iowa. Hair tonic.

915,864—William O. Kaiser, Burlington, Iowa. Ointment mill.

915,917—Peter L. Wilbur, New York, N. Y. Syringe.

915,946—Carleton Ellis, White Plains, N. Y., and Karl P. McElroy, Washington, D. C. Process of making aldehydes.

915,950—Ernest Herrmann, Paris, France, assignor to the Compagnie Internationale la Norgine, Paris, France. Process of extracting iodine.

915,977—Domingo Lodigiani, Mexico, Mexico. Process of obtaining strong aqueous solutions of cresote.

915,992—Felix Mueller and George W. Gwinn, New York, N. Y., assignors to the Standard Stopper Company, New York, N. Y., a corporation of New Jersey. Capping machine.

916,198—Henry P. Roberts, Boston, Mass. Device for sealing bottles.

Anti-Drug Vendors' Bill Beaten by Only One Vote.

BOZEMAN, March 27.—The pharmacists of Montana failed to accomplish during the recent legislative assembly some of the desired legislation, viz: a pure food and drug law and a drug vendors' law, similar to the Ohio law, the latter having been lost in the Senate by one vote.

TRADE MARKS.

Published March 25, 1909.

37,186—The Ozo Remedy Company, New Brighton, Pa. Class 6. A medicinal remedy for sore throat, tonsilitis, hoarseness, and all diseases of a similar nature affecting the mouth and throat, etc.

37,642—Castruccio-Amestoy Company, Los Angeles, Cal. Class 46. Italian olive oil.

37,846—G. W. Carrick Company, New York, N. Y. Class 6. Remedy for indigestion and disorders of metabolism resulting therefrom.

38,188—E. D. Sawkins, Baltimore, Md. Class 6. Hair tonic, hair coloring material, and a milkweed lotion.

39,941—Laine Chemical Company, New York, N. Y. Class 6. Tablets in the nature of a hepatic stimulant, antizymotic, uric-acid solvent and eliminant.

40,348—Solomon Baruch, New York, N. Y. Class 6. Vaginal suppositories.

40,349—Eleto Company, New York, N. Y. Class 6. Talcum powder.

40,423—Young & Bokemyer, Baltimore, Md. Class 6. A tonic for the hair and scalp.

40,486—Herman Tosser Company, Milwaukee, Wis. Class 6. Bitters.

Opposition to Poison Labels on Paint.

ST. LOUIS, March 27.—Dr. H. M. Whelpley, dean of St. Louis C.P., was one of a delegation to appear before the Missouri Assembly Public Health Committee to argue against a proposed law requiring the word "poison" to appear on all paint labels attached to paint containing above a certain percentage of white lead. Dr. Whelpley's argument was that such use would cheapen the word poison, as no one thinks of eating paint or using it for medicine.

Copy of any PATENT or TRADE MARK, 10 cents.

Author of copyrighted work on Protective Trade Marks.

Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 905 G St., Washington, D. C.

# THE DRUG MARKETS

## GENERAL MARKET STEADY AND FIRM.

Quotations Without Change of Consequence Except in Articles Affected by Tariff Agitation.

**NEW YORK, March 29.**—Since the introduction into Congress of the new tariff bill the attention of the trade has been given to the discussion of its merits pro and con; and while there are many opinions regarding the bill the majority of the people in the trade believe that changes in the present draft will surely be made and that a measure of some kind will be adopted as soon as the two houses of Congress can come to an agreement. Articles in the drug and chemical line which are affected by the proposed changes have been quite active at higher figures, which are firmly maintained in anticipation of the new rates becoming effective. Opium, oxalic acid, dandelion root, cacao butter, oils of anise, bergamot, citronella, lavender, lemon, orange and rose are firmly held owing to the proposed increased rates of duty.

**OPIMUM.**—The market is very firm at \$4.50 per pound in case lots and a number of cases have changed hands at this price. Granulated and powdered are also firm at \$5.50 per pound. The Smyrna market is firm with some sales reported for our country. The arrivals in Smyrna to March 22 amount to 2023 cases, as against 1253 cases for the same period last year; and in Constantinople 1929 cases as against 469 cases for the same period last year. The stock in Smyrna is now about 1910 cases, against 1883 cases last year, and in Constantinople 170 cases, against 107 at the same period last year.

**QUININE SULPHATE.**—The market in this article is without any new features, there being still a fairly good consuming demand at unchanged prices. The last auction sale of Amsterdam brand of quinine, which took place at Amsterdam on March 23, went off at florins 10.85, as against florins 10.82 averaged at the previous sale. The whole quantity offered, 50,000 ounces, was sold.

**NORWEGIAN COD LIVER OIL.** Primary markets are decidedly higher owing to unfavorable reports of the catch, which is said to be unsatisfactory. There are plenty of fish being taken, but the livers are gradually becoming smaller and leaner, yielding now only 48 to 52 per cent of oil as against 54 per cent at the beginning of the season. The catch to March 22 is as follows: In Lofoten, 8,000,000 fish, producing 8,700 barrels of oil; in all other districts, 21,300,000 fish, yielding 21,380 barrels of oil. In 1908 to the same date the records were as follows: In Lofoten, 7,600,000 fish, yielding 11,086 barrels of oil; in other districts, 20,300,000 fish, yielding 27,140 barrels of oil.

**CASTOR OIL.**—This article is slightly easier and quotations have been reduced 1/4c. per pound, depending on quality and sizes.

**OXALIC ACID.**—There is more inquiry for this article, partly owing to the proposed duty in the new tariff bill of 1c. per pound. Prices have advanced in sympathy to 7c. per pound in case lots, but this price will have to be further advanced if the duty is added.

**ASAETIDA.** There is a good demand for this article, but good quality is very scarce both here and abroad. The demand for powdered has increased very largely and some difficulty is met in supplying demands. There seems to be considerable difficulty in producing a powdered asafetida which will comply with U.S.P. requirements, for while the test made from the gum resin itself will show 50 per cent solubility in alcohol and only 15 per cent yield of ash, it has been found almost impossible to make the powder conform to the U.S.P. requirements as regards ash, as assays made from several lots show but 52 per cent solubility in alcohol and over 24 1/2 per cent of ash.

**CHAMOMILE FLOWERS.**—Recent arrivals of Hungarian have sold well and only a few cases are left, which are being held at 35c. per pound in cases of 110 pounds. New crop will not be in the market before the latter part of May or June.

**ESSENTIAL OILS.** The primary market for bergamot, lemon and orange has further strengthened itself and the tendency is still upward. Considerable excitement prevails in the mar-

ket for oil of bergamot, owing to a rumor that the strong gales which have prevailed of late have damaged the trees to an extent that may curtail production. In the meantime holders in the primary markets decline to give quotations. The market here is firm but without any change in value.

**VANILLA BEANS.** This article is in good consuming demand, the increased activity being attributed by some to the fact that manufacturing consumers are apprehensive of the possibility of a duty being imposed when the tariff law is changed. The market has a firm undertone and quotations are well sustained at \$2.75/\$3.15 for whole Mexican, \$2.25/\$2.50 for cut, \$2.00/\$2.50 for whole Bourbon, \$1.85/\$2.00 for cut and \$1.00/\$1.25 for Tahiti, according to quantity.

**CANADA BALSAM OF FIR.**—The available spot stock is too small to admit of any but jobbing transactions. There is some consuming inquiry and values are decidedly firm at \$6.50 @ 6.75 per pound, as to quantity and seller.

**CURACAO ALCOHOL.**—The market is fairly steady at 6 1/2 @ 7 1/2c. per pound, as to quantity and seller, with a number of sales reported at the inside figure. It is claimed that the available stock of 1908 crop has been bought up and there is no more to come forward from primary sources of supply.

**SHORT BUDIC LEAVES.**—Goods of desirable quality continue firm at 31 1/2 @ 32c. per pound in large quantities, and further improvement in values is predicted. Sales during the past week aggregated over 75 bales, and the spot stock is under good control.

**VENICE TURPENTINE.**—The spot stock of true quality is said to be well concentrated, and with European sources reported depleted, prospects are regarded more favorable for higher prices. In large quantities the current basis is 21 @ 22c. per pound.

**LAVERNE FLOWERS.**—On the spot, the prices are unchanged and steady at 15 1/2 @ 16c. for ordinary and 20 @ 22c. for select, as to quantity. Primary markets show an easier tendency owing to an expected large yield of new crop and bids are solicited for shipment.

**CACAO BUTTER.**—The prospects of an increased duty of 2c. per pound have stimulated keener buying interest, particularly in bulk for consuming account. Cables from primary markets report heavy buying for this country, presumably in anticipation of new tariff schedules.

## London Drug Market

**LONDON, March 29.**—Although business continues to be restricted to a very small scale, prices generally are well maintained. Owing to the influenza epidemic and to the prevalence of other maladies due to the long continued inclement weather, pharmacists have experienced busier times and in due course the steady consumptive demand must lead to brisker business in the wholesale trade. Following on the reduction in the price of Morphine, makers of Codeine have reduced their price 5d. per ounce. Although the state of the opium market barely justifies a further reduction in the price of Morphine, it is not impossible that makers may deem it expedient to make a further concession to meet the competition of a Continental maker, outside the Convention.

There has been some movement in the Cod Liver Oil market. Early this week prices advanced considerably, a dealer who had oversold having found it necessary to cover; at the time of writing the market is easier at about 72s. 6d. per barrel c. i. f. for first, non-freezing Norwegian. Camphor is dearer and business has been done at 1s. 7d. per pound for 2 1/2-pound Japanese slabs, crude China is firm at 140s. per cwt. Essence of Lemon is tending firmer and 4s. per pound is quoted for "spot." American Peppermint Oil is steady at 8s. 11d. per pound for H.G.H. and 6s. 3d. for Wayne County in tins. Menthol is dull. At the auction of Cinchona bark held in London this week the small supply of less than 500 packages was offered and less than half sold at steady rates.

### Druggist Thorpe Invades Liverpool.

**SYRACUSE, March 27.**—George E. Thorpe, proprietor of the Yates Pharmacy, has extended his business to the village of Liverpool, five miles north of Syracuse, where he has established a branch store with a complete line of drugs and a soda fountain. Garfield Plews is manager.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

**VOL. XLI.**

**NEW YORK, APRIL 8, 1909**

**No. 14**

**D. O. HAYNES & CO. - Publishers**  
**90 WILLIAM STREET, NEW YORK**

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 49 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the	
Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the offices is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

## Re Photographs for "Era Album"

### Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.  
McMongle & Rogers,

Ex-Press, N. Y. State Pharm. Assn.

When additional photographs of partners and clerks are sent, each one should have written on it the name of the subscriber who sends it, as well as the name of the person in the photograph.

### Cabinet Photographs Only

The style of photograph we require is the so-called "cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA,

90 WILLIAM ST., NEW YORK.

For Era Album

## PATENT FIGHT IS NOW UP TO THE SENATE.

Two weeks ago we had occasion to note with satisfaction that the Payne Tariff Bill contained a provision embodying one of the chief points in patent law reform sought by the organized druggists of the country, namely the reciprocal treatment of patentees. Surely there is no injustice in treating inventive citizens of foreign countries on precisely the same plane of conditions that are imposed upon our own citizens who seek patents abroad.

It seems, however, that some wiseacres at Washington have discovered a provision in an international treaty subscribed to in 1887 which provides that none of the signatory Powers should during the life of the treaty make any discrimination in patent laws between its own citizens and those of the other Powers subscribing to the treaty. As a consequence the patent provision in the Payne measure has been stricken out. In the condition of tariff legislation at Washington if anything further is done an appeal will have to be made to the Senate.

## PRINCIPLE VIOLATED BY GREAT BRITAIN.

Whether the patent law clause violates a treaty or not is doubtful and only an appeal to the courts, in the event of enactment, would determine the validity of the law. Without going into the subject exhaustively there are two or three points to be considered. Great Britain now discriminates against foreigners; Americans in other countries have found semi-unofficial obstructions that amount practically to the same thing; if foreigners who have always been treated in this country with more than courtesy find cause to complain of legislation let them seek relief in the courts.

It is too late now to appeal to the House to let the patent law clause go through, but the druggists and others who are interested in this legislation will do well to bombard the Senators, both from their own States and others, with urgent requests for its reinsertion in the Tariff Bill. The argument can be made that in the execution of the law it will be a matter for judicial determination whether it infringes upon the rights of any person.

## WILL REQUIRE UNITED EFFORT TO WIN.

We do not believe that any foreign Power will ever object to the law if it be enacted and the moral effect will be of inestimable importance to Americans who may seek patents in other countries. So many reasons have been printed so often showing the necessity for legislation of this nature that it is not necessary now to repeat them. It is evident that some extremely

powerful influences are at work to defeat the wishes of the N.A.R.D. and it will require the united support of the retail druggists to help their officers and legislative committee in securing a restoration to the bill of this much desired provision. Everybody interested should get busy immediately.

#### THE USE AND ABUSE OF THE GUARANTY.

Senator Heyburn's bill introduced in Congress amending the provisions of the Pure Food and Drugs Act of June 30, 1906, is intended to prevent the abuse of the Federal guaranty by manufacturers and others who have sought to convey the impression that the articles labeled were guaranteed by the Government, instead of by the makers. When the Act was under final consideration the ERA pointed out that the guaranty would be accepted by the public, with few exceptions, as a Government indorsement and in actual practice this has proved to be the case. Unscrupulous persons have so printed their labels as to carry out this idea with even more force than was conveyed by the plain statement contained in the original legend as formulated in the Regulations.

The abuse of the legend has become so notorious that legislation on the subject was inevitable and objection to it will not be made by honest manufacturers. The penalty of a fine of not more than \$1000, or imprisonment of not more than a year, or both, is by no means severe for persons who make fraudulent representations regarding foods or medicines, whether in connection with the Government's efforts to secure purity or in their own guaranty. While the measure may not be passed at this extraordinary session of Congress it will eventually become a law and any persons in the drug trade who are in a position to be affected can safely alter their course in the future to conform to the change which they must make through force of law and should they persist in violating the common business principle of correctly representing the quality and character of the goods they manufacture or sell.

#### INTEREST IN ORGANIZATION WORK.

With the announcements that are now beginning to be made of the forthcoming annual meetings of the State pharmaceutical associations the old problem of arousing interest in the conventions is again uppermost in the minds of pharmacists who realize the value of these organizations to all who participate in their benefits. In this connection a timely publication is made on page 325 of this issue of the ERA of a paper read before the Utah association by Mr. Eddy, a member of the executive committee of that organization. Too much cannot be said of the importance of pharmacists becoming members both of their local and State associations, for in no other way can they present a solid front to legislative and other foes who look upon druggists as the legitimate objects of legislation that is often vicious, arbitrary and unjust, as well as unnecessary for the public good.

As "S. N. J." aptly says in the "Letter Box," "so many law makers consider the retail drug store a veritable gold mine that only by united effort can we get this fallacy out of their minds and

secure justice for our profession." All readers of this note who are not association members should hasten to take steps to broaden their scope of usefulness by taking steps to strengthen the hands of those who are working for the benefit of all pharmacists.

#### GETTING RID OF THE ITINERANTS.

Illinois is the first State which offers a solution of the elimination of what most retail druggists, especially in the small towns and villages, have found to be their worst competitors. Legislation is pending and sought in numerous States to drive the itinerants out of business, but nowhere are conditions so favorable to the success of the movement as in Illinois. In that State no itinerant can do business without a permit issued by the State Board of Health, but the State Board of Health not being compelled to issue licenses, has refused to do so, leaving the itinerants without a shadow of legal right to do business in the State. Even city licenses are worthless, for the State law is superior to any local ordinances.

If the Illinois druggists wish to send their non-rent paying competitors away from the field all they have got to do is to enforce the law. The Illinois Pharmaceutical Association, at its meeting in Quincy in June, can make an appropriation to provide for enforcing the law. The Chicago Retail Druggists' Association probably already has the matter well in hand and other local associations can aid in the crusade. The doctors on the State Board of Health are more than willing to do their share. It seems to be "up to" the druggists to do some police and detective work.

New York, Iowa and some other States have been having their troubles in relation to their State boards of pharmacy, but it has been left for Governor Sanders of Louisiana to "shake 'em up" with celerity and neatness, for, as noted in the last ERA, he has cleaned the slate of the old board, ignored the State P.H.A. and appointed an entirely new set of members of his own selection. We are without reasons for this sweeping action, but the men who failed of reappointment are of such high character, personally, professionally and officially, that no doubt the Governor is one of a class of men who make changes without any reason except to make a change. The new members are above criticism, but it is to be regretted that the Executive pursued the course of disregarding the communication of the State association.

Under the new pharmacy law just enacted in Oklahoma the Governor is not required to appoint board of pharmacy members from a list furnished by the State association, but is empowered to select the board from the association's membership. It is to be assumed that the association guards its portals against the unworthy, but there would be better results probably if the members had a voice in the selection of appointees, instead of being mere eligibles. The reason given for making the change was that in presenting the lists an appearance of favoritism was shown for the adherents of one political party, but we are inclined to the opinion that the complaint was based on grounds more fancied than real.

Ban against the importation of all but medicinal opium is growing stronger on the American continent, Canada's new prohibitory law having gone into effect on April 1. Its provisions are about the same as our law and its enforcement will greatly aid in the determination of our own Government to exclude the banned drug.

The opium regulations adopted at Washington to enforce the new prohibitory law are applicable, of course, to its importa-



tion and to interstate commerce, but cannot be expected to entirely remedy the evil without the support of legislation by the various States. Some of the States now have laws dealing with this subject which are fairly satisfactory, but uniformity would be desirable and some movement in that direction might well occupy the attention of the American Pharmaceutical Association at its forthcoming meeting in Los Angeles.

Tariff discrepancies at Washington now turn out to have been what the politicians call "little jokers"—that is to say errors purposely made and intended to accomplish different results from those ostensibly intended. It will be just as well for the National legislative committees to keep a watchful eye on the bill as it worms its way through Congress.

"What did Druggist Swifter do when the prescription he compounded killed old Hardphz?"

"Added 'M.D.' to his name and signed the death certificate himself."

Of the great number of men who have done their best for the advancement of commercial pharmacy, C. R. Cosby, manager of the New York branch of Eli Lilly & Co., manufacturing pharmacists, of Indianapolis, is a typical representative. By persistent effort and making the most of his opportunities he has achieved not only success but has acquired the reputation of a worker who has produced results.

Mr. Cosby has always been an ardent believer in the expansion of American trade and to him there is no field for the study of the manufacturer of this country more important than that of Latin-America. For years he has been a close student of conditions affecting the drug trade in Mexico and the Spanish-American countries. He has traveled extensively, and possessing a thorough knowledge of the Spanish and French languages, he has been able to get in close touch with the conditions, methods and demands of the peoples of these countries.

"In all of them," Mr. Cosby says, "vast commercial possibilities await the manufacturer who will awaken to his opportunity. Heretofore the manufacturer or merchant of the United States has been too occupied with home trade conditions on the one hand, or, on the other, with the possibilities of commercial expansion in Europe or Asia, that he has almost entirely overlooked the wealthy countries in our neighborhood to the south of us. That there is a grand opportunity awaiting our manufacturers is evident from the fact that these great nations have unlimited undeveloped resources and yet in 1907 their average foreign trade amounted to \$1,513,415,000, of which the share of this country was barely one-seventh. During the same period the countries of South America sold us much more than we sold them by a balance of nearly \$60,000,000. But the present outlook is encouraging and with the awakening that is going on at home as to the desirability of supplying these foreign markets, I believe we shall soon reap our full share of the reward."

Mr. Cosby is of the opinion that considerable benefit will result from the distribution of the Spanish translation of the United States Pharmacopoeia.

"It must not be supposed," however," he said, "that the Pharmacopoeia in Spanish *per se* will create a demand for American products any more than the translation of a foreign pharmacopoeia distributed here would create a demand in this country for foreign products. The real work must be done by those who are expecting to profit by the sale of their products, and on them rests the burden of demonstrating the superiority of our methods and our goods. Most of the physicians and pharmacists of Central and South America have been educated in European countries and it is natural that they should adhere to the methods that are most familiar to them. It is not likely that they will adopt our formulas and standards until a real need for them has been shown. It still rests with

the men in the field to popularize the products represented by our Pharmacopoeia."

Mr. Cosby is a native of Iowa, where he was born in 1881. His early life was spent largely in the Western and Rocky Mountain States, where he followed surveying for some time. Later, as a civil engineer and deputy county surveyor of Jefferson County, Ind., he was engaged in the compilation and publication of new maps and records of that part of the country. He became connected with the wholesale house of Schull & Co., of Indianapolis, and later with Eli Lilly & Co., where he served for some time in the various departments of the laboratories. In 1901 he was sent to New York as assistant to Charles J. Lynn, then manager of the company's New York branch. When Mr. Lynn became general manager at the home office in Indianapolis in 1906 Mr. Cosby was promoted to manager of the New York branch. Personally, Mr. Cosby possesses a splendid physique, which he attributes to his early out-door activities as a surveyor. He takes an interest in the work of all local pharmaceutical organizations and is a member of the Drug and Chemical Club and of the executive committee of the Drug Trade Section of the New York Board of Trade and Transportation.

That the span of human life might be lengthened five to fifteen years if the proper steps were taken to wipe out preventable diseases and discover incipient stages of diabetes and tuberculosis, was the declaration made recently by Dr. Burnside Foster, at a meeting of the Association of Life Insurance Presidents. As a means of bringing about the ideal condition he recommended that the life insurance companies examine their policy holders every five years to ascertain their physical condition.

Dr. Foster is editor of the *Medical Journal*, of St. Paul, Minn., and he came here to address the life insurance officers. He said that the United States could, if it wished, stamp out typhoid fever just as effectively as Havana stamped out yellow fever.

"The problems of the control of the diseases of mankind are not very different from the problems of the control of the diseases of beasts," said Dr. Foster. "Are not its citizens at least as great an asset to a nation as its hogs? The government undertook the matter of protecting the lives of its hogs and cattle because the people demanded it. When the people demand it it will also undertake to protect the lives of its citizens. The medical profession has for years been pleading for governmental aid in their efforts to wipe out preventable diseases. It has pleaded to deaf ears. Many persons die of kidney disease, of tuberculosis, of cancer and diabetes and of other diseases every year and many millions of dollars are paid by the life insurance companies which have issued policies on the lives of these persons who were sound when the policies were issued and who might have lived much longer and paid many more annual premiums if the diseases which caused their deaths had been recognized and properly treated in their earliest stages."

Dr. Foster brought on a lively discussion. Opposition to his five-year plan was expressed by F. E. Wells, medical examiner of the Equitable; Oscar H. Rogers, of the New York Life, and Thomas H. Millard, of the Metropolitan.

"Sick deadbeats and drunks," as he classes them, will not be doctor'd any more by Dr. J. Dobson, of Winsted, Conn., who has sent word of his intention in a circular letter to his patients. He has on his books numerous accounts marked "N.G." Dr. Dobson's letter reads:

"I am growing old, and it is neither wisdom nor prudence for me to wear out myself, horse and team, driving over these hills in all sorts of weather, giving the best of service and the costliest medicines to people who are not willing to pay. Therefore, I wish to announce that henceforth every one must be placed on the same footing, and all business must be on the spot cash basis. No more credit, no more deferred pay-



C. R. COSBY,  
of New York City.

ments, and no more deadbeats will be allowed, nor will any drunks be attended. When I am called it must be clearly understood that payment is to be made at every visit."

W. F. Doty, United States Consul at Tahriz, furnishes some interesting facts on the extent to which chemical dyestuffs are supplanting those of vegetable origin in Persia.

"The large carpet importing houses," he writes, "have done their utmost to guard against coal tar preparations, and presumably most of their Oriental rugs are about what they are represented to be. Naturally, the price of such rugs is above that of the products in which chemical dyes are employed. In Persia there are some well established rug exporting firms that loudly cry, 'Back to the vegetable dyes.' It is to them the credit is given that a royal edict was issued more than eight years ago forbidding the introduction of aniline coloring material. This law, however, is not enforced."

There are a few druggists who seem to believe that business enterprise is reflected in the use of advertisements that out-lie a circus poster.

Albany *Evening Journal* recently sent its sporting editor to "cover" the smoker of the Albany Drug Club, the result being an amusing story in which facts, sporting phrases and humor all strove for the supremacy. To the reader who was not present and who is devoid of sporting blood it is, however, difficult to realize what actually happened, except that everybody had a most enjoyable evening.

It was Mabel's birthday, and, moved by childish curiosity, she suddenly asked: "Mamma, tell me what time in the day was I born?"

"At 2 o'clock in the morning, dear."

"And what time was I born at?" asked her brother Jack.

"At 7 o'clock."

"Heh! My birthday's longer'n yours," cried Mabel exultingly.

"Well," said Jack, puzzled for his answer for a moment only, "what's the use of being born before it's time to get up?"

During one of the banquets of the Church Congress in London a certain Bishop had as his left hand companion a clergyman who was completely bald, says *Success*. During dessert the bald-headed vicar dropped his napkin and stooped to pick it up. At this moment the Bishop, who was talking to his right hand neighbor, felt a slight touch on his left arm. He turned, and beholding the vicar's pate on a level with his elbow, said: "No, thank you; no melon."

"How do you know you talked sensibly to your wife?"

"She wouldn't listen to me."

What is said to be the first instance on record of articular tuberculosis caused by excessive devotion to typewriting work is reported from Antwerp. A correspondence clerk in a wholesale business house there consulted a doctor recently about a pain in his right hand. Upon examination the doctor found the hand to be affected with tuberculosis and needing amputation above the wrist. The only reason that could be discovered for the existence of the disease was the abnormally heavy amount of typing work habitually done by the patient. The operation was successfully performed and the clerk has retained his employment, having taught himself to work his machine with the left hand only.

"It amuses me to hear Hopperdyke say he is a man of few words."

"Well, he is, but he can talk you to death with the few he does know."

How long would it take you to make a pair of boots, do you think? You probably had not better begin it, especially if you need them soon. Even a cobbler in the old days, working with his assistant, would spend a day and a half making a pair of boots. And the cost would be about \$4. But now, of course, shoes are made by machinery, and it is astonishing to hear how quickly they are made, says the *Chicago News*. It takes just four minutes to make a pair of boots! And the labor cost is 35 cents. Of course, no one makes the whole boot nowadays. There are a hundred different men making different

parts of it, and each one does the same thing over and over again, and each man learns to do his particular work especially well and quickly. And you should see the buttons sewed on! A boy takes the part of the shoe where the buttons are to go and fits it into a machine, throws in a handful of buttons quite carelessly, turns the machine, and in no time out comes the piece of leather with all the buttons exactly in the right place. No wonder some factories turn out ten thousand pairs of shoes in a day!

"He has always been a great wanderer, hasn't he?"

"Yes, in his mind."

A sign of the times is the following advertisement culled from a London paper recently:

LADY is desirous of engagement as chauffeur to lady or gentleman; splendid driver, understands all cars; age 29; town, country or abroad; state full particulars. Apply, etc.

The Russian Government has rejected the Washington State Department's application that American business men belonging to the Jewish faith should be allowed to transact business in Russia. The commercial treaty between the two governments contain a clause that citizens of each country may travel freely in the other on their lawful affairs. Russia's treaty adds the proviso: "Subject to existing regulations." These regulations prohibit immigration of foreign Jews into Russia.

The American Government applied in the closing days of Roosevelt's Presidency to have the proviso struck out. The Russian Foreign Office has refused the application.

It's useless to try to drown your troubles in the cup. Troubles are expert swimmers!—*Lippincott's*.

The fact that China is in dire need of modern medicine was brought out by Dr. Charles T. McArthur, formerly of Hong Kong, a recent visitor in Milwaukee.

"Modern, enlightened medicine is rapidly gaining a strong foothold in China and the Celestials are beginning to realize their great need of it," said Dr. McArthur. "The number of native practitioners with foreign training is rapidly increasing and practically every missionary physician in China has a medical school for natives. The result is that the whole lump of Chinese medical ignorance will soon be enlightened. At present, the amount of unrelieved suffering which could be relieved under proper medical care is appalling."

"The Chinese are favorable to the patent medicine business, if it can be brought within their reach. They take naturally to such a method of treating disease and remedies advertised in China as they are in the United States would have a tremendous sale. The field for patent medicine manufacturers is certainly promising in China."

The nice thing about having a clerk who is engaged to be married is that there is always some one in the store to make it look busy.

Mrs. Maud Pepono, wife of Henry Pepono, a farmer in Blue Clay Creek, Arkansas, got up one morning and at once proceeded to search her husband's trousers, as was her custom, but instead of finding the usual collection of small change she grasped a giant bullfrog. Her wild shriek awakened her husband, who leaped from his bed, intending to tell her it was all a joke, but she already had rushed out of the door and into the adjoining woods, still screaming in her fright, says the *Chicago Inter Ocean*.

Pepono pursued her, and both might have been running yet had not their wild flight been suddenly halted by a black bear rushing furiously at them from the opposite direction. The Peponos whirled instantly and rushed for their dwelling, the bear still after them and gaining in the run. Just as they neared the clearing they noticed that their house was on fire, probably due to overturning a kerosene lamp in their hasty exit.

In order to escape the bear both jumped into a well, from which they were rescued, more dead than alive, after neighbors shot the bear. The dwelling was burned to ashes. Pepono is too excited to admit that he put the frog in his pocket to break his wife of a bad habit. He, however, has coined a moral like this:

"It's cheaper to let your wife search your pockets than to scare her with a bullfrog."

# Paper on Good Window Dressing Gives Jerseyman Era Cash Prize of \$10.

In Contest No. 1, of the ERA'S series of Cash Price Competitions, the judges this week have awarded the cash prize of \$10 to Daniel F. Wettlin, Pharm.D., New York College of Pharmacy, 60. Mr. Wettlin is with Charles Holzhauser, the prominent pharmacist of Newark, N. J., whose store is at Broad and Market streets, in the center of the business and shopping district. This contest is for the best article on any business subject of value to retail druggists. Full details of this competition, which is open to all, will be found on advertising page 37 of this issue of the ERA. Mr. Wettlin's winning paper is as follows:

## Getting Results From Window Displays.

By Daniel F. Wettlin, Pharm.D., Newark, N. J.

The criterion of the value of a window display is the direct results which may be obtained from it. Of course, all good advertising has an indirect value, which in the very nature of things cannot be estimated with exactness. But the fact remains that if a given display shows favorable direct results, the indirect results are sure to follow in its wake. Every display has some sort of results. They may be good, bad or indifferent, but whatever they are, the salient points should be remembered, and the best way to remember a thing with accuracy is by putting it in writing; therefore, records should be kept of window results, just as a salesman keeps a record of his work. A record kept in the following manner I find very useful, and requires only a few moments after each display to keep right up to date:

## FORM OF WINDOW DISPLAY RECORD.

DATE	DISPLAY	DESCRIPTION	RESULT

Photograph records are of great value, and a scrap book filled with pictures of displays, either your own or cuts taken from periodicals, make a very valuable reference book.

To properly arrange a display, I believe that it is necessary to feel that you are fitting out a salesman to bring in "orders." Too many window dressers err in this one salient point. A certain large firm that are good advertisers generally, hired a valuable window to display the article they were selling, and the results fell absolutely flat, and why? They had a beautiful display arranged by a professional window dresser. It would stop the average passer-by, and he would admire, but then pass on. He did not get a definite idea of the value or use of the article, consequently did not see its application to his personal needs. There must be that something about a window display which will not only attract, but convince and sell. To draw a pretty picture is the Alpha and Omega of too many window dressers, and especially of those who belong to the non-professional class. A pretty picture in a window that does not tell something in a convincing way represents merely a waste of time and good material.

The methods of attracting attention are as varied as the number of things that are mysterious, unusual or unique. The quack "doctor" will exhibit his powers of mesmerism, or have strange animals, or bandle with impunity naturally dangerous snakes, etc. These are his methods of attracting attention, to enable him to tell the story that will finally draw the money from the pockets of his hearers. Today, when a good salesman approaches you, he does not begin by presenting a cold bare business proposition. His first object is to arouse your interest in the thing he wants to sell. To do this he may resort to mesmerism, if he be clever, but he does not extract a snake from his pocket and demonstrate his ability as a snake-charmer. Rather his methods are refined and you like



his genial manner. Your interest aroused, he then shows why you need that particular article he is selling, and then if conditions are right, he makes the sale.

A good window display is a silent salesman. It attracts attention, and it convinces onlookers that they need the article displayed. It brings direct results. Such displays are usually the most difficult to get up, because they require original ideas and often much work, but they pay. They pay in every store that caters to retail trade, and there is no exception to prove the rule. To be sure, results will be far greater in a store located where greater numbers of people pass every day, but wherever there is a store that can do any business at all, then it pays. It pays because seven people out of ten are anxious to obtain a bargain, whether they need it or not, they buy anyway—if the article is presented right, and one doubtful customer made by those means is worth a great deal in indirect results which will follow.

The display which I will describe sold 19 dozen pairs of rubber gloves in two weeks. Previous to the display there had not been a pair of gloves in the store in over a year, so that the results attained were entirely the outcome of the display, coupled with one insertion of the accompanying ad. in the best evening paper in the city.

The main feature of the display was two right gloves held together as in a hand-shake. These were designated "Glad Hands," and below them was a statement which read, "Wear rubber gloves while doing housework, and you will always have 'Glad Hands.'" Above this and suspended from the ceil-

### DO YOU KEEP HOUSE?



**"GLAD HANDS" result if you wear RUBBER GLOVES**

Housework will save a woman's hands, and the more delicate the skin the more quickly do the hands become ruined. We have secured a lot of brand new gloves of good, heavy quality. Every pair guaranteed to be perfect. While they last,

## 49c

Mail Orders Filled

**HOLZHAUSER'S DRUG STORE, Cor. Market & Broad**

ing was a large sign which read "Superior Quality Rubber Gloves, 49 cents." At one side of the window and not shown in the photograph was a smaller sign on an easel with the plain bold statement that the gloves were not damaged nor seconds, and that every pair were strictly guaranteed to be perfect. Gloves were displayed on glass shelves arranged on the floor of the window. In order to have the goods stand up and show their form, an ordinary mineral water glass was used, over which the glove was drawn, then blown up. The Glad Hands were fixed in the same manner, but mounted on pieces

of soft wood, which fitted inside the glass and held it firmly. The other end of this arm was fastened to the frame work on the back of the sign. Crepe tissue was used to form the sleeves. In order to give the proper effect and to set the gloves off in strong contrast, a curtain was made of dark colored material and hung from a wire fixed at the top and back of the sign, and bent to form a semi-circle.

You will notice that the word "guaranteed" was used in one of the signs. I believe that this word is one of the most valuable assets that an advertiser has at his command, and yet it is a word that is abused and played with more than anything else I know of in the advertising line. It must not be used in a general sense, but it should be the center of all the force of expression and positiveness of assertion that one can command. To merely state that you guarantee a certain article means absolutely nothing to the average person that passes a show window. But to assert in unequivocal terms that the article is absolutely perfect in every particular, and that you are not only willing, but glad to refund the price paid if the article is not exactly as represented, then I say, you are making a statement that is one of the strongest selling points I know of. You would not put up a prescription nor sell five cents worth of salts, if you were not satisfied that it was all that it should be.

Exactly the same principle should apply to merchandise. If there is one class of tradesmen that should have more confidence in the thing he sells than any other tradesman, then that man is the druggist. Don't buy what you are not willing to stand by, even if it is only a fountain syringe. One of the most rapidly growing department stores that I know of has for its slogan, "Money back for any unsatisfactory purchase"; of course they mean it. This attitude taken by a store creates a confidence in its customers, and it is just this relation that all business men are striving for as a prelude to success.

It is surprising how few "come backs" there are with this plan, if managed properly. In the case of our rubber glove sale, we had a great many pairs exchanged because of error in selecting the proper size, but only two pairs were returned as unsatisfactory. One of these was actually imperfect, but the other case, I believe, was an imposition on the liberality of our plan. In every case, however, the customer was satisfied, and the store was a gainer by the deal.

Getting results from window displays is merely the application of the simple, time-worn principles of salesmanship as applied to displays. They may be summed up as follows:

1. Attract attention.
2. Convince.
3. Make good.

### Curiosities of Old Prescription Files in Lafayette.

Lafayette (Ind.) *Sunday Times*, of recent date devotes more than two columns to an interesting historical sketch of the Hogan Drug Company, wholesale druggists of that city, dating back to 1842. Thomas W. Hogan, the president, pointed out to the writer the interesting features of the old prescription files and furnished much information of local historic value. Among the peculiarities of physicians of years long gone was that of Dr. Jewett, of whom it is related that if he wrote a prescription for anyone, the ingredients of said prescription being nice and pleasant to the taste, he would always add some neutral drug that was bitter to the palate. He would make the statement that when a medicine was swallowed there was a mental attitude toward it that made it effective for good, if it was unpleasant. His own mind was far in advance of his day, for he believed greatly in the power of mental suggestion. While psychology and mental suggestion as sciences had not as yet been formulated, still the principles of these sciences, as yet crude and of a shape indefinite, were nevertheless, taking possession of broadly original and reflective minds, not bound down to hard and fast rules of an inflexible professionalism.

### Meetings of the New York Section, S.C.I.

At the March 19 meeting of the New York Section of the Society of Chemical Industry the evening's programme was as follows: G. W. Thompson, "Dutch Process White Lead"; E. C. Klipstein, "The Influence of Chemistry on the Utilization of Quinacrine." Illustrated with lantern slides; J. P. H. Perry, "Reinforced Concrete Industrial Buildings." Illustrated with lantern slides. The election of officers will be held April 23.

## Why Medicines Sometimes Fail.

By Emma Gary Wallace.



This is a great age. No one doubts it for a single moment. Truly the Public—the great, novelty-seeking Public—pays its money and takes its choice of any one of a dozen different roads which are supposed to lead to the town of Good Health.

Healing vibrations may be bought by mail at one dollar per so many vibs. The occult, the weird, and the speculative are regularly revived and rub elbows with newer theories of healing. Some are hypnotically fantastic and others entirely reasonable and progressive. We may have our food raw or cooked, pre-digested or natural. It may be grown above or below

ground, and we may eat of the flesh pots of Egypt to repletion or diet strenuously, so that according to an ancient priesthood, our bodies may sit lightly about our souls; or what is a great deal less poetical, we may go down to the corner drug store and get a dose of good, honest, cold-pressed castor oil made into a liquid sandwich with a sarsaparilla or a lemon soda and continue our way of thinking, rejoicing.

Yes, it is a great age, and what with the multiplication of medical schools, remedies and unrecognized, the various healing sciences, physiotherapy, the profusion of advertised remedies, the sensational itinerant medicine vendor, who has his field of influence and public uncertainty concerning the possible purity of drugs and fishes—the angust Court of Public Opinion has become confused.

It questions closely the efficacy of everything, even the old reliable remedies which have bridged over many a yawning chasm. Confusion leads to questioning. Superficial questioning which comes from lack of true understanding of a subject leads to doubt, and doubt means loss of confidence. Now, as the basis of all business is confidence, the loss is a serious one, of a more threatening nature if long continued, than a temporary panic, which readjusts itself with the restoration of confidence.

There is no use ignoring the vast following that believers in non-medication have gained in the last decade, and nine out of ten of them will argue logically and convincingly to the lay mind at least, that medicines too frequently fail in the effects they are expected to have.

It is often a matter of surprise to physicians and to pharmacists why tried and true remedies do apparently fail, when there is every reason to believe that the diagnosis has been correct, the proper remedies prescribed and the greatest skill and accuracy brought to bear in the compounding. Idiosyncrasies on the part of the patient are argued, and other remedies tried with equally discouraging results. Another druggist is patronized and the seeds of lack of confidence between the twin professions are sown, as well as in the minds of the patient and family. Practitioner and pharmacist have been conscientious and no error of judgment has been made, and yet too often the effects are not justified by the hopes of either. Why?

There is a reason so simple, why in many, many cases medicines fail, that its very simplicity seems to have caused it to be persistently overlooked. Too often, the medicines are not given in the homes as they are directed to be taken.

This is by no means true in all cases, but it is true in enough cases to be a serious menace to uniform results.

Unless critical illness invades the home—and even then various circumstances may prevent the employment of a trained nurse—the house-mother usually attends to the giving of the medicine, except in cases where the patient is able to attend to it himself, and in the crowd of detail and distracting cares which surround her, medicines are often given in haphazard manner. Many people do not have the respect for the medicines they are handling that they ought to have, and too frequently the necessity for a definite system of continued action to accomplish a given purpose is overlooked. Labora-

tory research may show that certain elements and combinations of elements have an unvarying action upon the human system, but up to date no laboratory research has shown by what means such action may be obtained if the medicines prescribed are left in a bottle on a shelf. Metabolism is difficult under such circumstances.

These cases are much commoner than is generally supposed, and they are not confined to any part of the country, either. Possibly the very paradox of the idea has kept it from being suspected, but if one stops to reflect how difficult it is to get any service, however simple, performed exactly right, the wonder will disappear.

Recently a well-educated woman—as far as books go—was given a prescription calling for a four-ounce mixture of essence of pepsin and tincture of nuxvomica. The medicine was to be taken three times a day in teaspoonful doses. It lasted considerably over a month, at the end of which time the patient reflectively viewed the remaining half-ounce and complained that either the doctor did not understand her case or the drugs had not been first quality, she rather suspected the latter, as the mixture had a most disagreeable, bitter taste, and she had received no benefit from it. That woman was not educated in that most important branch of knowledge, the necessity for system, and so she lost confidence in her druggist, blaming him for that for which she was to blame herself.

A dozen tablets to be given every half-hour until taken, beginning at 9 a. m., does not mean, as many interpret, one along during the day as it happens to some handy, with perhaps three or four left in the box and never taken. The patient has a restless night, the fever continues, and doctor or druggist, or both, are condemned.

The methodical, painstaking individual who will attend to such matters properly, without having particular and frequent attention called to the importance of it, is the exception. What avails the skill and knowledge back of material means, if such means are handled irrationally?

A mother with money and the advantages of travel, was heard recently to lament that the medicines prescribed for her child afflicted with urinary incontinence had been unavailing. She had consulted several physicians, and now meditated engaging the services of a magnetic healer. "And there," she said mournfully, "is a whole shelf full of medicines, that I have paid my good money for, and Johnny no better than he was in the beginning."

When questioned as to the reason for her frugality in keeping them on the shelf instead of giving them to Johnny, as directed, she looked injured, and declared "that one mortal could not be expected to remember everything, and it was not likely that they would have done any good, anyway. No improvement had been noticed from any given," and in a burst of parental solicitation she decided to crasp at the last straw, and send away for an advertised remedy of entirely unknown origin. Probably that joined the shelf assortment, too. If so let us rejoice.

Scarcely a week passes that some serious result does not occur from home carelessness in the handling of medicines. Sometimes dispensing doctors do not have the time to label their remedies, and patients forget the directions or get them quite differently in mind than was intended.

A woman with a weak heart who took powders of acetanilid and codeine every half-hour instead of powders containing one-tenth grain of calomel each, explained weakly when the alternate doses of brandy and strong coffee had pulled her together again, that she hadn't bothered to put on her glasses to read the labels. If every person had the proper respect for the medicines in their handling, prescriptions would not be handed around the neighborhood, nor would medicines be given internally which had been in the house for indefinite periods.

A case of this kind is still fresh in mind. A bright young man felt symptoms of a complaint from which he had suffered a couple of years previously, and going to the cupboard he found about one-third of a bottle prescribed for him at that time. He drank some of the bottle and went out to milk. Not returning, his family went in search of him and found him dead by the side of the first cow. Doctor and druggist were called upon to explain. Examination and analysis of the bottle and remaining contents showed that the original cork had been replaced by a very defective one, evaporation and chemical change had taken place, and the unmeasured dose of this different and stronger mixture had proved fatal. Ignorance is no excuse in the eyes of the laws of Nature, and patients

suffer and by reactionary effect, confidence in applied medical science suffers also.

People do not need to be frightened. They did not have to dance on the third rail in order to learn that it was wise to treat it with the respect of distance. Neither are they deterred from riding on the electric by the sign, "Dangerous, Keep Off." They have learned a wholesome deference for the power which they do not understand that whirls them on to their destination.

What can be done about it? Guard cannot be mounted over every prescription dispensed until it is all used, but an occasional word of advice may be given, embodying the truth that close prescribing and accurate dispensing are entirely dependent for results upon the faithfulness with which the directions are followed.

And the women-folk of the drug trade—those fortunate ones who understand, can be of *inestimable help* in disseminating among their sisters, in circles of friends, in clubs, and wherever opportunity presents, the incontrovertible fact that medicinal plants and material means were given us by a wise Creator, for the healing of the Nations, if rightly used. That the home administration must be systematic, conscientious, and of first importance, if the blessing of Good Results is to follow.

#### Winter's Programme at College in Richmond.

RICHMOND, Va., April 3.—The Pharmaceutical Association of the University College of Medicine has held meetings regularly each month this winter and much interest has been shown by both students and faculty. The following is a record of the winter:

October. Address, "History of Pharmacy," Dr. Roshier W. Miller, Dean.

November.—Discussion, "The Pure Food and Drugs Act, and Virginia Drug Laws," Prof. George E. Barksdale. The following students, representing their respective States, discussed the influence of the National drug laws on State legislation: S. O. Blair, West Virginia; W. M. White, North Carolina; L. H. Batts, Florida.

December. "Ethical Pharmacy" was discussed. T. E. Carper discussed the relation of proprietor to clerk; W. A. Madden discussed the relation of proprietor to public.

January. Address, "Household Chemistry," Prof. W. E. Radd, Paper, "Household Cleaning Preparations," E. P. Fletcher.

February. Address, "Good Tar Products and Their Official Derivatives," A. Bolenbaugh.

March.—Debate, "Resolved, That the practice of pharmacy should be limited to the sale and dispensing of only those substances used for the prevention or mitigation of disease." Affirmative, H. M. Fortes, L. W. Burdage, M. H. Hoffman, R. B. Shelor; negative, P. M. Massie, R. E. Monroe, C. L. Coleman, W. T. Johnson.

The officers are: President, E. D. Capper; vice-president, L. T. Ford; secretary and treasurer, W. L. Grimes.

#### New Chapter Has a Promising Future.

SYRACUSE, N. Y., April 3. The Syracuse Chapter of the W.O.N.A.R.D., a wide-awake organization representing 75 families, held a meeting Tuesday afternoon at the Chamber of Commerce. The auxiliary was organized for the purpose of assisting the Syracuse R.D.A., but as yet has not decided what line of work it will take up. The organization includes in its membership the wives of druggists and women clerks. Only routine matters of business were considered. Miss Effa J. Lawton, pharmacist at James E. Jones' drug store, at 415 Pond street, read a paper on "Women's Clubs." In the near future the women hope to develop a plan to promote the interests of the druggists. Mrs. W. B. Bissell is president, Mrs. George E. Thorpe secretary and Mrs. H. W. Greenland treasurer.

#### Timely Topics Discussed by Ohio Druggists.

CLEVELAND, April 3. The March meeting of the Northern Ohio Druggists' Association was held at the Cleveland School of Pharmacy, with President Schmeurer in the chair. After routine business the session was devoted chiefly to discussion of prescriptions, U.S.P. and N.F. preparations.

The absorption of making window displays of goods whose prices are unprotected was brought up, as it had been several times before. A report was made concerning a physician who complained because his prescription for *spiritus juniperi communis* was not filled by dispensing gin. This raised the familiar problem of Hoffmann's Drops vs. Hoffmann's Amodyne, and lastly the confusion regarding the many varieties of syrup of hypophosphites was discussed. All present added to their fund of information.

## A Double or Not.

By Joel Blanc.

It is a strange fact that the more peculiar looking an individual may be, the more supposed doubles he has. As it has been stated that all Chinamen look alike, and with fully as much truth, it may be said, that all one-eyed men look alike. The traveling man of peculiar appearance finds many evidences of the truth of this statement. Should he have a hair-lip or have suffered any disfiguring affliction, he will, wherever he goes, be told of other men who "look exactly like" him. However, when one comes face to face with his claimed doubles it will generally be found that the resemblance is only in a similarity of facial disfigurement, that observers have noted only the mark of affliction and ignored all other physical characteristics. In my years on the road I had a number of personal experiences of this nature.

In spite of the foregoing, I did have one experience which leads me to believe that I actually did have a perfect double, and yet I cannot be positive in my belief. It happened in the days when I was selling that little old pill, the sort that so many of you boys have bought from me. To be exact, it was during the yellow fever scourge of '87.

When I reached Decatur, Ala., the mail from farther south was already being punched full of holes and fumigated before delivery. Birmingham was under shot-gun quarantine and by the time I reached Florence via Tusculum and Sheffield the scare was in full swing. As a result, I was locked up in Florence by a cordon of armed sentries who surrounded the town, for be it known that a shot-gun quarantine keeps those who are in a town from leaving, just as rigorously as it keeps others from coming in. Having previously had some unpleasant experiences with quarantine in Florida and Mississippi, I resignedly accepted the inevitable and settled down for an indefinite stay in Florence.

I had arrived in Florence Wednesday night. When I learned on Thursday morning that I was trapped, the train upon which I came in being the last one that was permitted to enter, I simply laid in a stock of periodicals and settled myself to spend the first day in reading. Before this, however, I had called on Jim Milner and the other druggists, but under the circumstances had sold nothing. I then left my watch with Andrew Brown, the jeweler, for him to replace a broken main-spring with a new one. It rained hard all day Thursday and up to Friday evening, so I did not leave the hotel. Friday night I went over to Brown's for my watch. When I entered the store and asked for my ticker, Brown looked at me in amazement and said, "Why, you got it this noon!" Despite my emphatic denials, Brown insisted that I had come in about noon, that he had handed me the watch before I could ask for it, that I had taken it, proffered a ten-dollar bill in payment for the repairs, accepted my change and walked out. Brown's son Robert sustained his father by declaring that he had witnessed the entire transaction. Thinking that I had better keep quiet until I should have time to consult a lawyer, I mentally decided to first attempt to unravel the mystery, and returned to the hotel. In the lobby a group of men stood before the desk in earnest conversation with the proprietor of the house. Later I learned that the group was made up of the sheriff, Campbell, the banker, and some of the town merchants. I was in such a dazed condition that I could not be sure that they glanced at me suspiciously, but it seemed to me that they did.

Throwing myself into a chair, I sank into a troubled reverie which was soon broken by the voice of the proprietor who had advanced toward me, accompanied by the other men. What Connor, the hotel man, told me was this: Among the deposits made at Campbell's bank during the day, a number of counterfeit ten-dollar bills had been discovered. Investigation dis-



closed the fact that nearly every store along the main street had taken in a counterfeit ten-dollar bill during the day. Further investigation led a number of storekeepers and their clerks to declare that I had entered their stores, made a trivial purchase and in each case proffered a ten-dollar bill, receiving the necessary change in each transaction. While proprietor Connor, his clerk and the porter declared that I had not left the house until night, so far as they knew, the storekeepers and their clerks unhesitatingly identified me as the man who had passed the counterfeit money.

In a little while the hotel office was thronged with a curious crowd. The noise of argument had also drawn many from the nearby bar. Just as Sheriff Crow had expressed his intention of immediately removing me to jail, a long, raw-boned native came from the bar and pushed his way through the crowd in order to find out what the excitement was about. As his eyes rested upon me he gave a scream and then yelled, "Good Lawd! He's done come back. He's dead an' livin' too, an' I shot him with both barrels, blowed his face off an' throwed him in the river." Ashen white, trembling convulsively, the man thrust his hand into his pocket, drew forth and handed me *my watch!* "Take it, take it!" he exclaimed. "It must be a hant, laik you-all—an' this, take this, too!" He extended towards me a roll of bills, the tens of which proved to be counterfeit. Then the man attempted to flee; but the crowd closed around him and he was soon subdued.

Of course, this raw-boned native had not received the watch from Brown, had not passed the counterfeit money and was not the one who had been mistaken for me. From his half-drunken, half-crazy ravings we were able to piece out the story which told us how he had become connected with the case.

The man, a shiftless, n'er-do-well named Bloss, had volunteered for quarantine duty and had been put on guard at the Florence end of the railroad bridge which spans the Tennessee River at this point. He declared that shortly after sunset I had approached him and endeavored to bribe him to let me pass over the bridge. When he refused, I had, so he declared, rushed past him and started to run across the bridge. He thereupon fired both barrels of his shot-gun, killed me instantly and nearly blew my head away. Thus far Bloss had acted within the law, but when he reached the body and felt a watch in one of the pockets of the clothing, cupidity got the best of him and he took everything he could find. Then he made his greatest mistake by throwing the body into the swiftly rushing river. He went back on post and remained on duty until relieved by another quarantine guard. By this time Bloss' conscience had become awakened and he decided that the only way to quiet it was to come into town and use his ill-gotten wealth to get drunk. So far as I know, there was never any confirmation of Bloss' story except the pool of blood that was found upon the bridge, and never having seen the man I cannot say how much he really looked like me. It was proven that he had passed counterfeit money in several towns between Nashville and Florence. In Columbia he had acted as a book agent, it was said, and had a horse and buggy of his own. Possibly he had a pal with the horse at the other end of the bridge, but how and when he got into Florence and why he took such a fool's chance in trying to get out of the town will never be known. That he was dressed like me was certain, but there was nothing remarkable in that, as I wore a blue serge suit, black tie and derby hat.

The evidence of his resemblance to me was so unanimous and exact that I am forced to confess that the man must have borne a remarkable likeness to me.

I have often wondered what sort of a scrape I would have gotten into if Bloss had not shot the crook, and I am under the impression that some of the Florentines still believe that I passed those counterfeit bills.

### Remembered Brutal Murder of Venerable Druggist.

Boston, April 3.—Druggists in the Massachusetts Legislature recently showed that they remembered the murder of venerable Charles A. Bushee, of Somerville, who one stormy Sunday night a year ago was brutally beaten and robbed in his drug store by three young toughs. The Legislature was asked this year to allow juries in capital cases to report verdicts of guilty in the first degree with these words added: "without capital punishment." On the roll call on the bill Druggists Bonney, of Wakefield; Thompson, of Somerville, and Whittemore, of Somerville, all went on record against the amendment and helped to kill the bill.

## Original and Selected

### AROUSING INTEREST IN THE WORK OF THE STATE PHARMACEUTICAL ASSOCIATION.\*

By Wynn L. Eddy, of Brigham City, Utah.

*"What method can be suggested to stimulate interest among those members of the association who never attend its meetings, and do not realize the value of such gatherings?"*

The subject of this paper is one that has received more or less attention from the active members of every association, both social and commercial, that has reached any degree of efficiency in its particular field of action.

The first point for consideration in this question is: why will a man join the association, pay his fees, and yet never attend its meetings? At first thought you may not agree with me when I state that it is almost entirely a matter of selfishness; later you will arrive at the conclusion that it is selfishness, because he is willing to pay money to be considered one of a "live bunch," yet still will put forth no personal effort for the general good. That so many are willing and anxious to reap the benefits of concerted action, but will not give their personal attention to

The proper way to stimulate interest among members of this kind is to prove the work, is the basis of the entire trouble, to them that they lose more by being absent from the meetings than they can possibly hope to gain in the same time by their best efforts at their individual work. You, no doubt, feel this to be true or you would not be present at this time. The best method to thoroughly impress this upon the absent members is our desire. Have you a method? Many of you probably have a better method than I can suggest. If you have no method to accomplish this particular object, now is the time to get one, for upon you as individuals depends the life and efficiency of this association.

The method I have is to advertise. Advertise the benefits of the association to druggists as a whole, but more especially to advertise the benefits of the meetings to druggists individually. If you have something the other fellow wants to exchange for something you need you can adopt some means to let him know it. This is advertising, whether it be by bill-board, booklet, letter, newspaper or word of mouth. Now we have the good each individual receives by being present at our meetings to exchange for the presence of the absent members. Our pleasure and profit derived from this meeting will have no effect upon them unless they hear of it, therefore I would advise that this association have the proceedings of this meeting printed in pamphlet form and that the secretary be directed to send a copy to every member; also that several of the leading drug journals receive a general synopsis of our actions and a complete report of the pleasant entertainment extended to us by our fellow druggists of Provo and surrounding towns. The journals will be pleased to publish it as news and thus it will reach many members not here.

The membership committee might, with propriety, extend its sphere of action and write each member, not here, stating that their absence was noted and expressing a hope that they can arrange their affairs to meet with us next year; or better still, have the president, who has labored so assiduously for the welfare of the association the past year, perform this diplomatic service.

The above suggestions, if well executed, only begin our campaign. The major part of this advertising of the benefit

of the meetings to the individual member must be performed by personal effort. Continued personal effort in the endeavor to impress the value of attending the meetings upon the members who never come. If you can show by your enthusiasm that attending the meetings of this association has renewed your courage to tackle the problems of life, exalted your hope in the future of your business and presented you with ideas that give an impetus to your trade that cannot be withstood by all the petty efforts of your non-attending competitors, then our desire will be fulfilled and the non-attending members will be sitting on the front seats at our first meeting next year.

Begin now, if you have not already done so, to pay particular attention to the points and suggestions advanced at this meeting. Get them in concrete form and where applicable use them in your business. Brush up in the use of the English language, if getting a bit rusty, in order to be able to tell in a fitting manner the benefits and pleasures of this meeting. It will renew the good done you and stimulate the interest of those not present, when properly presented to them.

Take an active part in politics. Your time and energy cannot be better spent. Not as a politician or party man, but as a wide-awake citizen interested in the civic welfare of your particular community. Never before was there a greater interest manifested by the public in sanitary and health regulations than at the present time. The pharmacist leaves it all to the physician. This is neither proper nor right.

The prohibition problem will soon be presented to the people of Utah. It is a question of very material interest to the druggist. Study it, take one side or the other and be able to give your reasons in a dignified, agreeable manner.

Other questions may arise in your community that are of importance to you as a druggist and a citizen. If so, meet them fairly and come out squarely in the right that you may gain honor and your neighborhood profit thereby.

And last, but not least, be loyal to the association. Give it credit for the assistance it has rendered to you. Support its committees, answer their letters, spend some time and personal attention in the labor of the committee on which you may be appointed. Do these things that you may become a bigger man and a better druggist, that this association may be a greater power in the State and accomplish more good than ever hoped for in the fondest expectations of the most enthusiastic member present; that those absent will fully realize the value of such gatherings and be stimulated in interest to such an extent that nothing could keep them away from our meeting a year hence.



WYNN L. EDDY,  
of Brigham City, Utah.

### BUILDING UP A PRESCRIPTION BUSINESS.\*

By Charles H. Frantz, Bay City, Mich.

Endeavor and effort in the building up of a prescription business covers a very wide field of work. The modern drug store with its many "side lines" that have become practically integral parts of the drug business, if not of the drug store, give much opportunity for the display and feature work, so much so that the up-to-date drug store little resembles the shop we used to know where labeled bottles in orderly rows gave a sedate air that we all remember. The prescription business is often permitted to suffer under the stress of present-day conditions, often being subordinated to the confectionery, stationery and sundry lines, the soda fountain, the lunch features, the cigar stands, etc. At the same time the prescription business is still and always will be the basis of a drug store, and it should be and can be held as the first consideration without injury to the other departments.

It is the department upon which the public, ill with real or imaginary ills, looks with the most critical eye, to say nothing

\*Proceedings of the Michigan State Pharmaceutical Association, 1908.

\*Read before the Utah Pharmaceutical Association.

of the physician who is the mainstay of the prescription room.

While there are varying conditions in the different localities, there are plenty of rules that must be observed in building up a prescription business. Undoubtedly the first requisite is to cultivate the personal acquaintance of the physicians and to inform them of your prescription department and its clerks. Instill into them the confidence of yourself and your clerks. The prescription room is generally the "behind-the-scenes" of the drug store and it should be kept scrupulously clean and attractive, while the physician should be solicited to inspect the department at all times. Never substitute. Always give just what the doctor orders on his prescription. If he specifies P., D. & Co.'s make of any preparation, give it; if he orders Wyeth's give him Wyeth's, and if he wants Fairchild's be sure and give him that. By following this method it will take but little time to gain the physician's confidence for yourself, your clerks and your store, and it is productive of good with the patients, for such a practice metes out full justice to all concerned.

I do not think that it is good policy to be too aggressive in accepting agencies from patent medicine houses that antagonize the physicians with their newspaper copy. It has been my experience that where you are appointed an agent for a concern that guarantees to cure dyspepsia, catarrh, rheumatism, etc., over your name, guaranteeing to refund the money if it does not cure, you are antagonizing the physician, even though you may not know it. If a patent medicine house creates a legitimate demand for its wares, I believe it is good business to stock the article to a reasonable degree and hand it out when it is asked for. The rule against substitution applies here as well as elsewhere, not only on moral grounds, but because when a house creates a legitimate demand for its wares through newspapers, etc., I believe it ought to receive proper consideration in handling its wares, providing, of course, they are put into your hands at the regular \$2, \$4, \$6 and \$8 basis, or better.

Whenever we get hold of a new product in our prescription room, which in our judgment is a good thing for the physician to know, we do not hesitate to call his attention to it. I have invariably found that the physician appreciates and prescribes it for at least a trial, whenever he has an opportunity to do so. I do not think it is particularly good policy for a druggist to throw his influence to any particular physician when all things are equal. Fortunately I am in touch with the majority of the best men in our city. When asked for the name of a good physician it is a simple matter to mention a goodly number and a prospective patient will almost invariably make his own selection and ask your opinion, which may be then given with less appearance of favoritism.

Prescriptions by telephone are desirable and profit adders. It is worth while to get "next" to the physicians and request them to telephone their prescriptions, and then to make a special effort to fill such prescriptions quickly, securely, and attractively as you would do for a waiting customer, with, of course, quick delivery. The physician will invariably throw his business to the druggist who serves him best on telephone orders and that much sooner and in preference to sending prescriptions through the regular channels, via patient or messenger, because he telephones to save time and trouble.

The same rule holds good where patients telephone orders, etc. Druggists who have not had the experience nor made any efforts in the direction of telephone service will be surprised at the result if they will only cultivate this business.

#### Profitable Meeting of Northern Ohio Branch.

CLEVELAND, April 3.—The March meeting of the Northern Ohio Branch of the American Pharmaceutical Association held at the residence of Mr. and Mrs. Hopp, proved to be one of the most successful in the history of the branch. Curiously enough, the discussions of processes and preparations brought up by the members in an impromptu manner were possibly more important than were the set papers of the evening, although all present gained much valuable information from the timely paper on "Oil of Lemon" given by Professor Feil.

#### Use of Compound Microscope in Pharmacy.

The Washington City Branch of the A.P.A. will meet on April 13. The subject for discussion will be: "The Use of the Compound Microscope in Pharmacy." Papers will be read by Burton J. Howard and W. W. Stockburger.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

#### Dyeing Straw Hats.

(T. G. S.)—"Will you kindly print in your Question Box column a formula for coloring or varnishing straw hats black. The formulas in my possession are not satisfactory, as they will either rub off or water will make them run."

We have had no practical experience in dyeing of this character. The plan generally followed, we are told, is that of coating the hats with a solution of varnish in which a suitable aniline dye has been dissolved. A German trade journal has recommended the following combinations, from which you may select one which will probably answer your purpose.

For dark varnishes prepare a basis consisting of 900 grams of orange shellac, 225 grams of sandarac, 225 grams of Manila copal, 55 grams of castor oil and nine liters of wood-spirit. To color, add to the foregoing amount alcohol-soluble coal-tar dyes as follows: Black, 55 grams of ivory-black (modified by blue or green). Olive brown, 15 grams of brilliant-green, 55 grams of Bismark brown R, 8 grams of spirit blue. Olive green, 28 grams of brilliant-green, 28 grams of Bismark brown R, Walnut, 55 grams of bismuth brown R, 15 grams of nigrosin. Mahogany, 28 grams of Bismark brown R, which may be deepened by a little nigrosin.

For light colors prepare a varnish as follows: Sandarac, 1350 grams; elemi, 450 grams; resin, 450 grams; castor oil, 110 grams; wood spirit, 9 liters. For this amount use dyes as follows: Gold, 55 grams of chrysoidin, 55 grams of aniline yellow. Light green, 55 grams of brilliant-green, 7 grams of aniline yellow. Blue, 55 grams of spirit-blue. Deep blue, 55 grams of spirit blue, 55 grams of indulin. Violet, 28 grams of methyl violet, 3 B. Crimson, 55 grams of safranin. Chestnut, 55 grams of safranin, 15 grams of indulin.

A similar process from an English work is the following under the title:

#### Straw Hat Reviver.

Shellac .....	4 ounces.
Sandarac .....	1 ounce.
Gum thus .....	1 ounce.
Methyl spirit .....	1 pint.

In this dissolve aniline dyes of the requisite color, and apply. For white straw white shellac must be used.

#### Licorice Gum Drops: Jujubes.

(Todd)—The old-fashioned licorice gum drops used to allay tickling coughs and to remove hoarseness, were simply a mixture of extract of licorice, gum arabic and sugar, made into a paste with water, additional flavor being added by those who preferred it. Here is a formula:

Extract of licorice .....	6 ounces.
Gum arabic .....	6 ounces.
White sugar .....	12 ounces.

Dissolve in,

Water .....	q. s.
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Jujubes, as sold by confectioners, are made from the best picked gum arabic and sugar and only the inferior kinds contain gelatin. According to the author of "Pharmaceutical Formulas," the common proportions are:

Gum arabic .....	32 pounds.
Sugar .....	14 pounds.
Water .....	2 gallons.

These are warmed by steam heat until, with occasional stirring, the gum and sugar are dissolved, then strained. Some makers dissolve the gum alone in the water, strain, then add the sugar, and heat until it is dissolved. Solution effected, the



preparation must be steadily heated until it attains a proper pourable consistency. When it is approaching this point, the coloring and flavoring materials are added, the whole well mixed, and poured to the depth of about one-half inch or so into oiled tin trays (jajubes boxes), or, if to be in the form of pastilles, the thick syrupy liquid is poured into molds made in trays of farina. These trays are next put into the drying rooms for a period varying from four to six or seven weeks. In this way "voice jajubes" are made, the coloring being cochineal and a trace of licorice, the flavors capsicin with traces of tolu, prunes, etc., and "delectable jajubes" are similar without the capsicin, and glycerin pastilles have two pounds of glycerin added to the above quantities of gum and sugar. The last-mentioned pastilles are often coated with a plain solution of gelatin to prevent them sticking. This is done in exactly the same way pills are coated with gelatin. The crystallization of gum goods is done by putting the jajubes in special crystallizing tins and filling the tins with a blood-warm syrup consisting of 24 pounds of sugar and a gallon of water. At the end of 12 hours (more or less, according to the crystallization desired) the syrup is drained off and the jajubes dried. Glyco-gelatin pastilles are made with either of the following bases:

(1)

Refined gelatin ..... 1 ounce.  
Glycerin (by weight) ..... 2½ ounces.  
Ammoniacal solution of carmine ..... a sufficiency.  
Orange-flower water ..... 2½ ounces.

The gelatin is soaked in the water for two hours, then heated on the water until dissolved. The carmine solution is added after cooling.

(2)

Transparent French gelatin ..... 4 ounces.  
White sugar ..... 4 ounces.  
Glycerin ..... 2½ ounces.  
Water sufficient to make ..... 16 ounces.

Prepare in the same way as No. 1. This mass may be flavored with 20 minims of oil of lemon, and for some combinations a small amount of citric acid is a decided improvement.

The medication of pastilles is accomplished by melting one ounce of the glyco-gelatin on a water bath, adding the medicine, previously rubbed to a thick syrup with glycerin, if powder, stirring until nearly cool, and forming into square or round pastilles.

## To Cement Wood to Iron.

(D. N.)—To cement wood to iron, a technical work gives these formulas:

(1)

Mix together four parts of carpenter's glue and one part of Venice turpentine.

(2)

Give the iron a coat of best white lead paint, allow to dry hard and coat with Russian glue dissolved in water containing a little vinegar of acetic acid.

(3)

Add tannin to a solution of glue until the glue becomes rosy.

(4)

Gutta percha, 20 parts; dissolve in a mixture of carbon bisulphide, 50 parts; oil of turpentine, 10 parts, and add powdered asphaltum, 20 parts. After standing a few days the mixture become homogeneous. If too thin it may be evaporated until, when cold, it is of the consistency of honey.

(5)

Gutta percha ..... 16 parts.  
India rubber ..... 4 parts.  
Pitch ..... 2 parts.  
Shellac ..... 1 part.  
Lined oil ..... 2 parts.

Reduce the solids to small pieces, mix with the lined oil and melt all together.

## Thymophen.

(W. A. S.)—In further reply to your query, this journal, April 1, 1909, page 304, E. H. Gane, of this city, writes us that the "term thymophen has been applied by Dr. E. C. Kirk, of Philadelphia, Pa., to a preparation composed of equal parts by weight of crystallized phenol and thymol. Rubbed together in a mortar, these two form a syrupy liquid which is largely used by dentists in treating exposed pulps of teeth, and as a root-canal dressing. It is not escharotic and is, of course,

highly efficient as a germicide. If you will look over a file of the Dental Cosmos you will find a note on the value of the preparation."

## "A.B.C." Gargle.

(A. B. R.)—We are unable to find a formula for a gargle under the above title in any of the reference works at our command. Can some reader supply the information?

## "Oil of Man."

(X. Y. Z.)—"Can you tell me what 'oil of man' is? An old Englishman wants it. He used to get it in England."

Nearly two years ago, in reply to the query "what is oil of man," used by English horse-breakers and tamers, we stated that we were unable to give a definite answer to the question, although the name might be a local synonym for oil of rhodium, which is used, it is said, by farriers, horse tamers and jockeys for quieting unruly horses. Various fictitious oils are also employed, a mixture of oils of sandalwood and rose or rose geranium being substituted for oil of rhodium. We have no additional information to give on this subject. It is possible that by closely questioning the Englishman you can get a line upon the uses of the "oleum hominis," which may give you a clue to its identity. In the meantime we submit the query to the readers of this journal and hope that some of them may solve it.

## Remedy for Excessive Perspiration.

(J. C. J.) We are not familiar with the proprietary preparation. However, some formulas for remedies recommended for use in the treatment of this complaint were published in the ERA of December 31, 1908, page 831. A formula for a satisfactory foot powder, said to be especially effective for counteracting perspiration, is the following:

Carbolic acid ..... 1 part.  
Dried alum ..... 4 parts.  
Starch ..... 200 parts.  
French chalk ..... 4 parts.  
Oil of eucalyptus ..... 2 parts.

A soluble antiseptic powder may be constructed along the line of the "pulvis antisepticus" of the National Formulary, which may be used as a dusting powder, or in 2 per cent solution. This powder, according to the "Physician's Manual of the U.S.P. and N.F.," is similar in composition to various antiseptic powders of more or less secret composition sold under trade names.

We believe that either of these formulas will answer your requirements, but the choice of which one you will do best to exploit must rest with you.

## ERA COURSE IN PHARMACY.

### Graduates for March, 1909.

Matriculation No.	Examination Grade, p.c.
5600. Clive Stanley Smith, Taunton, Mass.	98
5772. Bertha Grossman, Sealy, Texas	98
5799. Harry Promisloff, Philadelphia, Pa.	95
5806. Anna M. Stafrin, Dallas, Ore.	98
5810. Onis O. Hocker, Monroe, Ind.	98
5857. John A. Crook, Des Moines, Iowa	96
6001. Milton W. Paris, Fulton, Ky.	95

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for \$2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

## Prescott Fund Aids University of Michigan Senior.

ANN ARBOR, April 3.—The trustees of the Prescott Memorial Scholarship Fund which exists for the purpose of loaning money to capable and deserving students, met at the School of Pharmacy in order to incorporate and transact necessary business. The present trustees of the fund are J. W. T. Knox, J. O. Schlotterbeck, F. W. R. Perry, Charles F. Mann, D. E. Pratt and E. E. Fulkner. One trustee is chosen annually by the Michigan Pharmaceutical Association and serves five years. A loan was made recently to one of the most promising young men of the senior class.

# ADVERTISING for DRUGGISTS

## WRINKLES TO ATTRACT PASSERS-BY.

### Signs of Spring.

With the coming of the balmy spring days all humanity gets out-doors and all eyes begin to look for new things. This tendency on the part of everybody suggests that now is the time to find new wrinkles to attract the attention of the passers-by. A sign which protrudes directly from the center of the glass of the show-window is rather startling, even though it be very simple.

Thus, take two pieces of heavy, stiff cardboard, each 16 x 6 inches in size. At one end of each piece fold back a flap one inch wide and at the unfolded ends join the two pieces together with a strong hinge of fibrous card paper or muslin fastened with glue. If a card 32 inches long, or equivalent to the length of both pieces is procurable, a simple fold may take the place of the hinge. When hinged and folded as directed, the figure becomes V-shaped, and when inverted and erected on the ends will stand on the one-inch folds with the folds turned to the inside of the V. Letter the two sides of the V-figure as may be desired. For lettering, such phrases as the following may be used: "A pointer on Spring Medicines: Try our Sarsaparilla." Or, trim the window with house-cleaning helps and on the sign letter "Time for These," and add a hand with index finger pointing to the window display. After the sign is lettered, cover the outside surface of the one-inch flaps with glue or cement and press them to the outside of the window glass until they adhere, the sign being so placed that it will extend over the walk.

### Another Pointer.

An even more striking sign is secured by making a cone or funnel of cardboard, cutting teeth in the edge of the base or open end of the cone, thus bending the teeth in and lettering the cone; now fasten the sign to the glass with glue or cement placed upon the teeth.

Additional attractiveness may be given to signs of this type by fastening a few long, narrow, brightly colored ribbons to the end of the sign. The fluttering of the ribbons in the breeze will attract the attention of those approaching from a distance.

### Just an Eye-Catcher.

A simple and yet effective method of causing people to pause and look into the window is to take ten or fifteen strips of narrow, say one-quarter-inch ribbon, each of a different color, glue one end of each piece of the ribbon to a small, circular piece of cardboard and then cement the card to the window glass. The ribbons become fluttering interrogation points to the average observer and the eye glances to the contents of the window for an answer to the question they suggest.

### Pushing Out.

Take a cardboard container of any article that you are driving, say a boxed soap. Take one of the soap boxes and cleanly cut it into two equal parts, the box being cut when the cover is on. Around the inside of the cut edges of each part glue a few angles of cardboard so that they will be in the same position as the fastening flaps of the previously described signs. When dry, fasten both halves of the box to the window glass by cementing one part to the inside of the glass and the other part to the outside. Fasten the halves of the box in such a position that the cut edges will seem to meet and thus make the box appear as if it had been thrust through the glass. Below this place a sign lettered similar to the following: "It is almost like throwing this soap away to sell it at this price."

### To Add to the Deception.

The attractiveness of this sign may be greatly enhanced by making it appear as if the glass around the box were really broken. There are two methods of doing this. For the first method either a point of soap or a paint made of whiting and water may be used to make a maze of fine lines close to and on

all sides of the box; the lines being made on the inside of the glass to simulate a mass of cracks. From the first lines drawn run long, wavy lines in every direction, some of which are made to meet at their ends so as to form long, irregular, spear-like points, thereby making it appear as if the glass were cracked in all directions.

The second method is more complicated and also more deceptive. Place a large sheet of heavy paper upon the floor of the window and upon it a sheet of glass. The paper should be large enough to make it possible to fold the edges upward and over the glass so as to almost, if not quite, cover it. After the paper is so folded place another sheet of paper on top of the first sheet and the glass. Now take a hammer and strike a quick, hard blow over the center of the glass so as to shatter it. The paper having now served the object of keeping the broken glass from scattering, the top piece should be removed and the edges of the lower piece unfolded. With invisible cement or light glue fasten the pieces of glass to the inside of the window glass and around the apparently protruding box, each piece of glass being in a position corresponding to the one it occupied in the unbroken sheet, so far as may be possible. Do not use the pieces of glass which show the square edge of the unbroken sheet. If the breaking blow has left the outside pieces very large, these should be broken separately so as to secure plenty of glass for the purpose without having to use the square edges, which would thus destroy the deception. Glass thus broken and fastened may be used around all objects which are so adjusted as to appear to be sticking through the window glass.

### An Awful Kick.

Take an old shoe that is in fairly good condition, a woman's laced shoe being preferable. Saw it cleanly into two parts at a slight angle. Start the saw at the top a little below the lower lace eyelet and finish the cut at the widest part of the sole. Stuff both parts with cotton, packing the cotton into the parts in layers. The two or three layers nearest the cut edge should be coated with glue to give rigidity, but without using enough glue to add greatly to the weight of the filling. The last layer of cotton should be liberally treated with glue and pressed flush with the cut edge of the shoe so that, when dry, there will be a smooth, hard surface by which to cement the parts of the shoe to the window glass. To secure a smooth surface it is best to set and dry this glue-treated surface under the pressure of a piece of glass that has been coated with vaseline.

When both parts are dry fasten to the window glass in the manner outlined for the adjustment of the soap box. Have the larger or heel part of shoe outside. Bring up the ends of the laces or ties, which should have been left in the shoe, and cement them to the window glass so that they will act as additional supports for the large part of the shoe. Do not cement them for their entire length, but leave the ends hanging loose. If thus adjusted, few will notice that the shoe is partly suspended from the ties. This adjusted shoe may be used with especial fitness for advertising corn cures. In connection with it signs like the following may be used: "When your foot feels as if it was full of broken glass it's time to use our corn remedy"; or, "She was bound to get our corn remedy, however hard she had to kick for it."

For general advertising the shoe may be used for other announcements as, "She had no kick coming about the price of this soap"; or, "Fifty dollars reward to the woman who can put this shoe on without removing it from where it is."

### Honesty, Profit-Sharing and Commissions.

DETROIT, April 3.—Joseph Hoffman, secretary to the general manager of Parke, Davis & Co., before the Detroit Credit Men's Association, talked about "The Growing Pains of a Great Business." His most emphatic point was that dishonesty never pays in the long run. He had considerable to say of the profit-sharing plan, declaring that while it is desirable in a small business, it is indispensable to a big one. He expressed the opinion that the commission system is better than the salary basis for traveling men, because thereunder there is less temptation to travel.

### Burglars Pilfer Druggists' Money Drawer.

YALE, Mich., April 3.—Burglars recently entered the Palace Drug Store of Pollock & Hennessy and stole \$50 from the money drawer.

## PERSONAL MENTION

—L. M. MONROE, of New Canaan, Conn., was a caller in the New York City trade last week.

—N. J. FINLEY, of Glen Cove, L. I., N. Y., was a visitor in the New York City trade a few days ago.

—CHARLES B. ALLISON, of Pipestone, Minn., has gone to Gayville, S. D., to take charge of a drug store.

—WILLIS L. MIX, of New Haven, Conn., spent a day last week in calling upon the trade in New York City.

—S. H. CARRAGAN and W. J. CARR, of the New York branch of Parke, Davis & Co., were recent visitors in Detroit.

—D. O. PATTERSON, cashier at H. D. Dwight & Co.'s drug store, Syracuse, N. Y., was recently confined to his bed by illness.

—G. W. MUTTER, of Parke, Davis & Co., of Detroit, Mich., was a visitor at the New York branch of the firm several days ago.

—E. A. MCFADDEN, of Hackensack, N. J., called upon friends in the New York City trade during the forepart of the week.

—R. E. MILLER, manager of the Owl Drug Company, of San Francisco, Cal., was a caller recently in the New York City drug trade.

—A. C. KOCH, who formerly represented Wm. R. Warner & Co. in Chicago, has taken a position as Chicago manager of the Vril Company.

—WILLIAM L. HAMILTON, auditor for the Armstrong Cork Company, was a Philadelphia visitor last week, before continuing on to Baltimore.

—MELVIN H. PERKINS, of Gloucester, Mass., is recovering from an attack of illness which recently confined him to his home in Prospect street.

—PETER ANSLIMI, formerly associated with Strosnider & Jenkins in Williamson, has accepted a position with George S. Landon & Co., Pocahontas, Va.

—RENE BIRSCHOW, of Milwaukee, is now employed as prescription clerk at the McDonald-Strassburger Pharmacy during the illness of Mr. Strassburger.

—SAMUEL ROBERTS, formerly representing Sharp & Dohme in northern Illinois, has resigned and taken a position as city salesman for Morrison, Plummer & Co., Chicago.

—F. L. BREYENING, who has been with the Chicago branch of Parke, Davis & Co. for a number of years, resigned April 1 to go into the brokerage business with his father at Milwaukee.

—JAMES D. BARTLETT, manager, and F. P. O'Brien, assistant manager of the Chicago branch of Parke, Davis & Co., visited Detroit last week to attend the Joseph Hoffman banquet.

—FRED ATKINSON, representing Parke, Davis & Co. in upper New York State, has returned to the New York branch of the firm after doing special work in that territory for some time past.

—ARTHUR A. HALL has returned to Provo, Utah, after an absence of several months in Pleasant Grove, where he was engaged in the drug business. He will be with the Moore Drug Company.

—A. J. HORBLICK, of Racine, Wis., who is in the field for reelection as mayor of Racine on the Republican ticket, is practically assured of his reelection, owing to the withdrawal of the opposing candidate.

—HALCOMB BEACH, of Lacuna, Oswego County, N. Y., has accepted a position in George E. Thorpe's Yates Pharmacy, in Syracuse, and will clerk there for a while preparatory to entering the Buffalo College of Pharmacy.

—PROF. I. V. S. STANISLAUS, dean of the Department of Pharmacy of the Medico-Chirurgical College, Philadelphia, has closed his home at Lansdowne and has taken apartments near the college. Mrs. Stanislaus is spending some time at Atlantic City.

—THOMAS V. WOOLEN, of the School of Pharmacy, Northwestern University, Chicago, will serve as a member of the reception committee at the entertainment of Jacob M. Dickinson, Secretary of War, by the Southern Club, of that city, on April 10.

—T. W. DALTON, of Syracuse, whose intention to take a rest was announced in last week's ERA, with his son, who

is also a pharmacist, will visit Texas this week. Mr. Dalton and son sojourned in New York City for a few days en route to the South.

—JOSEPH HELLMAN, assistant to the general manager of Parke, Davis & Co., Detroit, completed 25 years' continuous service with the company Thursday, and in honor of the event gave a dinner to several of his associates in the Hotel Cadillac, Thursday evening.

—DR. H. H. RUSBY, president-elect of the American Pharmaceutical Association and dean of the New York College of Pharmacy, will deliver an address before the North Carolina Ph.A. at the annual meeting of the latter organization at Greensboro June 23-25.

—ROBERT M. DADD, proprietor of the Dadd Pharmacy, Grand avenue and Second street, Milwaukee, and one of the best known pharmacists in the city, will soon leave with Mrs. Dadd for a trip through Europe. Mr. and Mrs. Dadd will be absent about two months.

—PROF. JOHN URI LLOYD, of Cincinnati, recently delivered an address to the graduating class of the Georgia Eclectic College of Medicine and Surgery, at Atlanta. While there he was entertained by numerous druggists, headed by President W. S. Elkin, of the N.A.R.D.

—MISS BERTHA LANDON, who is a contestant for a prize pony and trap offered by a local newspaper, is a daughter of Francis P. Landon, of Keystone, and a niece of George S. Landon, of Pocahontas, Va. Miss Landon is very popular and expects to win the contest.

—C. C. HAY, of Como, Miss., whose place of business was destroyed by fire in December last, will again embark in the drug business with E. W. Dimond as partner. Mr. Dimond is a graduate of the St. Louis College of Pharmacy and both partners are registered as pharmacists in Mississippi.

—CHICAGO drug trade had the following out-of-town druggists last week: H. J. Stiger, of Stiger & Crossman, Toledo, Iowa; C. J. Rouser, Lansing, Mich.; R. A. Abbott, Muskegon, Mich.; E. Woolsey, of Engel & Woolsey, Hartford, Mich.; N. S. Swain, of the Swain Company, Kansas City, Mo.

—DR. WILLIAM JAY SCHUEFFELIN, chairman of the Citizens' Union, was one of the speakers at a hearing in Albany recently before the Senate Cities' Committee, in which the proposed new charter for New York City was the subject of consideration. Dr. Schueffelin spoke in favor of the charter.

—GRANT SILVENS, who recently sold his drug store at Adams and Woodward avenues, Detroit, has bought the drug business of Dr. R. S. Dupont, 170 Michigan avenue, one of the oldest retail drug establishments in the city. Dr. Dupont will hereafter devote his time exclusively to his practice.

—PROF. C. H. KIMBERLY, of the Medico-Chirurgical College, spent a pleasant hour with Dr. Harvey W. Wiley, who stopped off in Philadelphia recently on his way from New York to Washington. Professor Kimberly, during the summer vacation, is connected with the United States Bureau of Chemistry.

—CHARLES A. DRETS, son of Charles A. Drets, a Buffalo (N. Y.) druggist, has been elected president of the Philomathean Literary and Debating Society of the University of Pennsylvania and was unanimously chosen as representative of the society on the university debate committee. At its last meeting Mr. Drets was awarded second prize in the annual oratorical contest.

—WALTER I. DREW, treasurer of the Maine State Ph.A., has recently sold his drug store in Portland to B. F. Dudley, of Gardiner, and will become the traveling representative of a wholesale drug house. Mr. Drew has been identified with the drug business for 30 years and succeeded A. S. Hinds as proprietor of the pharmacy which he has just sold.

—JOHN T. COLLINS, manager of the Collins Drug Company, Newburyport, Mass., recently had a house-warming at his new home, in Titcomb street, at which 200 friends, including 75 Elks, were present. Mr. Collins was presented with a beautiful Morris chair and an entertainment followed in which local talent participated. There was a bounteous feast.

—DR. HARVEY W. WILEY, Chief of the Bureau of Chemistry, of the Department of Agriculture, Washington, D. C., delivered an address upon pure food legislation before the Associated Clubs of Domestic Science at Hotel Astor, New York City, last Saturday. Dr. Wiley urged the adoption of pure food State laws to supplement the National act, which he said only controlled the interstate commerce phase of the situation.

## PHARMACY BILL WOULD CHANGE STATE POLICY

**Reason Why Massachusetts Measure Was Halted When Near Passage—Insist on Notices and Bonds.**

BOSTON, April 5.—Senator C. D. B. Fisk, chairman of the legislative committee on liquor law, explained to a representative of THE PHARMACEUTICAL ERA today the reason why he offered the amendment to the new pharmacy bill, after the matter had passed both branches and was in the enacting stage.

"A serious mistake had been made in that bill," said the senator. "A provision had been inserted which changed the whole policy of the State in its regulation of the sale of liquor. Ever since the present law has been on the statute books it has been the policy of the State to require the applicant for a license to sell liquor to advertise the application in some newspaper published in the town or county where the application was made. In other words, the State has required publicity as one of its policies in the regulation of the business. Then as another precaution, or as a guarantee that the license, if granted, shall be faithfully observed, the State has required that the applicant shall file a bond.

"Perhaps those are two of the most important features of the liquor license regulation in this State. Now what happened in the new pharmacy bill? In some manner a section was inserted providing that neither should the applicant for a druggist's license advertise the application, nor should he be required to furnish a bond for the faithful observance of the condition of the license. Perhaps that crept into the bill, and succeeded in passing both branches of the Legislature because the bill was reported from the committee on public health instead of the committee on liquor law, to which committee the matter ought to have gone if any change in the liquor law was contemplated.

"The committee on liquor law of course handles all matters affecting the conduct of the business in this State. Therefore a change in the policy of the State regarding druggists' licenses, which appeared to be innocent enough to the committee which reported the bill, became a precedent which to the committee on liquor law appeared one of much danger.

"When it was called to my attention I saw at once that a mistake had been made, and that the Legislature could not have known of the change in the State's policy which the pharmacy bill involved. I moved to amend the bill by striking out the clause which exempted druggists from either advertising their application or from furnishing a bond. When I called it to the attention of the Senate, the amendment was adopted unanimously.

"I met Dr. Oliver, chairman of the committee on public health, on Friday, and he agreed that the amendment proposed by me would be perfectly satisfactory not alone to him, but to his committee, and that it would pass the Legislature undoubtedly without opposition and in its present form. I understand that the bill in its amended form is also satisfactory to the druggists who petitioned for the legislation and to the State Board of Registration in Pharmacy."

### One Robber Convicted—Another Still at Liberty.

BOSTON, April 3.—Eighteen months in jail was the sentence imposed upon John Currier for breaking into the Boulevard Pharmacy in Malden February 27. Later the Federal authorities will press their charge against him for breaking into a postal station.

The police have also been baffled thus far in their attempts to apprehend the thief who entered the drug store of Maurice O'Donnell, at Human square, Cambridge, and who walked off with 130 money order blanks and the official fee with which the orders must be stamped. The postal authorities are still following that case.

### Eta Chapter Members Enjoy Annual Dinner.

BOSTON, April 3.—A merry company of 50 assembled at the Hotel Esplanade for the annual dinner of Eta Chapter, Phi Chi Fraternity of the Massachusetts College of Pharmacy. E. A. Ray, W.C.C., presided at the business meeting, while Prof. C. F. Nixon, of the faculty, was toastmaster. The speakers were Prof. Elie H. La Pierre, Dr. Henry J. Perry, R. Albros Newton, A. H. Tripp, all of the faculty; George L. Barronchs, of the alumni association; H. F. Gerald, W. Lee Campbell, A. M. Darling, W. A. Hurlburt and T. Dangelmeyer.

## WILL BE BIG EVENT FOR CHICAGO DRUGGISTS.

**Elaborate Plans Being Made for Minstrel Show to Be Held Next Thursday in Y.M.C.A. Auditorium.**

CHICAGO, April 5.—Plans for the minstrel show to be given by members of the Social Drug Club at the Y.M.C.A. Auditorium on the evening of April 15 are progressing satisfactorily. The first full dress rehearsal was held at a meeting of the club at the Sherman House today and the final work before the show is given will now be rapidly pushed in a manner that will insure another of the successes for which the organization is noted.

Many prominent druggists will be present and a box will be occupied by Thomas H. Potts, secretary of the N.A.R.D., and party. It is expected that all the seats will be sold.

### Joint Meeting in Chicago a Success.

CHICAGO, April 3.—The joint meeting of the Chicago Branch of the American Pharmaceutical Association and the Chicago Medical Society was held Wednesday evening in the Northwestern University Building with a large attendance. There was an interesting display of pharmaceutical preparations and a number of entertaining speeches were made. Among the speakers were Dr. Frank G. Billings and Dr. Fautus, of the College of Physicians and Surgeons.

### Northwestern Commencement Next Wednesday.

CHICAGO, April 3.—The graduates in pharmacy of the Northwestern University School of Pharmacy will be given their degrees at exercises to be held at the university building on April 14. The class numbers 57 students. The principal address of the day will be delivered by Dr. Edward Kremers, the dean of the University of Wisconsin School of Pharmacy. The subject of the address will be "Pharmacy's Contribution to Civilization."

### Chicago Notes.

—Chicago Chapter of the W.O.N.A.R.D. holds its annual meeting on April 13 for the election of officers.

—Rochester Germicide Company has leased quarters at 212 Washington street for two years at an annual rental of \$1200.

—Illinois State Board of Health is seeking an appropriation of \$23,000 from the Legislature to be used in the free distribution of antitoxin.

—Chicago Retail Druggists' Association will hold its quarterly meeting Tuesday evening, April 13, in the assembly hall of the Northwestern University Building.

—Walter Stauman, patent medicine manufacturer, and Mrs. Dorothea Vallaguethe have been indicted on charges made by Mrs. James C. Hoskins, a wealthy Chicago widow, who lost \$3000 that she invested in Stauman's business.

—Drug Store of Lee Stafield, 2843 Wentworth avenue, was held up one night last week, the thieves getting \$45 from the cash register. Mr. Stafield and two customers were covered with a revolver by one of the robbers while the other rifled the cash drawer.

—F. A. Lemke, a druggist at 1501 Harrison street, was playing cards with four friends in a room back of the store one evening last week when hold-up men entered the place. The highwaymen got away with \$125 in cash, four gold watches and the contents of the cash register.

### Plans of the A.P.A. Branch at New Orleans.

NEW ORLEANS, April 3.—Organization for the New Orleans Branch of the American Pharmaceutical Association was completed recently when the branch adopted the report of its committee on by-laws and constitution and mapped out the scope of the local organization's work. At the next meeting several samples will be submitted and scientific work started. It is also likely that the branch will take part in the propaganda work.

### Druggists Vote Against Woman Suffrage.

BOSTON, April 3.—Every druggist in the Massachusetts Legislature went on record on the question of amending the constitution so as to permit woman suffrage, and all of them were opposed to the innovation. Messrs. Bonney, of Wakefield; Bonvier, of Fall River, and Whittemore, of Ashland, voted against the proposition, while Thompson, of Somerville, was paired in opposition.

## OFFICERS OF NEW YORK STATE PHARMACY BOARD WHICH GOVERNOR PROPOSES TO REORGANIZE.



HERBERT M. GROVES, Jamestown,  
First Vice-President.



JOHN HURLEY, Little Falls,  
Second Vice-President.



WILLIAM MUIR, Phar.D., Brooklyn,  
President of the Board.

ALBANY, April 3.—About 32 pharmacists were present at the hearing on the Conklin Pharmacy Bill before the Assembly Committee of the Legislature on March 30. The legislative committee of the New York State Pharmaceutical Association was not represented, but President Peter Diamond appeared in opposition to the measure, urging the committee to defer action until the All-State Bill could also be considered, explaining that this measure would be introduced within a week and would differ materially in some respects from the Conklin Bill.

J. Roemer, in speaking for a delegation from Westchester County, said that they were opposed to the bill and in fact to any bill which was not altogether different from the present pharmacy law, especially in the matter of fines, which, in their opinion, should not be used for the maintenance of the board. They also desired a bill, stated Mr. Roemer, which should contain provisions defining definitely the powers and duties of inspectors. Mr. Diner and Mr. Conklin were accused of bad faith by the Westchester delegation, because a number of submitted suggestions from this delegation had been ignored and left out of the bill. It was stated by some of the Westchester druggists present, that in conference with Mr. Diner and Mr. Conklin at the time the bill was drafted, they were led to believe that their suggestions would be included.

Mr. Conklin replied to this accusation and said that he did not intend to do gratis legal work and the introduction into the bill of the features demanded by the Westchester delegation would have involved such a considerable amount of detail that they should have secured the aid of an attorney to look after their interests.

E. Wiesendanger stated that the Westchester druggists were willing to work in harmony with the State Pharmaceutical Association provided some good measure could be produced.

Finally Dr. Gary H. Wood, chairman of the Assembly committee, made a statement to the effect that the matter of the bill appeared to be a factional fight among the druggists and that from the mass of evidence submitted to the committee he did not believe the committee was justified in giving the bill



WARREN L. BRADT, Albany,  
Secretary-Treasurer.

any consideration. Dr. Wood also suggested that the druggists get together and work under the State Association and that when a bill which represented the factions from all over the State was presented the committee would take cognizance of such a measure.

From the questions of several members of the Assembly committee it was evident that they preferred a non-divided board, and would not consider favorably any bill which divided the State into sections, as does the present law.

There were present five or six Brooklyn Borough druggists, including W. E. Cragan and T. Lamb; a Westchester County representation of about ten, besides U. Wiesendanger and J. Roemer; Jacob Diner and George H. Hitchcock, of the Borough of Manhattan, New York City.

#### All-State Bill Introduced.

ALBANY, April 6.—The All-State Pharmacy Bill which has the approval of the State Pharmaceutical Association, was introduced in the Assembly by Assemblyman Brown today. Tomorrow Senator Witter will introduce it in the Senate. President Peter Diamond and the legislative committee of the State Association

had a conference with the Governor yesterday before the bill was introduced, and Mr. Hughes expressed his approval of the measure. The Commissioner of Education also has given his approval. The members will be appointed by the Regents from a list submitted by the State Association of double the number of members required for the board which in the measure is nine. The bill provides that the Board of Pharmacy shall enforce the law and the board will also conduct the examinations under the supervision of the Regents. The Whitney-Wainwright Bill is incorporated in the new bill.

#### Disinfectant Killed Him Just the Same.

MILWAUKEE, April 3.—Declaring that nothing which he drank could harm him, Rudolph Sturm, a well-known butcher, recently swallowed the contents of a vial of disinfectants and died in less than an hour.

"Oh, it wouldn't hurt me," declared Sturm, and drank the poisonous liquid before anybody could prevent him.

## BOARD EXAMINATIONS

### GOV. SANDERS ADDRESSES LOUISIANA BOARD.

Average Required at Examinations Raised to 75 Per Cent.—Charles W. Outhwaite President.

NEW ORLEANS, April 3.—The new Louisiana State Board of Pharmacy has formally organized and taken over the affairs of the old board, the latter being represented at the meeting by F. C. Godbold, for 21 years its secretary; Adam Wirth and W. M. Levy.

The election of officers resulted as follows: Charles W. Outhwaite, New Iberia, president; Fred A. Earhart, New Orleans, secretary; M. M. Bradburn, New Orleans, chairman finance committee; Gustave Seemann, chairman examining committee. Other members of the new examining committee are: Peter Rupp and M. M. Bradburn, New Orleans; Paul Eckles, Crowley. Other members are W. A. Allen, Monroe; E. L. McClung, Natchitoches; E. H. Walsdorf, New Orleans.

The next examination was fixed for May 7-8, and a resolution was passed requiring candidates to make application at least ten days prior. It was also decided to raise the required average for registered pharmacists from 70 to 75 per cent. The 60 per cent required of candidates for qualified assistants was not changed.

Governor Sanders addressed the board, speaking briefly of the duties which it had to perform and the necessity of conducting the board's affairs openly and without partiality.

The Tontonia Bank & Trust Co. was made the board's fiscal agents. The books and other affairs of the old board were found in excellent shape.

### Michigan.

GRAND RAPIDS, April 3.—The following have passed the recent examination held here by the Michigan State Board of Pharmacy for registered druggists: V. J. Burz, Chelsea; R. S. Hannah, Windsor, Ont.; S. A. Klukoski, Grand Rapids; R. H. Kolb, Unionville; E. D. Curtz, Hastings; Joseph Lake, Saginaw; F. C. Lee, Grand Rapids; J. A. Leevers, Bangor; R. D. Matthews, Grand Rapids; R. I. Parrish, Kalamazoo; W. J. Rosier, Jr., Saginaw; Robert Ryder, Adrian; J. H. Westerfelt, Holland; A. U. Axelson, Hancock.

These passed the examination as registered pharmacists: E. W. Ansin, Midland; H. S. Bowen, Adrian; R. A. Cosier, Marshall; A. J. Hall, Calumet; George Ireland, Almont; Charles King, Big Rapids; A. H. Knuth, Manistee; E. A. Lake, Nashville; F. E. Lohrstorfer, Port Huron; A. C. Meskey, Alma; H. R. Miller, Hastings; O. E. Oie, Munising; C. S. Schwarz, Detroit; D. R. Westendorf, Mount Clemens; H. W. Bowman, Almont; O. A. Eaton, Kalamazoo; B. McIlhenny, Harbor Beach; N. V. McPherson, Hart; C. G. Ranger, Morenci; G. H. Raycroft, Alma; J. W. Pemberton, Howard City.

### Massachusetts.

BOSTON, April 5.—The March examinations for registration as pharmacists proved to be unusually severe for the 79 applicants, for less than 22 per cent succeeded in passing. Not a single applicant in the class of 14 who took the examination March 29 succeeded in meeting the demands of the State board. Two other classes consisted of 16 each, one of 15 and one of 18. The list of successful applicants follows:

PHARMACISTS. Samuel J. Barron, Boston; Fortunat M. Beauvais, Holyoke; Peter F. Murray, Boston; Paul S. Staley, Lynn; John Walker, Jr., Winchester; Guy W. Cole, Boston; Joseph C. Cornwell, Pittsfield; Matthew C. Fleming, Pittsfield; Frederick B. Flittner, Boston; William C. B. Merriam, Springfield; Louis E. Bragg, Worcester; Andrew T. Frost, Chilton; Louis A. Lebbossier, East Weymouth; George L. Dow, Lowell; Robert J. Perry, Boston; Emile J. Phenipin, Waltham; Lloyd H. Webster, Braintree.

ASSISTANT PHARMACISTS.—Walter E. Cunningham, Lowell; Max M. Dain, Boston; Henry F. Murray, Boston; Frank E. Potter, Boston; John F. Smith, Boston; Ivan C. Thom, Waltham; Guy K. White, Boston; William F. Barnstead, Boston; Ernst A. Carlson, Brockton; Henry J. Chenette,

Brockton; Walter L. Douglas, Cambridge; Harry L. Hussey, Boston; John J. Lee, South Boston; Ernest G. Lundberg, Cambridge; George A. Rivers, New Bedford; Alfonso Gaeta, Boston; J. M. Raoul Gravel, Fall River; William T. Hunter, Fall River; Carl Krotki, Boston; Harry M. Macdonald, Scituate; George F. Martin, Chelsea; Walter L. Merrill, Newton; Frederick L. Mitchell, Richford, Vt.; Harold L. Pettingell, Boston; Edward T. A. Welch, South Boston; Samuel S. Broadbent, Worcester; Daniel F. Callahan, Woburn; Ernest A. Doyle, Boston; Solomon Feldman, Boston; William H. French, North Adams; Charles E. Grise, Springfield; Wm. E. McLaughlin, Woburn; Thomas J. Sullivan, West Somerville; Wallace E. Young, Taunton; Ernest A. Johnson, Lowell; C. M. Aivazian, Boston; Roy S. Bence, Pittsfield; William J. Cullinan, Lowell; Charles E. Hanson, Southbridge; Vernon Laing, Cambridge; Joseph U. La Salle, Fall River; Gustaf Peterson, Fitchburg; John E. Rock, Boston; Charles L. Smith, Boston.

### North Dakota.

FARGO, April 3.—More than 75 young men took the recent examination of the State Board of Pharmacy. The successful candidates were:

REGISTERED PHARMACISTS.—H. N. Bjornson, Ashley; William Baertsch, Marion; Allen H. Crawford, Westhope; A. E. Crum, Hansboro; G. A. Christianson, Leeds; Harold Collins, Langdon; J. F. Delury, Cando; D. E. Diles, Leeds; F. J. Edelman, Harvey; A. S. Flath, Churches Ferry; F. D. Harhold, Fargo; Fred N. Hall, Fargo; Oscar L. Hempstead, Sandstone, Minn.; H. N. Hewitt, Minto; Richard H. Juers, Harvey; E. C. Kuising, Jackson, Minn.; W. A. Knoll, Harvey; B. B. Lohrath, Fargo; J. R. Leeper, St. Johns; D. C. Miller, Minnewaukan; Arthur McDonald, Minneapolis, Minn.; Ralph E. Nix, Harvey; W. J. Orchard, Dickinson; R. A. Burt, Hope; A. J. Spielman, Garrison; Perry L. Stanton, New Rockford; Charles N. Sheldon, Rugby; Joseph N. Simmer, Grand Forks; Carl Vorlander, Linton.

REGISTERED ASSISTANTS.—Arthur Anderson, Thompson; P. J. Bergham, Ryder; C. Baglin, Hillsboro; William F. Crowley, Fargo; J. J. Gilchrist, Langdon; G. P. Manning, Hansboro; George J. McCabe, Jamestown; G. M. Noyes, Gackle; Cora L. Norris, Detroit, Minn.; R. C. Olson, Columbus; C. N. Parker and S. H. Short, Lisbon; D. L. Thompson, Esmond; E. Thompson, Devils Lake; J. L. Thiesden, Valley City; R. S. Turner, Lisbon; C. W. Ware, Abercrombie; L. J. Wilker, Hensel, and R. L. Ward, Fargo.

### Alabama.

BIRMINGHAM, April 3.—Secretary Edward P. Galt announces that at a recent meeting of the Alabama Board of Pharmacy 30 persons applied for examination and of that number the following were successful: Percy Y. Ashford, Bolton, Miss.; Samuel T. McKnight, Birmingham, Ala.; E. C. Miller, Atlanta, Ga.; Guyton Hall, Quincy, Fla.; W. C. Abbott, Trilby, Fla.; H. K. Bailey, Shocum, Ala.; O. C. Rush, Meridian, Miss.; A. J. Collier, Ozark, Ala.; A. J. Morris, Jr., Newton, Ala.; J. C. McFarland, Decatur, Ala.; Charles Smyrl, New Decatur, Ala.; Dr. T. E. Callen, Gadsden, Ala.; J. B. Stone, Tuscaloosa, Ala.; J. T. Eubanks, Tallassee, Ala.; G. H. Severage, Whistler, Ala.; Adain Lewin, Mariana, Fla.; Charles M. Sims, Searight, Ala.; H. B. McGeahey, Tuscaloosa, Ala.; James H. Loftin, Troy, Ala.; Roderick G. Lander, Mobile, Ala.; Samuel Sevier, Wylan, Ala.; B. L. Wheat, Atlanta, Ga.; F. Williams, Montgomery, Ala.; W. H. Gaudy, Pratt City, Ala.

The next meeting occurs at Gadsden, Ala., June 8-9.

### Rhode Island.

PROVIDENCE, April 3.—At the March meeting of the Rhode Island State Board of Pharmacy nine candidates were examined. The following were successful: Joseph B. North, Woonsocket; Henry O. Tanquay, Woonsocket; James L. Perkins, Providence; Charles M. Bennett, Providence; Alfred Parent, Providence; Salvatore Belli, Providence.

### Wyoming.

CHEYENNE, April 3.—The new State Board of Pharmacy, recently appointed by Governor Brooks, has organized as follows: R. A. Hopkins, Cheyenne, president; F. H. Egglestone, Laramie, vice-president; C. B. Gunucl, Evanston, secretary.

**EASTERN A.P.H.A. MEMBERS GETTING TOGETHER**

**Atlantic City Session Meeting With Favor and Annual Convocation at Los Angeles Very Attractive.**

BALTIMORE, April 3.—Arrangements are being made for a delegation of members of the Baltimore Branch of the American Pharmaceutical Association to attend the meeting on April 6 of the Philadelphia Branch. The Washington and New York branches have also been invited to go, and it is hoped that the Boston Branch will be represented at the meeting, which will discuss especially the expediency of holding sessions of the Eastern branches of the A.P.H.A. at Atlantic City next June, simultaneously with the deliberations of the American Medical Association.

Prof. Henry P. Hynson, who proposed the June gathering, states that he feels greatly encouraged over the manner in which the idea has been received. There has come to him a letter from Professor Hallberg, secretary of the section of the American Medical Association on pharmacology and therapeutics, expressing the opinion that such a joint meeting is entirely feasible, and that the section would so arrange its work as to have the druggists present.

Charles B. Whilden, secretary of the California State Board of Pharmacy, writes that the annual meeting of the American Pharmaceutical Association at Los Angeles will be one of exceptional interest, and that the trip alone will repay those who attend for the outlay and time expended. Mr. Whilden dwells on the beauties of California scenery and the excellence of the Pacific Coast climate, and he also points out that the meeting affords an exceptional opportunity for strengthening the association in the Western States.

**PROPAGANDA IN WASHINGTON.**

**Columbia District Association Now Working in Effective Manner.**

WASHINGTON, April 3.—The D.C. R.D.A. continues its activity in the U.S.P. and N.F. propaganda. The first two blotters of the series to be mailed to physicians have already gone out. They are beautifully printed on fine stock and bear no resemblance to the average "advertising blotter."

The first blotter deals with Liquor Antisepticus Alkalinus, N.F., and the second with Elixir Terpinii Hydratis Cum Hellebina, N.F. Following the title there is a description, formula and dosage. Then the physician is told why he should prescribe the preparation and informed that any member of the organization will furnish him with a sample of any U.S.P. or N.F. preparation he may desire.

The D.C.R.D.A. is proving that it meant what it said when it announced three months ago that it had "taken a new lease of life." The various committees are working harmoniously and effectively under the following chairmen: Membership, Paul Pearson; finance, H. C. Easterday; telephone, S. L. Hilton; legislation, W. S. Richardson; education, F. M. Criswell; preparation of samples, Lewis Flemer; early closing, Charles J. Fuhrman; joint meetings, Frank C. Henry; mail order evil, Charles B. Campbell; N.A.R.D., W. S. Wagner; entertainment, F. P. Weller; press and printing, Frank T. Stone; price protection, George W. Hurlbeaus.

**\$100,000 Fire Caused by Explosion of Chemicals.**

MINNEAPOLIS, April 3.—Damage estimated at \$100,000 was done the stock and fittings of the Minneapolis Drug Company by an explosion of chemicals on the sixth floor of its plant and the consequent breaking loose of a thorough sprinkling system over all six floors. The explosion is said to have occurred when John C. Walker, a chemist, opened a container of barium, a supposedly non-explosive substance.

**"CAPTURE" AND PROPOSED RECAPTURE OF U.S.P.**

**Physicians and Pharmacists Discuss Revision, Standards, Government Supervision and Propaganda.**

PHILADELPHIA, April 3.—Before a large audience of physicians and pharmacists at the meeting of the Philadelphia County Medical Society, Prof. Joseph P. Remington, dean of the Philadelphia College of Pharmacy and chairman of the Revision Committee of the United States Pharmacopoeia, replied to the charge made by Dr. Henry Leffman, a previous speaker, that the pharmacists had "captured the Pharmacopoeia" and declared that it was only when the physicians had abandoned the fortress that the pharmacists had entered and taken possession. In this claim he was ably seconded by George M. Beringer, of Camden, N. J.

The evening was devoted almost entirely to a discussion of the Pharmacopoeia and the relations of the pharmacist and the physician. The title of Dr. Leffman's paper was "The Capture of the Pharmacopoeia and Suggestions for its Recapture."

**Honored by Fellow-Scientists.**

JOSEPH L. TURNER,  
of Philadelphia, Pa.

Fellow-scientists have recognized the ability of one of the youngest of their number in electing Mr. Turner as chairman of the recently formed Scientific Section of the Philadelphia Branch of the A.P.H.A. He is in charge of the research laboratories of the H. K. Mulford Company.

He discussed the large representation of pharmaceutical interests on the Committee of Revision and the small proportion of representatives of the medical profession and advocated a complete reorganization of the system of revision and publication. He suggested that the committee should consist of representatives of the American Medical Association, the American Pharmaceutical Association, the Army, the Navy and the Marine Hospital Service, and that the revisions should be made every five years instead of every ten years. He supported the plan of having the Pharmacopoeia published under the supervision of the United States Government.

In replying, Professor Remington criticized the title of the paper, saying that in no case was it the capture of the Pharmacopoeia nor was that portion of the title any happier "suggestions for its recapture."

"It is the abandonment of the fortress," he said, "by the medical profession and of the pharmacists entering and taking possession, for the Pharmacopoeia had to be published. The pharmacist and the physician have never been arrayed against each other as such and as any one could see, the Pharmacopoeia was made up mainly of standards for the preparation of medicines, giving tests for the identity and purity of chemical substances used as medicines. It was undoubtedly because of the acceptable character of the book that the Food and Drugs Act of June 30, 1906, adopted it as its standard."

Continuing, Professor Remington declared that the medical profession to a very large extent had wandered from its allegiance to the Pharmacopoeia many years ago and had worshipped strange gods, prescribing proprietary preparations, specialties, and in some cases, nostrums. This custom, he said, prevailed to such an extent that many of the younger physicians did not know what the Pharmacopoeia was. Under these conditions, he said, it became necessary after the passage of the Food and Drugs Act to organize a propaganda to make the physicians acquainted with the Pharmacopoeia, to visit the doctors personally and show them Pharmacopoeial preparations with which they should have been perfectly familiar in their daily practice. This work, according to Professor Remington, has spread to such an extent that practically a revolution is going on throughout the country. He said:

"But this revolution is a peaceful one, as meetings have been held in the large cities in which the physicians and pharmacists have sat down together and discussed with a pipe of peace the situation. And thousands of physicians are prescribing today, Pharmacopoeial preparations which they never previously had used in their practice."

Professor Remington further stated that in his opinion the destiny of the Pharmacopoeia was to become a Government

book, but that the Government would undoubtedly revise the work through a commission composed of physicians, pharmacists, chemists, botanists, physicists, importers and wholesale druggists and manufacturers, who would be selected for their expert knowledge and their recognized ability to perform the work. He said every effort should be made to invoke the aid of every good and honest interest throughout the country to make the work as successful as possible. The part especially required of the physician, he said, would be the forming of titles and determining what drugs and preparations should enter into the Pharmacopoeia and what should be dismissed, and again what should be the proper doses.

Other speakers were B. Frank Hays, who urged the admission of tablet preparations to the Pharmacopoeia; Charles H. La Wall, who described "The Revision of the National Formulary," and Prof. I. V. S. Stanislaus, dean of the Department of Pharmacy of the Medico-Chirurgical College, who outlined a code governing the duties of the pharmacist and the physician in relation to the prescription.

#### Spanish Edition of U.S.P. Nearly Ready.

PHILADELPHIA, April 3.—The Spanish edition of the United States Pharmacopoeia is now being bound and it is expected that within a week it will be ready for distribution among the Spanish-speaking nations for which it is intended. The first edition will number 2000 volumes, but judging from the advance orders, it is believed that this will soon be exhausted and another edition will be necessary. It will be sold at a fixed price to everybody.

#### DR. WILEY HITS HARD AT "TONIC" DRUGS.

**Certain Proprietaries, He Declares, Owe Their Popularity to Alcohol, a Dangerous Ingredient.**

WASHINGTON, April 3.—Dr. Harvey W. Wiley, Chief Chemist of the Department of Agriculture, was the principal speaker recently before the second session of the Society for the Study of Alcohol and Other Drugs, which is holding its semi-annual conference in this city. Dr. Wiley criticized certain proprietary drugs sold as tonics, of which alcohol, he said, was the chief and most dangerous ingredient.

"The good effects of alcohol in quieting the system are attributed to the tonic actions of the drugs," said Dr. Wiley, "but in reality this action is narcotic and depressant, covering up and concealing the damage and at the same time provoking a craze and demand for continuation in the future. Alcohol as a preservative and a narcotic in the so-called tonics and stimulants is dangerous because of the unknown effects which are sure to follow. Many drugs now on the market owe their popularity entirely to the alcohol they contain and this in the poorest and most dangerous forms."

#### Pharmacy Students Visit Indianapolis Laboratories.

LOUISVILLE, April 3.—Eli Lilly & Co. acted as the hosts to a delegation of retail druggists on Wednesday. The party was composed mainly of students from the Louisville College of Pharmacy, with several of the professors accompanied by some of the prominent retailers. A chartered car left this city over the Louisville & Indianapolis Railway at 8 a. m., arriving at Indianapolis at noon. The visitors were taken to the Board of Trade restaurant for luncheon and then repaired to the laboratory, where all of the different departments were inspected. Dinner was served at the Claypool Hotel, after which the start was made on the return, arriving here about midnight. All are loud in their praises of the attraction and hospitality shown them.

#### Druggists Guests at Rockland County Joint Meeting.

NANUET, N. Y., April 6.—A pamphlet has been issued by the officers of the Rockland County Medical Society to its members calling attention to the joint meeting of the society with the pharmacists of Rockland County which will be held tomorrow afternoon. The programme will be carried out at the Lederle Farm after the regular meeting of the Medical Society. Dr. William C. Anderson, of Brooklyn, chairman of the propaganda committee of the New York State Pharmaceutical Association, will be the speaker, and deliver an address on "The Relations of the Physicians and the Pharmacists." After a general discussion refreshments will be served. The pharmacists have been invited as guests of the physicians.

#### LARGE GRADUATING CLASS AT ATLANTA C.P.

**Interesting Exercises in the Grand Opera House, Including a Recitation of the "Georgia Girl."**

ATLANTA, April 3.—There was a large attendance at the very interesting commencement exercises of the Atlanta College of Pharmacy at the Grand Opera House on Monday evening. The exercises were opened with an invocation by Rev. Junius W. Millard. Degrees were conferred by President Judge Howard Van Epps. Rev. S. R. Belk delivered an address with "The Building of a Man" as his subject. The dean, Dr. George F. Payne, read his report. Miss Clara Wimberly, a well-known elocutionist, recited Harry Stillwell Edwards' "The Georgia Girl." Music for the occasion was furnished by Professor Card's orchestra. The graduating class is said to be one of the best in the history of the institution. Its officers are Lee H. Williams, president; Frederick A. Swanberg, vice-president; Osmond C. Rush, secretary and treasurer. Following is the class roster:

Percy Young Ashford, Mississippi; William Cassidy Abbott, Florida; Henley Varner Bayne, Georgia; Hugh Lee Boyd, Mississippi; Thomas Carleton Komar, South Carolina; Herman Murphy Crowder, Mississippi; Mike Cheln, Georgia; Philip Cohen, Georgia; Raymond H. Carswell, Georgia; Edwin Marvin Carr, Mississippi; Isaac Earl Dantzler, South Carolina; Arthur Aaron Derrick, Mississippi; Lindsay Franklin Dicken, Mississippi; Herman David Flanagan, Mississippi; Benjamin Franklin Gilbert, Mississippi; Thomas Lee Graves, Mississippi; John Cleon Hunter, South Carolina; Geyton Hall, Florida; George Samuel Hiller, Alabama; Ernest Elmer Hagland, New Hampshire; Travis Lambkin Hazood, Alabama; Charles Terrell Hardman, Georgia; Thomas Percy Howard, Mississippi; A. D. Johns, Jr., Texas; Samuel Carlton Lindsay, Mississippi; Alva Herman McDonald, Georgia; Otto Cleveland McClellon, Alabama; William Joseph Maloy, Virginia; Joshua Grady Mills, Georgia; El Caney Miller, Alabama; Osmond Conrad Rosh, Mississippi; Frederick Albert Swanberg, Colorado; John William Stewart, Arkansas; James Henry Souther, Georgia; Roy Stephens, Georgia; Charles M. Sims, Alabama; Hugh Joseph Thompson, Arkansas; George Anton Tanner, Georgia; James Willis Twigg, Jr., Georgia; Lee Henderson Williams, Mississippi; Robert Burns Wise, Mississippi; Miss Jessie Wimberly, Florida; Benjamin Lucien Wheat, Mississippi.

Taking the degree of Ph.C.: Charles Slater Vanzandt, Mississippi; taking the degree of Pharm.D.: Marion Sims Dantzler, South Carolina.

#### Graduates of the Louisville College of Pharmacy.

LOUISVILLE, April 3.—At the annual commencement exercises of the Louisville College of Pharmacy, held in Trinity Methodist Church, diplomas were granted as follows: A. L. Parsons, West Virginia; J. S. Shaffer, Indiana; J. E. Curtis, Kentucky; C. H. Standiford, Texas; A. S. Newell, Indiana; G. D. Baker, Indiana; W. T. Myers, Pennsylvania; T. T. Gibson, Virginia; J. G. Bently, North Carolina; G. R. Garvin, Indiana; P. C. Stackey, West Virginia; Edgar Austin, Illinois; J. D. Bruvniert, Kentucky; H. M. Garrison, Kentucky; C. I. Hughes, Arizona; L. T. Terrell, Kentucky; J. D. Banta, Kentucky; B. F. Tye, Kentucky; G. G. Fox, Pennsylvania; W. F. Potter, Virginia; C. B. Davis, Kentucky; C. W. Lenhart, Illinois; J. S. Tamplin, West Virginia; J. A. Franze, Kentucky; J. L. Russell, Kentucky.

#### "Get-Together" Dinner at Drug Club This Evening.

Invitations are out for a "Get-Together" dinner, of the members of the Drug and Chemical Club of New York, to be held at the club rooms this Thursday evening. According to the committee, the affair is to be informal and designed for the purpose of renewing friendships among the older members and making the acquaintance of the newer element. Dinner will be served between 6.30 and 10.30, with accommodations for 200 persons. The art and entertainment committee has charge of the arrangements.

#### Food Decision 77 Amended in Decision 106.

Board of Food and Drug Inspection at Washington has promulgated Food Inspection Decision 106, which amends Decision 77, defining the terms "batch" and "mixtures" as used therein. It refers chiefly to dyes.



## NEW CHEMISTRY AND PHARMACY BUILDING BEING ERECTED FOR UNIVERSITY OF MICHIGAN.

ANN ARBOR, April 3.—Owing to the increased attendance and consequent overcrowding of the old chemical laboratory of the University of Michigan the Board of Regents awarded contracts some time ago for a new and larger chemistry and pharmacy building, which will cost about \$300,000. This building will accommodate from 800 to 1000 students and every effort is being made to have it ready for occupation by the beginning of the next school year.

The building is located in North University avenue, near the Barbour and Waterman gymnasium, and is of simple rectangular form, 230 by 130 feet, with two interior courts, separated by a central building or cross-wall. The exterior is of iron-spot brick with Bedford limestone grade and belt line courses and with terra-cotta cornice. The interior is of reinforced concrete columns and floors with hollow brick partitions.

Much attention has been paid to the heating, ventilating and lighting of the building, and to the electric wiring and plumbing systems. Other features will be the lecture rooms, which will seat from 150 to 200 students, and the library, which will be a handsomely finished room having shelving capacity for about 12,000 volumes, or nearly twice the number of books in the present chemical laboratory. A food and drug laboratory will adjoin the office of the Dean of the School of Pharmacy and other research laboratories will be open to advanced pharmacy students. The ends of the building will be occupied by large and well equipped laboratories which will be used for work in general chemistry, pharmacy, qualitative analysis, quantitative analysis and organic chemistry. A prescription room equipped to accommodate twice the present prescription department will adjoin the pharmacy laboratory and a special laboratory for pharmacognosy and a drug museum will be located on the third floor. It is intended that upon occupation of its new quarters each member of the class in pharmacognosy shall own a drug cabinet of about 250 specimens for laboratory as well as home use.

Distilled water will be made on the fourth floor and hydrogen sulphide generated in an entirely isolated room of the attic and both will be piped to all parts of the building. In addition to the usual plumbing for water and gas, independent sets of pipes will supply steam and compressed air.

### SENATOR HEYBURN'S PURE FOOD BILL.

**Would Prevent Misrepresentation as to Federal Guaranty But is Not Likely to Pass at This Session.**

WASHINGTON, April 3.—Considerable interest has been aroused here over the re-introduction by Senator Heyburn, of Idaho, chairman of the Senate Committee on Manufactures, of his bill amending the Pure Food and Drugs Act so that the guaranty label cannot be used to make fraudulent representations. The text of the bill is as follows:

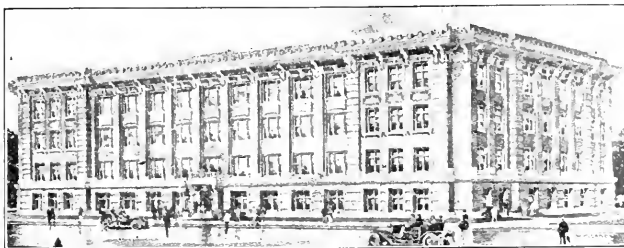
Section 1.—That it shall be unlawful for any person, association of persons or corporation to place any mark, sign or insignia upon any package, label, covering or wrapping of any article of food or medicine stating in words or effect that the contents of such packages are guaranteed under the Pure Food and Drugs Act of June 30, 1906, or are guaranteed or recommended in any manner by the Government of the United States.

Section 2.—That any person violating any of the provisions of this Act shall be fined not more than \$1000 or imprisonment for not more than one year, or both, at the discretion of the court.

In the last Congress the bill was favorably reported by Senator Heyburn's committee, but got no further. At this session he again introduced it, with a number of other bills, but there is a general understanding that no legislation in addition to the Tariff Bill will be attempted at the special session and nothing further is likely to be done with it before the regular session convenes in December.

### Coming Meeting of the Oklahoma Ph.A.

Local Secretary William E. Dechant, of Muskogee, expects a large attendance on May 18-20 at the annual meeting in that city of the Oklahoma Ph.A. and Travelers' Auxiliary. There are now about 3000 druggists in the new State and the number is reported to be constantly increasing.



### N.Y.R.D.A. EMBLEMS ON STORE WINDOWS.

**Display Aids in Killing Traffic in Premiums and Turning Trade to Ethical Pharmacists.**

At the March meeting of the New York Retail Druggists' Association the "premium evil" was again the chief topic under discussion. The special committee which has had the matter in charge has been divided in several subcommittees and two of these made reports. The committee on emblems announced that the emblem of the association was ready for distribution to the members who wished to place them upon their windows, showing that the store was an "association store," where no premiums were handled. A number of members each secured an emblem and have placed it conspicuously on the door pane, where the public cannot fail to see it before entering.

The committee on the journal which is published by the society for the purpose of educating the public and assisting in wiping out the premium evil, reported very gratifying results. A number of instances were cited where customers had been reformed from the habit and also how the interest taken by many people living in the district was aiding the committee in securing patronage for the anti-premium stores.

The report of the legislative committee was made by Joseph Weinstein in place of Chairman Peter Diamond, who was unavoidably absent. This report caused a discussion on the Conklin Bill and also other pharmacy legislation. Stress was laid by all who took part that the association endorse only such legislation as emanated from the New York State Ph.A. and members of the legislative committee were instructed to insist that appointment of members to the Board of Pharmacy by the Governor be only from the names submitted by the State association.

By unanimous vote \$75 was ordered sent to the treasurer of the New York State Ph.A. for defraying the expenses of the annual meeting at Richfield Springs next June.

The following pharmacists were elected to membership: M. Kirschstein, L. Bailin, H. Morgenstern, Harry H. Reinstein, I. Bleier, H. Strass and George H. Guth. At a previous meeting Jacob Diner and H. Gorodez were elected members.

### New York Druggist Indicted for Selling Cocaine.

Giovanni Valle, a druggist at 52 MacDougal street, Borough of Manhattan, New York City, who was arrested about four weeks ago charged with selling cocaine, was indicted by the grand jury on March 23 and held in \$10000 bail pending trial. Two detectives went to Valle's home and there purchased a small package of the pulverized cocaine, at the same time seizing five boxes and five bottles, which also were found to contain the same substance. It is said that Valle only dealt in the article at his home and not at the store.

### Banquet, Vaudeville and Paper for Three D's.

KINGSTON, N. Y., April 3.—The annual meeting of the Associated Doctors, Druggists and Dentists of the city of Kingston and vicinity will be held at Hotel Elchler Tuesday evening, April 13, at 9 o'clock. After the banquet Dr. James J. Walsh, of Fordham University, will speak on "Medicines, Physicians and Specialists," to be followed by a vaudeville entertainment furnished by the Bijou. Charles L. McBride is president and George H. Clark, D.D.S., secretary.

## DISPENSING HABIT OF DOCTORS GROWING.

German Apothecaries Hear That Use of Nostrums is Not on the Decline—Arranging for Entertainments.

A large portion of the meeting of the German Apothecaries' Society held last Thursday evening was given over to the discussion of the prescribing of nostrums by physicians. E. C. Goetting thought that the physicians were very slow to recognize official preparations, considering the efforts spent by the druggists in that direction. Mr. Goetting stated that there were more nostrums prescribed now than ever before, contrary to the opinion of a large number of pharmacists who believe that the practice is passing out of existence. A number of the members took up the discussion and stated that the physicians were becoming dispensers to quite an extent. No action was taken except that the members who spoke, all announced that they were combatting these practices wherever possible, and looked for a solution in the closer co-operation of the physician and the pharmacist.

There was no action taken on any legislative matters, George Kleinau, chairman of the legislative committee, announcing that the new All-State Bill had not as yet been introduced, and there were no bills requiring attention. President Hirsman stated that in any new bill, he favored having only active pharmacists appointed to the Board of Pharmacy.

Otto E. Gilbert, chairman of the entertainment committee, announced that all the arrangements were being completed for the entertainment to be given in the society's rooms on April 29 and that as previously announced, Carl Hauser, the famous German humorist, would certainly appear. Mr. Gilbert stated that a musical programme would also be carried out and due to the fact that the entertainment would be a rather complete affair, no "kommers" for the members would be held until September or October. An informal outing to Pielis, in East New York, was also under consideration by the committee, said Mr. Gilbert, while the annual summer outing would be reported upon at the next meeting.

Treasurer Robert Lehman stated that the expenses in connection with the last annual ball were \$45 less than those of the previous year. President Hirsman complimented Mr. Gilbert, chairman of the entertainment committee, for its success.

C. F. Schlensner, ex-president of the society, called attention to the celebration at the Brooklyn College of Pharmacy on April 15, at which time the mortgage clearing the institution of debt will be burned. Mr. Schlensner made several complimentary remarks concerning the college.

A communication from Prof. Joseph P. Remington was read expressing the hope that all the members had enjoyed the evening of his recent visit to the society as well as he had himself. The members were also shown a copy of Professor Remington's "Practice of Pharmacy," bound in sheep, which was presented by the author to the society.

A communication from the widow of Dr. Charles W. Volney contained the information that Dr. Volney died on February 28. She thanked the society for the friendship shown her husband. Dr. Volney has lectured before the society several times and was to have entertained the members in May. A letter of sympathy was sent to Mrs. Volney.

A letter of condolence was also sent to Emil Roller, chairman of the scientific committee, expressing sympathy for the death of his mother on March 9.

Herman Ridder, vice-president of the Hudson Celebration Committee, in a letter invited the society to take part in the celebration. No action was taken, but E. C. Goetting, president of the Riding Club, which is composed of members of the Verein, stated in a humorous way that the riding club would probably turn out. Mr. Goetting also strongly advised President Hirsman to join and stated that ladies were eligible to membership. Members of the club were very enthusiastic over the sport, said Mr. Goetting, and had just taken their first ride in a body through Central Park.

A check was ordered sent to the United German Societies, which the Verein recently joined.

Emil A. Bischof was proposed for membership.

Following the meeting lunch was served.

## Publishing Company to Be Dissolved.

MILWAUKEE, Wis., April 5.—The *Pharmaceutical Review* Publishing Company, of Milwaukee, has filed notice of dissolution.

## MANY ICELESS FOUNTAINS FOR LOUISVILLE.

Druggists All Seem to Be Installing New Apparatus for the Coming Summer Season.

LOUISVILLE, April 3.—This city appears to have gone wild on the subject of "Iceless" soda fountains, as turn where you will or wherever you go, you find a new one. Some comparatively new fountains are being disposed of at very low prices to make room for the newest in that line. Only recently the Newman Drug Company put in a "Liquid," and the new store that is to be opened in Fourth avenue under the Swellbach has contracted for one of the same make.

The City Hall Pharmacy received and put up one of the latest designs of a Becker last week and to judge from the genial smiles of the boys who run the place they are not only well pleased with their selection but think they have the only apparatus in Louisville.

The Krieger Drug Company, at Second and Market streets, has just set up a Puffer. The Krieger store at Second and Jefferson streets is installing a Marietta "Iceless" made in Indianapolis. The two stores are owned by the Krieger Brothers, and naturally each of them believes he has selected the best that can be offered in the Iceless line.

Several other stores are figuring on the new style fountains and it looks as if every drug store that makes a specialty of the soda water business will be equipped with a new apparatus before the summer season is well under way.

Vene A. Coleman, hustling representative of the J. Hungerford Smith Company, is making his usual call on the drug in this section. He is a "native" and gets the loyal support of the local trade, both wholesale and retail.

## \$4000 License to Sell Near-Alcoholic Beverages.

AMARILLO, Tex., April 3.—Deputy Sheriff Frank Buckingham is authority for the statement that sale is rather slow in the new soft drink occupation licenses recently created by the State Legislature. The act creating necessity for the occupation tax provides that if a person shall engage in the sale of frosty, tin-top, 2 per cent or other similar drinks, he shall pay a license of \$2000 to the State, \$1000 to the county and \$1000 to the city, making a total of \$4000.

While the Dispensatory Drug Act is not repealed in this law, this later act of the State Legislature proposes to strip the establishments operating under the Drug Act of other sources of revenue than the legitimate sale of prescription whisky. So far none of the licensed houses under the Drug Act have seen fit to invest the necessary \$4000.

## New Fountains in Milwaukee Pharmacies.

MILWAUKEE, Wis., April 3.—Several druggists in and about Milwaukee are preparing for the coming season in the soda fountain line by installing new equipment.

Henry Gerboth, well known Milwaukee druggist, is installing a modern new fountain at his branch pharmacy at 43d and Clyburn streets, and expects a big business. Cornelius Zeche, who recently moved into his new building at Pewaukee, is putting in a new fountain which will be a winner, judging from indications. The McDonald-Strassburger Drug Company, at Green Bay, has remodeled an adjoining store to be used as a new ice cream parlor, the serving to be done from the usual fountain.

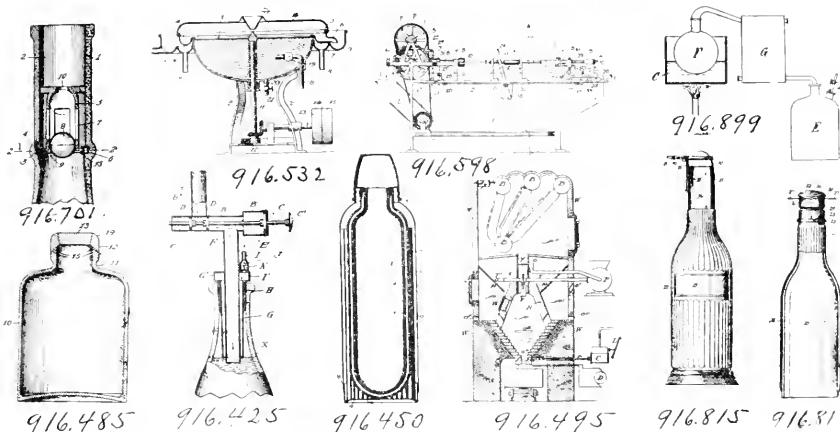
## Another Victory for Massachusetts Pharmacists.

BOSTON, April 3.—The committee on education of the Massachusetts Legislature has reported adversely on the bill which would place all technical and professional schools under the supervision of the State Board of Education. Had the bill passed the Massachusetts College of Pharmacy, now said to have the largest endowment of any school of pharmacy in the country, it would be placed under the supervision of the State Board of Education. The bill aroused much hostility, and at the hearing before the legislative committee there was overwhelming opposition.

## Jail and Bankruptcy for Selling Liquor.

LYNDEN, Wash., April 3.—C. Landall, druggist, convicted of running a "blind pig," and who is serving a 30 days' sentence in jail, has had also to close his store and go into bankruptcy. His liabilities are \$4000 and his nominal assets nearly the same.

# PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted March 30, 1909.

- 916,425—Walter L. Ellingwood, New York, N. Y. Bottle-filling apparatus.
- 916,450—William H. Keller, Philadelphia, Pa., assignor to Caloris Manufacturing Company, a corporation of Delaware. Vessel for the conveyance or storage of liquids.
- 916,485—Major D. Porter, Lewiston, N. Y. Container.
- 916,495—John H. Seymour, Whitney Point, N. Y. Process and apparatus for making calcium carbide.
- 916,532—Hans Christensen, Canton, Ohio, assignor to the Miller Pasteurizing Machine Company, Canton, Ohio. A corporation of New Jersey. Apparatus for pasteurizing or sterilizing liquids.
- 916,598—Thomas M. Richards, Alton, Ill. Bottle-fishing machine.
- 916,692—Richard von Foregger, New York, N. Y., assignor to the Roessler & Hasslacher Chemical Co., New York, N. Y., a corporation. Topical remedy.
- 916,701—Chriss Hansen, Columbia, Nev. Non-refillable bottle.
- 916,814—David A. Williams, Represa, Cal., assignor of one-half to Charles Murray, Represa, Cal. Bottle seal and closure.
- 916,815—David A. Williams, Represa, Cal., assignor of one-half to Charles Murray, Represa, Cal. Bottle casing and closure.
- 916,900—Gustav Teichnew, Nuremburg, Germany. Process for electrolytically producing peroxid of hydrogen.

## Iowa Druggist Burns His Liquor License.

PLEASANTON, Ia., April 3.—A unique meeting took place here recently to determine whether it was a benefit to the town to continue the sale of liquor at the local drug store. The meeting was called by the proprietor A. M. Hagg. It was composed mostly of business men. Arguments were presented, both pro and con, and even an experienced temperance lecturer could have gained points. After the flow of oratory had ceased a vote was taken, and all but three voted to discontinue the sale of liquor. Among the three dissenting votes was one cast by a minister. When the matter was finally decided, Mr. Hagg produced the Government license and a match was applied to it. As the last of the paper disappeared in smoke, a rousing cheer was given by those in favor of prohibition, but outside the building, where were gathered the antis, many groans disturbed the quiet night air.

## TRADE MARKS.

Published March 30, 1909.

- 33,933 The Mother Siegels Syrup Company, New York, N. Y. Class 6. Tablets for indigestion and all stomach and liver disorders.
- 38,268—Frank V. B. Gildersleeve, New York, N. Y. Class 6. A pharmaceutical preparation used as a remedy for pyorrheal-alveolaris and as a general mouth wash.
- 39,604—The Amulet Chemical Company, Philadelphia, Pa. Class 6. Talcum powder and tooth paste.
- 39,913—Farbenfabriken of Ellersfeld Company, New York, N. Y. Class 6. A bactericide and antiseptic.
- 39,914—Farbenfabriken of Ellersfeld Company, New York, N. Y. Class 6. An anesthetic.

## Pharmacy Law Changes in Oklahoma.

GUTHRIE, Okla., April 3.—Governor Haskell has approved the Bryan Act amending the law regulating the practice of pharmacy. The new law does not change the requirements for registration but increases the number of members of the State Board of Pharmacy from three to five. It also repeals the provision of the old law which provided that the Governor should select the membership of the State board from a list of ten names submitted to it by the State association. Under the new law the Governor may choose the membership of the State board from the entire membership of the association.

Some Republicans claim that the new law gives the Democrats an advantage claiming that Republicans controlled the association and that the names of Democrats were not often submitted to the Governor from which he could make his appointments. Under the new law the Governor has no limitations as to whom he shall appoint as members of the State Board of Pharmacy.

## Students' Meeting at New York Branch Monday Night.

A symposium of the essentials of the leading foreign pharmacopoeias will be the programme for the meeting of the New York Branch of the American Pharmaceutical Association on Monday evening. This meeting is called for 8.30, a half hour earlier than usual, as it is proposed to entertain students of the various colleges of pharmacy located in the metropolitan district. Physicians, pharmacists and clerks have also been invited to attend. Following are the pharmacopoeias that are to be considered and the names of the gentlemen who are to present outlines of the same: Austrian, Otto Raubenheimer; British, Prof. H. J. Lohmann; French Codex, C. A. Mayo; Japanese, Keizo Wooyenaka; German, W. C. Alpers; Russian, Joseph Weinstein; Spanish, Hugh Craig; Swiss, Dr. Joseph L. Mayer.

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 G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

# LETTER BOX

## Kentucky's Law Importance of Organization.

Editor *The Pharmaceutical Era*:

In my recent letter, printed in the *ERA*, March 25, page 288, regarding organization and the laws which affect retail druggists in this State, I notice that I have made two minor errors in my statements which I want to correct. The *Pure Drug Law* specifies that the *Kentucky Pharmaceutical Association* shall name one member of the board—hence the Governor has nothing to do with the appointment.

Another error was in the statement that a person could not be punished for a first offense. It should have been followed by the words: "That in case of the first charge—shall be notified of the findings and be given a hearing within 15 days before a report is made," etc.

In my opinion the *ERA* could do no more beneficent work than to continue the agitating of organization as the only safety for the retail druggist. So many of our law-makers consider the retail drug store as a veritable gold mine and prone to put us in the class with multimillionaires and robber barons that only by united effort can we get this fallacy out of their minds and secure justice for our profession.

Yours very truly,

Louisville, March 30.

S. N. J.

## Medicinal Plant Industry in Nebraska.

Editor *The Pharmaceutical Era*:

I feel that I ought to write you and tell you about my experience in raising medicinal plants on a ten-acre tract of ground adjoining Omaha, Neb.

Of course the altitude and climate are not available at this point for the raising of everything in medicinal plants and I met with some disappointment in trying it. I expect to do better this year, however, having gained by the experience of the past year.

I set out 100 plants each of the following: *Sal muscatella*, *seminu*, *corpula*, *castolax*, *pilobersin*, *salva-ea*, *rootbear*, *foot-easelle*, *bancue*, *antipidlogeride*, *baccocura*, *kargon* and *chococax*.

On account of the previous Legislature the country was very "dry" around here and much boot-legging had to be done to keep things moist. Then we were bothered with the insect known to medicinal plant raisers and botanists as the *pulempitis afterdarkerus*.

I was unable to get a purchaser for any of my crop, despite the writing I did to all the drug handlers of this and other continents. Many of them wrote me to consult a specialist in diseases of the upper-thinkum, some wrote me to go hence (particulars of where on demand), and others refrained from replying at all—seemingly being too busy with other matters. I, however, found a market by putting the goods in on commission with some of the second-hand dealers who disposed of them to curio buyers who bought them under the impression they were good for warts and epilepsy when used at the dark of the moon in conjunction with the incantations.

If there was a better market for my products I would make another payment on the land and continue more seasons at the business.

Any one desiring to go into the raising of medicinal plants can obtain slips of any of the above mentioned plants by writing me in a plain envelope and enclosing \$10.

I also raised some corn and potatoes, for which I found a ready sale indirectly—that is, I fed the same to some hogs I had on the place and then sold the hogs. Animals of any character can be turned loose among the above stated plants with the assurance to yourself they will not eat them.

Many of my neighbors called during the season, but they seem to take my efforts with a great deal of fun and ridicule. I was prepared for this, as all workers in advance knowledge have to bear the brunt of ridicule and discouragement.

With this extended and detailed description of my medicinal plant emporium I finish. With the season's compliments and the assurance you have one of the best drug journals extant, I am, Medicinally Plant Farm Life Yours,

Omaha, Neb.

JOHN MEDPLANT.

## FIRST AID STATIONS IN NEW YORK STORES.

Twenty-nine Druggists Interested in Ambulance Service Which Replaces That of Roosevelt Hospital.

During the past month 29 drug stores in the Boroughs of Manhattan and the Bronx have installed equipments for first aid stations as provided by the National Volunteer Emergency Service to its members. From what can be learned probably as many more will join the service and secure equipments before very long, as the druggists now members state that progress is being made very rapidly.

The action of the service in establishing these first aid stations, follows the withdrawal of the Roosevelt Hospital ambulances, which occurred on March 1, and in order to have an efficient substitute in the place left open in this field the service has decided upon this method of first aid stations, which is patterned after the St. John's Ambulance Corps, of England.

Eriz-Gen. F. E. Davis, in an interview at the New York headquarters a few days ago, stated that while the organization was over nine years old it was just recently that the pharmacists had been actively appealed to for participation, due in a measure to the lack of opportunity to use their services until the recent chance. General Davis went on further and stated as follows:

"The service is a National organization and its purposes are designed not to supplant but to supplement health measures, sanitary societies and public utilities already established and to provide the means of supplying deficiencies in personal and equipment wherever a volunteer service may be of advantage, either in peace or war. To best accomplish the aims it has adopted a military form of organization. The object of the drug store stations is to relieve the hospitals which are greatly overcrowded and when possible place people who have been injured in their own homes under the supervision of their own physician.

"The duty of the druggist who is a member of the service is to get into communication with the patient's family physician and it is then up to the doctor to say what he wants done with the case. If he directs the case transferred to the home of his patient he promptly summons an ambulance from headquarters, and it is done without expense either to the doctor or patient. The doctor will feel grateful to the druggist for his work and the druggist will incidentally secure the physician's prescription, besides possibly the trade of the patient. Every station is provided with a regular army litter, emergency bag, lantern, poncho, pair of blankets and a rubber pillow. The membership fee is \$3 per year for druggists and \$5 for physicians, while the organization is purely a philanthropic affair and no one gets paid for services."

## BUFFALO EVENS UP WITH ROCHESTER.

Second Inter-City Session Includes Bowling and a Banquet With Toasts and Interesting Speeches.

BUFFALO, N. Y., April 3.—The druggists of this city had as their guests recently a party of about forty of their brothers from Rochester. Six weeks ago, when the Buffalonians went to Rochester for a good time, they were beaten in a spirited bowling match. Just to even matters, they beat the Rochester men in three straight games that lasted all afternoon and into the evening. Each of the eight alleys at Foss' was kept busy. Totals: Buffalo, 2532; Rochester, 2391.

Following the bowling, an excellent meal was served at the Hotel Brozel. James A. Lockie presided at the speech-making end of that affair. Among those who responded to toasts were W. F. Whelan, who welcomed the visitors; M. H. Page, who tried to excuse himself for moving from Buffalo to Rochester; R. K. Smith, who amusingly reviewed some of his experiences as an alderman; George Hahn, who talked a little "shop"; Thomas Stoddard, who dwelt on his favorite theme, Buffalo's railway terminals; Julius A. Grass, a lawyer, and Dr. Guy L. McCutcheon.

## Cahoon-Lyon Company Buys Another Store.

BUFFALO, April 5.—The Cahoon-Lyon Drug Company, of Buffalo, has bought the drug store and business at 367 William street, this city, many years occupied by Charles E. Martzloff. New fixtures and a new front will be installed.

# BUSINESS RECORD

**Changes in Ownership. New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

**Supplement to The Era Druggists' Directory.**

**ALABAMA**—SELMA—V. D. Young Drug Company have opened a new store here.

**WINFIELD**—Hill & Hollis have dissolved partnership and Dr. R. L. Hill will conduct the business alone.

**WOODLAWN**—F. M. Wood, formerly proprietor of the Second Avenue Drug Store, has been succeeded by L. R. Shiflett.

**ARKANSAS**—DE QUEEN—Jones & Alston, proprietors of the Model Drug Company, have sold out to Latimer Brothers. Style of firm will remain the same.

**LITTLE ROCK**—H. A. Mashburn & Bro. Co., incorporated, is the style of the new drug store at 707 West Seventh street; capital, \$3500.

**CALIFORNIA**—WHEATLAND—Dr. W. A. Patterson has been succeeded by W. M. Crilley.

**WOODLAND**—F. Von Jochnimsen has been succeeded by James Roseberry.

**COLORADO**—COLORADO SPRINGS—George W. Tate, Opera House Block, is the new proprietor of the Opera House Pharmacy.

**WRAY**—Dr. Thomas Barr has been succeeded by Brown & Roberts.

**CONNECTICUT**—WATERBURY—Stephen Gladding, Jr., will open a new drug store at 755 North Main street.

**DISTRICT OF COLUMBIA**—WASHINGTON—R. K. Helphensline, 14th and R streets N. W., has been succeeded by W. S. Richardson.

**FLORIDA**—MILTON—Dr. W. E. McDougal has been succeeded by Hilson Brothers.

**O'BRIEN**—Dr. J. H. Reynold; store destroyed by fire; loss, \$1000.

**ILLINOIS**—CHICAGO—O. J. Duke, 935 North Halsted street, has been succeeded by Olaf Olsen.

**MOMENCE**—Roden & Cone have dissolved partnership. Mr. Roden will continue the business with L. S. Cooke. Style of firm to be Cooke & Roden.

**INDIANA**—COLUMBUS—Hauser & Parker have been succeeded by Hauser & Updegraff.

**VINCENNES**—Duesterberg & Kramer will open their new drug store about April 15.

**IOWA**—ESTHERVILLE—Anderson Drug Company is the style of the new drug store here.

**GREENE**—Birney Drug Store has been succeeded by L. M. Snow.

**LEHIGH**—Nelson Drug Company has been succeeded by M. I. Little.

**WINTHROP**—E. E. Collins has been succeeded by E. W. Gaylord.

**KANSAS**—CUBA—G. R. Thomason has been succeeded by Milburn Reed.

**KENTUCKY**—FULTON—Irby Brothers; store destroyed by fire.

**LOUISVILLE**—Treber Drug Company, Broadway and Third avenue, has been succeeded by Haschemeyer Brothers.

**ROBARKS**—William B. Eblen; store destroyed by fire.

**MASSACHUSETTS**—WOBURN—F. P. Brooks has sold his store at 261 Main street to W. S. Davis.

**MICHIGAN**—DETROIT—Gray & Worcester have opened a new drug store in the Majestic Building, formerly occupied by the Lorain Confectionery Store.—R. A. Carmichael has sold both his stores here. One at 1022 Champ-lain street to Sepull & Travis and one at 933 Champ-lain street to J. H. Webster.

**EATON RAPIDS**—Wilcox & Golding have been succeeded by O. C. Palmer.

**NEW JERSEY**—NEWARK—J. D. McCroery, formerly of New York City, is now located at 250 Walnut street.

**NEW YORK**—BROOKLYN—C. E. Slauson, 1169 Liberty avenue, has been succeeded by William Hanson.

**CLIFTON SPRINGS**—C. N. Bryaut has been succeeded by N. B. Briggs.

**COOLERSJOWN**—Brazee & Bodin have dissolved partnership. H. L. Brazee will continue the business alone.

**CORNING**—The partnership heretofore existing under the firm name of Cole & Matthews in the cities of Corning and Elmira, N. Y., has dissolved. L. V. Cole will continue the business at Corning and L. N. Matthews the store at 135 East Water street, Elmira, N. Y.

**TROY**—Stovers Pharmacy, Fulton and Fourth streets, has been succeeded by Grady Drug Company.

**OHIO**—CANTON—Eby Drug Company, 120 North Market street, has been succeeded by the Square Drug Store. Kays & Ogden, proprietors.

**TOLLEDO**—Rex & Katzenmeyer, 2202 Ashland avenue, are the new proprietors of the Economical Drug Company.

**PENNSYLVANIA**—ALLENTOWN—Dr. W. D. Lithgow will open a new drug store at Sixth and Washington streets May 1.

**BRADFORD**—J. F. Leonard & Son, 35 Mechanic street; store destroyed by fire. Mr. Leonard states he will resume business at a new location in a short time.

**CANONSBURG**—J. M. Donaldson has succeeded J. B. Donaldson, lately deceased.

**TENNESSEE**—COVINGTON—The Covington Drug Company is the style of the new drug store here. McDougal & Alexander, managers.

**PARIS**—Kirk & Tyson is the style of the new drug store opened here.

**TEXAS**—ABILENE—Bradfield Drug Company, incorporated; capital stock, \$8000.

**MOFTAI**—John Taylor has succeeded George E. Wilson & Son.

**PARIS**—Palace Drug Company, incorporated; capital stock, \$15,000.

**YOKIUM**—Palace Drug Company has been succeeded by F. F. Schwab.

**WASHINGTON**—BELLINGHAM—S. I. Carr; store destroyed by fire; loss, \$2000; fully insured.

**WISCONSIN**—BIRCHWOOD—Mrs. B. E. Taylor has opened a new drug store here.

**MADISON**—Badger Pharmacy is the name of the new store opened at 1320 University avenue.

## Only 20 Per Cent of Drugs Adulterated.

Boston, April 3.—In the monthly bulletin of the State Board of Health the statement of the work of the board under the Food and Drug Inspection Act it is shown that 81 per cent of all drug samples taken during February and analyzed were found to be pure. The board also found that about 33 per cent of the samples of olive oil analyzed was adulterated. Other drugs adulterated were spirit of camphor and spirit of peppermint. These proprietary medicines were found to violate the law: Calf-Artil Headache Powders, White Pine Expecto-rant with Tar, and Az-ma-Syde. The analyses showed that the headache powders, made by George H. Hill, of Ayer, contained acetylind and the ingredients were not marked on the main label. The expectorant, which is made by a firm in Cambridge, contained alcohol which was not marked on the label, while the Az-ma-Syde, made by the Asthma Remedy & Manufacturing Co., of Tremont Temple, Boston, contained cocaine.

## Picnic Outing Planned for Next July.

MILWAUKEE, Wis., April 3.—Milwaukee druggists will tear themselves away from the dull routine of business some time next July and revel in a picnic outing, according to a decision reached at the quarterly meeting of the Milwaukee Retail Druggists' Association. The exact place of the outing has not as yet been decided upon, although Cedarburg and other hamlets surrounding Milwaukee were suggested.

Dr. Edward Kremers, dean of the School of Pharmacy at the University of Wisconsin, addressed the druggists. He outlined much of the valuable and practical training which his department is offering to the future druggists and urged druggists to cooperate with the State by employing and aiding registered pharmacists who are graduates of the university.

Resolutions of condolence were adopted to be sent to the family of the late Herman H. Hackendahl, president of the association.

# THE DRUG MARKETS

## JOBGING LOTS STILL CHIEF FEATURE.

Uncertainties of Tariff Legislation Checking Business in a Large Way. But Market Remains Firm.

NEW YORK, April 5.—The uncertainties existing in relation to the changes which will be made and the date of the passage of the proposed tariff bill tends to check business in a large way, and while the regular jobbing business is of fair proportions, the market has a quiet appearance without any changes of note, although some articles are scarce and more firmly held.

**OPIMUM.**—The latest cables from Smyrna state that if the crop continues to suffer, prices will doubtless rise very much, as the stock in Smyrna is small and quantities assaying above 11 per cent very scarce. Three hundred cases of this stock are qualities containing 6 to 7 per cent of morphine; 700 cases, 9 to 10 per cent of morphine; 400 cases, 10½ to 11½ per cent morphine. The quotations in our market are unchanged at \$4.50, and at which sales of cases are being made. The arrivals in Smyrna to April 2 amount to 2045 cases.

**QUININE SULPHATE.**—The regular auction sale of bark at Amsterdum last Thursday went off at an advance, the unit being 3.25 Dutch cents, as against 3.10 Dutch cents at the previous sale. Seven-eighths of the quantity offered was sold. The bark shipments for March are small, being only \$40,000 pounds. The price of quinine remains unchanged, but a better demand is being felt. If the bark shipments for the next few months are small, the price of quinine is likely to advance.

**NORWEGIAN COD LIVER OIL.**—Cables to March 29 in regard to the fishing are as follows: In Lofoten, 12,000,000 fish, yielding 12,520 barrels of oil; in other districts, 27,000,000 fish, yielding 27,000 barrels of oil. The figures for the year 1908 to same date are: In Lofoten, 9,700,000 fish, yielding 13,300 barrels of oil; in all other districts, 25,800,000 fish, yielding 32,500 barrels of oil. The total output is 5300 barrels less than last year, which has caused the price to advance from the lower figures prevailing earlier in the season. There is a good demand in the local market and prices are being firmly maintained.

**TOKKA BEANS.**—Owing to very light stocks, the Angostura variety has advanced sharply to \$1.00/\$1.75 per pound. Para are unchanged and are held at 40¢/50¢, per pound. The new crop of Angostura will not be in the market for several months and in the meantime prices are not likely to decline but may further advance.

**JALAP ROOT.**—This article is very scarce and with a good demand prices have advanced to 50¢/55¢, per pound for whole and 57¢/62¢, for powdered.

**COUMARIN.**—Quotations have been advanced and prices are very firm. \$3.30/\$3.55 are the quotations, according to size of order, the inside figure being for 200 pound lots and the higher price for quantities less than 25 pounds.

**CURACAO ALOES.**—There is a fairly good demand with sales reported at 6½¢, in large quantities. The market lacks strength and it is said dealers are inclined to give concessions.

**ESSENTIAL OILS.**—The market is generally quiet but steady, anise being firmer in tone with some sellers asking \$1.25 in large quantities, although several buyers say that they can buy inside of this price. The rush of shipments in anticipation of a duty has caused a scarcity abroad, but the situation in the local market is less pressing.

**CITRIC ACID.**—Manufacturers reduced their prices on citric acid 2¢, per pound last Friday. The various citrates were also reduced in sympathy, the reduction amounting to 1¢, per pound.

**CAMPHOR.**—Japanese, in ounces, is extremely scarce, the spot stock being almost exhausted. In large quantities 50¢, is the ruling quotation for the limited supply available.

**SUNFLOWER SEED.**—The foreign is nominally unchanged at 3¢/3½¢, per pound, in fair sized quantities. There has been an arrival of domestic striped and cleaned which is held at 4¢/4½¢.

**QUINCE SEED.**—There is a somewhat better supply and the market is easier in consequence. The revised quotations show a reduction to \$5¢/90¢, per pound, according to quality and quantity.

**SENNA LEAVES.**—This article is meeting with an exceedingly good demand and a large business is reported in both Alexandria and Tinnelly at full quoted prices.

**BUCHU LEAVES.**—Short leaves of desirable quality continue firm at 31¢/32¢, per pound, as to grade and quantity, and further improvement in values is predicted. Sales in the local market during the past week amounted to over 75 bales and the spot stock is under good control.

## London Drug Market

LONDON, March 27.—Small supplies were brought forward at this week's drug auctions and the demand was very limited, in fact less interest than usual was taken in the goods catalogued. There were, however, one or two exceptions. Thus a good demand was evinced to secure the small offerings of Buchu Leaves and eight bales of good green rounds sold readily at 11d. to 1s. per pound, while for mixed leaves 6d. per pound was paid. Cape Aloes was very firm and for good bright hard a bid of 32s. 6d. was refused, the broker wanting 33s. per cwt. but for another lot almost as good, 32s. 6d. was accepted, and for fair bright hard 31s. to 31s. 6d. was paid. Fair liver, slightly dark Curacao realized 42s. 6d. per cwt. and medium 37s. 6d., lower quality selling on the same basis. Zanzibar Aloes was bought in.

Ipecacuanha was barely steady and five bales of fair plump Rio sold at 5s. to 5s. 2d. per pound. Jamaica Honey sold well at firm prices. Two cases of Balsam Tolu sold at 10½¢, per pound (subject), for hard, fair flavor. Coca Leaves and Cascara Sagrada were neglected. One case of Camphor, Ceylon crude, sold at 125s. per cwt. Eight cases of Rhubarb sold without reserve at 1s. to 1s. 1d. for flat small to hold high dried. About 200 cases of Tinnelly Senna sold at steady rates, the quality being poor and prices ranging from 1½¢, to 3½¢, per pound. Sarsaparilla realized steady rates, gray Jamaica, 1s. 4d. to 1s. 5d.; native, 11d. to 1s. 2d., and Lima, 1s. to 1s. 2d. per pound. Sumatra Gum Benzoin was easier, fair almost seconds selling at 26 15s. per cwt. Cardamoms were steady. Wax was dull of sale.

Privately there is no improvement in business, with the exception that there has been a better demand from America for a few articles which are threatened by the revised tariff. The most important price alteration is a reduction of 20s. per cwt. in the price of Sodium Bicarbonate which takes effect April 1. Citric Acid is quiet and unchanged. Camphor is dearer and 1s. 8d. per pound has been paid for Japanese refined in one-ounce tablets and 1s. 7½¢, for 2½-pound slabs. A small business has been done in American Oil of Peppermint at 8s. 9d. to 8s. 10½¢, per pound for H.G.H., and 6s. 1½¢, to 6s. 3d. for Wayne County tin oil. Small sales of good Oil of Star Aniseed have been made at 4s. 5d. per pound. Jamaica Ginger advanced 1s. to 2s. per cwt. at the spice sales. The London Opium market is quiet and prices of the alkaloids remain unchanged. Balsam Peru is scarce and wanted. Cod Liver Oil has not materially altered since last week and the value is from 70s. to 72s. per barrel, c. i. l., for pressed Norwegian. Essence of Lemon is steady at late quotations. Second-hand holders of Santonin are asking 17s. 6d. per pound.

### No Tax on Bay Rum When Used for Toilet Purposes.

In Treasury Decision No. 1475, just issued by John G. Capers, Commissioner of Internal Revenue, a decision is made regarding the handling of bay rum for toilet purposes, which is as follows:

"Since, however, bay rum when kept and sold only for toilet purposes is not regarded as distilled spirits, and may be sold in either wholesale or retail quantities without the payment of a special tax, the ruling in question does not apply to persons who are neither wholesale nor retail liquor dealers, and who are handling bay rum in good faith for toilet purposes only, and such persons may keep bay rum in stock in unstamped containers of more than five gallons and may reduce imported bay rum above proof to proof without incurring any liability under the internal revenue laws."

### First Home of Big Concern to Be Apartment House.

DETROIT, April 3.—The first home of Parke, Davis & Co. has just been sold for \$15,000 and will be remodeled into an apartment house.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, APRIL 15, 1909

No. 15

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of  
Manhattan, New York, by D. O. Haynes & Co., a corporation;  
President and treasurer, David O. Haynes; vice-president, Ezra  
J. Kennedy; secretary, Edward W. Drew. The address of the  
officers is the office of this publication, and the title is regis-  
tered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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THE PHARMACEUTICAL ERA,

For Era Album

90 WILLIAM ST., NEW YORK.

## SENATOR HEYBURN'S GUARANTY BILL.

Senator Heyburn, in a communication to the ERA,  
confirms the view taken by us of his Pure Food and  
Drugs Law guaranty bill and sends us a copy of the  
bill which he has reintroduced as Senate Bill 1461,  
showing that the omission of a few words permitted  
an entirely different construction to be placed upon  
the purpose of the measure than he intended. The  
corrected bill is reprinted in full below in order to  
correct misapprehension regarding its proposed  
effect:

A BILL to prevent fraudulent representations as to Govern-  
ment guaranties of foods and medicines.

Be it enacted by the Senate and House of Representatives of  
the United States of America in Congress assembled, That it  
shall be unlawful for any person, association of persons, or  
corporation to place any mark, sign, or insignia upon any sign,  
package, label, covering, or wrapping of any article of food or  
medicine stating in words or effect THAT THE CONTENTS OF  
SUCH PACKAGE ARE GUARANTEED BY THE GOVERN-  
MENT OF THE UNITED STATES under the Pure Food and  
Drugs Act of June thirtieth, nineteen hundred and six, or are  
guaranteed or recommended in any manner by the Government  
of the United States.

Section 2. That any person violating any of the provisions of  
this Act shall be fined not more than one thousand dollars, or  
imprisoned for not more than one year, or both, at the dis-  
cretion of the court.

It will be seen that, as the ERA said, the object of  
the legislation is merely to prevent unscrupulous  
manufacturers from declaring that their products  
are *guaranteed by the Government, or that they are  
guaranteed or recommended by the Government.*  
Proper use of the guaranty is not prohibited, nor is  
mention of the Pure Food and Drugs Act in a legiti-  
mate way prevented.

## REVISED ALL-STATE BILL A GOOD MEASURE.

Out of all the turmoil attending the preparation of  
bills to carry out Governor Hughes' idea of reorgan-  
izing the New York State Board of Pharmacy there  
has come what is called the All-State Bill, intro-  
duced in the Assembly by Charles F. Brown, of  
Cortland. This bill has the approval of the State  
Pharmaceutical Association and of the Governor and  
his advisers. A survey of its provisions shows that  
there is little, if anything, to be desired by pharma-  
cists who have in mind the welfare of the profession  
and the safety of the public.

One of the chief perils dreaded in the reorganiza-  
tion of the board was that of making it a political  
football, but this has been happily averted, with the  
concurrence of the Governor who also believes that  
a body of this importance to the public health should  
not be tainted with politics. The board is to be re-  
duced from 15 to nine members, with a secretary  
who is not a member, making a much more wieldy  
body than at present.

The first nine members shall be appointed by the  
Regents of the University from the membership of

the present board, thereby in a way preserving and continuing the excellent quality of its personnel. Thereafter annually the New York State Pharmaceutical Association is required to send six names to the Board of Regents, from which list the latter shall appoint three members. Qualifications are that the appointees shall be licensed pharmacists who have legally practiced pharmacy in this State for at least ten years.

#### SOME NEW FEATURES OF THE BILL.

As to expenses, the Legislature is required to make annual appropriations, but pending the availability of such appropriations the collections by fees, fines, etc., may be expended for legitimate expenses, thereby legalizing the present system, the continuance of which will greatly aid the board in enforcing the law.

A new feature is an examination for apprentice's certificates open to applicants more than 15 years of age. The fee required will be only \$1.

Another new provision is the recognition of the certificates of other boards of pharmacy, the limitation being the natural one of requiring that the standards of such boards shall not be inferior to those of New York State and providing for a fee of \$25.

In the matter of examinations it is provided that the practical examinations shall be conducted by the members of the board, who are technically designated as examiners, while the written examinations shall be conducted by the regents.

Pure drug legislation, embodying the provisions of the Whitney-Wainwright Act, which failed to become a law last year through lack of executive approval, is included and if the bill is passed will undoubtedly receive the Governor's approval, as it is understood that his previous objections were not to the chief aims sought in the act, but rather to the means of enforcing it. In a word his objection was that the act gave too much power to a body not a direct part of the State government. The All-State Bill eliminates this reason.

Pharmacists who have read the bill have said that it is an excellent measure and in its present shape its passage would tend to elevate the educational and professional aspect of pharmacy in the State.

#### OWNERS OF MORE THAN ONE DRUG STORE.

An esteemed correspondent of the ERA raises an interesting question in the communication which follows:

*Editor The Pharmaceutical Era:*

Here is an idea for the progressive Era to fulfill: Ascertain who are the druggists in each of the States in the United States owning three retail stores or more?

The answers will tend to show how far the co-operative idea, as worked out in this way, has been taken advantage of by retail druggists and would afford interesting comparisons of the progress made in the drug trade in the Northern, Southern and Pacific States.

E. P. H.

The suggestion is a good one, but its scope might well be extended to include retail druggists who own and operate more than one store in the various States of the Union. The expansion of the business of retail druggists in this way is one form of co-

operation, of which there are several. A retail druggist with a number of stores is enabled to make larger purchases and at better terms than would several druggists each operating the same stores separately, but leaving that aside the question is worth seeking an answer: How many druggists in various sections operate more than one store? Of these, how many stores does each conduct? The ERA will be pleased to receive answers from any of its readers who may be interested.

#### TARIFF BILL IN THE SENATE.

As expected the Senate has made numerous changes in the Payne Tariff Bill as passed by the House at Washington. In the chemical and drug schedule the bill as reported by the finance committee makes quite a number of reductions and the entire measure is more in line with taxing luxuries higher and necessities lower than was the schedule passed by the House. Coal tars, dyes and colors, for instance, are reduced from 35 to 30 per cent ad valorem and a number of articles are placed on the free list. Perfumery is increased from 20 per cent to 25 per cent ad valorem. The revision is by no means finished and further amendments are due to be made in the Senate before the bill is passed and sent back to the House.

The Senate finance committee declares that its present draft will furnish ample revenue without imposing an inheritance tax and that provision of the Payne Bill is eliminated. In this situation there does not seem to be any occasion for reviving the war stamp tax on medicinal preparations, bank checks, etc., which has been feared in some quarters.

#### PATENT PROVISION SHOULD BE RESTORED.

Druggists and others interested should lose no time in appealing to the Senate to restore section 41 of the Payne Tariff Bill which provides for the reciprocal treatment of patentees, as between Americans and foreigners. The section, as heretofore noted in the ERA, was stricken out in the House, but the reasons given do not appear to have been adequate.

Letters should be sent by the druggists of the several States to their United States Senators at Washington urging them to use their influence to have the provision restored. If any doubt exists as to its legality, tell the Senators that the courts can decide the question if anybody ever raises it. The section is based on the principle of fair play and no foreign nation can object to it with any degree of decency.

Seeing ourselves as others see us through uncolored glasses and without prejudice is the picture given by the editor of the Cedar Rapids Gazette in connection with the recent defeat of legislation that was sought to divorce the retail drug trade in Iowa from the liquor traffic. Druggists everywhere will find the article worth reading on general principles, aside from its local informative value, so it is reprinted on page 348 of this issue of the ERA.

Value of organization was strikingly exemplified recently in the case of Druggist Movitt who succeeded in fighting off a blackmailing suit through the active support of the Chicago Retail Druggists' Association. As usual in such cases a small boy was the purchaser and the claim was made that he was given something he did not ask for, the plaintiff contending



that "bitter salts" (the German name for epsom salts) was ordered, whereas the druggist maintained that saltpeter was called for and dispensed. The suit dragged along for months and the defendant would have been forced to settle, or go to considerable expense but for the timely and active efforts of the association, whereby he won a verdict of no cause of action. The C.R.D.A. has a way of giving practical help to its members that is pleasant to behold.

That Great Britain needs a new Poisons Law is quite evident from the statistics showing 9557 deaths from the accidental and unauthorized administration of poisons in the last decade. One thousand deaths a year in England and Wales is certainly an awful toll to pay for carelessness and perverseness made possible by inadequate poison laws.

"Old Hunk is too mean to live!"

"Oh, I don't know. If he thought he could spite more people by dying, he'd die."

Lyman H. Savage, of Guymon, will go down into history as one of the pioneer druggists of Oklahoma, whither he went in the summer of 1884, locating at what was then Benton. At one time it attained a population of something like 300 inhabitants, but now there is not a trace of the town left, and none except the old-timers remember much about the place.

It was here that Mr. Savage believes the first drug store in Oklahoma had its institution. He then knew of none operating in the Territory. He was but 17 years of age at the time and was associated in business with an elderly gentleman, since deceased. Mr. Savage is modest in referring to his adventures in the pioneer line, but recently was persuaded to tell this much to the Era:

"About 1884 my father, John W. Savage, and myself came West from Cook County, Ill., he locating at Englewood, Kan., while I came on down into what was then called No Man's Land (Neutral Strip), Public Land Strip and other names. At that time there was no law over it as it belonged to no judicial district, but when Oklahoma was opened for settlement in 1889 by Special Act of Congress it was attached to Oklahoma for special judicial purposes. I am not sure, but I think it was in the fall of 1884, B. D. Fowler, formerly of Greengburg, Ind., a man of 60 years, and myself started a little drug store out on the prairie on the bank of the Beaver River. Our house was made of sod and covered with lumber and poles and dirt on top of that. Our floor was made of slabs of rock we quarried ourselves from the hills near there.

"We put in a very nice stock of drugs and, considering the sparsely settled condition of the country (being nearly all cowboys and cattlemen then), we did a nice business from the start. We cooked our own meals in the rear of the store. There are many queer things connected with this little State, one of which I will mention. In the spring of 1886 we found the remains of a man under the bank of the river. His body had been placed just under the edge of the bank and the dirt pushed over him, but the water had washed away some of the dirt and left part of the remains exposed. We held sort of an inquest and found nothing in the man's pockets except a few watermelon seed. There was a bullet hole in the back of his skull and his hat was powder-burned. We buried the remains, except the skull, and that we placed on the top shelf of the store, and there it remained for years. We never learned the identity of the man.

"A number of vigilante trials were held at our store and some very serious things occurred several years later. I severed my connection with the store, but Mr. Fowler remained there until the roof fell in. After he reached the age of probably 70 years he was stricken with paralysis and eventually died in the Soldiers' Home in Kansas. Mr. Fowler and myself remained close friends until his death in 1890.

"I left the Oklahoma country and went to Alaska. For seven years I lived in the interior of that country, most of the time on the Yukon River and its tributary, the Tanana. I pursued various lines of work there, prospecting, wood-cutting and fur buying. About eighteen months ago I returned to Oklahoma, found it settled by farmers, and found a town here which was not in existence when I left, bought the drug business which had been established by Dr. W. H. Langston and called it the Savage Drug Company. I am married and have one son, three years old, who was born at Fairbanks, Alaska."

One by one old landmarks disappear. Now the British "chemist" is doomed, according to our London correspondent, for hereafter as applied to private chemists and druggists the old designation will be replaced with the more modern and comprehensive title of pharmacist.

The word "kerosene" seems to have been first used in the United States Patent No. 12,612, of March 27, 1855, granted to Abraham Gesner, of Williamsburg, N. Y., and assigned to the North American Kerosene Gas Light Company, says the *Scientific American*. In the preamble to his specification Gesner states that he has "invented and discovered a new and useful manufacture or composition of matter, being a new liquid hydrocarbon which I denominate 'kerosene.'" So far as we are aware, and so far as the Patent Office examiners are aware, this is the first instance in which the word "kerosene" was suggested as a trade mark or a name for what was then generally called "rock oil."



LYMAN H. SAVAGE,  
of Guymon, Oklahoma.

"The unearned for human mouth," said Dr. Samuel A. Hopkins at the Harvard Medical College, according to the *Boston Herald*, "is the prize bacterial garden of the world, and all the conditions are there present for raising a banner crop. Upon the condition of the mouth," he continued, "depends the proper nutrition of the body. If the teeth are decayed or so sensitive through decay that one shrinks from proper mastication the person who has neglected them will not be properly nourished. Diseases of the ear and eyes, as well as all kinds of neurological diseases in some cases even tonsillitis—depend on the condition of the teeth. At the Brookline Grammar School cases of mental deficiency have been traced to defects of hearing, vision or of the teeth, and the children are now taught to take care of their teeth."

"Germany has established infirmaries for the care of children in its public schools, and they have shown: First, that the time expended in putting teeth in order is far less than that lost through toothache and diseased teeth; second, that the cost of keeping teeth in order is more than compensated for by the general health of the children; and third, that the children became physically stronger, secured a higher average of results in study and were undoubtedly happier."

Dr. Hopkins showed how the teeth could be cared for. "Five minutes spent every day on them," said he, "will keep the teeth in good condition. They should be brushed after meals, but especially at bedtime. The food should be well masticated, and the mental attitude should be cheerful, without irritation, during the meal. Proper mastication prevents overeating and leads to simple diet."

The people in Siberia buy their milk frozen, and for convenience it is allowed to freeze about a stick, which forms a handle to carry it by, says the *Bakers' Weekly*. The milkman carries one chunk or two, as the case may be, at the houses of his customers. The children in Irkutsk instead of crying for a drink of milk cry for a bite of milk. The people in winter time do not say "Be careful not to spill the milk," but "Be careful not to break the milk." Broken milk is better than spilled milk, though, because there is an opportunity to save

the pieces. A quart of frozen milk on a stick is a very formidable weapon in the hand of an angry man or boy, as it is possible to knock a person down with it. Irkutsk people hang their milk on hooks, instead of putting it in pans, though of course when warm spring weather comes pans or pails must be used, as the milk begins to melt.

She'll marry me some day I know,

Although she vows that she won't,  
For when I was asked to sing tonight  
She whispered, "For my sake—don't."

—Trenton Times.

American medical colleges may grind faster in future and, from the rawest material, turn out the finished product, doctors of medicine, in 4100 hours precisely. It is not worth while reckoning the odd minutes and seconds. Dr. Arthur Dwan Bevan, professor of surgery at Rush Medical College, Chicago, announced recently that the council on medical education of the American Medical Association, in session there, will recommend to the National association that the course of medical study be cut to 4100 hours, from the curriculum of 5000 to 6000 hours in vogue at most colleges.

Four thousand one hundred hours is about six months, but, of course, the time during which lectures are delivered will be distributed over two or three terms of college.

It takes a smart druggist to make a fool customer believe that he, the fool customer, is smart.

"The last flat I was in," said Mrs. Mover, according to the *Pioneer Press*, "was equipped with an automatic button which lit the gas in the country visitors' room after they had blown it out, a talking machine which swore at the janitor when the temperature dropped below 35 degrees, and a bell and a mirror which registered and displayed the husband of the lady across the hall when he came in at 3 o'clock in the morning singing Bohemian folk songs backward."

"That's nothing," replied the real estate agent. "Every apartment in the Half Svelte is provided with a sound magnifying apparatus, enabling you to hear Mrs. Plane in No. 29 confront her husband with his waning love; with an iron garrote concealed in the front door and which seizes collectors, canvassers, policemen and assessors by the neck, slowly choking them to death while you air your opinions; with a built-in-the-wall kitchen cabinet, which may be converted into a Carnegie library, a piano player, a folding bed, a billiard table, a princess dresser and a Scandinavian cook who was kidnapped from Stockholm in infancy and is guaranteed never to leave the apartment until the 30th of February or the crack of doom."

The way to hear money talk is to keep quiet and hustle on your own account.

A number of Indianapolis schoolboys with a number of schoolgirls as their aides and abettors, were having great fun on April 1 in the neighborhood of the Benjamin Harrison public school. They had secreted themselves behind a tight board fence and had placed a plump pocketbook very temptingly on the sidewalk. Of course there was a drawback attached to this prize in the shape of a string. One citizen after another looked at the fat pocketbook and remembering the day each shook his head, smiled, and wisely passed on.

The boys and girls were beginning to get discouraged when a North Delaware street druggist came along. They all knew him, they had bought candy, picture postals and all kinds of things at his store. The pleasure of fooling this "wise guy," as the boys irreverently termed him, would just be "immense," and as he approached the bait the little group behind the fence was in a titter of anticipation.

He came nearer and nearer. It was hard to keep back the laughter, but they did. Suddenly he stopped, put his foot on the string and lifted the book. There was yet a chance to laugh. They would wait and see him open the book.

Now it so happens that this druggist is an amateur sleight-of-hand man and quite skillful. He opened the book. To the amazement and wonder of the waiting April-foolers he began to take from that book, not the brown paper with which they had snuffed it, but money, real money! One bill after another came from its magic recesses and then he began to take out

silver half-dollars and quarters until it seemed incredible to the youngsters that there really should be so much money in the world. And how could they have overlooked it!

After emptying the pocketbook of this great store of wealth and replacing the brown paper, he dropped the book to the sidewalk and passed on, leaving that saddened group behind the fence vainly trying to solve the deep mystery.

The man who never failed at anything has few successes to boast of.

Manufacturers are watching with interest the work of experimentation in the engineering department at the University of Wisconsin in regard to spruce turpentine. Efforts are being made to ascertain whether or not the oil, which is a by-product of pulp manufacture, can be used to advantage as a denaturing agent of alcohol in its various applications and a fuel for internal combustion engines. The work is under the charge of Prof. W. W. Richter. Samples of both the crude form of the oil and the rectified were obtained from a paper plant for the purpose and tests made in the chemistry laboratory show that 85 per cent of the oil is not turpentine at all, but cymol, a substance closely related to the benzol used in Germany with alcohol to overcome the disadvantages of the thermal difference between alcohol and oil as a fuel.

"I'd like to have you call on me," said the hearth rug.

"All right," responded the mantel clock. "I'll run down next Saturday."

Sometimes we meet a man who says: "Oh, I never take the time to read trade papers. I am too busy looking after my own business." Such a man does not wisely look after his own business. He is neglecting one of the most important needs in business, his purchasing.

The last thirty years trade papers have become a great factor in industrial and commercial life, and one of their greatest values is the information they give the buyer regarding what and where to buy.

It pays to know where to buy. By keeping posted the shrewd buyer can always balance the proposition of competing sellers and is in the position of being able to nail down misstatements or unfair arguments of salesmen who are seeking his order.

The limitations of space, however, prevent the advertiser telling the buyer as much as he is willing to or as much as it pays the buyer to know. Hence it has been accepted wherever trade papers are read, that the buyer is at liberty to ask for further particulars regarding any line advertised and the advertiser has learned the wisdom of granting such requests in the most liberal spirit.

It pays to sit down after every paper comes in that is devoted especially to your work, to look through the advertisements and write for full information regarding every appliance or article you feel you should know more about than you do today.—*Canadian Manufacturer*.

"I don't see where all those people get their money."

"Visit the poor and you'll know."

A French professor, sent by his government to study cancer in Uruguay and the Argentine Republic, has returned from Buenos Ayres, says the *Herald*. He said he was surprised at the great number of cases of cancer in the digestive organs and believes that certain fishes propagate the germs of the disease.

It is doubtful if trade will ever be rid of the dishonorable fellow, for the makers of business continually change and the evil is always present and mars natural tendency. Wherever there is an open field, unhampered by the rules and regulations enforced by incorporated commercial bodies, men will practice tricks of trade.—*American Grocer*.

**NOTICE**—We are now revising the Era Price List for the 1909 edition and will thank the users of this List to advise us of any errors or omissions which they may have noticed in the last edition.

Address, ERA PRICE LIST,  
90 William St., NEW YORK

## The Other Side of the Street.

By Emma Gary Wallace.



Madam hurried breathlessly into the store.

"Do you know," she announced, "I have made a discovery!"

The Apothecary looked up with a mild expression of interest.

"Something rediscovered or just found?" he inquired, glancing longingly back at his beloved weekly trade magazine.

"Just found, for the first and only time, and that within the last half-hour, and I sincerely believe the aforesaid discovery will make for greater prosperity."

"Good," the Apothecary ejaculated, as he inserted a blotter to mark his place, laid down his magazine and sat back to listen.

"You know," Madam explained, "I had occasion to go down on Dawson street this morning, and on my way back I came up Pierce avenue, and down the other side of the street. Positively I hardly knew the place from that direction. It looks altogether different both from the avenue, and from across the way."

"We have been so enthusiastic over our new fixtures, the canopy we have added to the fountain, and our special advertising that we have forgotten all about outward appearances. When we look at a familiar object close at hand, it does not stand out in all its imperfections and ugliness of outline as it does when we view it from a distance and observe its relation to surrounding objects. I discovered, for one thing, as I looked at our place from a distance, that it is not particularly attractive. The entire block lacks a general air of prosperity."

"This struck me with such surprising force that I followed along on down the street, then I went around through Cross street, up the other way and back through Park road. You know our best paying class of custom comes from those and the adjoining streets."

"As I passed the Beacon Apartment House a family was moving in, and I determined to assume that I was the new woman resident, taking a leisurely walk about, gathering impressions of the vicinity and deciding whether I should do my household buying up this way or farther downtown."

"And what was your decision?" the Apothecary interrogated.

"Guess," Madam demanded.

"Why, you decided to trade in this locality, of course; otherwise how would our fortunes be improved?"

"Wrong," Madam declared. "I decided to go the other way by all means."

"If that is your discovery, I cannot see that it is a very cheerful one," the Apothecary remarked in an aggrieved tone.

Madam laughed. "But that only led, or rather forced me to the real discovery. Stop—Look—Listen. If we expect to attract people to us, we must make, not only our building attractive from the other side of the street, but we must make the entire neighborhood attractive as well."

"But we do not own the building, nor even the neighborhood," her companion objected.

"No, but fortunately our voice carries as much weight as that of any one else. If every business man in this street would approach his location from an unaccustomed direction, and adopt the critical attitude of an uninterested party seeking a place where the outward signs indicated good service inside, it would result in many much-needed local improvements."

"Our own building stands up tall and forbidding, painted in the most pessimistic shade of grey-brown. It should be against the law to use that colored paint on big buildings. It certainly has a depressing effect on people and things, when such a mass of it bulks dismally up before one. The paint, I noticed for the first time, was peeling off in patches—it was canary-colored before, you remember—and from the avenue or the Park road it gives the whole place a sickly, jaundiced, eruptive appearance."

"The complexion of things must be changed, if we are to

expect Prosperity to come forward and plant the kiss of approval upon our noble brows. We are paying a good rent and there are five other stores in this block, not to mention over twenty offices above. Tomorrow I shall, with your approval, circulate a courteously worded petition to the landlord, among these rent payers, to have this building painted and otherwise improved. Our reputations and our ability to pay the rent depend in a great measure upon a prosperous exterior, and we'll tell his lordship so. Maybe the landlord cannot change his spots, but we'll do our best to chance ours."

"Then I counted no less than four awnings which were new last summer, and that had remained on the frames all winter, growing rotten and weatherbeaten. Those awnings were not exactly given away either. This coming summer we shall be protected from old Sol's rays by a faded, frayed-edged affair that will doubtless go in holes before the season is over—serve us right, too."

"From those opposite viewpoints our sign is positively funny. Instead of two twenty or thirty foot signs across the end and front of our place of business there is one absurd little bobbed-off signlet over the door, so dingy that one would have to put on spectacles to read it ten feet away."

"What, they cost so much a running foot? All the better then they could be made exactly to suit any space. It is as cheap and satisfactory advertising as one could have."

"How did the new window trim show up?" the Apothecary inquired.

"On the whole the effect was excellent, but viewed from across the way, the window looked a trifle out of proportion and bald. The plate glass extends so far up that the entire window depth is too much. This is, on the whole, a good fault, for when the awning is dropped it still leaves plenty of window in view."

"There are many ways of remedying that," the Apothecary suggested. "The Corner Clothing Company has placed a row of carved oak window panels across the top of its front window, but the effect is a trifle top-heavy. I noticed another concern the other day that had lowered its window height by a couple of rows of lightly latticed framework, in which was set plain, oiled paper, so one of the clerks told me. It gave a soft, creamy tone which harmonized with anything put in the window."

"Then there comes ready prepared a transparent paper," Madam added, "which may be applied to the inside of the glass. It is made in varied designs and colors, and is an excellent imitation of stained glass. The cost, too, is trifling."

"What else did you discover?" the Apothecary queried. "How did our frontage generally compare with those about us?"

"Fairly well, no better and no worse, except for the new block on the other side of the street, that puts us all in the shade. One thing I did notice, however, was that the roadway about here was distinctly untidy. Papers were flying about, and unnecessary litter reposed in the gutter. As long as the business men of the street have formed a 'League for the Improvement of Local Conditions,' this evident lack of care can readily be brought to the attention of the street commissioners. Nothing detracts more from the appearance of a locality than dirty, untidy streets."

"Then, too, the matter of lighting ought to be looked after, as more light is sorely needed, and that could be best attended to by the League, as the City Department would give more heed to the request of a body of men than of an individual."

"Another thing which spoils the general appearance is the variety of pavement. Some places it is cement, others flagstone unevenly sunk or worn, and again little better than a cinder track, which is hard to walk upon and disastrous to light clothing in damp weather. With due attention to this, uniformity ought in time to be gained and this part of the town be as easy to walk along or wheel a baby carriage on as the finest boulevard. All these things have a distinct effect upon business, and the very fact that the League has been formed shows that the men are alive to the influence of local conditions upon trade, that in union there is strength, and that if they do not take an interest in local improvement, others cannot be expected to. Besides, in this as in everything else, those who go after the political favors usually are served before those who do not."

"There is a business meeting of the League tonight," the Apothecary said, "and when I come from dinner, I'll try your plan of taking a walk and approaching from some unusual

quarter. Let me see, I'll pretend to be a prospective business purchaser with cash to pay for what pleases me or to make any suitable changes, and I'll see how the view from the other side of the street strikes me."

"Do you know," Madam went on, "I believe we are so occupied in getting a living and attending to our daily cares that lots of us do not really have time to live at all. If we could pause oftener, and go over on the other side of the street and look calmly upon ourselves and our lives, many things plainly visible to other people would at once become apparent to us."

"When we think that we have been generous, it probably appears to the man across the way that we have done no more than we ought to have done long ago. When we think we have been brave and hopeful and helpful to others, the people across the street may see clearly what we have overlooked, the political or business axe which we thought needed grinding."

"Ah, these people across the way. How keen their eyesight is! Sometimes they persistently misjudge us to be sure, but the only way to do, is to keep radiating the real propaganda spirit in spite of it all, the spirit of 'real humanitarianism and genuine fraternalism, entirely separate and apart from financial gain.'"

There was a moment of silence, the clerks in the front store could be heard busily supplying the needs of an ailing populace. Madam ripped into a peal of laughter.

"The other day," she said, "after I had about worried myself grey-headed over some practical means of curtailing medical charity to the well-to-do, in the hospitals and free clinics, I chanced to pick up a current magazine. There I read an account of some charitably minded young women, who during the extreme summer heat decided to take some poor little child to the beach."

"They chose a name from a list supplied them for the purpose and went in search of the waif. To their surprise the number selected brought them to a prosperous looking drug store with a most up-to-date electric sign. The child they were after proved to be the druggist's son, dirty, pallid, unkempt, ragged, puny and ill-nourished. Yes, the father would consent to let the boy go with the young women if they would pay his carfare, and bring him back. No, he could never take the child himself, he must remain at home and make money—all the time make money."

"That surely, too, was a view from the other side of the street. Such views may not always please us, they may even be in a measure misleading, if we take up our viewpoint too far away to see and interpret the signs correctly, but it is by appearances that the world judges us, and accords us confidence, patronage and justice—or the lack of them."

#### Plans for the Louisiana Ph.A. Convention.

NEW ORLEANS, April 10.—Arrangements have been practically completed by the committee in charge for the entertainment of the annual convention of the Louisiana State Pharmaceutical Association, which will be held here May 11-14. There will be many social features. On May 11 the members will be entertained at luncheon by Sharp & Dohme, and that night they will probably go in a body to the annual commencement of the New Orleans College of Pharmacy. On May 12, Parke, Davis & Co. will be the host at luncheon, and that evening a smoker will be given at the New Orleans College of Pharmacy. On May 13 practically the entire day will be spent on a boat ride to a nearby sugar plantation, where there will be a ball game between the city and country druggists, and other amusements. A band will be taken along and there will be dancing on the steamer. At the conclusion of the convention on the night of May 14, the annual banquet will be given, probably at West End.

The following compose the committee on entertainment: John E. Scott, chairman; Lucien Lyons, F. A. Dicks, C. C. Johnston, William Shisa and George S. Humphreys. The committee has been holding weekly meetings in order to perfect its plans.

#### Michigan Pharmaceutical Travelers Are Active.

Dr. Lewis W. Kuapp, president of the Michigan Pharmaceutical Travelers' Association, announces that a more elaborate programme than heretofore will be prepared for the entertainment of the members of the Michigan State Pharmaceutical Association at the annual meeting which will be held this year on June 22-24 at Detroit.

## Wanted—More Words.

By Joel Blanc.



One of the peculiar faults of the present age is lack of definiteness in expression. Before entering into an explanation of what is meant by this statement, it may be well to first define the classes of individuals to which the following is not intended to apply. I do not refer to those who "talk too much and say too little," or to those who lack the power of expression. Neither am I writing of those who, as they speak, balance themselves upon the fence in such manner that they may "be ready to fall on whichever side offers the best pasture

and who are intentionally indefinite for policy's sake; this article has nothing to do with moral cowardice. We can also dismiss from our thoughts those who purposely speak evasively and seem to find a satanic joy in the trouble that their prevarication brings to others.

Those whom I accuse of word-lack are men of intelligence, fearless sincerity and command, yet they fail to use an extensive and expressive vocabulary. Among them may be found prominent men of all classes, who teach the masses, who mold public opinion and are leaders in official, public or semi-public life. I refer to men who, in a broad sense, mean all that they say but do not say all that they mean. I have in mind the man who makes such a statement as, "The dyes used in confectionery are poisonous," but who, when pressed for details, honestly replies that he only meant certain dyes used in the cheapest grades of candies. When the true situation dawns upon him he really seems amazed to find that his hearers or readers did not, by some occult method, know what he meant, but did not say. Such a man is neither incompetent, insincere, nor untruthful; he is merely a victim of the "quick-lunch language" habit of the period.

There are a number of contributory causes responsible for this language demoralization. Chief among them is our National characteristic of attempting to crowd a day's activities into an hour of time. The brevity of telephone conversations and the skeleton method of correspondence which results from dictation in place of letter writing have spread a harmful leaven through discourse and correspondence. The increased use of Americanisms or slang is, in a measure, also responsible for this condition. Because these expressions, when accompanied by other words or gestures or facial expression, contain so much definite meaning in a very few words, we have come to use them in a disconnected, haphazard manner which makes them indefinite or misleading. Lastly, the public seems to be prejudiced against the language of fruit by its love for the language of flowers. It ridicules the definiteness of a legal document and applauds the brilliant creator of that document who speaks from the platform in glittering generalities which act upon the hearers' minds like a glare of white light, but which utterly lack the instructive definiteness of the spectrum.

To appreciate what a great evil our abbreviated language has become one should on a few of our laws, our sermons, our newspapers, our periodicals and our text-books. Having done so, he must conclude that our leaders presuppose the possession of telepathic power by all but themselves. Desirable laws are nullified by our courts, class prejudices are fostered, commercial interests are jeopardized and education made superficial by this jerky, disjointed modern mode of expression.

It works the greatest harm when used by those of whom it may be said that, for them, "a reporter lurks behind every tree." Forgetting that the interpretation of spoken words depends largely upon the manner in which they are spoken, the man of authority makes statements which, when printed verbatim, appear as a mere code communication for which each reader must find the key in his own imagination. It matters little what the interpretation may be, the original speaker honestly declares that he has been misquoted, and he is honest

in his declaration, because he is himself ignorant of the fact that he only uttered a fraction of the words necessary to express that which he thought.

The evils which this paucity of language have brought to the drug trade and to pharmacy are evident in controversies over pure drug laws, pharmacy legislation made inimical through poorly drawn bills, confusing, contradictory and ineffective educational standards and requirements, and even in the faulty nomenclature of the Pharmacopoeia and National Formulary.

It may be human, but it is not truthful for any man to say that his opponents alone are guilty. The evil has become a National one which contaminates the lips of babes and finds its end in the epitaph. This degenerate language started with a deterioration of thought, has spread until it has infected every artery of our National life. Not only are none innocent, but he who would return to crystalline expression finds that general conditions make it exceedingly difficult for him to do so. Yet, as no group, organization or party is innocent, he who would remedy the evil must first eradicate it from himself.

There is no more striking example of this sin of many omissions than that which may be found in the affirmative and negative arguments upon the National Pure Food and Drugs Law. Both sides are equally culpable in the use of expressions, which through their brevity and generalities force the opposition to its own construction of their meaning, and naturally tempt it to interpret according to its own interests, with the result that many are harmed and few benefited, and effectiveness is thereby delayed by disavowment and crimination.

I have written chiefly of this belittlement of the power and beauty of language by those of station, because their errors work the most widespread harm; but the evil exists to a proportionate degree and works harm in a corresponding ratio among all men in all walks of life.

It may be that etymological deficiencies are primarily the cause of this derogation in our language. We know that language, like a deciduous tree, is of slow growth and yet rapid changes, but that does not justify us in permitting our tongue to become a mere dropper of dead leaves! Once it was and again may be made, a bearer of golden fruit.

The diseased thought which has resulted in emaciated expression did not work a change of the people by the tongue, but a change of the tongue by the people. It therefore follows that the remedy does not rest with reformative cults nor organizations, nor yet with educational institutions. The reform must commence where the contamination started—with the individual.

We need not appeal to ourselves to work a self-reform for the good of others; we need take no such an exalted plane of self-appeal as that. The degeneration has found its only apology in the statement that it is of economic value; a time-saver and therefore a money-maker. Freely confessing my own deficiencies, the best I can say is that I have *tried* to show that this culled language in which only the evils are used, is not a time-saver and money-maker; on the contrary it is a time-waster and money-loser, a civic weakener, a common-wealth corrupter, a breeder of national discord and a commercial and professional demoralizer, therefore it is not good business.

The matter of lucidity of expression should be considered by the individual as a personal question of dollars and cents. Such a consideration is worthy because it cannot be tainted by hypocrisy. To receive your money's worth in what you buy, you must definitely state what you want. To receive just profits on what you sell, you must explicitly describe the merits of the articles to be sold. If you would have your representatives in commercial or professional organizations represent your true interests, you must make them thoroughly understand what these interests are. You cannot expect clear, effective laws unless you demand them in clear, effective language.

In conclusion, it may be well to state that the user of clear and terse, yet ample, descriptive English need not of necessity be the possessor of a book-taught, desk-bred education. Such language is at the command of every one who knows what he wants to say and says all of it.

#### No Refills Subject of Agreement.

KAUKAUA, Wis., April 10.—Druggists and physicians have made an agreement whereby residents will not be able to get a prescription refilled without first securing the consent of the physician who wrote it.

## Original and Selected

### HOMEOPATHY.\*

By C. F. Jesper, M.P.S.

In presenting an explanation of what homeopathy is, it is important to state at the outset what it is not. It is not, as popularly supposed, a system depending upon infinitesimally small doses. The dose that cures is the correct dose, whatever it may be. It is not quackery, as there is no secrecy whatever about it, and its adherents court the fullest investigation of its principles and practice. It is not humbug, as thousands who have experienced its beneficial treatment can testify. Nor is it a played-out affair, as at the present time its disciples are more numerous than ever, and they are daily increasing.

The essential part of homeopathy is the guiding principle or rule treatment enunciated in the year 1810 by Samuel Hahnemann, a German physician. This principle, in his own words, is that "in order to cure disease in a mild, prompt, safe and durable manner, it is necessary to choose in each case a medicine that will incite an affection similar to that against which it is employed." This doctrine is expressed by the now well-known formula *Similia similibus curantur*—"let likes be treated by likes"; that is, any disturbance in the normal functions of the body, which constitutes disease, is to be treated by the administration of a drug, which, if taken in fairly large doses and for some time, will produce in a healthy person a similar disturbance. If we know from the study of drug effects upon the healthy human body that a certain medicine has the power so to disturb the health as to produce an exact picture of the disease in hand, reproducing to a nicety all the symptoms, is not this then the medicine which would appeal to the plainest common sense as being the one which, given in a small dose, would so act upon the disease as to assist nature in its reparative processes, give the necessary but gentle stimulus to the disordered forces of the body and accomplish a cure? That drugs, when taken by healthy persons, do produce sets of symptoms which correspond closely to those actually occurring in disease is a definite and completely proved fact. Such a marvelous correlation of drug action and disease cannot exist by mere chance, it is quite evidently subject to a law—the law of *Similia similibus curantur*—"Likes are cured by likes." This is the motto of the new school of medicine, and the treatment of disease under this law is known as "Homeopathy."

Admitting this then as the only certain guide to the curative treatment of disease, what is our next step? Clearly it is to find out or prove what are the effects which the taking of any drug produces in a healthy person, and to record these effects or symptoms, so that the symptoms in any given case of disease may be compared with the records of these drug provings, and the remedy which has produced a similar set of symptoms to those which are present in the case in hand may be easily found and administered. We must know the effects a drug produces before we can utilize it intelligently as a remedy. Happily, by the heroic labors of Hahnemann himself at first, and later of his disciples and followers in many countries—both physicians and others—during his life and since his death, trials or provings of a vast number of drugs have been recorded—so that there are now very few diseases or natural morbid conditions whose parallel or similia cannot be discovered among the medicines which constitute the homeopathic materia medica. It is upon these stores of symptom-records that the homeopathic physician draws—noting the various symptoms or deviations from the normal—even the very minutest and those of apparently least importance—which present themselves in the case to be treated, and then, by careful study and comparison of these with the records of the drug symptoms he is able to prescribe the medicine which will "cure"—*cito, tuto, et jucunde*. The word "symptom" includes everything that is abnormal or out of the ordinary condition of the patient, and applies to mental as well as bodily conditions, and to imaginary as well as real sensations; indeed, subjective symptoms are often very valuable guides to the proper remedy. It is useful to guard against the error of selecting the remedy by the correspondence of only one or two

\*Pharmaceutical Journal.

symptoms, and it is not necessary to a cure that the patient should have *all* the symptoms which are produced by a given remedy, but it is necessary that all the patient's symptoms should be included among those produced by a given drug in order that a complete cure may result. That is, the "totality of the symptoms" is to be the first consideration in prescribing.

It may be useful to show how this mode of selecting the remedy works out in practice. Take, for instance, diarrhea. Many drugs cause this condition, *e. g.*, aloes, podophyllum, colocynth, rhubarb, but each one causes at the same time other symptoms which are different for each drug and entirely characteristic of it. Thus the diarrhea produced by taking material doses of aloes is accompanied by great heat of the abdomen and occurs chiefly in the early portion of the day (about 5 to 10 a. m.). That caused by podophyllum occurs in the night or very early morning, also after taking food, and is frequently painless. Colocynth produces a peculiar griping as if the intestines were squeezed between stones, coming up into the stomach and causing nausea; and the diarrhea caused by rhubarb is accompanied by a sour smell of the whole body. Supposing therefore that we have before us a case of this complaint to which we desire to apply the homeopathic principle of treatment, we observe closely, what are the most characteristic accompanying conditions or collateral symptoms. If we find that the diarrhea is accompanied by heat of the abdomen, and occurs chiefly in the early morning, or that there is a squeezing griping of the intestines, or a sour smell of the body, we administer a minute dose of the remedy—aloes, podophyllum, colocynth, or rhubarb, as the case may be—which has been found to produce a similarly conditioned diarrhea. In nasal catarrh or cold in the head we find that arsenic has among its recorded effects a catarrhal condition with soreness of the interior of the nostrils; mercury is known to bring about a fluent catarrh with stuffy condition of the head; nux vomica also induces this condition, but there is pain in the head on coughing; and pulsatilla (*Pulsatilla pratensis*—the meadow anemone or wind flower) produces a bright yellow secretion with loss of taste and smell. Now if we are treating this affection and find that any of these (or any other) characteristic features are present, we administer a minute dose of that drug which has been found to produce similarly conditioned catarrh, and we shall be gratified with an entirely satisfactory result.

The instance just given of small, but definite, differences in the action of drugs which apparently affect the body in the same manner are merely the simplest examples of the law. Homeopathic literature teems with them, and its practice is conducted by constant reference to them. The symptoms connected with such remedy are constant, and though these may not all be present at one time in one patient, there are always sufficient characteristic indications to guide the careful observer to the correct remedy.

It is found in practice, when a remedy is administered in accordance with the homeopathic rule, that a very much smaller dose is required than the usual allopathic one, and this brings us to the "infinitesimal dose." The "small dose" and the "infinitesimal dose" are not homeopathy, nor an essential part of the homeopathic principle. This essential rule consists in the fact that drugs will effect cures in those instances where the disease symptoms present correspond to those which the drug itself will produce when tried in health. At the same time the small dose follows necessary practical consequence. The common-sense course as to this matter is, not to dogmatize that this or that "cannot possibly" act, but to patiently examine and test the matter in the light of the very latest theories and discoveries of physical science. In the face of all that is known about radium and the radio-active bodies any doubt as to the active effects of infinitesimal quantities is now completely out of court, and each fresh scientific investigation in this direction only the more fully establishes the fact of their action. The popular objections are that as a bottleful of homeopathic medicine may be taken with only slight perceptible taste, and as there is scarcely any taste of medicine, it is therefore not "strong" enough—also, because it cannot do any harm it cannot do any good. Those making these objections do not take into consideration the fact that though the effect of a small dose in health may be nil, it does not follow that it is so when the system is out of balance through illness. Homeopaths find that as a matter of fact exactly the contrary is the case. In a condition of ill-health the body is exceedingly sensitive to the action of medicines,

and especially so to the action of the remedy which corresponds most closely to the symptoms present. In this connection an ounce of practical experience is worth tons of theory, and there is no need for massive doses which merely force the more prominent symptoms into subjection for the time being, only to break out afresh in an aggravated form when the immediate effects are exhausted. To use a homely illustration, a locked door with the key lost may be opened by smashing the lock with a sledge-hammer, but a properly fitted key will accomplish the desired result without injury to the delicate mechanism of the lock.

The intention has so far been taken for granted that only one medicine at a time is to be used. It is, of course, obvious that if a remedy is found which has produced all the symptoms which are present in the case in hand, it is the only one required by the circumstances of the case, and the dose being small it will therefore not require any "adjuvants" or "corrigens," there being no disadvantages about its administration which require to be corrected.

It will be apparent from the foregoing remarks that the appeal of homeopathy is to facts. There is first the fact of the occurrence of disease—spontaneous and otherwise—but not due to drugs. There is next the fact of the occurrence of "disease," or disturbance of the system from the action of drugs in material doses. This effect may be called "drug disease." Here is as far as the allopath has got, but the homeopath goes one step further and discovers the most curious and interesting fact that "drug diseases" correspond exactly with "diseases"—that is, that each "disease," or rather phase of disease, has its counterpart in the record of effects produced by some particular drug. This last is just as much a fact as the previous facts, there is no theory about it, and the homeopath says why not make use of this fact.

It is obvious that there is between the two schools of medicine a fundamental difference in mode of thought and conception of medicinal action. The allopath takes the "disease," diagnoses it, gives it a name, classifies it, labels it, and puts it into its proper box in his mind; whereas the homeopath treats the assemblage of symptoms in the patient without reference to any nomenclature of disease. A disease is not an entity—a thing that materially exists. It is merely the name for a generally recognized and tolerably constant assemblage of symptoms. Where there are no symptoms a condition of perfect health exists, consequently if the symptoms are removed the patient is cured, and the homeopath finds that the symptoms are removed by the administration of the drug which produces the counterpart of these symptoms, so there is no need to consider whether "stimulants," "depressants," "diaphoretics," "diuretics," or any other so-called class of medicines is indicated—this mode of thought being quite foreign to homeopathic principle.

In concluding this necessarily imperfect sketch of the homeopathic idea, I may mention the following books bearing upon the subject: "Homeopathy Explained," by J. H. Clarke, M.D.; "The Dictionary of Homeopathic Materia Medica," by J. H. Clarke, M.D. (three volumes); "Fifty Reasons for Being a Homeopath," by the late Dr. J. C. Burnett; "Manual of Pharmacodynamics," by Richard Hughes, M.D.; "The Homeopathic League Tracts," Homeopathic Publishing Company, Warwick Lane, E. C.

## A LAY VIEW OF THE FIGHT BETWEEN DRUGGISTS AND BOOZE IN IOWA.

(From the Cedar Rapids, Iowa, Gazette.)

The bill proposed by George H. Boyson, of this city, prohibiting the selling of booze in drug stores, failed to pass the House this week. Those who had given the question serious consideration hardly expected that the bill would pass. The idea embodied in the measure had not been before the Iowa public long enough to gain the favor necessary to force its passage through the law-making body. But the bill did not fare so badly after all. It received 44 votes—with 11 of enough to pass. There were 48 votes in opposition, showing that with a full vote in the House there might have been a chance of its passage.

The *Gazette* ventures the prediction that the next General Assembly will take away from the druggists the privilege—if it is a privilege—of dispensing liquors in any form. It is one of the movements in the direction of temperance that seems

bound to win. And if the druggists are barred from selling booze the *Gazette* believes it will be a good thing for the drug business. Booze has been the means of attaching a stigma to the business of the druggist—a stigma that ought to be removed, and which an increasing number of pharmacists desire to see removed.

Booze is hardly a necessity to the success of the business of conducting a drug store. There are very many druggists who have made a splendid success of the business without selling a drop of booze. In addition to the regular drug supplies, all druggists nowadays carry many side lines from which they reap very acceptable profits. Abandoning booze and devoting their time and space to a variety of specialties they gain a class of trade that they would not gain if they catered to the booze-loving element.

It should not be understood that all druggists, or most druggists, who handle liquor, are guilty of an attempt to run a booze joint, or a desire to evade the law in any way. Very many of them try very hard to sell liquor only as the law contemplates they should sell it. But the very fact that they handle liquor at all often gives them the name, and unjustly so, of being liquor vendors. So it would seem every conscientious druggist would be glad to get rid of the whole business. And what the conscienceless druggist thinks about it does not excite the sympathy of any one who has the moral right to offer sympathy.

### SALE OF POISONS IN GREAT BRITAIN.

New Regulations. Effective April 1, Expected to Reduce the Thousand-a-Year Death Rate.

(From the Regular London Correspondent of the Era.)

LONDON, April 5.—The number of deaths due to poisoning is sufficiently great to be a question for public concern and any serious attempt to diminish the comparatively high rate of mortality from this cause is naturally regarded with some degree of hopefulness. During the last ten years no less than 9557 deaths were caused in England and Wales by the administration, either by accident or with suicidal intent, of poisonous substances. From this calculation the deaths due to anaesthetics, numbering 1500, are excluded, for no amount of restriction on the sale of poisons can be expected to be followed by any diminution in the number of cases in which drugs used for the purpose of producing an unconscious state prior to operation prove fatal. The Poison and Pharmacy Act, which went into force on April 1, has for one of its objects the better control of the distribution of poisonous drugs and there is ground for hope that the effect of the operation of this enactment will be to diminish the death rate due to poisoning by accident and to create an improved feeling of security in regard to the supply of drugs.

The most important provision of the Act is that which requires that all premises where the business of a chemist and druggist is carried on, shall be under the management of a person who has passed the Pharmaceutical Society's examination and whose name is on the official register. The result of this provision is that already a number of drug stores owned by unqualified persons and one-man companies are on the market, and the demand for qualified managers is so heavy that, in all probability, the average salary of the qualified assistant will have to be increased.

Assistants have soon recognized the advantages under the new legislation and a trades union is in course of formation, the first general meeting in connection with which is to be held in Birmingham on Good Friday. The new regulations will make no essential difference to the methods of the best-known drug companies, for they already employ qualified assistants. In future, however, there will be this distinction between joint stock companies and private chemists, that the latter will be called "pharmacists," a title which companies may not exhibit. At present this title is little known to the public, but in a few years it is probable that, so far as the private chemist is concerned, it will almost entirely replace the present designation of "chemist and druggist."

While the regulations relating to the sale of medicinal poisons have been made more stringent they have been relaxed, to some extent, in the case of poisons used in agriculture and horticulture. Some five years ago, as a result of complaints about the restrictions on the sale of sheep dips insecticides and weed killers containing arsenic and nicotine was a source

of inconvenience to farmers and gardeners, who sometimes had to journey long distances to the nearest chemist shop to procure their supplies, a department committee was appointed to inquire into the question. The committee reported that the existing facilities for obtaining poisonous compounds used in agriculture and horticulture were insufficient and recommended that they should be increased.

Acting on this recommendation, the legislature has embodied in the new Act a provision that, in those districts where, in the opinion of the local authority, the existing facilities for obtaining these particular classes of preparations are insufficient, other traders, such as florists and seedsmen, may be granted licenses to sell them. In order that the increase in the facilities for obtaining the compounds indicated may entail the minimum of risk to the public, the proviso is made that certain regulations as to the packing and storage of the poisons shall be complied with. County Councils, Town Councils and Borough Councils have been made fully acquainted with their new powers, for in all parts of the country applications for poison licenses have been submitted while, on the other hand, lists of the registered chemists have been supplied to the licensing authorities, so that they may be able to judge whether any extension of the existing facilities is necessary.

Mainly on the recommendations of coroners, regulations have been made in respect of the sale of the mineral acids and retailers of vitriol, spirits of salts and nitric acid are now required to label the bottles containing these articles with the word "Poisonous," as well as their name and address and the name of the article. Hitherto the sale of these acids has been subject to no restriction.

### Elkhart Lake Meeting to Be Notable.

MILWAUKEE, April 12.—Plans are under way by members of the Wisconsin Pharmacological Association for making the coming annual convention of the body at Elkhart Lake one of the most successful in the history of the association. The motto adopted at the last convention was "One hundred new members and an attendance of 500 at next year's gathering." W. H. Barr, of Milwaukee, local secretary of the association, says that indications now are that the attendance will be more than 600. Manager Osthoff, of the Hotel Osthoff, at Elkhart Lake, was a recent Milwaukee visitor, and announces that he can accommodate any number of druggists.

### Scientific Papers for the A.Ph.A. Meeting.

Charles E. Vanderkleed, chairman of the committee on scientific papers of the A.Ph.A., has sent a request to the members to inform him whether they expect to attend the meeting in Los Angeles and if they will contribute one or more papers to be read at this section. He explains his request by saying: "It was decided at Hot Springs that the Section on Scientific Papers was to be allowed hereafter as many sessions as are necessary to read and fully discuss the papers that are presented." Mr. Vanderkleed's address is 200 First avenue, Collingswood, N. J.

### To Entertain Georgia Pharmacists at Macon.

MACON, Ga., April 10.—Elaborate arrangements are being made for the entertainment of the members of the State Pharmaceutical Association in Macon May 25 and 26, one month hence. President B. S. Parsons, Third Vice-President Horace Head and Secretary Max Morris all reside in Macon, and their attention has already been given to making the coming sessions important and active.

### NEW BOOKS.

- BAIRD, H. CAREY. The practical dry cleaner, scourer and garment dyer; comprising dry, chemical or French cleaning, etc. ed. by W. T. Braunt. 3d ed., rev. and enl.; ill. by 23 engravings. Philadelphia: Henry Carey Baird & Co. c. 22+250 p. 12<sup>o</sup>, cl., \$2.50.
- BEDELL, W. LYON D. Practical electro-plating: a guide for the electro-plater; 130 illustrations. Newark, N. J.: Hansom & Van Winkle Co. c. 108, 244 p. 12<sup>o</sup>, cl., \$2.
- BENNETT, SIR W. H. Injuries and diseases of the knee-joint, considered from the clinical aspect. New York: William Wood & Co. 2nd ed., ill. p. 122, cl., \$2.
- MATTHEWS, JOSEPH MERRITT. Laboratory manual of dyeing and textile chemistry. New York: John Wiley & Sons. c. 12+363 p. 8<sup>o</sup>, cl., \$3.50.
- MORRIS, SIR J. COLMAN. Diseases of the skin: an outline of the principles and practice of dermatology. New and enl. ed. New York: William Wood & Co. 752 p. ill. p. 12<sup>o</sup>, cl., \$3.50.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Treatment of the Morphine Habit.

(O. R.)—The treatment that should be followed for the cure of the morphine habit is a subject for the physician rather than for the pharmacist, and while we can give some formulas that have been recommended by eminent physicians who have made a study of this subject, it is not to be presumed that the administration of such remedies is all that is necessary. In the language of De Costa, "there is no specific for the opium habit," and others equally prominent have said that "no agent is of any value unless strengthened by moral courage and perseverance on the part of the patient." However, the following prescriptions are quoted by Potter as useful in combating the nervous agitation which succeeds to the final withdrawal of the drug:

(1)

Ammonium bromide .....	1½ ounce.
Sodium bromide .....	½ ounce.
Potassium bromide .....	1 ounce.
Fowler's solution .....	1 dram.
Syrup of tolu .....	1 ounce.
Peppermint water .....	1½ ounces.
Comp. syrup of hypophosphites .....	3 ounces.

Mix. One to two drams in water thrice daily.

(2)

Tincture of capsicum .....	4 drams.
Potassium bromide .....	4 drams.
Aromatic spirit of ammonia .....	3 ounces.
Camphor water, enough to make .....	6 ounces.

Mix. A dessertspoonful several times daily. Instead of the bromide, Fowler's solution (50 minims) may be added; or tincture of nux vomica (2 drams) or tincture of bitter orange (5 drams) (Ringier).

(3)

Tincture of nux vomica .....	3 drams.
Dilute phosphoric acid .....	5 drams.
Syrup of wild cherry .....	2 ounces.
Water, enough to make .....	4 ounces.

Mix. Two drams twice daily as a nerve tonic (Potter).

### Tests for Lead in Face Powder.

(R. R. H.)—We have never examined the face powder you name. However, it is not likely that any preparation of this character contains lead acetate, as that salt, on account of its tendency to effloresce is not adapted for use in face powders. Lead carbonate (white lead) would be the most likely lead salt to be suggested, but upon hygienic grounds it is not to be recommended on account of its tendency to produce injurious effects upon the health. But you can easily determine by a few qualitative tests whether there is any lead salt present or not. About the only metallic salts or compounds used in face powders are very light forms of zinc oxide or hydroxide or other basic salts of bismuth.

### Pepsin in Acid Mixtures.

(W. C. T.)—"Is not pepsin injured by close contact with hydrochloric acid and also by alcohol? Should not a mixture of pepsin, if possible, be diluted further before mixing it directly with dilute hydrochloric acid, U.S.P., or a strongly alcoholic tincture? If you had a prescription containing all

three of these substances would you mix the acid with the tincture first and before adding it to the pepsin? The U.S. Dispensatory says pepsin is not active in liquids above 30 per cent."

According to the best authority the presence of hydrochloric acid of greater strength than 0.5 per cent (U.S.D.) inhibits and rapidly destroys the proteolytic activity of pepsin, and as a general proposition mixtures containing both of the substances should be compounded by diluting the acid as much as possible before bringing it into contact with the pepsin. Notwithstanding nearly all reference works state that pepsin is rendered inert by prolonged contact with alcohol, it is extensively prescribed in combinations of this character, the various elixirs of the N.F. in which pepsin is employed being evidence of such use. In many of these preparations hydrochloric acid is also employed, and if you will note the N.F. formulas closely you will find that in their manufacture the pepsin is first mixed with water and acid, that is, the acid only comes in contact with the pepsin in largely diluted form. Answering your second question, we would dilute the hydrochloric acid with the tincture before mixing it with the pepsin.

### Blond and Chestnut Hair Dye.

(A. G.)—"For a 'two bottle' blond hair dye, try the following formula from 'Pharmaceutical Formulas':"

#### Bottle No. I.

Potassium permanganate .....	½ dram.
Water .....	1 ounce.

#### Bottle No. II.

Sodium hyposulphite .....	20 grains.
Water .....	1 ounce.

The hair, free from grease and dry, is treated with No. I allowed to dry, and then similarly treated with No. 2.

#### Chestnut Hair Dye.

Pyrogallic acid .....	1 dram.
Nitric acid .....	5 minims.
Rectified spirit .....	½ ounce.
Water, enough to make .....	4 ounces.

This solution will keep clear for a long time. Directions: Wash and thoroughly rinse the hair, when dry apply the dye with a sponge. This should be repeated daily.

### Potassium Citrate and Spirit of Nitrous Ether.

(W. C. T.)—"Please answer the following in the Question Box."

Potassium citrate .....	4 drams.
Spirit of nitrous ether .....	1 ounce.
Water, enough to make .....	3 ounces.

"Can you suggest any method of mixing that will prevent separation?"

In compounding this prescription the potassium citrate was dissolved in 1½ ounces of water and the spirit of nitrous ether added. Almost immediately the mixture resolved itself into two distinct layers, the spirit of nitrous ether refusing to mix with the aqueous solution of potassium citrate. This is clearly an example of pharmaceutical incompatibility and it is this instance the dense solution of potassium citrate formed is immiscible with the strongly alcoholic spirit. The difficulty cannot be overcome by any method of procedure.

### Will Co-operate in Cultivating Medicinal Plants.

MADISON, Wis., April 10.—A plan of co-operation between the United States Bureau of Plant Industry and the Department of Pharmacy, of the University of Wisconsin, has been adopted, the purpose being to provide for the cultivation of medicinal plants. Investigation and research work is to be carried on in connection with the growing of plants used in the preparation of drugs and medicines, and experimental work will be conducted in this connection.

### Government Officials Taking Higher Courses.

WASHINGTON, April 10.—Dr. Henry E. Kalusowski, dean of the Washington College of Pharmacy, is giving his attention to preparations for the forthcoming final examinations and graduation exercises. The attendance this year is notable for the number of men of high attainments who are taking special courses. Among them are prominent government officials who bear such degrees as Ph.D., M.A. and B.S.



# ADVERTISING for DRUGGISTS.

## \$5 CASH PRIZE FOR BEST WINDOW DISPLAY.

D. Charles O'Connor, of Fitchburg, Mass., Carries Off the Award by Era Judges This Week.

The judges in the ERA Prize Competition this week have unanimously awarded the \$5 prize in Contest No. 2 to D. Charles O'Connor, of Fitchburg, Mass., for the window display published on this page. The window proved a big drawing card and the local newspaper printed the following account of it:

"The west window of the White Drug Store has brought the genial proprietor, D. Charles O'Connor, many words of commendation the past few days, both on account of the clever and skillful arrangement of the display and also for the wonderful amount of information contained in regard to the apparatus and conveniences of an up-to-date chemical laboratory such as is found at the White Drug Store. The window is a miniature laboratory and interested spectators can be seen at all times inspecting and studying the many things used to carefully prepare and compound prescriptions which have given this busy store a reputation second to none.

"The window contains a display of chemists' covers and flasks, glass and wedgewood mortars and pestles, metric and troy weights, and a scale which will accurately weigh 15,000 of a grain, percolators, rubber and glass funnels, metric percolation jars, graduates, metric and apothecaries' measures, tripod, Bunsen burner, evaporating dishes, filter and powder papers, finished prescriptions, prescription cartons, kernal machine and kernal, suppository machine and molds, pills and pharmaceutical preparations used in prescriptions. In the front of the window is a sign reading, 'One registered pharmacist, 19 years' experience,' and another in the back reading, 'One registered pharmacist, 17 years' experience.' The wooden case in the window was made to order to represent the shelf bottle section of store, containing 36 shelf bottles, 4 oz. size, which is  $\frac{1}{2}$  of the size displayed in the front of the store. Another interesting display shows the pill tile, pill roller and divider, with a batch of pills, rolled into a mass cut and divided into pills, showing clearly and interestingly the process of making pills, which is entirely unknown to the great majority of people."

### Era's Prize Competition Stimulating to Druggists.

In entering this window in the ERA Competition Mr. O'Connor writes as follows regarding both the display and the series of contests:

#### Prize Editor, Pharmaceutical Era:

Inclosed please find photograph of my laboratory window display. It caused a sensation in this section of the country. It was highly complimented by the physicians and proved an education to the general public. Every minute during the day and evening people stood outside commenting on the batch of pills, cultures in the test tubes, kernal or some article or apparatus that composed the display. Clipping from newspaper attached describes the general make-up of the display.

Your venture of awarding prizes as outlined in the ERA is splendid and will surely stimulate druggists to hustle a little

more and call to their attention facts about retail drug business that they do not at present appreciate or realize their value. I wish you every success in this up-to-date departure. Yours respectfully,

Fitchburg, Mass.

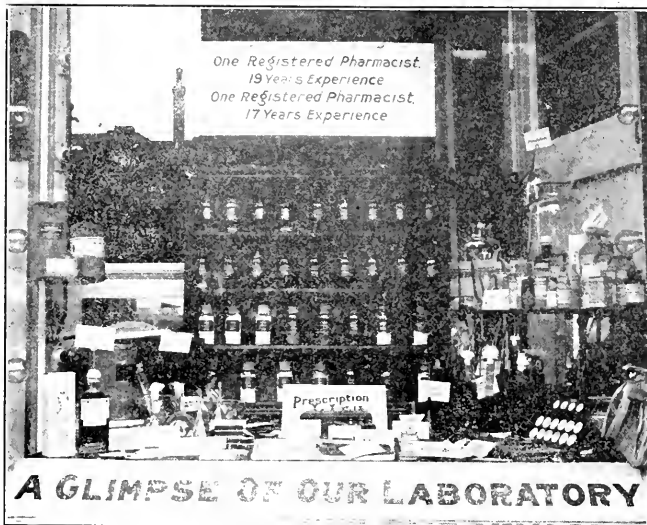
D. CHAS. O'CONNOR.

## PUBLICITY AND PROMOTION.

### A Model of Moderation.

It is very seldom that one finds a store which possesses so many good points in fixtures, stock and management as to justify a description of the entire store. However, in one of our medium sized cities there is located a pharmacy in which so many admirable characteristics blend that they may be best explained by a general description of the store.

In this establishment prescriptions are of the first consideration and yet what is generally referred to as the "commer-



cial side" has its importance acknowledged by the carrying of a fair presentation of established side lines and the presence of a soda fountain. The store is located in a residential neighborhood among those who may be called "middle class" people. It is of moderate size, about 20 x 40 feet, located on a corner and the upper part used as a dwelling by one of the two proprietors.

### Walls and Fixtures.

The ceiling and walls are of stamped metal, the former painted a very light blue, while the walls are white. The floor is of white maple, unpainted and kept scrupulously clean. With the exception of one show case, all of the woodwork, including the show-globe pedestals in the windows, is finished in white enamel.

On the right hand, as one enters the store, are three show cases of the "silent salesman" type. They are heavy plate glass and each contains two glass shelves. The top, ends and front are fastened together with cement upon ground joining surfaces, there being neither frame nor rivet of wood nor metal, nothing but glass above the base of very light Tennessee marble. Between the second and third of these show cases is located the sales counter, with top of marble to match the show case bases. The front of this counter holds two glass-front receptacles for sponges and chamois. These are hinged at the bottom and tilt forward to throw the top open. The aisle side or back of the sales counter, is occupied by four tiers of three drawers each. These drawers are used for quick service goods such as postage stamps, stationery for sale by the sheet, light propie-

tary articles, such as pills and powders, and ready-to-deliver packages of cream of tartar, boracic acid and other counter drugs. The scales are at one extreme end of the counter, while at the other end stands a three-roll paper rack with a twine reel on top of it. By this arrangement the greater part of the counter slab is left clear and is kept so.

#### The Wall Cases.

The wall behind the show cases and sales counter is covered from floor to ceiling with drawers and shelves. Directly behind the sales counter and plainly visible at either end, are three glass door, double-shelf closets. In the center closet flat plasters are kept; in the front one perfumes, and in the one to the rear are ink, nailpolish and package dyes. The dyes are sorted into pigeon holes. It is the policy of the owners not to use dye selling cases or other advertising containers furnished by manufacturers. No show cards or other advertising matter are exhibited in this store, except that a really artistic calendar or other hanger may be suspended for a few days. Proprietary goods are shown in such manner as to merely inform the observer that they are to be had.

To return to fixtures: The spaces between the floor closets are occupied by drawers with brass pulls in which are set clear glass plates. These plates are not lettered, but bear numbers corresponding with numbers opposite their contents as listed in the store stock list and directory kept close at hand. Above the doors comes the shelving proper, behind sliding glass doors.

#### Novel Door Arrangement.

These shelf doors roll on ball bearings at the bottom and move in an open slot at the top. By being raised upward slightly and the bottom pulled forward, each door may be readily lifted out for cleaning. The space between this shelving proper and the ceiling is filled with shelves with swinging glass-front doors. These upper sections are used for storage stock, but the packages are always clean and faced and make an attractive showing.

From the end of the last show case, in which candy is kept, extending at right angles across the store, is the soda counter. The end of the counter, which comes flush with the candy case, is open and shelved. Upon these shelves are kept the original packages of candy and various sizes of paper bags. Above this closet, upon the end of the counter, stands the cash register, which, as will be later perceived, is placed at the center of the store's general activities.

#### Simple and Sanitary.

The soda counter proper has a top of Tennessee marble and its interior is completely lined with zinc. There is an enameled sink with two enameled drip boards and running water. Behind the counter stands a wall fountain of light onyx with mirror, and canopy top of wood in white enamel. The entire floor space, underneath and between counter and fountain, is covered with heavy sheet lead and over this is a movable wooden foot rack. There is no drainage outlet whatever, and consequently no drain pipes to become clogged and malodorous. The drippings gather on the leaden floor pan beneath the rack and are frequently mopped up, thereby assuring cleanliness by the absolute necessity of it. Beneath the fountain there is ample cold storage room for suppositories, solution of hydrogen peroxide, citrate of magnesia and similar articles, as well as for the fountain supplies.

#### Ice Cream a Feature.

At either end of the fountain is an ice cream cabinet, three flavors, vanilla, chocolate and strawberry being always kept on hand. A large business is also done in ice cream for home consumption.

#### Clean and Safe Cigar Lighter.

Set obliquely to the farther end of the soda counter is the cigar case. The novel feature in connection with this is that the cigar lighter consists of a thin, nickel gas pipe run through the floor against an outer corner of the case. The burner has an automatic spring shut-off with chain pull, so that the flame is kept very low when not in use. No alcohol, dippers or other movable lighters are used, as a light is taken directly from the gas flame.

Directly behind the cigar case is a window, and farther along on the same side a large bay window. Within the bay rests the only floor case on this side of the store. The case is of golden oak frame with top, ends and front of glass. The top is used for box papeteries and the bottom holds racks for mineral waters. The owners say that the display of these

waters has largely increased their sale.

#### The Prescription Room.

In a consistently ethical pharmacy such as this the compounding room is of course the most interesting part.

Rack of the fountain the store is divided by an enclosed stairway through which run stairs to the upper floor and also down to the cellar. Then comes the prescription room, which is about half as large as the store proper. Against the right-hand wall is the dispensing counter with marble top. Above it are four narrow shelves. These hold only non-poisonous prescription chemicals in general use. Poisons and prescription specialties are kept on glass enclosed shelves against the wall backing the stairway, while the heavier dispensing drugs and original packages are on the open shelves against the opposite wall.

Beneath the prescription counter are the usual drawers and closets for corks, bottles, boxes, utensils, and so on. Among the novelties here are to be found large bulb, measuring droppers graduated in both the apothecary and metric scales, rubber scale pans which one of the proprietors himself made by cutting disks from a sheet of hard rubber, softening in hot water and then molding to required concavity, a wooden suppository slab marked with three scales: U.S.P., 1800 and 1900, and for vaginal suppositories, thus assuring uniformity in the sizes of these medicaments. Capsules are wiped with gauze dental napkins, each napkin being used but once and thrown away; but in this immaculate pharmacy towels are not unknown, for a laundry company supplies 50 clean ones per week. Machine folded powder papers are bought ready for use. Pill and powder boxes have unfinished tops, as labels adhere more readily when placed directly on the strawboard. In the corner between the prescription counter and wall is located an enameled sink, the wall above it being covered with sheet copper.

#### Labels Written on Typewriter.

In the center of the room stands a large, heavy table which is used for quantity compounding. Upon its end nearest the prescription counter rests a typewriter upon which all labels are written. A novelty used in connection with this work table is a glass "bill file," which is about 24 x 36 inches. The surface is ground. One of the proprietors ground it with powdered emery. Compartments in label drawers are made of heavy tin, the bottom being made of the same metal. This prevents the labels from absorbing moisture and gumming. The partitions are soldered and the entire tin structure may be lifted from the drawer in one piece, cleaned, refilled and returned. Beyond the work table within a window bay is a model office with roll-top desk, files and other modern conveniences.

This store is not new, nor is it an experiment; it is an evolution. Every corner of it is as clean as a hospital ward and so it has been for over 20 years. It looks as fresh and new as if it had not been open for more than a week. This is a specimen of an ethical pharmacy in fact; some others, so-called, are only theoretically so.

#### "The Peelings" to Prove Corn Cure's Merits.

MILWAUKEE, April 10.—Druggists, physicians and everybody have been gazing in wonderment in the display windows of the downtown pharmacy of Peters & Beek of late. Surrounding a central display of a certain well-known corn cure is piled high a substance advertised as "the peelings which we have removed." Careful investigation discloses the fact that the "peelings" are gum tragacanth, an excellent imitation. Not only is the display one of the most unique which has appeared in Milwaukee pharmacies for a long time, but it has had the effect of materially raising the price of gum tragacanth, so much of the substance is required for the huge display. The advertised corn cure is also selling faster than the enterprising druggists can secure shipments.

Do not snap out a "thank you" at every patron. Either say, look or do something to show that appreciation is real.

**NOTICE**—We are now revising the Era Price List for the 1909 edition and will thank the users of this List to advise us of any errors or omissions which they may have noticed in the last edition.

Address, **ERA PRICE LIST,**  
90 William St., NEW YORK

# PERSONAL MENTION

—R. H. LACKEY, of Philadelphia, was an Atlantic City visitor last week.

—DR. THEODORE JACOBS, one of the best known pharmacists in Norristown, Pa., will retire from business.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., left last Monday for Detroit.

—WILLIAM THOMSON, well known Oakland avenue druggist, Milwaukee, was presented with a baby girl on Palm Sunday, April 4.

—HERBERT COLLINS, for some time a druggist at Grand Rapids, Mich., has gone to Owosso to accept a position in W. E. Collins' pharmacy.

—E. B. HINSON, proprietor of the Fifth Street Pharmacy, Long Beach, Cal., has come East to take part in the settlement of an estate in New Jersey.

—W. A. PIERCE, of West Chester, Pa., has returned from a delightful as well as beneficial trip of six weeks duration to Cuba and islands in that vicinity.

—JOHN PASTERNAK, of Chisholm, Minn., recently visited his former home at Stevens Point, Wis. He was one of the heavy losers in the forest fires which devastated Chisholm last fall.

—ROY LEAR, who has been employed in the Reburn drug store, Kalamazoo, for the last two years, has bought a new drug store in Centerville, Mich., of which he has taken possession.

—CHARLES A. SCHAFER, of Pittsburg, Pa., is making many new friends by sending out 500 post cards each month, containing reasonable hints and attractive prices on goods which he carries.

—L. E. HYBES, who formerly was a member of the sales force of Schieffelin & Co., of New York, has purchased the retail drug store of W. C. Wolfer, at Old York road and Venango street, Philadelphia.

—B. S. LANCASTER, who has been acquiring valuable experience as the manager for the stores of J. E. Marsden in Philadelphia, has purchased from the latter the well known pharmacy at 22d and Market streets.

—OTTO KRAUS, of Philadelphia, whose good stories, good fellowship and other characteristics which endear him to a large circle of friends, is now dividing his time with the big carousel which he owns in Fairmount Park.

—W. J. STRASSBURGER, of the McDonald-Strassburger Drug Company, at Green Bay, Wis., is recovering from a recent operation for appendicitis. The well known druggist is recuperating at his home at Appleton, Wis., at the present time.

—JAMES W. MATLAND, manager of the sundry department of the Milwaukee Drug Company, will spend two weeks of recuperation at West Baden Springs. He will be accompanied by Hayes Young, perfume salesman for the Dabrooke Perfume Company.

—EDWARD F. PFAFF, formerly in the retail business at 275 Lenox avenue, Borough of Manhattan, New York City, has accepted a position as representative of Eli Lilly & Co., in the northern section of Manhattan. Mr. Pfaff is secretary of the New Yorker Deutscher Apotheker Verein.

—PAUL ECKELS, one of the members of the new Louisiana Board of Pharmacy, has many friends in Philadelphia who were glad to hear of his new honors. Mr. Eckels was graduated from the Philadelphia College of Pharmacy in 1901 and was afterwards employed in several prominent stores in the Quaker City.

—ALONZO STRONG, of the drug firm of Strong Brothers, Reed City, Mich., has purchased the drug business of Sahlmark & Torberson, who have bought a drug store in Cadillac. Mr. Strong has been engaged in the drug business for the past ten years and has been a member of the firm of Strong Brothers for nearly four years.

—H. A. NOLTE, of Philadelphia, who is also the proprietor of one of the largest drug stores in Atlantic City, is particularly pleased with the outlook for business at the shore during the coming summer. Mr. Nolte is a firm believer in the soda fountain particularly as an attractive feature for the transient trade of the busy season.

—ROLAND H. SHUNTON, formerly in the retail drug busi-

ness at 55th and Market streets, Philadelphia, has sold his store and will return to his old home at Carbondale, Pa., to engage in the business of a mining engineer. His successor, Albert M. Barnes, a well known drug store broker, has placed Arthur W. Crawford in charge of the store.

—M. I. WILBERT, pharmacologist of the Marine Hospital Service, Washington, D. C., was a guest at the meeting of the New York Branch of the American Pharmaceutical Association last Monday evening. Mr. Wilbert also attended the meeting of the Philadelphia Branch last week, and called upon a number of his old friends in his former home city.

—CHARLES SIEBLAK has sold his interests in the Kamps & Sacksteder drug firm at Appleton, Wis., to Charles Sacksteder and will assume on May 1 the management of the Chicago office of the Frederick Stearns Drug Company, of Detroit, Mich., for which he was at one time a traveling representative. J. Austin Hawes will be made manager of the Kamps & Sacksteder pharmacy.

—MARTIN J. WILBERT, formerly of Philadelphia but now of Washington, D. C., with his successor, Ambrose Hunsberger, secretary and treasurer of the Philadelphia Branch of the American Pharmaceutical Association and Harry C. Blair, its president, were the guests of Prof. I. V. S. Stanislaus, dean of the department of pharmacy of the Medico-Chirurgical College at a dinner at the French Club.

—E. R. LARNED, M.D., chief of the experimental laboratories of Parke, Davis & Co., is spending the week in New York City. Dr. Larned lectured last Monday evening at the Brooklyn College of Pharmacy; Wednesday afternoon at the Eclectic Medical School; Wednesday evening at the New York College of Pharmacy. The programme will be concluded tomorrow evening at the University of New Jersey, Jersey City. The title of Dr. Larned's paper is "The Practical Application of Bacteriology to the Cure of Disease."

—CHARLES H. LAWALL entertained a party of personages, prominent in pharmaceutical circles, at an informal dinner at the Drug Club, Philadelphia. In the party were Dr. Lyman F. Kohler and Martin I. Wilbert, of Washington; Charles L. Meyer, H. A. B. Dunning and H. P. Hynson, of Baltimore; Otto Raubenheimer, of Brooklyn; George M. Beringer, Camden; Joseph P. Remington, E. Fullerton Cook and Charles H. LaWall. Following the dinner the party attended the meeting of the Philadelphia Branch of the American Pharmaceutical Association.

—WALTER M. LOWNEY, president of the Walter M. Lowney Company, manufacturers of cocoa and confectionery, and Fred L. Carter, president of the wholesale drug firm of Carter, Carter & Meigs Co., both of Boston, are taking a leading part in the scheme of the Boston Merchants' Association to increase the trade of the city. They are members of a committee which is now organizing a party of members of the association who will tour the New England States early in May. The trip will occupy four days, and the plan is to have this body of Boston business men meet the members of the trade organizations of the various cities of the New England States and explain the plan for mutual co-operation in booming New England.

## Marriage Mentions.

—EDWARD TURNER, of Indianapolis, was recently married at Fort Wayne to Miss Marian Knight.

—DR. JOEL J. BARNETT, with Sharp & Dohme, will wed Miss Rachel Palmer Sills, of Baltimore, this month.

—EDWARD B. DAYHOFF, a druggist of Mercersburg, Washington County, Md., was married April 2 to Miss Anna Mosser.

—J. C. LOOK, prominent druggist at Sheboygan, Wis., is engaged to marry Miss Mayme Buckelmüller, daughter of Mr. and Mrs. Charles Buckelmüller, of Milwaukee.

—JOHN PAUL LAMB, of the Baker Drug Company, Winchester, Va., and Miss Esther Wise, of Cumberland, were recently wedded at the home of the bride's parents.

—WELDON TEXAS WALL, general manager of the Cabarrus Drug Company, Concord, N. C., recently married Miss Katie Barringer, daughter of a clergyman of Mount Pleasant.

—WILLIAM L. SHARPE, representing a Kansas City firm in Springfield, Mo., and Miss Grace Wood, of Mammoth Spring, Ark., were recently united in marriage at the bride's home.

—EBERT W. HUBBARD, who went from Perth Amboy, N. J., to Los Angeles, Cal., where he is connected with the Sun Drug Company, was recently married to Miss Martina Marie Christensen, who crossed the continent for the happy event.

## FIRST COPY OF NEW SPANISH U.S.P. EXHIBITED.

## Prof. Remington Shows It at Meeting of New York Branch After Reading of Papers on Pharmacopoeias of Other Countries—Date for Joint Session With Doctors Not Yet Determined.

A number of valuable papers, all of them comprehensive and instructive reviews of various foreign pharmacopoeias, were read at the meeting of the New York Branch of the American Pharmaceutical Association last Monday evening. The authors made comparisons with the United States Pharmacopoeia and it was the unanimous opinion of all that the U.S.P. was far superior to any of the pharmaceutical works under consideration or of any published so far. It was brought out that the revision committee of the U.S.P. had taken the initiative on many important matters in the pharmaceutical field and incorporated them in the Pharmacopoeia, whereas the majority of foreign pharmacopoeias still clung to conservatism and precedent, remaining decades behind scientific progress.

William C. Alpers predicted that the time would come when the present order of things would be reversed and the European pharmacy student would come to America to study scientific pharmacy, and characterized the U.S.P. as a living book, the quintessence of American pharmaceutical life. In the pharmacopoeias considered it was a noticeable characteristic that practically all tables of saturation, alcohol strengths, comparisons between various standards were omitted, while several were more like law volumes than a text book and an authority compared with the U.S.P.

Prof. J. P. Remington, chairman of the revision committee of the U.S.P., was an interested listener. Following the review of the Spanish Pharmacopoeia, Professor Remington showed the members the first complete printed copy of the Spanish edition of the U.S.P.

He declared that it would prove of great value in bringing about a closer affiliation between the pharmacists of Latin America and the United States, while the publication of the edition was really a duty which the United States owed to the Spanish-speaking inhabitants of its insular possessions. In view of the commercial prominence of New York City, said Professor Remington, it was eminently fit that the work should first be shown in the city having predominance in foreign trade.

Following are the pharmacopoeias that were considered and the names of the gentlemen who presented the outlines: Austrian, Otto Taubenheimer; British, Prof. H. J. Lohmann; French Codex and Mexican, C. A. Mayo; Japanese, Keizo Woynenaka; German, W. C. Alpers; Russian, Joseph Weinstein; Spanish, Hugh Craig; Swiss, Dr. Joseph L. Mayer.

George H. Hitchcock, chairman of the propaganda committee, announced that May 13 had been set as a date for the joint meeting with the New York Medical Society. However, it was found that on this date would take place the commencements of the New York and Brooklyn Colleges of Pharmacy, so the matter of another date was left with Mr. Hitchcock. At least four papers have been arranged for this meeting and Dr. George C. Dickman and Dr. H. H. Rusby will speak.

Dr. George C. Dickman, chairman of the committee on pharmacy, reviewed the month's progress as shown in foreign pharmaceutical and chemical publications.

Announcement was made by President Jacob Diner that the proposed meeting of the Eastern branches at Atlantic City during the convention of the American Medical Association had been discussed at a conference in Philadelphia by various officers of the branches concerned, and the conclusion reached that the plan had better be abandoned, although the Philadelphia Branch was to give its exhibit as previously arranged.

Ewen McIntyre was elected an honorary member of the branch amid much enthusiasm. He has long been an active worker in the A.P.A.

Joseph Weinstein, treasurer, reported a balance on hand of \$49.90. Fred Borggreve was announced as a new member.

## Places Responsibility for Success or Failure.

BALTIMORE, April 12.—Prof. Henry P. Hynson has addressed the following open letter to George M. Beringer, P.M.,

of Camden, chairman of the delegation from the A.P.A. to the A.M.A.:

My Dear Sir: I venture to call your attention to the facts that by your own and Prof. J. P. Remington's opposition to the proposed informal "getting together" of Eastern members of the American Pharmaceutical Association at Atlantic City during the annual convention of the great American Medical Association, June 7-11 next, when representative pharmacists of the East might be closely associated with the leading medical men of the United States; when members of the A.P.A. could attend and take part in the proceedings of the Section on Pharmacology and Therapeutics; when these same members would be able to witness the working and effects of this remarkable organization, the A.M.A., when a joint session of physicians and pharmacists might be arranged, whereas could be most advantageously discussed the U.S.P. and N.F., and the propaganda of both—all of great importance and of vital interest to pharmacy and pharmacists—this opposition together with your silent acceptance of the reference of this whole matter to you and your delegation at the meeting in Philadelphia, April 6, places the responsibility of what may follow or fail to follow in this connection, directly upon you and Professor Remington. This, you and he are, no doubt, willing to assume and will discharge in a manner creditable to both.

The occasion, so closely preceding the revision of the U.S.P. and N.F., offers opportunities for good and effective discussion far outweighing in importance, it seems to me, the mere success of any association's meeting or the interest of any locality, even if any such matters could, by any possibility, be involved.

Most respectfully yours, HENRY P. HYNSON.

## Judge &amp; Dolph Company Makes Important Purchase.

ST. LOUIS, April 12.—A notable transaction in the local drug trade was the recent purchase of a majority of stock in the Raboteau Drug Company by the Judge & Dolph Pharmaceutical Co. The purchaser conducts the largest downtown drug store in the city and the Raboteau Company is just moving from its long time site at Broadway and Lucas avenue to Broadway and Washington avenue, where one of the handsomest sales rooms in the West is being fitted.

This deal will give Judge & Dolph the two most pretentious retail drug establishments in the city, and although only five blocks apart, the stores will not in a sense be rivals. Mr. Judge said, in speaking of the deal, that James Gibson will remain with the Raboteau store, there being no change there except that his company had bought stock in it.

## "Pay-as-You-Enter" Cars Are a Nuisance.

MILWAUKEE, April 10.—George Harris, druggist of Philadelphia, was a recent Milwaukee visitor. Mr. Harris expressed the hope that Milwaukee would never adopt the pay-as-you-enter cars for the sake of the druggists of the city.

"Every storekeeper hates to be bothered by people asking him to change bills into nickels and dimes and that is just where these cars are a nuisance," said Mr. Harris. "People seem to think that a drug store is just there for the purpose of making change. Ever since the pay-as-you-enter cars have been in operation, and they pass my store, we have been besieged for nickels. The sign on the cars asking passengers to have the exact change creates a great demand for nickels that would soon exhaust our supply if we did not make special provisions for the rush."

## Explosion Causes \$10,000 Chemical Fire.

BOSTON, April 12.—Ten thousand dollars' worth of chemicals went up in smoke Thursday at the plant of Knox & Morse, 225 Congress street, and two men and a boy who were in the laboratory where the fire started had a narrow escape from death. From some unexplained reason an explosion occurred on the top floor where a quantity of disinfectant was being made. The damage is covered by insurance.

## New Member for Green Bay R.D.A.

GREEN BAY, WIS., April 3.—H. R. Francois was admitted to membership in the local druggists' association at the recent monthly meeting of the body. Several matters of interest were up for discussion. The next meeting will be held at the A. G. Neven Pharmacy.

**NOTICE**—We are now revising the Era Price List for the 1909 edition and will thank the users of this List to advise us of any errors or omissions which they may have noticed in the last edition.

Address, ERA PRICE LIST,  
90 William St., NEW YORK

## SNAP SHOTS TAKEN FOR THE ERA AT THE JOINT MEETING AT NANUET, ROCKLAND COUNTY, N. Y.



## CONKLIN OPPOSES THE ALL-STATE BILL.

In the Absence of Assembly Committee Chairman Author of Rival Measure Secures a Postponement.

Number of Pharmacists in Albany on Tuesday—Outlook Considered Good.

ALBANY, April 10.—Question was raised in the Assembly yesterday by Mr. Conklin, of New York, as to how the All-State Pharmacy Bill introduced by C. F. Brown, of Cortland, amending the public health law relative to the practice of pharmacy, had found its way to the calendar.

Speaker Wadsworth announced that the bill had been reported to the desk by the Public Health Committee, of which Mr. Wood, of Jefferson, is chairman.

Mr. Ward, of New York, a member of the committee, said the bill was not reported at the meeting of the committee on Tuesday, and so far as he knew there had been no meeting called since that time.

Majority Leader Merritt suggested that criticism of the committee be suspended in the absence of Chairman Wood, and the bill went over until Tuesday.

ALBANY, April 13.—A number of pharmacists are here today in the interest of the All-State Pharmacy Bill. The outlook for its passage is good, as it has the approval of the Governor and is generally endorsed by the members of the New York State Pharmaceutical Association.

## Downer Pharmacy Wins First Prize.

(From the Appleton, Wis., Crescent.)

Downer's Pharmacy, of this city, won the \$5 cash prize last week in the window display contest held by THE PHARMACEUTICAL ERA, a druggists' weekly journal. Druggists from all parts of the United States compete in the ERA contests and to win a first prize means to get ahead of hundreds of pharmacists in the big cities.

The display which won the prize was in Downer's window last Labor Day. It consisted of home-made and also union-made cigars. Tobacco in the leaf was displayed by each dealer represented by one or more brands of Appleton-made cigars, showing from what kind of tobacco the cigars are made. The local cigar makers' union congratulated the Downer Pharmacy on its fine display of all home-made and union-made cigars. The photograph in last week's ERA is a good reproduction of the display.

## Druggists on the Wrong City Ticket.

St. Louis, April 12.—Local druggists and allied interests did not come out as successfully as hoped in the recent city election. It was a Republican day and the druggists were all on the Democratic ticket, and though they made good races comparatively, they were all sent to the discard.

L. A. Seitz, president of the St. L. C. P., was a candidate for the House of Delegates in the Sixth Ward, W. J. Pfeiffer in the Tenth Ward, and Herman Fay, of Fay & Schuler, manufacturers of druggists' labels, was a candidate for City Council. Mr. Fay had been in the House of Delegates for two years and made such a remarkable record that he led the Council ticket which is voted for by the city at large.

## BOTH PROFESSIONS AT LEDERLE FARM.

Joint Meeting of Rockland County Pharmacists and Physicians Made Interesting by an Address by

Dr. Anderson and Demonstrations Showing Methods of Producing Antitoxin.

A very enthusiastic meeting was that of the pharmacists and physicians of Rockland County, N. Y., on April 7, at the Lederle Antitoxin Farm, near Nanuet. The Rockland County Medical Society had as their guests the pharmacists of the district, while the members of both the professions were royally entertained by the Lederle Antitoxin Laboratories. About 40 physicians and pharmacists were present, the medical men being in majority.

A feature of the meeting was the paper of Dr. William C. Anderson, of Brooklyn, N. Y., chairman of the propaganda committee of the State Pharmaceutical Association and dean of the Brooklyn College of Pharmacy. The physicians listened intently as he took up the subject of dispensing by doctors and counter-prescribing by the pharmacists.

"Due to lack of co-operation and consideration between the members of the two professions," said Dr. Anderson, "the non-ethical physician and the substituting druggist has developed, as has also the dispensing doctor and the prescribing druggist."

Dr. Anderson stated that no iron-bound rules could be laid down to regulate prescribing and dispensing; it was as necessary for the doctor in the country districts to carry medicines and do a great amount of dispensing, he said, as well as it was pertinent for the druggist to answer correctly the questions of his customers and subsequently sell drugs which were not restricted by law. The physicians were urged to return to the Pharmacopoeia and the National Formulary and prescribe or buy their supplies of these preparations from the retail druggist. Such a procedure, he said, would rid the professions of a number of undesirable practices, but when all was considered the solution of a number of grievances really hinged upon the establishment of cordial relations through which both professions would have much to gain, while a corresponding loss would ensue if disharmony prevailed instead of harmony.

The physicians said that they agreed heartily with what was brought out by Dr. Anderson when discussion on the paper was started, a number expressing their desire for some understanding as to what should constitute the rights of each profession and in order to bring this about resolutions were adopted by the Medical Society that a committee of three members confer with the druggists with a view of establishing more closer relations and promote an understanding which will benefit both the physicians and the pharmacists of the county. In carrying out the plan a joint meeting of physicians and pharmacists will be held at least once a year.

Dr. George Leitner, in speaking for the physicians, said that what annoyed the doctors more than counter-prescribing and the other evils was the traffic in various remedial agents owned and manufactured by companies composed of retail druggists who acted as special agents for this class of goods. The articles covered remedies for nearly all known ailments. The advertising of these remedies generally was of a character

that induced the public to try self-medication, and slight the doctor, and was a curse to the public as well, he declared. Dr. Leifert said there was absolutely no excuse for the existence of these preparations and that the physicians would rejoice to see them withdrawn, and would gladly co-operate with the pharmacists in working toward more ethical principles for both professions.

Other speakers were M. J. Sanford, J. C. Dingman, president and secretary, respectively, of the Medical Society, and Dr. Bogert; among the druggists who took part in the discussion were Ed. G. Egge, of New City; Charles Van Wagener, representing John D. Blauvelt, of Nyack, and H. D. Fink, of Spring Valley.

At adjournment it was announced that a number of demonstrations of the methods employed in the preparation of antitoxin, vaccine and antisera had been provided. F. D. Bell, secretary and treasurer of the Lederle Antitoxin Laboratories, and Henry S. Livingston, secretary of Schieffelin & Co., showed the visitors around.

In all the demonstrations the physicians and pharmacists present were most interested. The toxin room, horse stable, calf stable, quarantine stables and storage rooms were visited. The absolute cleanliness of each apartment was commented upon by the guests. The first demonstration was the removal of vaccine from a calf that had previously been vaccinated. This operation was performed by Dr. Richard Slee, director of the laboratories at the Lederle Farm. The visitors were impressed with precautions taken to secure the vaccine under as nearly aseptic conditions as possible. The operators wore gowned, sterile instruments used and the operating room thoroughly cleaned.

Another interesting demonstration was the drawing of blood from a horse under treatment for the production of diphtheria antitoxin. This operation was performed by Dr. Herbert F. Harms. A special operating room is provided for these operations. This room has the appearance of a hospital operating room, being finished in white enamel. The horse is securely fastened in iron stocks and when the skin has been thoroughly cleansed, a cannula is inserted into the jugular vein and the desired amount of blood drawn into sterile bottles. The laboratories for refining antitoxin are located in New York City. The manner of injecting horses under treatment was also shown.

At the conclusion of these demonstrations the guests were invited to the home of Dr. Slee, where refreshments were served. Each guest was presented with a beautiful souvenir programme and pigskin card-case, provided by the management of the laboratories. A convenient telephone call index was presented with the compliments of Schieffelin & Co., selling agents for the products of these laboratories.

#### Medico-Chirurgical College at Philadelphia.

PHILADELPHIA, April 10.—The Alumni Association of the Department of Pharmacy of the Medico-Chirurgical College gave a reception and banquet at Mosebach's Casino April 7, at which the members of the senior class in that department were guests of honor.

—Committees have been appointed for a two-day celebration, June 4-5, of the tenth anniversary of the organization of the department of pharmacy.

—A distinctly scientific programme, highly entertaining and instructive, was rendered at the March meeting of the Mortar and Pestle Club of the college.

—Commencement will be held on June 5.

#### F. H. Fenwick President of Worcester County Ph.A.

WORCESTER, Mass., April 3.—The annual meeting of the Worcester County Pharmacists' Association was held at the Worcester Automobile Club recently and the following officers were elected: President, F. H. Fenwick; vice-president, Walter S. Doane; secretary, B. C. Cutler; treasurer, F. W. Ring; executive committee, H. E. Davis, W. H. Goggin, Albert W. Andrews, Frank W. Lavoine and M. G. Hirshon.

#### Cost \$300 to Violate Pure Drug Law.

MANHATTAN, Kan., April 10.—George B. Harrop, a local druggist, was found guilty of violating the Pure Food and Drugs Act by adulterating drugs by Justice Porter recently on three counts. He was given the minimum fine of \$100 for each count and costs.

#### THE CHARGES AGAINST IOWA BOARD MEMBERS.

Governor, Unable to Remove Commissioner, Sends Case to the Attorney-General for Court Action.

DES MOINES, April 10.—Failing in his efforts to summarily dismiss Pharmacy Commissioner Bert F. Keltz, whom he charges with falsifying his accounts to the State, Gov. B. F. Carroll has demanded that Attorney-General Byers proceed against Keltz in the courts. The Governor has written a letter to the Attorney-General and made public a statement setting forth some of the charges against Keltz and reviewing the case of former Commissioner Goss, whose resignation was tendered at the Governor's request some weeks ago.

Governor Carroll declares that Keltz promised to resign, but failed to keep his promise. The Governor cites the instance of Keltz's trip to Chicago during the National convention, and says that his accounts for per diem for last June show a charge against the State of \$5 per day during the days he was in Chicago, the item being listed as follows: "Traveling after vendors, and office work." The Governor also shows that on June 20 Mr. Keltz was in Webster City "riding about the town in an automobile," and attending a convention held there that day.

Commissioner Keltz, in his own defense, declares that he actually did work for the State when he was in Chicago, that all of his bills were correct and that Governor Carroll, when State auditor, had advised members of the board to charge for a full day in cases where only a part of the day had been used. He ascribes the Governor's attack to personal enmity due to Keltz's course in favoring the nomination of another man for Governor.

In the House, Governor Carroll's Bill, introduced by Mr. Grier, to abolish the board was defeated by a vote of 51 to 24, although an appeal was made on behalf of the executive to have the bill passed.

#### Many Persons Want to Get Rid of Their Whiskers.

COLUMBUS, Ind., April 10.—When Joseph Griner brought suit against George F. Meyer, a Seymour druggist, for \$5000 damages for giving him an ointment which is alleged to have ruined his whiskers, he little knew of the free advertising there was in store for Meyer. Now the Seymour druggist is receiving letters from all parts of the country from people who wish their whiskers removed. One man writes from Parkersburg, W. Va., that his face is so tender shaving is "miserably painful." If the Seymour druggist has an ointment which will remove whiskers, root and branch, he desires some of it.

"If you have a preparation that will remove hair on the face it is just what I want," writes a man from Indianapolis. An Evansville woman encloses stamps for a sample. She wants something that will rid her of hair on the face. Another inquiry comes from Galveston, Tex. The man says barbers always sneak out of the shop when they see him coming, and his beard is too heavy for him to shave himself. He wishes some of the remover.

#### Programme of Botanical Excursions in Philadelphia.

Philadelphia College of Pharmacy botanical excursions for 1909 will be held as follows:

April 28, Darby Creek, take car in Walnut street, and meet at terminus of line at 2 o'clock; May 5, Swarthmore, take Angora car in Walnut street, and meet at Angora Junction at 2 o'clock; May 12, West Chester Road, take car in Market Street Elevated Road, and meet at terminus of line at 2 o'clock; May 19, Hordern Hill, Fairmount Park, meet at hall at 2 o'clock; May 26, Crum Creek, take Angora car in Walnut street, and meet at Angora Junction at 2 o'clock.

#### Electric Mortar and Pestle as a Sign.

SYRACUSE, N. Y., April 10.—C. W. Snow & Co. have a large mortar and pestle sign with a row of electric lights around the outer edges in front of the store in South Warren street, to keep up with other merchants who are making electrical displays in that thoroughfare.

#### Wisconsin Drug Stores in Good Condition.

MILWAUKEE, April 10.—D. M. Walsh, United States Pure Food and Drug Inspector, has been visiting several Wisconsin cities and towns in his official capacity. Conditions in the drug stores of the State were found to be very satisfactory by Mr. Walsh.

## JOINT MEETING HELD IN BALTIMORE.

Drug Exchange Represented and the Formulation of a Programme for the Next Legislature Discussed.

BALTIMORE, April 10.—Another conference of representatives from the Baltimore Branch of the American Pharmaceutical Association, from the Maryland Pharmaceutical Association, the Baltimore Association of Retail Druggists and the Baltimore Drug Exchange was held recently, the Drug Exchange sending delegates for the first time. William M. Fouch, president of the Maryland Ph.A., presided. It was decided to hold other joint meetings whenever this seemed desirable, such gatherings to be called by President Fouch on the request of members from any organization wishing to have the call issued.

The proposed joint meeting in May elicited some discussion. At this meeting probable legislation to be brought before the Maryland General Assembly at its next session, in January, 1910, is likely to receive extensive consideration. A committee consisting of R. E. Lee Williamson, Dr. E. F. Kelly and A. C. Meyer was named to arrange a programme.

## WANT PRIVILEGES RESTORED.

Retailers in Baltimore Decide to Revert to Anti-Tripartite Conditions.

BALTIMORE, April 10.—The Baltimore Association of Retail Druggists, at a meeting Thursday afternoon, received reports from various committees and disposed of other business, discussing among the various matters the programme to be arranged for the proposed joint meeting of pharmaceutical bodies here next month.

The committee on membership reported that ten new names had been added to the list as a result of the canvass made among the druggists of the city. The telephone committee was authorized to circulate a petition for an increase of the pay for the maintenance of pay telephones in drug stores, while the legislative committee was instructed to formulate a programme for the joint meeting of druggists and allied interests.

The meeting unanimously indorsed David R. Millard for appointment as a member of the State Board of Pharmacy.

A resolution was adopted providing that the retailers ask for the restoration of the privileges which they had before the tripartite agreement went into effect in the way of price concessions when purchases are made in quantity. The retailers will urge that they be placed upon an equality with the jobber in this respect, as was the case formerly.

## Lively Contest for Vacancy in the Maryland Board.

BALTIMORE, April 10.—There appears to be an active rivalry for the vacancy to occur next month on the Maryland Board of Pharmacy with the expiration of the term of Ephraim Bacon, the secretary. Mr. Bacon is reported to be anxious to succeed himself, and is making strong efforts to be retained. The candidate of the Baltimore Association of Retail Druggists is David R. Millard, who was at one time on the board and who obtained a reappointment, but resigned.

The Maryland Ph.A. seems not to be committed to any one, and has sent in the names of three available candidates, as it is required to do under the law. The three names submitted are those of David R. Millard, Ephraim Bacon, the present secretary, and Robert S. McKinney, postmaster of Taneytown, Carroll County, and a prosperous druggist there. Mr. McKinney has many friends and can be depended upon to run a swift race. Louis Hergenrath, of Towson, Baltimore County, is also an applicant.

Much, apparently, depends upon the construction of the law relating to sectional representation. If a druggist must reside in the section to which he is accredited and be engaged in business there, some of the present aspirants are ineligible.

## PLANS FOR COMING ILLINOIS PH.A. MEETING.

Important Subjects to Be Considered and Membership Roll is Expected to Reach the 1300 Mark.

CHICAGO, April 10.—Judging from the plans which have been made and the activity displayed by the officers and committee of the Illinois Pharmaceutical Association, the coming meeting at Quincy, June 15-17, will be the banner meeting in the history of the association. Not only is the association fortunate in having an exceedingly active local secretary in the person of Charles H. Achelpohl, but the vigilant and enterprising officers of the Illinois Pharmaceutical Travelers' Association have determined to break all records in the entertainments for this meeting.

The full meaning of this determination can be realized only by those who enjoyed the hospitality of Quincy at the meeting there two decades ago and have also witnessed the great success which the travelers have made of the entertainment features for the last six years.

The Illinois Pharmaceutical Association is in prosperous condition, with the largest membership it has ever had, not less than 1100 pharmacists being represented on its rolls.

The membership committee is hard at work with a view of presenting 200 new members for election at the annual meeting. Among the most important subjects to come up for consideration are questions affecting education and legislation and the much-talked-of amendment to the Pharmacy Law so as to require a systematic pharmaceutical training prior to examination by the State Board of Pharmacy.

The finances of the association are in excellent condition. The secretary reports a larger number of members than usual who have paid their dues for the current year in advance and there is every indication that with the enthusiastic support of the travelers the meeting will be a record-breaker in attendance and entertainment as well as in business transacted.

## New Drug Company Formed.

CHICAGO, April 10.—The Chicago Wholesale Drug Company has been incorporated, with a capital stock of \$20,000, to engage in the wholesale and retail drug business. The incorporators are Henry P. Sandkoetter, Matthew White, Conrad H. Sippel and Anthony E. Zuber, all well known to the Chicago trade. The new concern expects to commence business shortly and has leased quarters at Wabash avenue and Harrison street. Mr. Sippel is the attorney for the Chicago Retail Druggists' Association. Mr. Sand-

koetter was the former chairman of the propaganda committee of the N.A.R.D. Mr. Zuber is a trustee of the Chicago Retail Druggists' Association and Mr. White is connected with the Chicago Branch of the American Druggists' Syndicate. It is generally understood in the trade that the new concern will undertake the representation of this line after it is opened for business.

## Social Drug Club Ready for Minstrels.

CHICAGO, April 10.—The Social Drug Club held its regular monthly meeting at the Sherman House today. The interest of the members largely centered in the preparations for the forthcoming minstrel show to be given at the Y.M.C.A. Auditorium on April 15. The success of this affair is so well assured that there is talk of giving the same performance at Quincy in June during the State convention.

## F. W. Meissner Now Chairman Propaganda Committee.

CHICAGO, April 10.—Fred W. Meissner, of Laporte, Ind., has been made chairman of the U.S.P. and N.F. committee of the N.A.R.D., in the place of Christopher Koch, of Philadelphia, who resigned. Franklin M. Apple, of Philadelphia, suc-



RALPH G. SHIRLEY.

who is on the parade committee of the Illinois Pharmaceutical Travelers' Association, is making strenuous efforts to promote the success of the State Ph.A. meeting in Quincy in June. He represents Bauer & Black in the Quincy district.

ceeds to the vacancy on the board created by Mr. Koch's resignation. Mr. Meissner has been identified with the N.A.R.D. since its organization and was a former member of the National executive committee and also a member of the United States Pharmacopoeial Convention.

#### Chicago College of Pharmacy Commencement.

CHICAGO, April 10.—The annual commencement exercises of the University of Illinois School of Pharmacy will be held at the Central Y.M.C.A. Auditorium, 153 La Salle street, April 29, at 2 p. m. The speaker of the day will be State Superintendent of Public Instruction Francis G. Blair. The graduating class is the largest in the history of the institution and will be represented by G. A. Anderson, salutatorian, and Richard Van Dusen, valedictorian. President Edmund J. James, of the University of Illinois, will confer the degrees.

The trustees have appointed S. C. Yeomans the Chicago member of the advisory board to fill the vacancy caused by the expiration of the term of W. K. Forsyth.

On the evening of commencement day the Alumni Association will give its 27th annual banquet and reunion.

A special feature will be a reunion of the class of 1884, which will celebrate the 25th anniversary of its graduation. George P. Mills, of Evanston, and W. W. Albers, of Wausan, Wis., are actively at work in promoting the success of this reunion. Dr. H. H. Rogers will act as toastmaster.

On April 14 the Beta Chapter of the Phi Gamma Sigma Fraternity gives its third annual banquet.

On April 23 the students, both junior and senior class, will visit the laboratories of Parke, Davis & Co., at Detroit.

#### Revenue Ruling Causes Much Inconvenience.

CHICAGO, April 10.—A new ruling of the Internal Revenue Department on the five-gallon merchandise package of alcohol is causing some inconvenience to druggists in this district. Up to a short time ago the so-called five-gallon package contained 4½ gallons in order to avoid the inconvenience of attaching a revenue stamp to each individual package. Without any warning came the notification from the Government that hereafter all five-gallon packages that contained less than five gallons would be subject to seizure if it did not have on it a revenue stamp. The ruling does not increase the tax, but simply adds to the trouble and expense by reason of the additional labor involved in securing and placing the stamps.

#### Live Topics Discussed by Chicago Druggists.

CHICAGO, April 10.—The Chicago Retail Druggists' Association will hold its regular quarter meeting April 13. The report of the committee on the revision of the constitution and by-laws will be the principal topic. The proposed constitution contains many new features and is expected to incite considerable discussion. The brokerage question and the matter of new stores will also come up and the officers will submit reports. The pending liquor prosecutions in Illinois will also be considered.

#### Drug Club "Get-Together" Dinner Big Success.

Over 100 members took part in the "Get-Together" dinner of the Drug and Chemical Club of New York on April 7, and the event was a success from start to finish. The dinner, which was planned especially for the newer members and for the promotion of general good-fellowship, served its purpose admirably. Among the speakers were President Edwin H. Burr, who planned the novel features; Vice-President C. B. Zabriskie, Thomas P. Cook, H. B. Harding and I. F. Stone. All took part in the singing of songs which were printed on the programme and a number expressed a desire to see similar sessions become at least annual affairs.

#### Buried Mrs. Hall's Mother in Michigan.

George C. Hall, of Brooklyn, Eastern representative of the Zenmer Company, Pittsburg, Pa., with his wife and daughter returned to the city Saturday evening. March 26 they took the remains of Mrs. Hall's mother, Mrs. J. D. Mizner, to Burr Oak, Mich., for burial. They visited Kalamazoo, Mich.; Erie, Pa., and Pittsburg, Pa., before their return.

#### Druggists Win in Pennsylvania Senate.

HARRISBURG, April 12.—Senate Bill 376, opposed by A. Ph.A. and all druggists, has been defeated in the Senate.

#### KILLS HIMSELF TO MEET HIS DEAD WIFE.

##### Veteran Druggist of Cleveland Never Recovered From Sorrow Caused by Her Suicide.

CLEVELAND, O., April 12.—Despondent over the suicide of his wife four years ago, Albert Peterslge, 57, druggist, recently ended his life with a bullet.

Peterslge was born in Stadtlm, Germany, and came to this country 42 years ago. He settled in Cleveland, learned the drug business and eventually started in business for himself at East 22d street and Woodland avenue, S. E. For 28 years he conducted the business at that place until about seven years ago, when he turned it over to his son Emil and retired.

Afflicted with nervous trouble, the wife four years ago retired to her room one day and ended her life with poison. The wife's tragic death had a depressing effect upon the husband. From the shock of it he never entirely recovered.

Fits of despondency came upon him time after time during the past four years and made him long to end his troubles and join his wife.

#### Philip A. Calder, of Troy, N. Y.

TROY, April 10.—Philip A. Calder, president of Polk & Calder Drug Co., and the oldest active druggist in this city, died recently from shock resulting from a fall.

In 1860 he secured a position with Robinson & Green, wholesale druggists, and after 19 years was admitted to the firm. The firm underwent several changes until 1897, when the present concern was incorporated. Mr. Calder was a member of the Commercial Travelers' Association and the Rensselaer Society in New York. The survivors are his widow and two sisters. The funeral was largely attended.

#### Easter Monday Wedding Prevented by Death.

BOSTON, April 10.—One of the saddest funerals held in Watertown for many a day was that yesterday of Thomas H. Smith, employed for many years in Sullivan's drug store. He was to have been married Easter Monday. The cards had been sent out only a week ago, and the affianced had received a linen shower from her many friends. Mr. Smith had been ill only a few days.

#### Obituary Notes.

—J. W. McDUGALL, Rock Springs, Wyo., is dead.

—ELIHU BUNKER, of New Bedford, Mass., is dead of apoplexy, aged 76.

—L. G. SCHULTZ, formerly in the employ of the Koenigick Drug Company and well known among Wisconsin drug clerks, is dead at Fond du Lac of pneumonia.

—OTTO G. SCHNEPP, of Wheeling, W. Va., is dead, aged 31. His father had operated the pharmacy to which he succeeded at his parent's death. A widow survives.

—ATRELIUS SMITH, aged 46, of the Smith & Grisham Drug Co., Winfield, La., is dead, leaving a widow and two children. He was a prominent business man and Mason.

—HENRY A. HUNCKE, a founder and former president of the St. Louis Chemical Society, was recently killed by leaping from the window of a hospital where he was awaiting an operation.

—C. L. SHERWOOD, one of the best known druggists in southwestern Michigan, is dead, aged 71. He was in the drug business at Dowagiac for 40 years and was connected with many fraternal organizations.

—LARS L. RUTLEN, a pharmacist at the O. O. Melaas drug store, Stoughton, Wis., for the past 30 years, is dead of heart failure. He was born in Norway in 1840 and settled at Stoughton in 1871, when he became associated with O. N. Falk in the pharmacy business.

—FRANK A. WEISE, for 28 years in business as a druggist in Nashville, Tenn., is dead, aged 68. Previously he had served in the Federal Army in the Hospital Department and after the war obtained employment in Nashville drug stores, later starting in business for himself. He was born in Berlin, Germany, and came to America when 16.

—HENRY FISCHER, a director in the St. Louis C.P., member of the St. Louis R.D.A. and of other organizations, is dead. He was born in Germany in 1845 and came to this country in 1861. At Fort Wayne he was connected with the Meyer Bros. Drug Co. and later went to St. Louis. A widow and two children survive. His body was cremated.



## NEW HEAD FOR GLENSIDE GALENICAL CO.

Frank M. Ramsey, Formerly With the William R. Warner Co., Now President and General Manager.

Frank M. Ramsey, who has recently become the president and general manager of the Glenside Galenical Company, Glenside, Pa., is well known to the trade as one of the most expert pill men in America, his experience in this direction having been obtained in an association of nearly 40 years with the house of Wm. R. Warner Company, of Philadelphia, Pa., where he rose from errand boy to general manager, a position he held until November of last year, when he withdrew, owing to changes in ownership of that company.

The Glenside Galenical Company, with which Mr. Ramsey is now identified, is a comparatively new addition to the list of manufacturing houses, and Mr. Ramsey informs us that his company will pay especial attention to the manufacture of private formulas for the trade rather than to attempt a full line of pharmaceuticals.

Added to this work will be the supplying of certain articles put up for the trade, ready for selling, physicians' supplies, specialties, etc. Mr. Ramsey is hopeful for the future and believes that intelligent, conscientious work in behalf of his clients will surely merit a reputation and a growing quantity of business.

## Easter Bonnet Burned in Drug Store.

BALTIMORE, April 10.—A tragedy with an Easter bonnet for the central figure was enacted in the pharmacy of Thomas & Thompson, Light and Baltimore streets, yesterday. A woman was standing near the cigar counter when, by an unguarded movement, her Easter hat came in contact with the small gas jet kept burning for smokers to light their perfectos. There was a sudden flare and in the twinkling of an eye what had been a creation of straw, cherries, lace and wax was transformed into a mass of unsightly rubbish. Clerks and patrons of the store who witnessed the conflagration were uncertain as to whether they should regard the occurrence as a comedy or a tragedy. There were a few sighs, a few shouts and then laughter. The young woman who had worn the hat seemed to bear the misfortune with equanimity.

## To Burn Mortgage Tonight.

The burning of the mortgage on the Brooklyn College of Pharmacy, clearing the institution of its entire debt, will take place this evening with special ceremonies. A banquet given in honor of the occasion by the Kings County Pharmaceutical Society, which owns the institution, will be a feature.

Outside of the alumni association, the trustees, the faculty of the college and the officers of the society, a number of invited guests are to take part in the festivities and there will be speeches by prominent pharmaceutical men from all branches of the trade and profession. The committee on arrangements has been making preparations for the event for more than a month and besides the illumination of the entire building the banquet room will be handsomely decorated with the college colors. Following are the names of the gentlemen on the committee: William Muir, Ph.D., chairman; William C. Anderson, Ph.D.; Frederic P. Tutbill, Ph.D.; Adrian Paradis, Ph.D.; Thomas J. France, Ph.D.

## Fatal Accident Caused by Carboy Breaking.

MILWAUKEE, April 10.—The accidental breaking of a large carboy of oxalic acid at the plant of the Pfister & Vogel Leather Co. will probably cause the death of Steve Caroleck, an employee. Just how the accident occurred is not known.

## Druggist Suffers in Bad Fire at Lenox.

LENEX, Mass., April 12.—In a fire yesterday which destroyed the business section of this place and cost six lives, the pharmacy of James Cassidy was burned, with a loss of \$100,000.

## 61 NEW MEMBERS—RECORD BROKEN IN P.A.R.D.

Proposed Legislation Considered and Suggestions Made for Advancing the Interests of Retailers.

PHILADELPHIA, April 10.—The admission of 61 new members and the discussion and action on the proposed amendments to the State pharmacy law were the prominent features of the quarterly meeting at the Drug Club of the Philadelphia Association of Retail Druggists. It was not only a largely attended meeting, but an exceptionally interesting one, as was indicated by the fact that it was midnight before the members gathered at the luncheon which was served in the club café.

The proposed radical change in existing legislation by which the proprietor of each drug store in Pennsylvania will be taxed \$2 annually came up in the course of the report of Chairman William L. Cliffe, of the legislative committee, and was new to most of the members. Other amendments to the pharmacy law provide for the paying of a salary of \$1500 per annum to the members of the Pharmaceutical Examining Board, the granting of permission to country storekeepers to sell the common household remedies; compelling every drug store in the State to possess a United States Pharmacopoeia and a National

Formulary; permit pharmacists registered in other States to register in Pennsylvania, provided that the standards of the other commonwealths are equal to those of Pennsylvania, and provided also that the same privilege of registration is given in those States to men registered in Pennsylvania; compel qualified assistants taking the examination for registered pharmacist to hand over the a. a. certificate before they can receive the other, and lastly stipulating upon what conditions the license of an applicant may be refused or revoked by the State board.

But it was on the section providing for the payment of an annual tax of \$2 by the proprietor of every store in the State that the principal discussion took place. Christopher Koch, Jr., recently appointed a member of the State board, announced that he was the sponsor for the bill and pluckily took the floor to explain and defend the measure from the attacks which came from all sides. He declared that with this assessment feature it would be possible to keep an authentic record of the stores of the State and that the owners would receive protection and the laws would be enforced as never before. He showed how it would be necessary for every proprietor to comply with the law before he received his license to conduct a

store and that if he violated the law there would be no hunting of evidence and he would lose his license. He declared that it should be worth \$2 for every druggist as an insurance proposition and to know that every other druggist was living up to the law the same as he was.

On the question of salary, he said that as it was proposed to put medical inspectors on a salary of \$1500 a year, it was only in keeping with the dignity of the profession of pharmacy that the members of the State Pharmaceutical Examining Board should receive a similar salary, instead of \$5 a day as is now paid.

William E. Lee declared that it was class legislation and that the taxing of pharmacists for the enforcement of a law was wrong in principle. He read a letter from L. L. Walton, the Williamsport member of the board, expressing the latter's disapproval of the amendment to impose the tax suggested. Mr. Cliffe said he was in favor of the licensing feature and that members of the board should receive the salary proposed, but he explained that the Legislature had repeatedly been urged that an appropriation was necessary to successfully enforce the pharmacy laws and that for that as well as other reasons it was now wrong for the retail drug trade to accede to a proposition to go down in their own pockets and pay for the protection the State should provide.

Charles Reifuss said that it was all right for the State board to get a line on every drug store in the State and that



FRANK M. RAMSEY,  
of Glenside, Pa.

it was worth \$2 for him to know that every druggist in the State was living up to the law.

"It is an injustice," he continued, "to tax the druggists, but if there is no other way, why I say pay it. One of the best features of the amended bill is the licensing of drug stores."

Charles Leedom, Walter Rothwell, Charles E. King, Dr. E. K. Boltz and others also opposed the taxation feature of the amendments, while President Frank W. Fluck called attention to the section which allows the license of a store to be revoked upon the conviction of the licensee of any violation of the laws pertaining to pharmacy. Mr. Fluck thought that this should be amended so that this penalty should be imposed only when the violation was of a criminal nature.

The proposed amendments were referred to the legislative committee with approval of the licensing feature, but disapproval of the taxation fee of \$2; that the medicines sold by storekeepers be compounded or mixed under the direction of a competent pharmacist and that licenses be revoked upon failure of the proprietor to renew the license within 60 days, when it was shown that he conducted his store without competent help or when the proprietor was a habitual drunkard or used or sold illegally, habit-forming drugs.

Great enthusiasm was shown by the meeting when Chairman William A. Carpenter, of the membership committee, read off a list of 61 applicants for memberships who had already received favorable action by the executive committee. It was the long-distance record for members admitted at any one meeting of the association, the high number previously being 28. He magnanimously divided credit for the work with Organizer J. H. Barlow and F. J. Austin, J. H. Bailey, Harry Swain, Nelson Fry, Ralph Haus, C. L. Dobson, A. R. Hesse, H. C. Clapham, H. J. Siegfried, J. B. Reynolds, Russell T. Blackwood, B. F. Krehl and F. P. Streeper, the other members of the committee, for going with him in their respective neighborhoods and soliciting those who hitherto had withheld their applications.

Dr. J. Madison Taylor was introduced by President Fluck and in a concise, interesting manner discussed the large mortality among infants and recommended to the druggists that they take up the question of supplying the milk diet for children. He declared that the place where this food could and should be prepared was the drug store.

President Fluck, in reporting for the ethical preparations committee, announced that a booklet on "Expectorants" would go out shortly to the physicians of the city and that it was proposed to send out matter perhaps as often as twice a month between this and the close of the fiscal year of the N.A.R.D., at the September convention. The suggestion was made that it would be better if this matter received from National headquarters be kept and distributed regularly so as to cover the period up to the first of the year. Secretary N. A. Cozens announced that thus far the names of 1300 physicians had been received from members who wished this literature sent to the medical profession. He said that as the association was entitled to send to 2000 physicians, those who had not sent in lists should do so at once.

A suggestion which may bear fruit was that the association secure men to make inventories of the stocks of retail drug stores at small cost. The necessity of such an inventory was pointed out and it was explained that such a plan might be a source of profit to the association as well as a convenience to members. It was said that one of the wholesale houses in the city sent men out to do this work.

The other reports of committees and officers showed that the association was in a most healthy condition. It was announced that the pharmacists in the Italian quarter of the city would organize soon and as most of the prospective members are already affiliated with the P.A.R.D., the new organization will really be an affiliation of the larger body.

#### Old-Time Drug Store Changes Hands.

The drug store which was established about 50 years ago at 10 Greenwich street has been sold to Rudolph Mielke, M.D. During the past 19 years it was owned by Bracklo Brothers. Owing to the death, last winter, of William Eberhard Bracklo, the remaining brother, Herman U., lost all interest in the store and determined to sell it. It is the intention of Herman U. Bracklo to take a trip to Europe. Herman H. Breuer, Ph.G., executed the transfer and a new lease for five years.

## BOARD EXAMINATIONS

### Mississippi.

JACKSON, April 9.—Of 102 applicants for certificates to practice pharmacy in Mississippi, the following made the required grade in the examinations held here during this week, and they will be given certificates:

Edward A. Richardson, Holly Springs; Dr. C. W. Melton, Shaw; H. B. McGill, Greenville; J. A. McNeill, Ellisville; Earle Wylie, Eru; Lyman Faden, Iuka; S. J. Gaddy, Bond; C. W. Fountain, Logtown; C. E. Jones, Bolton; B. H. Dickson, Jackson; Delma Goode, Myrtle; Walter F. Fortenberry, Columbia; F. L. Graves, Meridian; E. E. Hagland, Atlanta; C. S. Stevens, Ruleville; R. A. Fadely, Vicksburg; Robert W. Keyser, Canton; C. E. Merrill, Greenwood; D. V. Stanley, Fort Smith, Ark.; T. J. Ray, Long Beach; E. R. Wiggins, Natchez; J. T. Larsen, New Orleans; E. L. Gaudet, Covington, La.; C. H. Butler, Natchez; Charles Ferchaud, Vicksburg; C. V. Horrell and D. C. Pitts, Hernandville; Jesse M. Eley, Montrose; H. L. Boyd, Kosciusko; Charles Kette, Vicksburg; J. F. Carter, Seabolt; J. D. Lynch, Weir; C. M. Reames, Senatobia; F. L. Mancham, Iuka; L. C. Callahan, Columbus; John T. McLain, Cleveland.

The following were given duplicate certificates to replace others lost or mislaid: A. D. Culley, Fayette; H. B. Clarke, Kosciusko; H. Eastland, Forest; L. K. Hubbard, Hazlehurst.

The class was the largest in the history of the board and it was also remarkable for furnishing relatively the smallest number of successful candidates. Secretary Wilkinson, of the board, has left for his home in Indiana and will send out the certificates from there.

### Colorado.

DENVER, April 10.—At the March examinations of the Colorado State Board of Pharmacy the following 15 candidates passed as registered pharmacists: Charles L. Barthen, George McLeod Bowman, Harry Frank, Banks Gayman, Grace Griswold, John F. Harting, A. E. Lindahl, Henry O. Lutz, George Meyer, J. A. Reynolds, William J. Schils, of Denver; Thomas B. Crigler and William Odau, of Boulder; William J. Lacy, of Grand Junction; Carl G. Meyer, of Trinidad.

### New Pharmacy Law in Massachusetts.

BOSTON, April 12.—The new pharmacy bill has been signed by Governor Draper, and is now a law, it having taken effect immediately upon its passage. The bill gives the Board of Registration in Pharmacy greater power over the druggists, not alone in the regulation of the liquor licenses, but as to the druggists' conduct.

Incidentally it raises the fee to druggists for the certificate of fitness for a liquor license from \$1 to \$5, and guarantees that the board in the future will be self-sustaining.

### Maryland University Alumni to Banquet.

BALTIMORE, April 10.—The annual banquet of the General Alumni Association of the University of Maryland, of which the graduates in pharmacy form a part, will take place at the Eutaw House on the 22d inst., and will be attended by many of Baltimore's most prominent citizens. Among the speakers will be Congressman William H. Wiley, of New Jersey. Eugene L. Hodson is the representative of the druggists on the committee of arrangements.

### Next Meeting of North Dakota Board.

Secretary W. S. Parker, of Lisbon, announces that the next meeting of the North Dakota State Board of Pharmacy will be held at Fargo on June 15.

**NOTICE** We are now revising the Era Price List for the 1909 edition and will thank the users of this List to advise us of any errors or omissions which they may have noticed in the last edition.

Address, **ERA PRICE LIST,**  
90 William St., NEW YORK

ANNIVERSARY DINNER TO "THE OLD GUARD." FINE WINDOW DISPLAY IN PHILADELPHIA.



JOSEPH HELFMAN.

James E. Bartlett and Frank P. O'Brien, of Chicago; S. H. Carragan, Dr. Jokichi Takamine and W. J. Carr, of New York; W. F. Whelan, of Buffalo; E. J. Ware, of Kansas City, and W. M. Grant, of Walkerville, Canada.

The dinner was given in the Hotel Cadillac, and the toastmaster of the occasion was J. C. Spratt, one of Mr. Helfman's oldest friends in the house and manager of the department of traveling service. The toast list follows: "My Secretary," E. G. Swift; "How I feel when I pay Helfman's dividend," George Hargreaves; "Things that have happened since 1884," L. C. Fink; "One of the near 25ers," J. E. Bartlett; "Back for a day with the Old Guard," W. F. Whelan; "The man who has quit having birthdays," S. H. Carragan; "Reminiscences," H. B. Mason.

In a way this banquet was a return compliment given by Mr. Helfman to the hearty send-off accorded him in very much the same manner a year ago, when a banquet in the same hotel was tendered him by his friends in the house just prior to his departure for a three months' tour in Europe. During the evening many sincere compliments were paid to Mr. Helfman's qualities of mind and heart, and his many abilities were singled out for enthusiastic praise. Telegrams were read from those unable to be present, and one came from President Frank G. Ryan, whose presence in the South prevented him from attending the dinner.

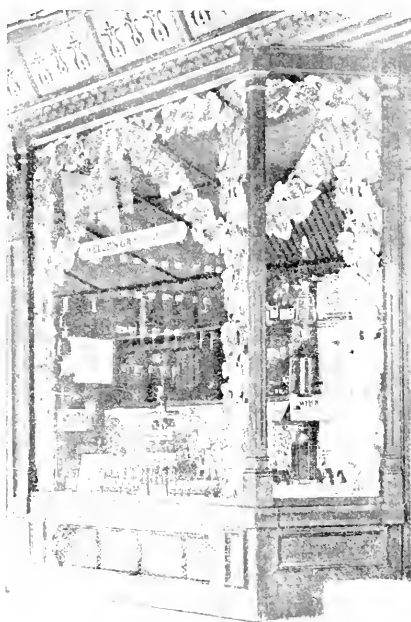
During the afternoon a set of beautiful silver tableware, comprising 54 pieces, was sent up to Mr. Helfman's house—the joint gift of the guests at the banquet. His office at the laboratory was also decorated with flowers in honor of his anniversary.

May Have Chain of Stores, But Not Now.

SYRACUSE, N. Y., April 10. Articles of incorporation have been filed by the Dwight-Nye Drug Company, capitalized at \$45,000, to take over the business of H. D. Dwight & Co., in the Bastable Theater building at South Warren and East Genesee streets. This store is very popular with theater patrons and does a great soda fountain business. The incorporation papers set forth that the company may operate other stores, but Frederick J. Nye, who is to manage the store, said the company would confine its business to Syracuse for the present. The change takes effect April 15. The directors are: Henry D. Dwight, Mr. Nye, Helen A. Nye, Louis P. Lang and Miss Emma G. Williams. Mr. Dwight will not take an active part in the business.

Jersey Druggist Retires After 30 Years.

Charles F. Wood, who for 30 years conducted the drug store at Lower Jamesburg, N. J., has sold to Hallam T. Koons, N.Y.C.P., 1901. Mr. Wood will take a much needed rest on his new, big farm which has six large buildings and is one of the ideal country places at Hightstown, N. J. Herman H. Breuer, Ph.G., was the broker.



View of the pharmacy of William E. Lee, first vice-president of the Philadelphia Association of Retail Druggists.

INJUNCTION AGAINST PRICE CUTTING VACATED

Manufacturers Will Appeal to Higher Court in Effort to Prevent Continuance of the Practice.

DETROIT, April 10.—Judge Murphy, of the Wayne Circuit Court, has handed down a decision in the case of the W. H. Hill Company vs. Gray & Worcester, denying the company's right to enjoin the defendant concern from cutting the prices on the former's products. Accordingly, the injunction granted by the Circuit Court about a year ago has been dissolved. The decision is of considerable importance, especially in view of the rate war that is now on.

The proceedings grew out of Gray & Worcester's action in cutting the price of a certain article manufactured by the Hill Company, from 25 cents to 20 cents, thereby terminating its agreement with the manufacturer. The latter, of course, refused to sell the firm any more of the goods, but Gray & Worcester managed to get them from a private source. Suit was then brought by the manufacturer and a temporary injunction was granted against the retail firm.

Attorney Arthur Webster, representing the defendant, contended that the agreement in question was in violation of the State Anti-Trust Law, and Judge Murphy took this view. The Hill Company will probably appeal the case to the Supreme Court.

Marquette to Have Alumni Association.

MILWAUKEE, April 10.—The first steps toward the organization of an alumni association among the graduates of the Pharmaceutical Department of the Marquette University were taken at a recent banquet enjoyed by 100 of the alumni at the Hotel Gilpatrick. J. G. Donnelly made a witty address on "Drugs of the Market." R. E. W. Sommers, dean of the Department of Pharmacy, spoke on the influence of pharmacy on general civilization. Other speakers included Rev. James McCabe, president of the university.

## BRANCHES HOLD HIGHLY INTERESTING SESSION

### Valuable Papers Read and Status of the Prescription with Respect to Ownership is Fixed.

PHILADELPHIA, April 7.—Representatives of the New York, Baltimore and Washington Branches of the American Pharmaceutical Association last evening attended the meeting of the Philadelphia Branch at the College of Physicians. The action of the business meeting as well as of the papers and the discussion which followed made it one of the most interesting meetings in the history of the organization. One feature was the report of the committee on the declaration of the prescription which had been appointed at the February meeting and which consisted of Prof. Joseph P. Remington, Prof. I. V. S. Stanislaus and Franklin M. Apple. Another important topic was the discussion on the proposition made by Martin I. Wilbert to organize the meeting into an organization of members of the American Pharmaceutical Association, the object of which would be to meet at Atlantic City during the convention in June of the American Medical Association.

The motion was opposed because it was declared that it might be construed as an indication of a lack of harmony between the Eastern and Western members of the American Pharmaceutical Association. It was decided to leave the matter of preparing a programme to the Atlantic City delegation, of which George M. Beringer is chairman.

Dr. Lyman F. Kebler gave an illustrated talk on the work he is doing as chief of the Drug Division of the Bureau of Chemistry, showing on a screen the various nostrums and dangerous patents which have been seized and put out of business by the Government since the passage of the Food and Drugs Act. The analyses of these specimens in nearly every case were shown on the screen directly beneath the preparation and were of particular interest to this large audience of professional and scientific men and women. Advertising claims in particular were exploited and Dr. Kebler told many amusing and some pathetic instances which had developed in the investigation.

George W. Hoover, chief of the Drug Inspection Laboratory at Washington, discussed "Supervising the Importation of Drugs." After reviewing the facilities and the scope of the bureau and its 21 branches he noted the changes which had taken place both in the quality and labeling of various products which are imported into the United States since the summer of 1907. Steady progress along these lines had been noticeable, he said, since the passage of the Food and Drugs Act. In detail he mentioned the adulterations that had been coming in and then the misbranding that was attempted when the Government officials detected these adulterations and put a stop to them.

"The Organization and Work of the Hygienic Laboratory" was most ably discussed by its chief, Dr. Murray Galt Motter. He told of the facilities and the workings of the divisions of pathology, chemistry and bacteriology and of the value of the bulletins on research that were being published. In this connection, he said that the digestive criticism of the last revision of the United States Pharmacopoeia was now on the press and would comprise a book of about 150 pages.

The papers were discussed by C. S. Brinton, C. H. Kimberly, Dr. Seneca Egbert, M. I. Wilbert, C. H. La Wall, J. P. Remington, I. V. S. Stanislaus, Jacob Diner, of New York, and Professor Hyinson, of Baltimore.

The report of the special committee on the declaration of the prescription was as follows:

First.—The prescription is an utterance of the prescriber who alone should direct and control its employment. It should, whenever practicable, carry the name of the patient and if a minor, the age in years and the date when written.

Second.—The pharmacist who prepares the medicine should retain the prescription for reference as a record of his services and for a certain limited period, not less than five years, for the protection of the prescriber, himself and his patient. The physician when delivering the written prescription should impress upon the patient that it is an order for medicine, subject to the following conditions and limitations.

Third.—The medicine prescribed should be supplied not more than once on the same prescription: (1) If ordered by the prescriber "not to be repeated" (N. rep.); (2) If containing medicinal substances commonly called narcotics or habit-forming drugs; (3) If called for by some person known not to be the original holder thereof; (4) A declaration to this effect should appear on the prescription blank over the doctor's signature.

Fourth.—No copy of a prescription shall be furnished to the patient (1) if the physician has declared such prescription not renewable; (2) if it contains a narcotic or habit-forming drug.

No such prescription should be copied upon the label. Where copies of prescriptions are furnished, they should be written on an especial blank, containing a declaration that it is a copy of a prescription which has been delivered to the original holder. The copy is made without recourse to possible error.

This report was accepted and ordered forwarded to the Council of the American Pharmaceutical Association with a favorable recommendation. Following the meeting, the members and their guests adjourned to the French Club, where a reception took place, followed by a luncheon.

### Pleased With Reception Given Baltimoreans.

BALTIMORE, April 10.—The Baltimoreans who attended the recent meeting of the Philadelphia Branch of the American Pharmaceutical Association speak in the highest terms of the reception accorded them and the hospitality extended by the Philadelphia contingent. They were royally entertained at dinner at the Philadelphia Drug Club and at supper in the French Club. The proceedings proved to be exceptionally interesting and everyone was glad to be there. The Baltimore delegation included W. A. C. Smith, of Sharp & Dohmer; Dr. H. P. Hyson and H. A. Brown Dunning, of Hyinson, Westcott & Co.; Charles L. Meyer and Dr. E. F. Kelly, secretary of the Baltimore Branch of the American Pharmaceutical Association.

### New Yorkers Entertained at La Club Francaise.

Members of the New York Branch of the A.P.A. who attended the last meeting of the Philadelphia Branch were Jacob Diner, George H. Hitchcock, Otto Raubenheimer, Dr. George C. Diekmann and Hugo Kantrowitz, of the *Apotheker Zeitung*. After the meeting and before leaving Philadelphia the members of the party were "lunched" at La Club Francaise de Philadelphia.

### New 19th Edition of United States Dispensatory.

A glance at the index of the new 19th edition of the United States Dispensatory shows an enormous number of subjects that are discussed in this work—some 20,000—and all of them are handled in a way that is authoritative and informative, the information being of just the kind needed in the every-day work of the pharmacist. The additions and corrections of the latest United States Pharmacopoeia and the National Formulary are inserted in the text, and every effort has been made by the authors and publishers to adapt the work to quick reference and to the need of the busy druggist.

This Dispensatory is a splendid example of the book-maker's art and the binding, width of page, style of type, paper, etc., are of a character that is in keeping with the scientific information presented. The book is a handsome imperial octavo in size, and can be had in any binding, with patent thumb index if desired. You make no mistake in purchasing this great work. Read the advertisement of the publishers on another page and write to your wholesale dealer or to the J. B. Lippincott Company, Philadelphia, Pa., for terms and information.

### The Unique Orange and Lemon Press.

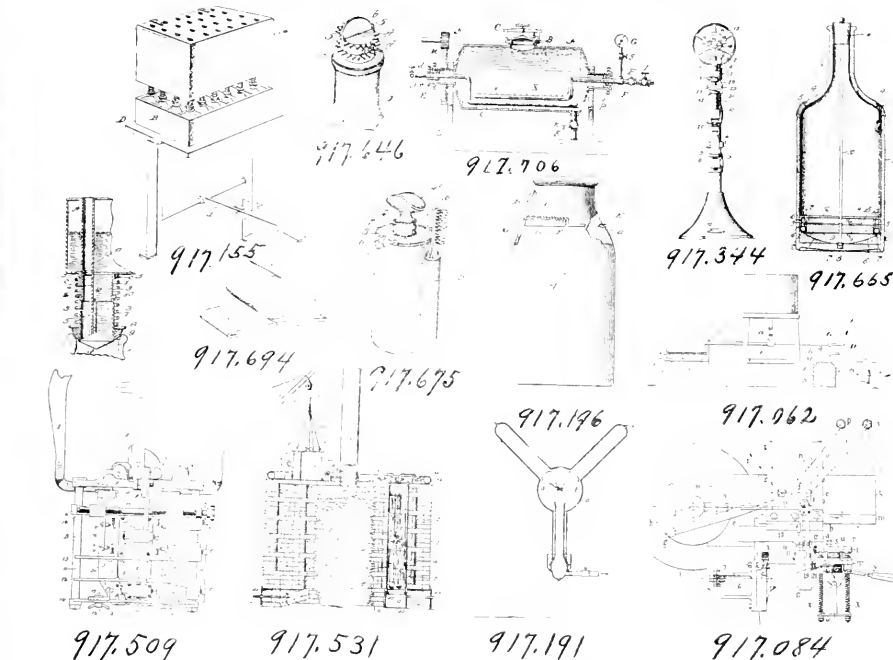
The juice of citrus fruits is thought, by many, to be more refreshing than any other fruit in the world. To obtain the juice in the most satisfactory condition, however, it must be freshly expressed and for this purpose the Unique Orange and Lemon Press, manufactured by the Mosteller Manufacturing Company, 128 Indiana street, Chicago, Ill., is especially recommended. It is claimed that this little machine presses all the juice from lemons, limes, oranges, grapefruit, etc., retaining all the pulp and seeds and producing a pure, clear liquid. All parts of the machine coming in contact with the acid of the juice are made of aluminum and are non-corrosive. An illustration of this Unique Press appears in the advertisement of the Mosteller Manufacturing Company on page 36 of this issue of the ERA.

### Washington Druggist Will Install New Fountain.

A. T. Bronaugh, Seventh and P streets N. W., Washington, D. C., is putting in a new front in his store and giving it a general renovation. As soon as the heavier work is done he will install a Green counter dispensing fountain.

Too many drug trade reformers confine their reformative efforts to telling the other fellows how to reform.

**PATENTS, TRADE MARKS, ETC.**



**PATENTS.**

Granted April 6, 1909.

917,002—Robert Head, New York, N. Y., assignor by mesne assignments to National Lac Casein Company, Portland, Me., a corporation of Maine. Process of separating casein.

917,081—Berthold Laner, Paris, France. Cork-cutting machine.

917,096—Carl Mezger and Albert Weller, Frankfort-on-the-Main, Germany, assignors to Vereinigte Chininfabriken Ziemer & Co., G. M. B. H., a society of Germany. Theobromin double salts.

917,155—Harry E. Sanders, Zanesville, Ohio. Bottle-filling apparatus.

917,191—Andriaan P. H. Trivello, Scheveningen, Netherlands. Process for obtaining radio-active bodies from uranium or thorium, etc.

917,196—Harry R. Vanaman, Millville, N. J. Bottle cap.

917,344—John A. McNulty, Baltimore, Md. Bottle-capping machine.

917,502—Emerson H. Strickler, New York, N. Y. Process of making phosphoric acid and Glauber salt.

917,507—Otto G. Winckler, New York, N. Y. Veterinary medicine.

917,509—Frank O. Woodland, Worcester, Mass. Label-supply mechanism.

917,531—Peter Brown, Troy, Idaho. Retort for the destructive distillation of resinous woods.

917,646—George H. Newey, Winterport, Me. Bottle stopper.

917,665—Richard L. Sanders, Mobeetie, Tex., assignor of one-fourth to George O. Mathews and one-fourth to J. J. Long, Mobeetie, Tex. Bottle.

917,675—Genaro Sparano, Philadelphia, Pa. Bottle and stopper therefor.

917,694—Harold Wilson, Conneaut, Ohio, assignor of one-half to Frederick T. Roosa, Conneaut, Ohio. Combined bandage and dressing.

917,706—Henry S. Blackmore, Mount Vernon, N. Y. Formic-aldehyde containing composition and process of making the same.

**TRADE MARKS.**

Published April 6, 1909.

30,711—The Purrington Company, Northampton, Mass. Class 6. Tooth powder, tooth paste, liquid dentifrice, talcum powder, foot powder, bath powder, etc.

37,317—James A. Lane, Ukiah, Cal. Class 6. A remedy for consumption and catarrh.

38,561—Benedict Weissman, New York, N. Y. Class 6. Medicines to prevent venereal diseases.

31,131—The Allen & Hanburys Co., Ltd., Toronto, Can. Class 6. Cod liver oil and castor oil.

39,320—Fairfield Manufacturing Company, Inc., Guthrie, Okla., and Philadelphia, Pa. Class 6. Blood tonic for horses.

39,533—Amos H. Gottschall, Harrisburg, Pa. Class 6. Liniment, pills, salve, vermifuge, cough balm, a medicinal preparation for dyspepsia, azoe, etc.

39,779—Claus Julius Enebuske, New York, N. Y. Class 6. An antiseptic preparation in liquid form for the treatment of all kinds of skin irritation.

T. H. Newberry Vice-President of Navy League.

WASHINGTON, April 10.—Before sailing for Europe last week former Secretary of the Navy Truman H. Newberry, of Detroit, accepted the office of vice-president of the Navy League of the United States, succeeding William McAdoo, Gen. Horace Porter, former Ambassador to France, is the president.

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# THE DRUG MARKETS

## LOCAL TRADE CONTINUES UNCHANGED.

Some Sections of Country, However, Show Improved Conditions—No Important Changes in Staples.

NEW YORK, April 12.—Trade locally continues quiet, but business with some sections of the country is improving; a better condition, however, is looked for as the season advances. There has been little of interest to note since our last report. Opium is a trifle easier owing to competition and citric acid is also lower for the same reason. Cube berries are higher. Balsam of fir, Canadian, is very scarce and very firmly held. Oil of cubeb has advanced owing to the advance in the price of cubebs. Cacao butter, notwithstanding the proposed increase in duty of the raw article is lower. Norwegian cod liver oil is steady at unchanged values.

OPICUM.—Primary markets do not furnish any information to justify a weaker market here and the lower prices reported can only be attributed to competition between importers. The arrivals in Smyrna for the week ending March 19 amount to 2012 cases, against 1354 cases for the same period last year. Total arrivals to April 9 amount to 2030 cases.

QUININE SULPHATE.—The market is unchanged with a fairly good demand for jobbing quantities. In Batavia on April 7, the monthly sale of quinine was held and 2400 kilos sold at florins 10.50, which is the same price as that realized at the previous sale. In Amsterdam on April 8, 1400 kilos of Amsterdam brand of quinine were sold at florins 10.82, which is a trifle higher than the unit realized at the previous sale, which was florins 10.80.

NORWEGIAN COD LIVER OIL.—There is a good demand at unchanged prices, but primary markets are not quite as firm as ten days since owing, it is believed, to better conditions in the Lofoten district. Cable advices give the results of the fishing up to April 5 as follows: In Lofoten, 15,200,000 fish, yielding 15,820 barrels of oil; in other districts, including Lofoten, 33,100,000 fish, yielding 32,215 barrels of oil. For the year 1908 to the same date the statistics were: In Lofoten, 12,600,000 fish, yielding 15,530 barrels of oil; in other districts, including Lofoten, 30,200,000 fish, yielding 37,000 barrels of oil. The total production of oil this year in comparison with the production last year in Lofoten is only 290 barrels less; and if the fishing continues good to the end of the season, the total production may reach that of last year, which was very large.

DANDELION ROOT.—This article may be affected by the new tariff. New shipments consisting of 4000 to 5000 pounds of choice quality are scheduled to arrive within a few days.

CUBE BERRIES.—The foreign markets are much higher and good berries are quite scarce. The price in our local market has advanced in sympathy, and prime, sifted and stemless are now held at 37c., and 38c. for powdered.

CASSIA BUDS.—This is one of the articles which is now free of duty under the present tariff, but the new tariff proposes a duty of 30 per cent which, if adopted, will increase the cost materially and advance prices accordingly. A shipment is on board a steamer soon due to arrive, and will be offered in lots of five cases of 66 pounds each at 23c. per pound for prompt acceptance.

BENZONIN, SUMATRA.—There is a limited spot supply and the market is firm with a fairly good consuming demand reported at figures within the quoted range of 31c. to 38c. per pound, as to quantity and quality.

CANADA BALSAM OF FIR.—Prices have again advanced and the market is much firmer owing to steadily diminishing supplies. Dealers in large quantities are now quoting \$7.00 to \$7.10, as to quantity, while the jobbing prices are \$1.00 to \$1.10 per pound.

THYMOLO.—The market is quiet and dull and a revision of prices shows a reduction to \$1.90 to \$2.00, as to quantity and seller.

VANILLA BEANS.—Good goods are meeting with an improved demand at unchanged prices, but the market is firm owing to reports of extreme drought in Mexico.

GUM ARABIC.—Sorts are again called easier at primary sources of supply, but spot quotations remain unchanged at

\$8.91c. for amber and 13c. to 14c. per pound for white, as to quantity.

CHICLE.—This article is firm with round lots of desirable grades reported scarce for prompt delivery. For prime Mexican in carload lots the nominal quotation is 49c., but for jobbing parcels the ruling figure is 50c.

CARDAMOMS.—There is an excellent consuming demand and quotations continue firm at 55c. to 80c., according to grade and quantity.

SHORT BROWN LEAVES.—This article is still held firmly at 31c. to 32c. for desirable grades, and the situation is further strengthened by reports from primary markets to the effect that as the season is now closed the exports show a shortage of well over 50,000 pounds, or about 25 per cent of the normal crop.

NUX VOMICA.—Markets abroad are reported higher and much firmer than for some time past and spot quotations in the local market are firm in sympathy at 24c. to 3c. per pound in large quantities. Considerable business, it is reported, has been transacted at the inside figure during the past week.

## London Drug Market

LONDON, April 3.—Business in the drug and chemical markets is slightly better, notwithstanding the near approach of the Easter holidays, and inquiries have been coming in more freely. As was not unexpected, makers of Morphine salts reduced their prices 3d. per ounce this morning, but at the time of writing the price of Codeine is unchanged. The London Opium market is quiet and easier. Camphor is firm and tending dearer; further business has been done in 1-ounce tablets at 1s. 8d. per pound and there is a scarcity of this size on the spot; 2½-pound slabs have been done at 1s. 7d. to 1s. 7½d. per pound. German refined has been advanced one-half-penny per pound but English refined is unchanged. Crude China is quiet but steady at 140s. per cwt. spot. Quinine is in much better demand and a fair business has been done for consumption from second hands at 7½d. per ounce for the German sulphate. Cod Liver Oil tends easier. Oil of Star Anised is dearer and 4s. 6d. per pound is wanted for spot. Cassia Oil is quoted at 4s. 6d. per pound for 80 to 85 per cent. American Peppermint Oil is very quiet at 6s. 1½d. per pound for Wayne County oil in tins and 8s. 9d. for H.G.H. Japanese demethylized is quoted at 4s. 9d. per pound. Essence of Lemon is quiet at 4s. per pound for good brands.

Oil of Bergamot is quoted at 18s. 6d. per pound. Citric Acid is dull and unchanged in price. Balsam Peru is dearer and business has been done at 7s. per pound. Ipecacuanha is firm. Cascarilla Sacrada has been in better inquiry and holders are not willing to sell below 37s. 6d. The supply of Asafetida on the spot is small and owing to troubles in Persia consignments are not coming in. At the Vanilla sales this week 440 tins were offered and the bulk sold at steady rates.

### Routine Matters Considered by Drug Trade Section.

Practically only routine business was considered at the meeting of the Drug Trade Section of the New York Board of Trade and Transportation on April 7. Thomas P. Cook, chairman of the legislative committee, announced that at the hearing before the Assembly Committee of the State Legislature on the Filley Bill, relating to weights and measures, it was brought out that the provisions in the bill conflicted with the National Pure Food and Drugs Law. The sentiment of the majority of interests represented at the hearing, said Mr. Cook, showed that the bill could serve no useful purpose and consequently was withdrawn. Mr. Cook also notified the members of the fact that the Heyburn Bill, relating to the "quarantine legend" of the Pure Food and Drugs Act and guarantees by the Government, had been introduced in Congress.

The topic of "Propositions to Promote Trade With Latin-America," which was to have been introduced by Mr. O'Neill, of Johnson & Johnson, was laid over for consideration at a future meeting, Mr. O'Neill stating that he was unprepared, having been absent from the city.

### Horse Medicine Fatal to Man.

WAUKESHA, Wis., April 10.—Because he took horse medicine by mistake, Charles Williams, aged 62 years, a wealthy farmer, is dead.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, APRIL 22, 1909

No. 16

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

## Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5885

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the	
Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries by Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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## PHARMACY BILL JUGGLING AT ALBANY.

Nobody seems to know what is going to happen with pharmacy legislation at Albany. One day the All-State Bill seems to be on top and the next day the Conklin Bill is passed in the House. First Governor Hughes is said to favor one bill and soon afterwards he is declared to be unalterably opposed to it, favoring another bill. Now the Manhattan Pharmaceutical Association, which recently raised considerable dust by ignoring the New York State Pharmaceutical Association in endorsing the Conklin Bill, has again jumped into the arena, recanted as to the Conklin Bill and passed a resolution approving the All-State Bill when the latter has been amended to suit the wishes of such of its members as are opposed to the appointment of any members of the old board upon the new board.

Underneath all this juggling there appears to be the same old story, the persistent seeking for public office by persons who place their own preferment above the benefits that may come to pharmacy through an orderly, decent and non-political reorganization of the State Board of Pharmacy. If the new friends of the All-State Bill are as sincere as they profess to be they will withdraw the Conklin Bill, which they formulated and fathered, pass the All-State Bill and then, with other members of the State Ph.A., take their chances at the proper time for appointment to office.

## A REMARKABLE COURT DECISION.

If the New York Court of Appeals decision in the case of Grocer Gasau is what it appears to be on its face there is presented the most remarkable situation of a grocer being permitted to sell pharmacopoeial substances of impure, adulterated or otherwise deficient standard without penalty under the State Pharmacy Law, while a pharmacist can be punished for selling the identical goods. While the court makes comparisons showing the absurdity of applying the tests and operation of the pharmacy statute to chemicals used in the manufacture of gunpowder, for instance, even the layman will be puzzled to satisfactorily apply the precept to cream of tartar, for, as the New York Times pertinently inquires, Why should adulterants, whether dangerous or inert, be permitted in chemicals that are to be ingredients of food any more than they should be tolerated in chemicals or other substances that are to be used in the preparation of medicines?

It is noteworthy that all of the inferior courts took the view that the substances, not the salesman, were on trial as to purity and potency, which seems to be

the rational principle of common sense and of law. On the theory evolved in the high court, however, it would be possible to upset many laws which deal with the commission of crime and set up classes as to who may or may not legally commit murder or other offenses, the crux being in who does it, not what is done. It is possible that the issues may not have been presented to the high court in the same fullness of view that obtained in the lower courts, but whatever the reason it is regrettable that such a decision should have found its way into the court records.

#### STANDARDIZATION OF ANTITOXINS.

Gratifying evidence is shown in the last annual report of the Surgeon General of the Public Health and Marine Hospital Service of the progress which has been made in the manufacture and sale of viruses, serums and toxins, the continued improvement of the products being of a nature to call for official commendation. Especially in the matter of the standardization of diphtheria antitoxin has the advance been notable and the report states that it has now become a matter of routine in the Division of Pathology and Bacteriology of the Hygienic Laboratory. Packages of diphtheria antitoxin purchased in the open market, when examined for both purity and potency, have shown that the product on the American market "is of good quality, contains at least the strength claimed for it and may be relied upon to produce its maximum effect if given early in the disease."

Besides commending the American manufacturers of antitoxins, the report disposes of numerous cases which were brought forward by physicians who sent samples to Washington for examination in the belief that the antitoxin had been responsible for untoward symptoms in patients. The investigations in the Hygienic Laboratory demonstrated that the serums were free from bacteria contamination and the unsatisfactory results must be attributed to other causes than the use of the remedy. The report is a subject for congratulating our manufacturers of products of this description.

#### MUST STUDY THE PHARMACOPOEIA.

Dr. Kepler's communication, printed on page 384 of this issue of the ERA, presents in a forcible manner the necessity for the study of the Pharmacopoeia and Formulary by pharmacists if they would expect the co-operation of physicians in discouraging the use of proprietaries and other remedies. Dr. Kepler's experience, as narrated by him, serves to show what many enthusiastic propaganda workers have discovered elsewhere in their efforts to interest physicians in a return to the old method of writing prescriptions.

Doctors cannot be expected to take much interest in the propaganda campaign if they are to have experiences similar to those of the Boston physician and the pharmacists may just as well come to a realization of the fact now as at some future time. Pharmacists must know their own profession and practice it before they call upon others to recognize methods

and practices with which they are themselves only slightly, if at all acquainted. Unfortunately there are too many druggists of the kind encountered by Dr. Kepler and they form a serious incubus to progress. They ought all to awaken, brush up in their professional Bible and get in the front ranks of pharmaceutical advance.

#### THE WORSHIP OF STRANGE GODS.

Some telling points were made the other evening at a meeting in Philadelphia when Professor Remington replied to the charge made by a physician that the "pharmacists had captured the Pharmacopoeia" and urging the medical men to go to work to "recapture it." Instead of capture, it was plainly a case of desertion and as the professor naively calls it, "a wandering away" to become "worshippers of strange gods." The pharmacists merely went to the rescue of the precious book and preserved its integrity and life.

In the discussion it was made plain that this was the real situation, for had it been otherwise the extensive propaganda which is now in progress to educate physicians in the uses of the Pharmacopoeia and the National Formulary would not be necessary. The meeting showed an awakening of medical interest in the U.S.P. and its preparation, as well as its method of publication and probable future, that augurs well for concerted support of doctors and druggists in any movement to improve and render the book more useful to both professions.

#### NO CANADIAN STAMP TAX IMPOSED.

Considerable uneasiness and uncertainty manifested in certain quarters recently regarding the supposed imposition by the Canadian Government of a stamp tax upon proprietary medicines was without justification, for the new law which became operative on April 1 does not impose such a tax.

The report grew out of the existence of what was called a "special exemption stamp" which was used by pharmacists and others to label goods on hand on April 1, showing that they were exempt from the operation of the law. All there was of it was a legend to show that the goods were on hand when the law became operative, a provision similar to that which had to be complied with in this country when the Pure Food and Drugs Act of June 30, 1906, went into effect, except that at that time rubber stamps and ordinary labels were used instead of special exemption stamps purchased of the government, as has been the case in Canada.

Burning of the mortgage of the Brooklyn College of Pharmacy marks another milestone of educational progress in pharmacy in New York. Moreover it is an enduring monument to the devotion, energy and ability of the men who have been responsible for its success. The event, as described in our news columns, was a memorable one not only for the participants but for the historians of American pharmacy.

Membership committee of the New York State Ph.A. is working hard to recruit the ranks. A written appeal has been sent to all the unaffiliated pharmacists in Buffalo and Rochester calling their attention to the recent propaganda meetings held in those cities and urging them to give the State Ph.A.



needed moral and financial support in the great work which is being done for the benefit of retail druggists. Every pharmacist should belong to his State association.

Secretary Walker, of the Texas State Ph.A., lapses into picturesque reverie in pointing out the beauties of San Antonio, where the association will meet June 15-16. "Everything from a hot tomale to a Government post" will be as free as air to the members, in addition to the benefits of ripe pharmaceutical experience and cultured training which will be in evidence at the business meetings.

Illinois paper refers to a druggist as "being again at the helm of his drug store." A diagram and picture of the "helm" ought to be supplied, so that less fortunate druggists may see what a drug store helm looks like. Such a curiosity ought not to be hidden in Mound City.

A true salesman is never a tough citizen.

As a majority of the readers of the ERA already know, Albert Plant, senior member of the firm of Lehn & Fink, wholesale druggists of New York, has always taken a great interest in legislative matters pertaining to the drug trade. It is but a few months ago that he presented at the tariff hearings held in Washington the only argument before the Ways and Means Committee of Congress in favor of reduction in import duties. He argued against the present tariff schedule because he believed that it imposed upon many articles specific duties which are abnormal and prohibitive in most instances, articles, which in his opinion, could be put into the same general class. He said that the entire schedule, so far as it affected drugs and chemicals, "is antiquated. It is not fair, it is unjust, and it is oppressive to the consumer, and the consumer, in most instances, means the retail druggist." He also took an active part in the work which preceded the enactment of the Federal Food and Drugs Act, and his voice has been heard on nearly all of the important legislative questions that have come before pharmacists in the past 20 years.

As a member of the National Wholesale Druggists' Association, Mr. Plant has filled many important offices, being at the present time the chairman of the board of control of that organization. At the last meeting of the association he emphasized, in one of his characteristic speeches, the importance of drug interests undertaking to secure proper representation in the United States Pharmacopoeial Convention, stating that the delegates to be selected by the incorporated bodies entitled to such representation should be individuals "who are not merely academic, but who are broad-minded, representative men, who will properly safeguard drug interests, not mere faddists, osteopaths and others, so that the interests represented shall receive due consideration." This statement reflects the thought of one who has studied the subject from all points of view, and it is perfectly safe to say that Mr. Plant's conclusions were those of all of his hearers.

It would be difficult to enumerate the various organizations to which Mr. Plant owes allegiance or to which he is a contributing member, but his name will be found on the rosters of nearly all of the associations identified with pharmacy—the A.Ph.A., the Society of Chemical Industry, the New York College of Pharmacy, and the Drug Section of the New York Board of Trade and Transportation. As a member of the New York Section of the Society of Chemical Industry, he has strongly favored the movement to secure the next meeting of the International Congress of Applied Chemistry for New York. As is well known, this organization will hold its seventh convention in London, from May 27 to June 2, under the patronage of King Edward VII and the vice-patronage of the Prince of Wales. Mr. Plant, who is at present traveling in Europe with his two daughters, expects to attend this

gathering of distinguished chemists and will do his utmost to secure the next meeting for America. Before his return he expects to visit Italy, although most of his time will be spent in England. This previous trip across the Atlantic—the 20th—was made nearly four years ago.

As stated above, Mr. Plant is the senior member of the wholesale drug firm of Lehn & Fink, his partner being his brother, Joseph Plant. This firm has the reputation of being one of the most progressive in the drug trade, its large and recently constructed building at 120 William street, being indicative of its business ramifications which extend all over the United States and to many foreign countries. Albert Plant has been connected with the business since 1877, when he began as a boy doing his daily duty to the best of his ability. That prosperity came his way is evidenced by the fact that in 1886 he was admitted to the firm, becoming its head in 1898. Success has been his because he deserved it.

Dr. Charles L. Dana, of New York, declared before the American Academy of Political Science recently that alcohol is a direct cause of insanity in the general population in about 12 to 15 per cent of cases. It is an important associative cause in about one-third of the cases of paresis, he said.

An active educational propaganda against the use of alcohol by persons under 30 years, he continued, would do more good than attempts to eliminate it. Almost all cases of drunkenness and dipsomania, he said, developed before the age of 30 years.

Leipzig is the first German city to inaugurate a system of bicycle messenger girls. They are dressed in a uniform of red, trimmed with gold braid and gold buttons, and wear their little messenger caps at the dangerous angle of 45 degrees. The hat is held securely by the regulation band which passes under the chin, and also does away with the necessity of hat-pins.

Addressing about 1000 people at a union meeting of the Christian Church at Walla Walla, Wash., Dr. Lyman Beecher Sperry declared that the average life of the human race possible by right living can be extended from its present 40 years to 150 years, and he elaborated his theory in detail, naming the cause that has brought about what he termed physical degeneracy in the race, including intemperance and worry.

"The last time I worried," said Dr. Sperry, "was when the Russo-Japanese war broke out. I feared that that little nation just awakening into consciousness would be crushed by those Cossacks and annihilated. Then I thought me that I was not called upon to settle it and that it would have to be left to the Japs, the Russians, God and Theodore Roosevelt, and that they would bring it out all right."

Frate Father—It beats all where my umbrellas go to. I left one in the rack last night, and now it's gone.

Willie—Alice's bean has got it.

Alice—Why, Willie! The idea!

Willie—Well, last night when he was going home I heard him say that he was going to take just one.

It has long been known that milk may be a vehicle for the diphtheria germ, but eggs have not until recently been suspected of having any part in the communication of this noisome malady. A recent number of the London *Lancet* contains a startling communication from Dr. Sambon, one of the professors in the London School of Tropical Medicine, in which it is shown that fowls as well as birds are subject to diphtheria and that eggs often contain virulent germs of this disease and may easily be the means of spreading the disease. The doctor claims that he has even found active diphtheria germs in an egg at his own breakfast table.

In view of these facts, says *Good Health*, it is apparent that



ALBERT PLANT,  
of New York.

eggs must be invariably cooked to avoid the danger of infection. Raw eggs are unquestionably quite as dangerous as raw milk, or possibly even more so. The egg is doubtless much more often a source of serious illness than is generally supposed. A stale egg or a sick or infected egg may be the cause of sudden nausea, vomiting and purging, the real cause of which may not be suspected. Certainly the egg is very far from being the safe and innocent food which it has so long enjoyed the reputation of being. Various species of germs have been found inside the shells of eggs which were apparently perfectly fresh. It is known that germs may be picked up and included in the egg during its transit along the oviduct of the fowl and that germs may penetrate the egg after it is laid.

"Aw, let's drop the argument."

"Why?"

"I've sprained my brain."

"How?"

"Trying to follow your crooked reasoning."

One of the most interesting efforts in education today is the school at Overbrook, Pa., which represents the greatest achievement thus far in fitting the blind child to overcome his handicap and to take his position as a useful citizen in the world. The story of Overbrook and of the New York Association for the Blind, as illustrative of "The New Basis of Work for the Blind," has been told for the *May Century* by Samuel H. Bishop, who shows that this new basis, and the fundamental inspiration of all the work at Overbrook, is hope. The concrete results of this rapidly broadening work both at Overbrook and in New York make interesting and inspiring reading.

"If a man is naturally bad, education won't make him better."

"No, but it will help him to keep out of jail."

"Those ladies who come here every Sunday afternoon to hold religious services are very kind," said the man in the hospital ward who was convalescing from typhoid fever, "but I wonder if they ever give any thought to the hymns they select. Two or three times a week something is carried out of here covered with a sheet. We hardly need a town crier to tell us that in the midst of life we are in death. A good part of the time it's hard to think of anything else. On Sunday afternoons, when we've listened to 'Nearer, My God, to Thee,' 'I Would Not Live Always,' and a few more hymns like that, we are so lonesome that indign wouldn't make a mark on us. It's an actual physical detriment. There used to be hymns that would brace a fellow up."

"It's lucky for us the organ grinders are more cheerful in their selections. A few yards of rag-time are as good as a tonic."

"My parents used to threaten to beat some sense into my head."

"Those idle threats that parents never carry out should be discouraged in every possible way."

"I call the whole idea a bare-faced prevarication," sneered the razor-man sharply.

"Such methods are not calculated to throw dirt in any person's eyes," blustered the talcum-powder salesman.

"Why, it is the essence of narrow-mindedness," declared the man with the sample case of extracts, with a show of strong feeling.

"It is a clean case of open violation of the American Constitution," frothed the soap drummer.

"Don't get a hot-box, fellows, what is the cause of all this incompatibility, anyway?" inquired the representative of "The Strongest Spices," who had just dropped into the smoker at the last station.

All eyes turned reproachfully upon the "Yellow Star Axle-Grease" man who was entrenched behind the back of a seat. Only his head showed, and with the dusky-red of his cheeks gleaming through a shiny coat of tan, the onlookers were strongly reminded of a baked apple.

"Wall," he explained with a grin. "I had no sort of notion of raisin' a cyclone in this here peaceful environment, but jest fer the sake of sociability I told the gentlemen as how, out our way it was proposed, taint no law yet, to class all traveling salesmen with itinerant vendors, an' tax 'em accordin' and

oblige 'em to wear a band on their hats, sayin' as how their license was paid, an' they was free to be turned loose, an' they all tharted right up. If I had a-been in an automobile garage I should a-been scared. To hear 'em a person would suppose they had been offered a personal indignity, instead of a distinguished mark of government approval. Next stop is where the 'Yellow Star' beams temporarily. So long, pards." With this lubricating explanation and another illuminating grin he rolled out of the car.

"Pa," asked little Willie, "what does 'food for the gods' mean, anyway?"

"Probably," replied his father, who was a patron of the drama, "it means peanuts, plug tobacco and such things."

Cancer may be effectually cured, according to an address by Dr. James G. Mumford recently at the Harvard Medical School.

"Cancer is incurable," he said, "only if you make it so by delay. It is readily curable if undertaken by a properly qualified surgeon. Patients come too late to the surgeon, partly because they are ignorant. The early symptoms of cancer are trifling. A slight, persistent sore on the tongue or lips; a painless lump in the breast; an occasional slight hemorrhage; a slight persistent dyspepsia, which does not yield to treatment, such are the symptoms of early cancer."

"Another important factor is the patient's age. Cancers rarely occur before the age of 35. They are not common before 10. Cancers in the young are more serious than in the old. Those of us who are in the middle period of life must not neglect apparently trifling but persistent sores, swellings and bleedings."

"A few words as to remedies other than the knife. The X-rays have been found to have a certain value, and splendid work in this field has been done in the hospitals of Boston. The radium rays have apparently proved even more effectual than the X-rays, but the radium method, because of the expense of radium, is not yet very practical."

"Heat expands things."

"I've often heard of people contracting a cold."

A chemical discovery which is expected to make wood pulp and paper products many times more plentiful and much cheaper than they are at present was recently announced at the Minnesota State University in Minneapolis.

The discoverer is Dr. George B. Frankforter, professor of chemistry, who has worked on the process for more than 12 years. The discovery makes possible the manufacture of paper from fir trees, sawdust and waste timber.

The pulp for paper at present is made only from spruce. The supply of fir is 100 times greater than the supply of spruce; and Dr. Frankforter and those associated with him say the new pulp process will be more economical.

As proof of the value of his discovery Dr. Frankforter shows a table recording his experiment with one cord of fir wood. The wood cost him \$7.50, and from it he obtained wood pulp worth \$39, turpentine worth \$41.60 and by-products of a lesser value. The waste that is now burned or thrown away, Dr. Frankforter says, can be used as well as the fresh cut wood.

Mrs. D.—A man hates to explain a hockey game to a girl. Mrs. W.—But he will spend three hours explaining to his wife how he didn't play poker.—*Trenton Times*.

In the courts of Venice, when a prisoner is about to be condemned to death, a tall and ghostly looking individual, dressed in a long, black gown, walks majestically to the center of the court room, bows solemnly to the judge, and in cavernous voice pronounces the words, "Remember the baker!" Then he bows again and stalks away, says the *Detroit Free Press*.

Three hundred years ago a baker was executed in Venice for a crime of which he was not guilty. When his innocence was established the judges who condemned him gave a sum of money to the city, the interest on which was to be devoted to the setting up and perpetual burning of a lamp, known as the "lamp of explanation," in the palace of the doges.

The clerk who does his own work well has no time to criticize his employer's methods—nor reason to.

## The Capacity for Economy.

By Emma Gary Wallace.



When one of our great American cities was yet a thriving overgrown town just commencing to send out ambitious suburban feelers in every direction two men, each unknown to the other, reconnoitered for the most promising drug store location.

By the same course of reasoning both decided that Elmwood had a future. That because of the order and coherence of its mapped out plans, its natural advantages and its exceptional location, it was sure to expand healthfully and at no distant time become an integral part of a great and flourishing city.

On the broad central avenue, which was the main artery of the local business life, each secured a

corner store on the same side of the street, and as luck would have it exactly one short block apart. Here, with a happy college life just behind, a hopeful bride-wife at hand for cheer and counsel, and an untried future ahead, the young proprietors opened their respective stores in a quiet, unostentatious fashion, in the early summer. The fan-fare of advertising trumpets, free sodas and open house were not as yet demanded by an exacting public, although the essentials of ultimate success were as fixed in that day as in this.

Each man felt a bit resentful toward the other because of his invasion of what he considered his especially pre-empted territory, consequently there was no exchange of courtesies, and none of the benefits of agreements as to prices and policies.

The proprietor of the Up-the-Street store was somewhat worried over the narrow cash margin left after his business had been launched and he talked the situation over very frankly with his little partner. She had come from a peculiarly sheltered home, but the cool, keen judgment which he knew her to be capable of exercising had given him profound respect for her comprehensive grasp of things. As she had been deeply interested in the purchase of stock and fixtures and in the placing of the goods so that every dollar's worth should have the effect of three, and had opened a simple set of books to keep close tabs on the income and the outgo, she was at least in possession of the facts governing the case.

### Facing Crisis as Winter Approaches.

After six months of a fairly good opening trade they sat down one rainy evening to not only face, but to solve the problem of meeting the winter's maturing bills on a probably decreasing volume of business. The country was in a condition of doubt and depression following a chance in the political administration and a spirit of cautious conservatism pervaded the atmosphere.

The winter would tell the tale. It was the time-log upon which the teeter-board of their fate would balance up or down. If business could be increased a little, they would go up slightly, or even if the weekly average, already reached, could be maintained, they could with economy preserve their balance, but if it dropped ever so little their credit would be seriously strained. They had reached a crucial point and they knew it.

To them, the solution seemed to lie in the Wise Expenditure of every dollar of their money, the best possible use of every hour of their time, and in every effort to increase their clientele of customers. They determined to add to the brilliancy of the window lighting, to introduce an extra line of attractively priced fancy goods, and to let people know about it. Hot soda was a new idea. They gave a number of surprisingly good drinks with the most meager equipment, and they let folks know that, too. In fact they kept right on doing things and letting people know that the best and most up-to-date service could be had right at home.

### On the Watch for Selling Suggestions.

They read every business circular that came to them eagerly, because many of them were prepared by highly paid experts, and they gleaned many a valuable selling hint therefrom. They

read their one business journal from cover to cover. They made every number pay them at least the value of the entire subscription, because they read receptively, measuring themselves, their methods and their results by its standard of progress and wisdom. They did not bother their heads as to whether it fitted some one else's case, but they were anxious to know where and how it fitted them.

They took pains to serve every one promptly and to either send medicine exactly as promised or to offer a truthful explanation of inability to do so. If the patient's need was imperative this gave opportunity to go elsewhere or for the physician to come to the rescue and to use something else, even if temporarily. The doctors soon remarked upon this conscientious avoidance of delays in the new druggist's service.

The children were not especially mindful of the drug store man, but they loved the "drug store lady." One came in one day and eyed her curiously.

"What is it, little one?" was the kindly inquiry.

"I was jes' wonderin'," the tot returned, "whether youse was goin' to stay here or not. The new barber is shut up, an' the peanut man has went, an' Ma, she says, you folks'll soon peter out, too."

The drug store lady laughed.

"Run right home, childie, and tell your Maumma," she said heartily, "that we 'us have come to stay."

### Business Increases Faster Than Expenses.

So they had. When spring came, they found that while they had increased their running expenses somewhat, that on the other hand they had increased their volume of business 20 per cent. The bills had been promptly met and the business was rolling along merrily. To be sure everything had been made to count for the most. Heavy paper and coarse twine had been saved and a regular place assigned for them. Cloth sugar bags were ripped, not cut, then washed and used for coarse strainers or dusts.

Near them was a great manufactory of delicately poised weighing machines, and they knew that these people swept many of their rooms daily, and washed the sweepings to recover the brass filings and clippings. Small economies increased the ratio of profits by lessening the expenses.

Economy of time was practiced by having the stock and working utensils in the most convenient places and by always having them in those places. Manufacturing was started in ample time to replenish the stock. There was no one to borrow from in an emergency and it taught foresight. Outside business which could as well be attended to in half a day was not allowed to spoil a whole day. Important business papers were kept in fire and burglar-proof quarters, and in fact, all reasonable precautions taken to make the most of one day and to insure the security of the next. In every particular they strove to live their motto of Wise Expenditure.

### Approaching the Rocks of Ruin.

The Down-the-Street proprietor watched his neighbors with jealous eyes. He, too, was beginning to feel the rub when the disagreeable fall weather set in. He thought probably that the youngsters up the street were too addle-pated to recognize an emergency when they met it. He was too proud to acknowledge to his wife that he was putting in to a narrow channel with dangerous rocks on either side. What did a woman know of such things? Her sphere was the smooth and easy one of domesticity.

One day he went home unexpectedly early for his mid-day meal and found her working on a variegated assortment of store neckties. He pretended not to notice them or her apparent and almost apologetic confusion, but he went back to the store and looked over his assets and liabilities and decided that the situation called for the Strictest Economy.

Accordingly, he turned off all the window lights except one at each end of the straight chandelier, which was shaped like an inverted letter T. He cut down his orders and omitted articles called for but occasionally. He refused to listen to the different salesmen with their varied lines of holiday goods, arguing that times were so hard that people would not buy and the left-overs would more than devour the profits.

He failed to renew his subscription to either of the two trade journals he had taken, declaring to himself that they were not much good anyway, being written and printed for the other fellow evidently, as nothing in them ever struck his case—even when he did read them. He closed his little single draught-arm fountain, and rather regretfully turned off the

silvery spray which had fallen continuously upon the form of the gay, dancing nymph beneath the oval glass on top, heeding not her look of dry-eyed reproach.

### Prescriptions Few, Doctors Seldom Call.

The errand boy was an unwarranted extravagance and he was discharged. Medicine promised at a certain time was frequently hours late. If an ingredient called for was not on hand and had to be obtained, neither patient nor doctor received any explanation. He feared they might think his stock incomplete. Some showed immediate irritation, more did not, but gradually the prescription business fell off and only rarely did a doctor drop in for a friendly chat.

Small economies were not practiced for they would take the time of a high-priced man, and that clearly did not pay. The little partner in this home, now openly made neckties and turned her profits into the household treasury. It was a source of revenue not to be scorned, for instead of getting them all out and ready to put together from a firm which furnished material easily worn and frayed and the sloziest kind of lining, she purchased closely woven, durable silk and firm linings and made them from start to finish. She added a distinctive name, "The Madewell," and secured a regular outlet in a wholesale store in the nearby city, receiving a fair profit on both time and goods. Clearly she was not entirely devoid of business ability.

The spring came and found the Down-the-Street proprietor barely solvent, even with the quiet help which he received. He had practiced what he considered the Strictest Economy.

Time passed. The city and its suburb became one; the latter grown lusty with well-to-do homes, fine public buildings, extensive parks and a prosperous business section.

### A Contrast of Success and Failure.

The Up-the-Street pharmacist had kept step with the rapid march of events, and was genial, successful and free from the tell-tale lines of worry. The best of help surrounded him. He considered inefficient help an unsatisfactory expenditure of good money. The personal, human interest he had always taken in his help and the absolute fairness with which he had treated them, had established hearty co-operation and secured long terms of valuable service. The numberless exacting details of the business were shared or entirely attended to by others, although he maintained a general oversight, yet ample time was gained for sufficient leisure to attend to the larger issues.

The necessity for the active assistance of his little partner long since passed away, yet she maintained that best of all interests—a genuine heart interest, which anticipated the time when the stalwart son, and the studious daughter would share in the expanding business, so splendidly established on lines of strictest integrity. The Up-the-Street store was an up-to-date one in the best sense of the word, and that through the policy of Wise Expenditure.

The same sign still hung above the store Down-the-Street, although the dancing nymph was silent summer and winter now, staring stonily at antiquated fittings, cracked show bottles, an almost customerless and stockless store, and a furrow-lined, white-haired man, who still amidst his decaying surroundings bore the courtly aspect of more prosperous days.

### Pathos in the Picture.

There was no help, and meals were taken from the manufacturing table in the dusty laboratory. Behind a dingy curtain a small sleeping apartment could be seen.

His single specialty—a really worthy tonic—was advertised pathetically by pasting one of its cheap labels over the name of some pictorially advertised remedy.

To all purposes and intents it was the Down-and-Out store and still he lingered, without complaint or outward show of bitterness.

A small patrimony and the sale of the necktie business had enabled his wife to purchase an interest in the company owning the building, barely sufficient to give him a rent-free tenure for life. It was the best she could do, even with her unbounded loyalty. Care and midnight oil had robbed her of youth and hope and then silently the White Death had crept from the ever-present shadows and claimed another victim. The interpretation of Strictest Economy had indeed been too lavish, for upon its altar had been laid success, happiness, and human life itself.

Economy may mean expenditure, and vice versa, expenditure—Wise Expenditure may be the Strictest Economy.

## Sunlight, Twilight and Dew.

By Joel Blanc.

### The Man Who Laughed.



It was nearly daylight of the morning after election when the druggist entered his room. A voice from the bed asked: "How was it, John?"

"Hullo, Mother! You awake? Oh, the Prohibs swept the county. They intend to make it as dry as Sahara. But the law allows doctors to write prescriptions for the stuff and I suppose that old Doc Boozer and young Doc Graball will get rich—but we have never sold the stuff and never shall."

"But won't it hurt us, John? Suppose some of our good drug customers want you to

sell them liquor, what will you do?"

"Let 'em slide, Mother; let 'em slide! Don't you worry. I'll turn huckster and peddle parsnips before I'll sell booze—I always did think there was money in parsnips." With a hearty laugh the druggist started to disrobe.

The day after the saloons closed, one of the druggist's oldest and best patrons presented a "prescription" (?) for a pint of whisky. The druggist handed back the paper and said: "Sorry, but I haven't a drop in the house. Not sorry that I do not sell it, but sorry that I am expected to."

"Look here, John, I have given you my drug business for over ten years. I have used whisky for twenty years and have never been drunk. Do you expect me to swear off now, just because the cranks have shut up the saloons?"

"I know you are a good man, a good husband and father, but that is not the point. The law is to stop the liquor business in the county and not to transfer it from saloons to druggists. I have been in business for fifteen years without becoming a law-breaker. If I broke the spirit of the law to fill that fake prescription, could you trust your child's life in my hands the next time it was sick and needed medicine? But say, friend, let us not quarrel. Come have a soda. Soda is wetter than whisky and it is my treat," and with a cheery laugh, the druggist led the way to the fountain. In similar manner he handled a number of whisky applicants during the day.

The next night, about a dozen men entered the store in a body. They were all prominent citizens, but several of them were regular patrons of the druggist's rivals. Some of them were known as militant "drys" while others were prominent among the "wets." The druggist was astonished to have each man hand him a whisky prescription, but he did not lose his good natured nerve. Holding the prescriptions in his hand, he said: "Gentlemen, why don't you chip in and get one prescription for a barrel? It would be cheaper. I'm still doing a legitimate drug business at the same old stand, with soda on the side. Come, I'll set up the soda for the crowd—what'll you have?"

Then the man who acted as spokesman said: "John, some of us are 'wet' and some are 'dry' and we are opponents on the prohibition question. But we agree that the issue should be tried out on the square. We heard how you were handling the matter and we came to try you out. 'Wet' or 'dry,' we are all with you, John, and we are going to help you prove that a real drug store can be profitably run in a 'dry' town."

And prosperity continued to smile on the man who laughed.

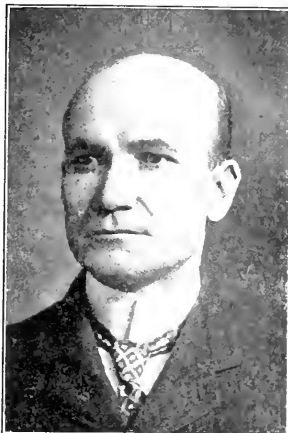
### The City Beautiful.

We were strolling along a street in the beautiful city, Mama and the little fellow and I. As Mama pointed out the beauties of our surroundings to the little chap, I walked on, wrapped in reverie, my memory carrying me back to the years of my wanderlust, when I visited the city frequently. Raising my eyes I saw approaching me a tall, immaculately garbed, fine-looking man whose eyes met mine. His face was unfamiliar, but some strange, ethereal vibrations seemed to unite us. As we reached each other our hands, which seemingly of their

## THREE ACTIVE MEMBERS OF N.A.R.D. PROPAGANDA COMMITTEE, INCLUDING NEW CHAIRMAN.



FRANKLIN M. APPLE, Philadelphia,  
New Member N.A.R.D. Prop. Committee.



IRA B. CLARK, of Nashville, Tenn.  
Member N.A.R.D. Propaganda Com.



F. W. MEISSNER, Laporte, Ind.  
New Chairman N.A.R.D. Prop. Com.

own volition, were outstretched, the words came, "Meat?" "Joel!" With the hand-clasp there came to me an emotion such as I had never before experienced. The pressure of his palm, the light in his eyes, convinced me that my emotion was but a likeness of his own. As we gazed into each other's faces it seemed as if we had only parted yesterday, but in truth, the parting was over twenty years ago, and we are only entering life's twilight now. Only when my eyes turned and rested upon the loved faces of wife and child did my thoughts come back to the present and time again become measurable.

"Who was he?" My own dear chum, my inseparable companion during the brightest five years of my boyhood. The dawn of manhood spread our paths apart and kept them divergent for twenty years of wandering through the dark valleys, over the bleak mountain tops and along the sunlit plateaus. But time means nothing, for we are chums again, just as though we had never parted. Such is friendship.

His nearness to me seems to have made the glory of friendship more real than it has ever been before. I realize that the distance and time annihilating vibrations that kept him and me united in sub-conscious mind, unite me to many more, to friends less old, but no less dear. To many of you druggists who are scattered over this broad continent. From the backward gaze I turn and look ahead and wonder if, after another twenty years, when we are old, if you and I, my friend, my reader, shall meet again. Even though the distances shall never again be spanned by material transit, we are and always shall be friends, friends united by that matter ignoring time-conquering emotion that knows neither distance nor years.

Thus, as we dwell in friendship dwell in the City Beautiful. Whether blocks, or miles, or States, or continents shall measure the material distance between friends, the true spirit of fraternal love makes of all the earth and all the realms beyond, one City Beautiful—and its name is Friendship!

#### The Man Who Cried.

He was one of the charter members of the organization and had served it officially during its entire life. He was a strong man, and when need be, a stern one. Abuse had been his and he knew the bitterness of ingratitude; but still he kept on, doing his duty as he understood it. True, he had many friends, but even they sometimes criticized him unfairly. Still he kept on the even tenor of his way, always under marvelous self-control, never exposing his wounds, never bitter or resentful.

For all of his years of untiring labor for others there had been no material reward, and in his heart he must have

known that the measure of praise which came to him was but a fraction of that he deserved. Because of his calm demeanor, because of his measured speech, people called him cold. His courtliness was termed affectation and many who knew not the meaning of fraternity, eyed him suspiciously and whispered dishonor, because he labored without pay.

At last, when the Winter of Years had drifted its whiteness over his brow, when the burden of unselfishness had commenced to curve his shoulders, he laid down the baton of authority and returned to the ranks.

He may have thought it was mere custom which prompted the proposal of resolutions of regret at his retirement, and probably he had forgotten the matter during the several months that elapsed before the resolutions were framed; but at last the occasion of their presentation arrived.

There were but few men in the room, only the officers of the organization and a couple of guests. As the president read the resolutions his voice seemed far away, to the man for whom they were written. Before the mirror of his memory there passed vivid pictures of every campaign, but he no longer heard the din of strife. He no longer remembered the wounds of injustice, nor the anguish of ingratitude. He knew that the words of the resolutions spoke the true sentiments of every member of the organization, because they were sentiment. He realized as never before that sentiment is the unquenchable flame in the heart of every man, that however hard the exterior may be, there is in every soul the pure, vibrant flame of emotion; that each vibration of that flame starts responsive vibrations in the souls of all those who have acted together in labors of love; that into every life there comes, for at least one fleeting moment, a glorious conception of the truth of the brotherhood of man. Such a moment came to him when the last word of the resolutions passed the president's lips. For one sweetly wonderful moment the man felt that the minds of all his fellows were in emotional harmony with his own. He knew that his labor had been appreciated; he knew that to him had come the greatest reward that men can give to man—Love! He tried to speak, but the words faltered upon his lips. So he simply cried! Weak? Ah no! The strongest, the most manly moment of all his life was when he cried. No act in all his career, no words that he had ever spoken reflected so clearly of honor and unselfishness, strength and manhood, as did his freely flowing tears.

#### New Hampshire Proceedings Issued.

Secretary Herbert E. Rice, of Nashua, has issued the proceedings of the last annual meeting of the New Hampshire State Ph.A.

# Original and Selected

## NOTES AND QUERIES.\*

By William Duncan, Ph.C., F.C.S.

*Crystalline Bismuth Carbonate.*—Last session the following query was discussed:

R—Liq. bismuthi .....	1 ounce.
Sodii bicarb. ....	2 drams.
Aquam. ....	ad. 6 ounces.
Ft. mist.	

Why does the above precipitate? In the discussion it was stated that the mixture had shown no sign of precipitating at the end of three months. During the past winter, however, a slight separation began—amorphous bismuth oxycarbonate depositing. The mixture, therefore, in the course of time does precipitate. My object in returning to the query is to draw attention to a similar mixture which was prepared at the same time:

R—Liq. bismuthi .....	1 ounce.
Potass. bicarb. ....	4 drams.
Aquam. ....	ad. 6 ounces.
Ft. mist.	

Last August a change began—a micro-crystalline sediment forming. Examination proved this to be a bismuth carbonate, but the quantity at disposal was insufficient to permit of a quantitative analysis to decide whether it was normal carbonate or oxycarbonate. This is the first time, I believe, that a bismuth carbonate in crystalline form has been produced. Precipitation in both mixtures seems to follow the slow conversion of the alkali bicarbonate into carbonates, the strong alkalinity of the latter eventually causing decomposition of the bismuth salt.

*Gelatination of Tincture of Kino.*—From 1879 to 1903 rarely a session passed without this subject being discussed. White's work on kino (P. J. 14), vol. xvi, pages 644, 702) removed our hardy annual. After much experiment White came to the conclusion that the gelatinizing is due to an enzyme, and recommended heat to be used as a preventive by destroying the enzyme. I believed up to January of this present year that a sure remedy had been found, but the two tinctures I now exhibit are upsetting. Both were made on August 17, 1903, from the same kino. A by the B.P. method and B by White's, namely, "Boil the kino in the water for 15 minutes, cool, and add the glycerin and alcohol, and finally adjust with water to the desired volume." A became solid within six weeks. B remained in perfect condition up till January last, that is about five and a half years. The latter has been opened at least eight times every year; probably much oftener, as it has been used as a class demonstration of the superiority of White's over the official process. But last January the tincture began to show signs of change. It has gradually got thicker until now it is almost a jelly. I may mention I have seen a tincture keep perfectly fluid for 12 years and suddenly pass into a solid condition in the course of 24 hours. That heat is a remedy I still believe, but to be infallible it should be continued for an hour at least, and preferable with the glycerin in the water.

*Lead in Iodide of Iron Syrup.*—The following query is handed in with a request to explain the yellow deposit formed soon after compounding:

R—Syr. ferri iodidi .....	1½ ounces.
Aqua menth. pip. ....	ana.
Misce.	

The deposit proved to be lead iodide. Inquiry elicited the fact that the syrup had been extemporaneously prepared from a commercial liquor ferri iodidi, but how it came to contain lead the manufacturer alone can answer. It might be due to using lead-enamelled pans, or storing in a dirty bottle, but the quantity found suggested that either lead-contaminated iron filings or crude iodine had been used. Solutions of iodides have a solvent action on lead, complex salts resulting, and

unless the lead be present in free amount, a dilution of the liquor with syrup remains quite free of deposit. When water is used dissociation of the double iodide at once follows, and yellow crystals of lead iodide fall as in the above mixture. I have here a lead-contaminated liquor ferri iodidi to demonstrate this. On adding a little to water the yellow lead iodide immediately separates. In this other bottle I have double iodides of lead and potassium, which you see is a white crystalline salt. On adding it to water dissociation takes place and the yellow lead iodide quickly appears. A mixture of lead carbonate and anhydrous potassium iodide has been suggested as a test for water in alcohol, and such like bodies; this double salt appears equally sensitive.

*Blackening of the Tongue by Bismuth Mixtures.*—Two years ago my attention was drawn to a peculiar blackening of the tongue following the taking of the following mixture:

R—Glycerini acid. pepsin .....	1½ ounces.
Tinct. meiss. vom. ....	2 drams.
Liquor bismuthi ....	ad. 4 ounces.

A black patch about the size of a sixpence was noticed the third day after beginning the mixture, the patch gradually increasing in size until a strip about two inches long and one inch broad, lying in the center of the tongue, was quite covered with apparently bismuth sulphide. As this effect did not follow the taking of enclots or pills of bismuth the discoloration could not be ascribed to absorption. Normal saliva is said to contain no sulphur, smoker's invariably does; but the tongues of two ladies who had never used the fragrant weed blackened even quicker than the smoker's. On the other hand, if the blackening is due to sulphur in the saliva why is it restricted to the center of the tongue? Eructations of sulphuretted gases have been suggested. But after observation on a number of self-sacrificing patients, the conclusion arrived at is that the blackening is only in cases where the tongue is foul, the mucus under this condition being apparently rich in sulphur.

*A Calcium Lactate Mixture.*—Is it possible to turn this out without any undissolved calcium lactate?

R—Calcii lactat. ....	3 drams.
Glycerini ....	1 ounce.
Tinct. aurant. ....	2 drams.
Aquam. ....	ad. 6 ounces.
Ft. mist.	

Yes, but not to keep as the glycerin and alcohol both diminish the solubility of the salt in the water. The better way of dispensing calcium lactate in mixture form is to make the salt fresh by saturating lactic acid with calcium carbonate. For the three drams prescribed here take 128 grains of calcium carbonate and allow the action to complete in the cold. Prove neutrality, filter, dilute, add the glycerin and tincture, and finally adjust with water to the six ounces. Following this method the mixture was obtained quite free of undissolved salt, but a flocculent precipitate began to deposit in the course of an hour. Calcium lactate in mixtures has been giving trouble of late from its solubility in water diminishing with age. Prepared in the cold as above it is soluble about 1 in 10 in cold water and 1 in 3 in boiling water. The lactate is an exception among the calcium salts in respect that it is more soluble in hot water than in cold. It is almost insoluble in cold, but readily in hot alcohol. Age or prolonged heat lessens its solubility. A molecular change evidently takes place with formation of less soluble isomers, as in the case of calcium tartrates.

*Linimentum Chloroformi Comp.*—What would you dispense for Lin. Chloro. Co., A.B.C. liniment or chloroform liniment? It would be very wrong to dispense A.B.C. liniment unless one knew that the writer intended that to be given. Failing that I would give the official Linimentum Chloroformi.

*Unnecessary Addition of Mucilage of Acacia.*—What is the intention of the prescriber, and if mucilage should be added, how much in the following?

R—Sodii salicyl. ....	3 drams.
Mucil. acac. ....	q.s.
Tinct. aurant. ....	1½ ounces.
Aquam. ....	ad. 6 ounces.
Ft. mist.	

Evidently the prescriber had other things in his mind than those ordered. Possibly the sparingly soluble salicylic acid. It is not, as a rule, judicious to worry a prescriber over trifles

\*Read before a meeting of Edinburgh Chemists', Assistants' and Apprentices' Association, March 24, 1909, and reprinted from the *Pharmaceutical Journal*.

like this. Put in half an ounce and mark the quantity on the prescription.

What is *Extractum Belladonnae*?—What extract should be used in the following?

R—Extract belladon. .... 1½ grains.  
Oli. theobrom. .... q. s.

Ft. suppos.

That depends. If you know the prescriber intends the alcoholic extract, use it. Without this knowledge dispense what has been ordered—Extract belladon. virid.

A *Phenazoa Mixture*. Can the following be dispensed without precipitate?

R—Potass. citrat. .... 3 drams.  
Phenazoin. .... 1 dram.  
Liq. ammon. acet. .... ad. 2 ounces.

Ft. mist.

This will not remain clear, but with two drams of glycerin it remains free of crystals.

*Hexamethylene Tetramine in a Mixture*.—How should the following mixture be dispensed?

R—Ferri sulph. .... 1 grain.  
Quin. sulph. .... 1 grain.  
Acid. sulph. ammon. .... 10 minims.  
Magnes. sulph. .... 20 grains.  
Hexamethylene tetramine .... 5 grains.  
Aquam. .... ad. 1½ ounces.

This mixture is quite incompatible physically and chemically, hexamethylene tetramine being incompatible with alkalis and acids incompatible with it. Two or three drams of powdered acacia in the six-ounce mixture make it presentable.

*Dispensing Puzzle*.—How would you dispense the following?

R—Menthol. .... 4 grains.  
Sp. ammon. aromat. .... 2 drams.  
Sp. chlorof. .... 2 drams.  
Tinct. card. co. .... 3 drams.  
Syr. zincubr. .... 2 drams.  
Aq. menth. pip. .... ad. 1 ounce.  
Sig.: One dram in hot water when required.

This is a puzzle. If you cannot consult the writer, add an additional ounce of peppermint water, and direct two drams to be taken for a dose.

*Potassium Bromide and Alkaloids in Mixture*.—How would you dispense?

R—Potass. bromidi. .... 2 drams.  
Caffein. cit. .... 24 grains.  
Liq. strychnin. hydrochlor. .... 35 minims.  
Ext. cinchon. liq. ....  
Acid. phosph. dil. of each. .... 2 drams.  
Aquam. .... ad. 6 ounces.

Ft. mist.

A very passable mixture may be made by triturating the salts with two drams of powdered acacia and four drams of water adding the liquid extract, then the liquor, and finally the acid oil ointed. Send out with a "shake" label.

*Menthol and Croton Oil in Pills*.—What excipient would you suggest for the following pill?

R—Oli. crotonis. .... 1 minim.  
Pulv. opii. ....  
Menthol. of each. .... ½ grain.

Ft. pill.

Beeswax and sufficient powdered liquorice. Melt 1½ grains of wax for each pill, add the oil, and combine. To the cold mass add the menthol, then the opium and finally the liquorice if required.

*Liquor Arsenicalis with Quinine and Strychnine Hydrochloride*.—How would you dispense the following?

R—Quin. hydrochl. .... 2 drams.  
Liq. arsenicalis. .... 2 drams.  
Liq. strychnin. hydrochl. .... 2 drams.  
Ext. glycyrrh. liq. .... 6 drams.  
Aquam. .... ad. 6 ounces.

Ft. mist.

This should be dispensed as written. The querist probably is worried over the incompatibility of the arsenical liquor with the quinine salt and solution of strychnine, but the liquorice will suspend the quinine, and there is sufficient alcohol

and water in the mixture to keep the strychnine in solution.

What is *Magnesia*?—Which magnesia should be used and what change takes place in the following?

R—Ferri et ammon. cit. ....  
Potass. cit. ....  
Magnesia, of each. .... 2 drams.  
Glycerini. .... ½ ounce.  
Infus. cumbulac. .... ad. 3 ounces.

Ft. mist.

Heavy magnesia is ordered, but the light is more diffusible. The magnesia will in time decompose the scale preparation, setting free ammonia and forming less soluble magnesium formyl-citrate. This, with the crystalline magnesium hydroxide produced by slow hydration of the excess of magnesia will tend to set in solid block similar to plaster of paris.

A *Boric Acid Cream*.—How should the following be dispensed?

R—Ung. hyd. oxid. ....  
Adipis lane, of each. .... 3 drams.  
Paraff. moll. alb. .... 1 dram.  
Acid. boric. .... 16 grains.  
Pulv. tragaecanth. .... 5 grains.  
Aq. rose com. .... 1 ounce.

Ft. cream.

Mix the tragacanth with the melted fats in a heated mortar and carefully combine with the rose water in which the boric acid has been previously dissolved.

*Subacetate of Lead and Soap Liniment*.—How should the following be dispensed?

R—Liq. plumbi. subacet. .... 2 drams.  
Lin. saponis. .... ad. 3 ounces.

Ft. lin.

The dispenser should approach the prescriber. It is not fair to leave him in ignorance of the incompatibility, and although he may refuse to alter at your request, there is a probability your sincerity will save others from worry. Trinitration of the liquor with two drams each of soft soap, glycerin and olive oil before the addition of the liniment has been tried. The best result was obtained with the olive oil and the best was far from elegant.

A *Musk Mixture*. What would you do with the following?

R—Moschi. .... 1 dram.  
Tinct. digitalis. .... 2½ drams.  
Sp. ammon. aromat. .... 1½ ounces.  
Sp. ether. sulph. .... 1 ounce.  
Vin. liqecac. .... 6 drams.  
Tinct. cinchon. .... ad. 6 ounces.

Ft. mist.

Sig.: Two tablespoonfuls in a little water every four hours. Approach the prescriber *secundum artem*, and if intended get payment before dispensing. It would be a gracious thing to send the money to the Benevolent Fund as a thank-offering.

*Oil of Cloves with Extracts*.—How would you dispense the following?

R—Ext. belladon. ....  
Ext. nucis vom. of each. .... ½ grain.  
Morph. mur. .... 1-12 grain.  
P. asafetida. .... ½ grain.  
Oli. caryoph. .... 1 minim.  
Ext. hyoscy. .... 2 grains.

Stiffen the oil with a grain of beeswax, work in the asafetida and morphine, and then the extracts previously evaporated to dryness on a water-bath. Liquorice may be added to give plasticity.

#### New York State Ph.A. at Richfield Springs in June.

Edward S. Dawson, secretary of the New York State Pharmaceutical Association, announces that the 31st annual meeting will be held at Richfield Springs June 29 to July 2. Willard A. Smith, of Richfield Springs, is the local secretary, and his associates are: W. H. French, Worcester; George S. Slade, Oneonta; Charles A. Scott, Cooperstown; William H. Whitehead, Herkimer; J. V. Downs, Ilion; Frank H. Howd, Mohawk; Charles J. Zipp, Utica; J. G. Black, Richfield Springs. From reports received from members of the Commercial Travelers' Auxiliary, Mr. Dawson predicts that the meeting will be largely attended.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Non-Absorbent Floor Cement.

(C. C. E.)—"Please publish in your columns a formula for making a cement preparation for floor use which is non-absorbent. Ordinarily Portland cement and sand will absorb. There is a preparation of this kind on the market."

It is stated on good authority that the intermixture of a certain proportion of hydrated lime increases the water-tightness of concrete, one of the formulas recommended for making this cement being as follows: Portland cement, 1 part; sand, 2 parts; stone, 1 part; hydrated lime, 8 per cent, the percentage being based upon the weight of the dry hydrated lime to the weight of the dry Portland cement. However, for your use it might prove satisfactory to make the cement waterproof by following one of the processes recommended some years ago by Dingler's *Politechnic Journal*: Rub and scrape the surface of the concrete thoroughly and then coat it with a layer .3 to .4 mm. thick—of emulsion glue, spreading it on with a trowel. When dry, an outer protective coating of cement can be applied, smoothed over with a steel blade. When the operations have been carefully performed the concrete, it is said, will be impervious by water.

A waterproof coating for the same purpose may be made as follows: Mix together three parts of burned porcelain clay and sandstone in equal parts, two parts of burned porcelain clay with two parts of freshly slaked lime, while it is still warm, adding sufficient water to bring it to the consistency desired for applying with a brush. In this way a wash is made that forms a calcium silicate, which, if often wetted, after a time becomes almost as hard as stone. These constituents mixed together make a base to which any colored pigment that can be used in conjunction with lime, can be added. It should be applied quite thickly and allowed to dry for 24 hours, after which it should be frequently washed with clear water, which makes it waterproof.

### Release of Energy Within a Prescribed Time.

(C. C. E.)—"I am a subscriber to your magazine and wish to inquire if you know of any ingredient that could be put into a full bottle (4 ounces) of carbonic acid that would cause it to explode or blow out the cork in about 45 minutes?"

We must confess that we are unable to outline any scheme which will conform to the limitations prescribed in this query. It is stated that bombs are constructed with clockwork by which it is possible at a given time to set in motion certain agents which will release energy, but to adapt such a scheme to the problem submitted would be as futile as it would be impracticable. If our correspondent has had an experience with a bottle of carbonic acid where the cork was blown out in the time he names, he should have said so. It is reasonable to suppose that such a result might be brought about by the gradual elevation of the temperature, conditions for the attainment of which are of frequent occurrence. With the consequent expansion of the liquid it is not difficult to imagine what would happen.

### Cressotal With Syrup Cocillana Comp.

(W. E. W.)—"I have been getting a prescription for cressotal with syrup cocillana comp. I do not think it will mix. Can it be mixed?"

A clear, non-separable mixture of cressotal in aqueous solutions cannot be made, as the cressotal is insoluble in water. It is also insoluble in glycerol and alcohol, but soluble in oils, and for this reason the cressotal is best given along with cod

liver oil, or in capsules. It is also possible to emulsify it by adding a little oil and acacia, but no such method should be employed without first consulting the prescriber.

As a suitable adjunct to cressotal, the following mixture is recommended by P. Loele (Coblentz, "Newer Remedies"):

Infus. ipecacuanhas ..... 0.95-95.0  
Liq. ammon. anis. .... 5.0  
Syrupus althaeae, q. s., ad. .... 200.0

M.D.S. One teaspoonful with 15 drops of cressotal four times a day.

### Combustion of Sugar.

(A. S.)—"Will you please state in the Question Box the chemical changes which sugar undergoes when consumed by fire. I know that a teaspoonful of sugar burned on a shovel will generate a very active and powerful gas that will quickly expel foul air from an ordinary sized room."

A note on the burning of sugar appeared in the *ERA* of April 1, 1909, page 296. The products of the combustion of sugar no doubt vary considerably with the conditions under which the combustion is effected. According to Mulder, the action of heat on sugar generates humic products; it is probable that caramel and assamar are only modifications of humic acid, i. e., more or less dehydrated carbohydrates. Other authorities have also recognized the formation of humic acid with disengagement of formic acid when sugar solutions are heated to 160° C. Sugar when heated for a long time between 210 and 220° produces a mass which froths up and becomes continually darker and darker brown, evolving a large proportion of water containing traces of acetic acid and volatile oil (this contains furfural, according to Völcker) the product when the frothing has ceased becoming converted into caramel, unburnt sugar, assamar, etc. At a still higher temperature an inflammable, gaseous mixture is given off consisting of carbon monoxide, marsh gas, carbon dioxide, etc. When subjected to dry distillation, sugar yields aldehyde, acetone, acetic acid, tarry products, carbon dioxide, carbon monoxide and marsh gas. That there is a slight foundation for the popular belief that the burning of sugar in a sick room will remove disagreeable odors is borne out by the evidence submitted by many investigators.

### Brown Hair Dyes.

(R. W. M.)—"Formulas for a chestnut hair dye appear on page 350 of last week's *ERA*. Here is another formula for dyeing the hair brown; it is as simple and harmless as any you know of:

Crocynic acid ..... 1 1/2 ounces.  
Solution of ammonia ..... 2 drams.  
Rectified spirit ..... 1 ounce.  
Water ..... 3 ounces.

Dissolve the acid in the spirit, add the other ingredients and mix.

For a "two-bottle" brown dye, the following formulas have been recommended:

#### No. 1. Mordant.

Crocynic acid ..... 3 drams.  
Alcohol ..... 3 fl. ounces  
Water ..... 11 fl. ounces

#### No. 2. Brown Dye.

Silver nitrate ..... 1 av. ounce  
Ammonia water, q. s., or about ..... 2 fl. ounces  
Sodium carbonate (sal soda) ..... 3 drams.  
Water, q. s., or about ..... 10 fl. ounces

Dissolve the silver nitrate in 8 ounces of water and an ammonia water until the precipitate which is formed is dissolved; dissolve the sal soda in the solution, and add enough water to make 12 fluidounces, and, after standing a few days, decant.

To apply this dye the hair is first washed with water to which a little soda has been dissolved or soap suds to remove any grease or oil, the mordant is then applied and allowed to dry; the dye is then put on carefully with a tooth-brush or other convenient means and dried by fanning; the hair, when dry, is then washed with soap suds to remove any superfluous dye and dried.

Stains on the skin may be removed by rubbing them with the following solution:

Potassium sulphate ..... 1 ounce.  
Water ..... 1 pint.  
Dissolve.



# ADVERTISING for DRUGGISTS

**EASTER WINDOW DISPLAY WINS ERA \$5 PRIZE.**

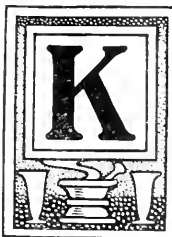
**E. V. McAllister, of Rockford, Ill., Sends Photograph of a Useful and Interesting Exhibit.**

In carrying out the plan of the ERA'S Prize Competition, the judges have concluded that of the offerings for this week's prize the most attractive window display is that made by E. V. McAllister, manager of the West End Pharmacy, 1950 West State street, Rockford, Ill., the same being reproduced on this page. The prize of \$5 which is offered in Contest No. 1 for the best photograph of a druggist's show window or any display of goods in a drug store, is therefore awarded to Mr. McAllister.

Regarding the window display, Mr. McAllister mentions that it was designed for and exhibited on Easter of this year and is therefore entirely new and up-to-date. The background was

## DIFFERENT SORTS OF HANDY HELPS.

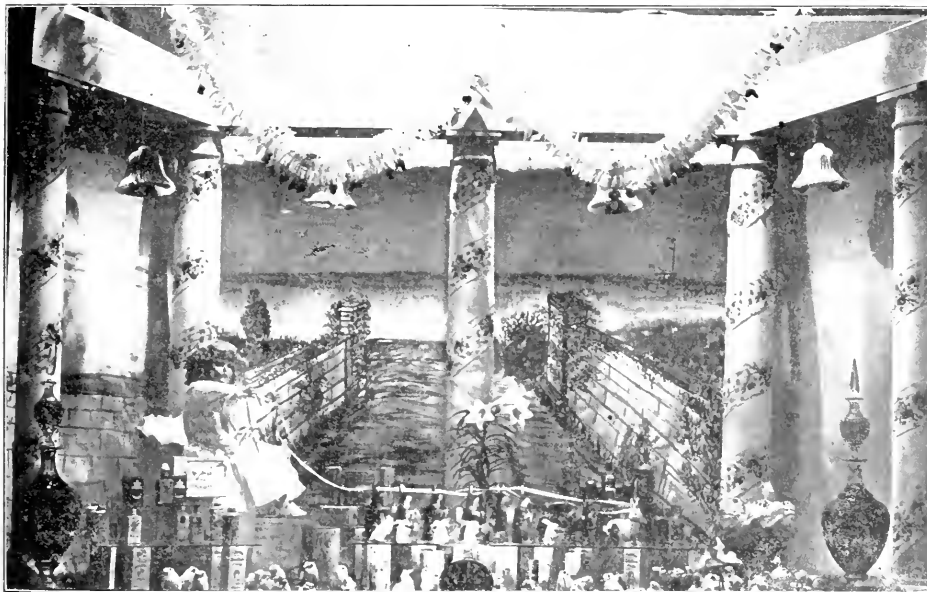
### The Handy File.



EEP a small, triangular file in one of the drawers under the prescription counter. Sharpen the smooth or handle end to a keen point. This point will be found useful for extracting cotton or lint from the inside of bottles. Place the end against the cotton and turn the file. The file teeth will catch in the cotton and hold it firmly, so that it may be pulled from the bottle. The file end also makes an excellent swab-stick for winding with cotton to dry the insides of bottles, remove small particles and for other uses.

### Home-Made Post Card Rack.

Across a picture or other suitable frame stretch a strong linen thread as follows: First thread, one-quarter inch from



made of old porch pillars, calumnetted and backed with prim paper upon which was painted a marine scene and stone walls on each side of the roadway leading to the water. The doll was lent by Stewart & Co. and the sign "Mamma buys her patterns at Stewart's" explains itself, as it was used with a Ladies' Home Journal display. Other goods shown in the window are candies, perfumery and toilet articles appropriate to the season, while ornamentation is supplied with nine rabbits, an team, chicks and Easter eggs.

Druggists should read the announcement on advertising page 37 of this number of the ERA regarding this Prize Competition. It is proving of great value to the retailers throughout the country in the way of affording incentive to advertise through window displays, in the newspapers and otherwise. The competition is open to everybody, regardless of whether the competitor is a subscriber to the ERA or not.

side of frame. Stretch the second thread parallel to the first and one-quarter inch beyond it. Then run the third thread parallel to the second, leaving a space between the threads of two and one-quarter inches. The fourth thread should parallel the third at a distance of one-quarter of an inch between the threads. Fill this frame with sets of four threads in the order outlined. The best mode of adjustment is to drive small tacks nearly to the heads in the top and bottom of the frame at the indicated distances apart. Over these tightly stretch a continuous thread and when the end is fastened to the last tack, drive the tacks all the way in so that they will hold the threads firmly.

To place the cards: Run the first card under the second and third threads and over the first and fourth threads. Run the second card under the first and fourth threads and over the second and third threads. As thus placed the cards will be

woven in between the threads and each card will hold the threads tightly against the cards above and below it.

By placing tacks in the same order in upper and lower window-sash and stretching threads thereon, a line of postals may be displayed almost directly against the window glass. Or the threads may be run from the bottom of the window to the back of the window at the top, or to a strip of wood located as may be desired, thus permitting a slanting display to be made. Two sets of threads at each side of the window will permit a postal display that will not interfere with a general display upon the window floor.

#### A Dark Closet Help.

Much annoyance in selecting goods from dark closets may be saved by the following simple scheme: For example, roll handkerchiefs are often kept in dark closets under the counter where it is difficult to see the width and grade markings that are printed upon the boxes. To overcome this annoyance cut large numbers from calendars, preferably those which have been printed black on white, so that a square of the white background will show. Number each box with these figures. Make a list of the numbers of the boxes on a heavy card and opposite each number give the contents of the corresponding box. Keep this card hanging conveniently at hand. A glance at it will indicate the number of the box desired and one will be surprised to see how plainly the box numbers will show in any but a totally dark closet.

#### Stucco Work.

Stucco or plaster of paris is very useful for simulating mountains, snow-drifts or any window trim of a similar nature. Make a light wood or heavy wire frame of any desired shape. Cover with window screen wire or two or three thicknesses of cheese-cloth. Dip the covered frame in a thin solution of plaster of paris, repeating the dipping process until a plaster deposit of the desired thickness is secured. A covered frame of this nature may also be coated with glue, sand, saw-dust, mica dust or powdered glass being sifted on, as may be desired.

#### Fly Drums.

However carefully a drug store may be screened, a few flies will get in, and how to exterminate them becomes quite a problem. Fly many sticky fly-paper is thought to be the best means, but it does not add to the attractiveness of a store to expose sheets or ribbons that are coated with dead flies. To prevent such a morose exhibition is not difficult.

Roll a sheet of sticky fly-paper into a cylinder, with the sticky side in. Roll this cylinder in one thickness of crepe paper, which should extend about two inches beyond the open ends of the fly-paper drum. Cut the protruding edges of the crepe paper into a fringe and curl each tongue of the fringe inwardly. Run a twine or ribbon through the drum and suspend horizontally from the lighting fixtures, top of shelving or from the ceiling, as may be desired. It is well known that light paper drapery will in itself draw and hold flies. The flies are attracted to the fringe of the drum and then crawl inside, where they are caught by the sticky interior and kept out of sight.

#### A Stopper Wrench.

To remove flat-top glass stoppers from bottles, take a piece of moderately hard, non-resinous, curly grain wood, such as maple or chestnut. The piece should be six inches long by two by three inches. In the center of the two-inch side cut a slot of sufficient depth, length and width to loosely hold the top of an average size flat glass stopper. Place the top of the flat stopper in the slot, hold the bottle with the left hand, grasp the block of wood firmly with the right hand and turn. Few stoppers will resist the great force that may be thus put upon them.

#### For Round Stoppers.

Prepare an eight-inch piece of strong, stiff iron or steel rod of a piece of about a half-inch in diameter. To an end of this firmly fasten one end of a 12-inch piece of insulated copper wire of about the size used for general incandescent wiring. Smoothly bind the entire rod with two or three thicknesses of insulating tape, adding a covering of tape to the top so as to give it added strength, resiliency and clinging power. To remove tight round-top stoppers, such as are to be found in the average salt-mouth shell bottle, proceed as follows: Place the end of the rod to which the wire is at-

tached against the waist of the stopper. Then take two or three tight turns of the insulated wire around the stopper. Tightly grasp the rod and the loose end of the wire in the right hand with the bottle in the left hand or between the knees. Turn the rod in the direction that will cause the coils of wire to tighten around the stopper. The great leverage thus brought to bear will turn the majority of tight stoppers. The device, it will be seen, works on the same principle as the pipe-fitter's chain-and-rod pipe tongs.

#### An Anti-Splasher.

Splashing of water as it falls from the faucet upon the sink is a great nuisance. It may be entirely prevented by procuring a piece of rubber tubing one inch in length and of a size to make it fit tightly over the end of the faucet. Next, secure a small piece of fine mesh, brass wire netting. Cut out two small disks of the same diameter as the end of the faucet. Then cut another disk of three times the diameter. Place the two small disks in the center of the larger disk so that the meshes, when the disks are in place, will cross each other. Carefully take the larger disk in hand and press it over the faucet opening so that the small disks cover the outlet. Gather the sides of the larger disk around the faucet and over all press closely the rubber tube. With fine wire securely bind the netting to the rubber. This device will not only prevent splashing, but it will also strain the water. The netting should be removed every few weeks, thoroughly cleansed and replaced. Whenever the flow of water appears to be decreasing it is time to remove the appliance and cleanse it.

#### "Wanted—A Man."—His Qualifications.

ANN ARBOR, Mich., April 17.—J. W. T. Knox, advertising manager of Frederick Stearns & Co., addressed the Prescott Club recently on the subject: "Wanted—A Man." Mr. Knox endeavored to show what kind of young men were wanted in the chemical manufacturing business and what was expected of them. The most notable features of his address were the enumeration of the qualities, initiative, competency, perseverance, sincerity, open-mindedness, etc., which he considered essential to the success of every young man entering this line of business, and the diagram by which he represented the workings of a large corporation. The latter, which was in the form of a triangle, was divided into sections; the sections represented in order from top to bottom the stockholders, board of directors, officers, managers, assistant managers and lastly, at the base of the triangle the clerks of the making and selling departments. In explaining his diagram Mr. Knox remarked that to every ten good men ready to enter the making department only one good man could be found for the selling department. Prof. A. B. Stevens gave a short sketch of the life of Dr. Albert B. Prescott, former dean of the department of pharmacy, and after whom the Prescott Club was named.

#### Penn. Ph.A. Offers \$20 Gold Prize for Best Paper.

PHILADELPHIA, April 17.—Interest in the papers and discussion at the coming meeting, June 22-24, at Bedford Springs of the Pennsylvania Pharmaceutical Association will be stimulated by the offer of a prize of \$20 in gold for the most meritorious paper, pharmaceutical apparatus or device possessing originality, presented during the session. This prize will be awarded this year for the work presented last year and hereafter the same rule will be observed.

Chairman Charles H. LaWall, of the committee on papers and queries, has prepared a list of queries for the guidance of those who intend to submit such work. The other members of the committee are E. Fullerion Cook, Ambrose Hunsberger, Clarence L. Bonta, of Philadelphia, and Fred J. Blumenschein, of Pittsburg.

#### Charity Offer Will Aid in Advertising Drug Store.

HAMLET, N. C., April 17.—A local pharmacy recently installed a beautiful new soda fountain and originated a novel way to advertise it. The fountain was turned over to the Ladies' Auxiliary of the Y.M.C.A. and the entire proceeds will be given to that organization, in return for which the beneficiaries have advertised a spring opening. The fountain as well as the whole store has been decorated with cut flowers and plants. A committee of young ladies will serve the drinks and incidentally boost the sales by assisting the young men to dispose of numberless plates of ice cream.

## PERSONAL MENTION

—BENJAMIN C. LANHAM, Washington, D. C., is seriously ill with typhoid fever.

—E. H. FIENHOLD, of Philadelphia, is recovering from a long siege of typhoid fever.

—SAMUEL T. LEIGHTON, of Kalamazoo, Mich., was a recent visitor at Los Angeles, Cal.

—JOSEPH B. BOYLE, of Westminster, Md., is recovering from a severe attack of the grip.

—AUSTIN SNAPP, of Gurdon, Ark., recently visited his parents at Jamestown in the same State.

—AMONG the visiting druggists in Baltimore recently were Mr. and Mrs. D. L. Miller, of Waynesboro, Pa.

—PAUL ADAMS, of Cadiz, Ky., has gone to Sturgis to take a position in one of the pharmacies at that place.

—F. E. HOLLIDAY, of the N.W.D.A., with his wife and daughter, recently visited Norfolk, Old Point and Washington.

—HARRY SKILLMAN, advertising manager of Parke, Davis & Co., Detroit, Mich., was a New York City visitor during the early part of the week.

—WILLIAM C. WENDT, who recently sold his pharmacy in Kaukauna, Wis., has become a traveling salesman for a St. Louis wholesale drug house.

—GEORGE RILEY, who covers western Ohio for Muth Bros. & Co., of Baltimore, was called home last week by a telegram announcing the birth of a daughter.

—MATHON H. KLINE, president of the Smith, Kline & French Co., Philadelphia, was a visitor in the New York City wholesale trade for a few days last week.

—MISS MARY A. FAGAN, who recently passed the Delaware examination with a high average, is now an assistant in Dr. Horace Bradley's pharmacy in Wilmington.

—STANLEY E. PARKILL, ex-mayor and druggist of Owosso, Mich., and several times mentioned as Democratic candidate for Governor, has been ill for several weeks.

—FINLEY PAGE SCHUBERT, manager of a pharmacy in Germantown, Philadelphia, took a brief vacation recently, during which he visited his parents at Hagerstown, Md.

—DR. EDWIN C. LIVINGSTON, a druggist at 3100 York road, Baltimore, has been confined to his bed for three weeks with illness. He is a former member of the City Council.

—GEORGE W. FEHR, treasurer of the Philadelphia Association of Retail Druggists, with Mrs. Fehr, on May 11 will celebrate the completion of 15 years of happy married life.

—WILLIAM O. FRALEY, of Lancaster, Pa., is a proud grandfather. His son, Henry E. Fraley, who is connected with the A.D.S., became the father of a nine-pound girl on April 12.

—J. E. MARSDEN, one of the most active members of the Philadelphia Association of Retail Druggists, has disposed of both of his stores in that city and will take life easy for a few months.

—T. M. BURNETT, one of the most capable druggists of Clinton County, has severed his connection with the Egan pharmacy and taken a position with the George W. Brown drug store.

—F. E. FALKENBERG, of Chicago, has disposed of his drug business and connected himself with the Chicago Chocolate Company, a confectionery manufacturing establishment that supplies the drug trade.

—J. A. MCDONOLD celebrated on April 12 the 25th anniversary of his connection with Fuller & Fuller Co., Chicago. As city salesman he has been industriously gathering in orders for a quarter of a century.

—KARL H. GRAHAM, of New York, who has been serving as pharmacist at the Marine Hospital, Maryland avenue extended, Baltimore, since last September, has been transferred to the Savannah, Ga., quarantine station.

—A. EDWIN SCHMIDT, a druggist at Ann and Aliceanna streets, Baltimore, is promoting a project to build the largest apartment house in the eastern section of the city, which he hopes to fill with Polish and other alien tenants.

—FRANK W. SMITH, who is in charge of the territory in and about Philadelphia for the Lilly & Co., was a recent Atlantic City visitor. The latter city had no attractions for Mr. Smith, whose errand was strictly business.

—J. H. STEIN, one of the best known advocates for organiza-

tion for the retail druggists in Pennsylvania, is convalescent at his home in Reading after a long illness. He hopes to be able to attend to business in the course of a week or two.

—JOHN G. GOODING, treasurer of the Massachusetts College of Pharmacy, and one of the leading druggists of Boston, has been elected a member of the new Merchants' Association, which the Massachusetts Legislature has just incorporated.

—W. C. WALTERS, formerly botanist for Eli Lilly & Co., at Indianapolis, but now a member of the sales force of that company, at Baltimore, was a recent Philadelphia visitor. Mr. Walters is taking a special course at Johns Hopkins University, at Baltimore.

—WILLIAM T. BURKE, chairman of the executive committee of the Philadelphia Association of Retail Druggists, accompanied by Mrs. Burke, is celebrating the 25th anniversary of their wedding by a trip by water to Norfolk, Va. They will be absent about two weeks.

—RICHARD P. WILKLER, of the export department of Parke, Davis & Co., who has been touring Pennsylvania for recreation during the past few weeks, returned to the New York branch of the firm last Monday preparatory to starting on his South American trip, which will occupy a year or 18 months.

—CLARENCE M. KLINE and Superintendent J. William Landis will act as hosts to the members of the senior class of the Philadelphia College of Pharmacy on Thursday next on the occasion of the annual visit of the latter to the laboratories of the Smith, Kline & French Co., Philadelphia.

—MR. AND MRS. WILLIAM E. LEE, of Philadelphia, were Atlantic City visitors last week. Mr. Lee is first vice-president of the Philadelphia Association of Retail Druggists and is active in the State and National bodies. Mrs. Lee is equally well known as the president of the W.O.N.A.R.D., and of Philadelphia Chapter.

—O. W. OSTERLUND, of Philadelphia, has been busy for the past few days showing his brother, John A. Osterlund, the sights of the Quaker City. The latter is superintendent of the rolling stock of the Ferro Car Company, of Lisbon, Portugal, and is enjoying a three months' leave of absence. He formerly resided in Philadelphia.

—GEORGE H. BENKHAUPT, formerly one of the star bowlers on the crack team of the Smith, Kline & French Co., in the Philadelphia Wholesale Drug Bowling League, has forsaken the game in the interests of golf and has been making some record scores on the course of the Delaware County Field Club. Mr. Benkhaupt is connected with the Eskey's Food department and also looks after the advertising for the Smith, Kline & French Co.

—A. R. HESSKE, H. J. Siegfried and F. P. Strecker, fellow-members of the entertainment committee of the Philadelphia Association of Retail Druggists, with their automobiles, have been valuable assistants to Chairman William A. Carpenter in scouring the city in search of new members for the Philadelphia organization. Since 61 were elected at the April meeting, more applications have been received, largely through the efforts of this "auto corps."

—PROF. ARNE OLDBERG, son of Prof. Oscar S. Oldberg, president of the American Pharmaceutical Association, is winning laurels in the School of Music of the Northwestern University, Chicago. The commencement season in the first week in June is to be made memorable by a great music festival in the new gymnasium and the opening number of the first concert of the festival will be a festival overture with original finale written for the occasion by Prof. Arne Oldberg.

—W. H. MORRILL, of Philadelphia, is the proud captain of a new motor boat and is spending his spare time snail fishing on the Delaware River in the vicinity of Philadelphia. A company of friends in the retail drug business are already looking forward to the annual trip in quest of snail as his guest and the delights of the dinner which is a part of the programme for the day. It is expected that Thomas H. Potts, secretary of the N.A.R.D., will be in Philadelphia at the time and will become one of the party.

—CHARLES F. RILEY, of Taunton; H. C. Wiegand, and James F. O'Donnell, of Boston, were delegates from the Boston Druggists' Association to the big mass meeting of New England commercial and business bodies held April 13 in Boston, under the auspices of the Boston Chamber of Commerce, to protest against the addition of the differentials on west-bound import freight rates favorable to Boston. F. E. ATTENOX, Allen Chaffin and Frank W. Atwood were delegates from the American Society of Chemical Industry.

## MANHATTAN ENDORSES ALL-STATE BILL.

Elimination of Old Board From Reappointment to Be Insisted Upon—New Officers Elected.

The two pharmacy bills which are pending in the State Legislature and the election of officers were the chief matters considered by the Manhattan Pharmaceutical Association last Monday evening. With the elimination of several features, the All-State Bill was unanimously endorsed.

Jacob Diner, chairman of the legislative committee, outlined the provisions of the All-State Bill and remarked that it contained a so-called "joker," namely what might be styled the perpetuation of the present board. The bill made it mandatory that members of the new board be appointed out of the old board. Mr. Diner said this seemed to him an unqualified and ill-advised provision, in that it legislated the old members into office. He also asserted that the All-State Bill was not the Governor's bill as had been heralded far and wide, and knew on good authority that the Governor disapproved of it in several ways. During this announcement Mr. Diner was called to the telephone and when he returned said that Mr. Conklin, who drew the Conklin Pharmacy Bill, had just telephoned him from Albany that the Governor had just emphatically stated that he disapproved the All-State Bill.

Dr. George C. Diekmann and C. O. Bigelow, members of the Eastern Branch of the State Board of Pharmacy, both said that they disapproved of this provision.

Mr. Bigelow stated that a number of pharmacists had the impression that the All-State Bill was a "board bill" drawn by the members of the present board. He said that the Board of Pharmacy, as a board, had nothing to do with the measure and it was a State Association Bill.

Joseph Weinstein, secretary of the Eastern Branch, stated that the provision was put into the bill as to vindicate the old board; that there had been so many conflicting stories concerning the integrity of the old board that its inclusion was simply to see if the Governor was acting in good faith, and demonstrate that he had no personal animosity toward the present board. Mr. Diner replied that the matter of the vindication should be left to the State Association, and as the association met in June and the appointments were not to be made until August he considered there was ample time for such a procedure. W. C. Alpers and G. H. Hitchcock also spoke.

The association finally decided to endorse the All-State Bill, except the perpetuation clause and with an amendment that the per diem of the members be stated in the bill, instead of being left to the Commissioner of Education.

Mr. Diner, on a question of personal privilege, declared that Dr. William Muir, president of the Board of Pharmacy, had used his position to intimidate two members at the last meeting during the vote on endorsing the Conklin Bill. At least the two members, whose names were not stated, had given this as a reason for not voting. They sat near Dr. Muir.

Amid much enthusiasm Dr. George C. Diekmann was unanimously elected as president for the ensuing year. All of the other officers were unanimously elected as follows: First vice-president, Thomas Latham; second vice-president, C. K. Crowell; third vice-president, Charles H. Lowe; secretary, B. R. Danscha; treasurer, George H. Hitchcock.

Announcement was made regarding the joint meeting of the New York County Medical Society with the New York Branch of the American Pharmaceutical Association, which will take place on May 19 at the Academy of Medicine.

Treasurer Hitchcock reported there was a balance of \$8.40 in the treasury after the payment of a \$125 scholarship fee in the New York College of Pharmacy. An appropriation of \$25 was made to the State Association for use at the coming meeting in Richfield Springs. The resignation of F. Wichelns was accepted.

## GROCERS NOT AMENABLE TO PHARMACY LAW.

New York Court of Appeals Decides Against Board in the Brooklyn Borough Cream of Tartar Case.

After a long fight the United Retail Grocers' Association has obtained for one of its members from the New York Court of Appeals a decision which apparently deprives the State Board of Pharmacy of its hitherto unquestioned and long-exercised right of insisting that drugs sold by grocers shall meet the standards of purity laid down in the U. S. Pharmacopoeia.

The test case was based on a sale of cream of tartar by Fred Gasau, a grocer, who objected to paying a fine of \$25 on account of certain impurities found in it, claiming that substances designed for ordinary domestic uses did not need to be as pure as those prepared for medicinal purposes. The decision was against him in the Municipal Court, the Supreme Court, and the Appellate Division, but now the Court of Appeals reverses these decisions, assumes original jurisdiction, and declares that as "it is a matter of common knowledge that the chemicals of the apothecary or druggist are of a much higher grade of purity and strength than the same articles when used for other purposes," the Board of Pharmacy must cease its prosecutions under the statute upon which it has collected about \$500 in fines, and rely on the other laws by which ordinary adulterations can be penalized.

In commenting on the case the New York Times says: "This would seem to settle the question, and it is considered a great victory by the Grocers' Association. The public, with its new knowledge as to the needs and possibilities of pure foods, may take a somewhat different view, and there is no danger in prophesying that before long certain wise manufacturers will be advertising that, however it may be with other brands of the chemicals used in cooking, theirs are fully up to the standards of the Pharmacopoeia."

Chief Justice Cullen, speaking for the Court of Appeals, says it would be absurd to insist, for instance, that sulphuric acid, used in the arts, or other chemicals that assist the laundress, or are the basis of gunpowder, should be refined to the degree required by doctors when they use the same substances. That argument is obviously strong, says the Times, but it is not at all clear why adulterants dangerous or even inert should be permitted in chemicals that are to be ingredients of food any more than of medicine. If the labels told the truth, the whole truth, and only the truth, most people could take care of themselves, but if a thing is sold under a name which it deserves only in part, there is some danger to health—and much to the pocket.

## Golden Celebration of Wedding in County Jail.

MILWAUKEE, April 17.—Orange Williams, secretary and treasurer of the Septicide Company, of Milwaukee, and a well-known former druggist of Wisconsin, with his wife, has just celebrated his 50th wedding anniversary. Mr. and Mrs. Williams were married in the county jail at Elkhorn, Wis., not because either party was confined there, but because the bride's father was county sheriff. She was 18 at the time and he was 22, being at the time a bustling young druggist at Elkhorn.

## Matrimonial Mentions.

HARRY F. LEHNS, who conducts a pharmacy at Columbia avenue and Barre street, Baltimore, was married April 11 to Miss Clara Hook.

—DR. WILLIAM H. FREITHE, of Long Beach, Cal., was married recently at San Bernardino to Mrs. Annie L. Heron, of Los Angeles, by Rev. Mark B. Shaw, of the First Baptist Church.

—HARRY REED, of Huntingdon, Pa., was in Baltimore last week for the first time in 29 years, the occasion being his wedding trip. He and his bride called at Muth Bros. & Co.'s place of business.



DR. GEORGE C. DIEKMANN, New York,  
Elected President Manhattan Ph.A.

## BROOKLYN COLLEGE OF PHARMACY'S MORTGAGE BURNED IN ANCIENT MORTAR AT BIG MEETING.



In a most appropriate manner was the burning of the mortgage on the Brooklyn College of Pharmacy celebrated last Thursday evening. A banquet was held in honor of the occasion in the assembly room of the college and present as invited guests were a number of former legislators, men high in the trade and profession, besides the officers of the Kings County Pharmaceutical Society and the institution.

Every one was enthusiastic over the event and when Dr. William Muir touched the match to the document, the burning of which destroyed all evidence of indebtedness against the college, the scene was impressive to say the least. It can hardly be described, only those who were present can appreciate fully the silent, solemn spirit that prevailed for a moment as the paper was reduced to ashes, and the burst of cheer that followed when its destruction was complete.

The mortgage was burned in a mortar made of antique bell metal. This mortar was presented to the college by Horatio N. Fraser. It was made in Germany in 1534 and is said to be the oldest mortar in America. The ashes were later hermetically sealed in this mortar and a suitable inscription placed upon it in commemoration of the event.

Dr. Muir, as chairman of the board of trustees of the college and one of the founders of the Kings County Society, was the first speaker of the evening. He outlined briefly the history of the society from its inception, in 1877, down to the present, describing the first meeting at which the name of Long Island Pharmaceutical Society was adopted, but which was changed at the second meeting, February 27, 1877, to the present title. The society owed its formation to rumors that the then existing pharmacy law of New York City was to be extended to the then city of Brooklyn, said Dr. Muir, but which was averted and a separate law secured, which was operative until the formation of the State board.

Several instances were cited by Dr. Muir relative to the initiative of the society in important matters, such as the publication of the first pharmaceutical formulary and the founding of the State Pharmaceutical Association. Finally he reviewed the work of the society in connection with establishing the college, describing the hard struggle for funds and the indefatigable work of the members, which eventually culminated in the building of the present institution and the celebration of the evening.

Dr. William C. Anderson, dean of the faculty, reviewed the history of the college. He told how in the early days the drug clerks, including himself, attended lectures in Grenada Hall, and the meager facilities offered, which by great sacrifices and faithful effort on the part of the members of the society had gradually improved, until they were now among the best. Dr. Anderson referred to his note book used at the first lecture, on November 5, 1885, and cited the following epigram: H-W, H-W, H-W=Success. The letters, he said, were interpreted by L. T. Perkins, the lecturer, as standing for hard work, head work and heart work, and these characteristics had always stood out prominently in the history of all connected

with either the society or the institution, ever since the first lecture.

Ex-Senator Arthur J. Audett, formerly chairman of the Senate committee on public health, and instrumental in the passing of the pre-requisite clause, and ex-Senator George W. Wilson, a worker in behalf of the amendment of the college charter establishing the post-graduate course, both congratulated the members of the society and the college upon the attainment of the great success of the college. Both spoke along humorous lines, telling incidents occurring in the Legislature when the work of passing these bills was on.

Dr. Henry L. Taylor, of the State educational department, expressed himself strongly in favor of having the surplus funds of the Board of Pharmacy go to the educational institutions, as under the present law. He said he regretted the move on foot to deprive the institutions of these funds. Among others who spoke were: A. Stewart Walsh, William M. Davis, an ex-president of the society; William L. Perkins, and Rev. Edward Niles, who also pronounced the benediction.

President Jacob H. Rehms read letters of congratulation from Governor Hughes, ex-Senator Thomas C. Platt, Senator Patrick H. McGarren, William McConnell, secretary of the Drug Trade Section of the New York Board of Trade, besides a number of other congratulations and regrets from invited guests unable to attend. A telegram expressing the congratulations of the German Apothecaries' Society of New York was also read.

Over 100 members and guests, besides members of the alumni association, were seated at the tables and the room was beautifully decorated with large American flags draped from the ceiling, besides the college flags of several of the former classes which have graduated from the institution. An excellent menu was served and the guests were provided with red carnations twined with yellow carnations, representing the college colors. It was after 1 a. m. before the speaking programme was finished, while the majority did not leave until after 2 a. m.

The menus were handsomely printed in red and contained a picture of the College of Pharmacy. One unique feature of the dinner was the ice cream, which was served in the shape of skulls and crossbones.

On the committee of arrangements were William Muir, Phar.D., chairman; William C. Anderson, Phar.D.; Frederic P. Thorhill, Phar.D.; Adrian Paradis, Ph.G., and Thomas J. France, Ph.G.

## Kings County Society Surprised at Size of Funds.

It was a surprise to a number of the members of the Kings County Pharmaceutical Society to learn the amount of funds on hand after the payment of all bills down to the date of the last meeting, which was held on April 13.

Following the reading of the report by the treasurer, Oscar C. Klein, the showing elicited comment from a number of members who considered the financial attainments of the so-

ciety and the college as unprecedented in pharmaceutical history. The society account showed a balance of \$900.91 after the payment for eight months' continuous propaganda work, involving the services of a detail man, the distribution of thousands of N.F. and U.S.P. preparations and a large number of copies of a bound manual to the physicians of the borough. In the college account the balance amounted to \$4382.73 after the payment of nearly \$6700 for the cancellation of the mortgage on the institution.

Dr. William Muir, chairman of the legislative committee, announced that the new All-State Pharmacy Bill had been introduced in the Assembly at Albany and that its chances for passage were very bright, in that it concurred with the views of the Governor and the commissioner of education. The provisions of the bill were explained by Dr. Muir and a resolution was passed approving the bill.

The following were elected to membership: Abraham J. Kramer, Meyer Strongin, William A. Hoburg, Jr., and Ch. Zinkler. Applications were received from Hyman Freidland and Clarence S. Abrams. Three were dropped from the rolls for non-payment of dues, and resignations were accepted from William Schroeder, M.D., L. A. Behn and C. J. Hettlesheimer, M.D., who are no longer connected with the drug business.

A paper entitled "The Use of Ampuls in the Preservation and Dispensing of Hypodermic Solutions" was read by C. A. Mayo, and afterward discussed. Mr. Mayo gave a number of practical demonstrations and exhibited a large variety of manufactured ampuls.

### OBITUARY NOTES.

—OSCAR KING, of Cherry Valley, Ill., is dead.

—S. LOGAN WALLHOUR, formerly in the drug business in Scotland, is dead at Greensburg, Pa.

—C. H. MILLER, of the Phoenix Drug Company, Alexandria, La., is dead. He was a prominent citizen.

—T. M. HAYNES, one of the best-known druggists in eastern Texas, died recently at his home in Palestine. He leaves a widow and family.

—MRS. MAMIE F. PEARSON, wife of Paul Pearson, of Washington, D. C., druggist, is dead of typhoid fever. Mrs. Pearson leaves one child, an infant.

—M. S. KAHN, of Liberty and Lexington streets, a prominent member of the Baltimore Retail Association, is mourning the death of his father, Samuel Kahn, who died April 16 at the age of 81 years.

—GEORGE H. FOWLER, retired druggist and well-known public man, is dead, aged 74, at his home in Wauwatosa, a suburb of Milwaukee. He was married in 1859 to Miss Lucy Bree, of Wauwatosa, who survives him with three sons.

—CHARLES W. FISCHER, who died recently at Stuttgart, Germany, aged 64, was formerly a prominent resident of San Jose, Cal., and a member of Fischer & Pellerano, but withdrew from active business a few years ago to spend the remainder of his life in his old home.

—JOHN L. YATMAN, of Orange, N. J., died recently in Memphis, Tenn. Many years ago Mr. Yatman kept a pharmacy in Orange. He was born in Fredon, Sussex County, 60 years ago. His brother, the Rev. Charles H. Yatman, the evangelist, a wife and two daughters, survive him.

—CHARLES B. WOODWORTH, former member of the Indiana State Board of Pharmacy and a leading druggist of Fort Wayne, is dead, aged 61. He was a public-spirited citizen and held several local offices. Two sons survive, one of them, Benjamin, having for several years been associated with his father in business.

—MRS. MARY A. SCHALL, widow of John Schall, of 1020 North 18th street, St. Louis, died recently. She was the mother of Edward J. Schall, proprietary buyer for Meyer Brothers Drug Company, and of Charles W. John A. William J. and Eugene L. Schall, also known to the drug trade, and Mrs. Joseph Reemer.

—DR. ALBERT W. NEUFELD died recently at the Mount Sinai Hospital. He was for many years chief pharmacist of the New York Dispensary, a graduate of the College of Pharmacy, College of Physicians and Surgeons, and City College of the City of New York, a fellow of the Academy of Medicine, and a member of the New York County Medical Society and Harlem Medical Society.

## BOARD EXAMINATIONS

### Illinois.

SPRINGFIELD, April 17.—At the March meeting of the Illinois State Board of Pharmacy in Chicago, 31 out of a class of 107 applicants for registered pharmacist, and 38 of the 75 candidates for assistant pharmacist passed successful examinations. Their names follow:

REGISTERED PHARMACISTS.—George Afremow, Ben Aron, Frank R. Branne, James Casey, Edw. J. Comerford, S. V. Cross, C. W. Gauth, John R. Hall, Otto W. Leininger, Joseph Lieberman, J. F. Mueller, B. E. McGuire, Frank H. Niemeyer, William E. Plotz, John M. Rambo, Charles E. Seaton, John J. Staszak, Chicago; David E. Swanson, Harry A. Underdiner and F. E. Wells, all of Chicago, and Fred N. Buerkett, Springfield; A. F. Cover, Toulon; F. L. Fraumenhoff, Aurora; St. Clair Madden, Grayville; Arthur W. F. Mester, Quincy; T. J. McNamara, Blue Island; Oscar C. Oberg, Rock Island; Samuel N. Rinde, Berwyn; Lester Rink, Peoria, and Claude E. Tilton, Fairmont.

ASSISTANT PHARMACISTS.—H. W. Allen, Henry C. Barthel, Conrad A. Berg, Joseph S. Beyer, D. E. Binanti, Floyd F. Birch, Walter J. Carrick, Ben G. Chambers, B. Ross Cool, Charles R. Crain, David Funt, Louis E. Halperin, William A. Herrick, S. S. Horvitz, A. C. Kaufmann, C. M. Kowalski, Charles Matey, Alex F. Murawski, Samuel W. Melton, Robert H. McVay, William A. Perkins, Arthur P. Reid, William Schaffarick, Harry G. Skinner, John P. Scott, Charles Shipman, Carl Speckhart, H. S. Sponberg, Arthur A. Sprague, Joseph C. Streit, Ralph H. Walker, William A. Werth, all of Chicago, and John S. Benson, Joliet; C. E. Brown, Helron; Harley M. Carlisle, Eldorado; John J. Levitt, Cairo; Charles F. Snyder, Peoria, and Arthur P. Zimmer, Monmouth.

The next meeting of the board in Springfield for the examination of applicants for assistant pharmacists and registered pharmacists will be held on Tuesday, May 25, at 9 a. m., at the State House.

### Georgia.

MONTICELLO, April 17.—Secretary Charles D. Jordan announces the results of the recent meeting of the Georgia Board of Pharmacy held in Atlanta, April 5 and 6. Fifty-six applicants presented themselves for examination, among them being one lady and three negro men. Forty of these applicants were successful, the following receiving druggists' licenses:

H. B. Bates, Wilson, N. C.; H. B. Bayne, Atlanta, Ga.; H. T. Benton, Commerce, Ga.; A. S. Brewster, Newnan, Ga.; L. N. Brown, Lyons, Ga.; W. E. Butler, Valdosta, Ga.; Philip Cohen, Atlanta, Ga.; J. L. Cooley, Sandersville, Ga.; I. H. Dent, Atlanta, Ga.; George D. Elrod, Adairsville, Ga.; T. C. Fletcher, Mayo, Fla.; K. E. Forster, College Park, Ga.; Gwynon Hall, Quincy, Fla.; E. D. Harris, Elberton, Ga.; C. M. Herndon, Hartwell, Ga.; Ben Hill, Pelham, Ga.; A. W. Early, Dawson, Ga.; J. H. Johnston, Washington, Ga.; H. Johnson, Jacksonville, Fla.; W. L. Maize, Carrabelle, Fla.; J. H. B. Page, Wrens, Ga.; J. C. Payne, Shellman, Ga.; J. K. Saunders, Hartsville, S. C.; J. T. Seiman, Douglasville, Ga.; C. L. Spear, Waycross, Ga.; J. H. Souther, Blairsville, Ga.; W. J. Walker, Montezuma, Ga.; E. C. Welch, Lumpkin, Ga.; H. H. Harrison, Jacksonville, Fla.

The following obtained apothecaries' licenses: H. L. Anderson, Bartow, Fla.; L. S. Archer, Macon, Ga.; G. M. Bird, Metter, Ga.; B. H. Hale, Zebulon, Ga.; Livingston Henry, Macon, Ga.; W. J. Maloy, Madison, Fla.; R. C. Robertson, Clayton, N. C.; G. A. Tanner, Douglas, Ga.

The following obtained pharmacists' licenses: C. E. Brinson, Wrightsville, Ga.; Miss Jessie Wimberly, Gainesville, Fla.; F. E. Williams, Macon, Ga.

The Georgia board issues three grades of license: Druggist, from 75 to 85 per cent; apothecary, from 85 to 90 per cent; pharmacist, from 90 to 100 per cent. These three grades are used to designate the percentage made on examination and the legal rights of each are the same.

The next meeting of the board will be held in Macon, Ga., Monday, May 24, this meeting just preceding the annual meeting of the Georgia Pharmaceutical Association.

**WASHINGTON BRANCH FAVORS THE MEETING.**

**Wants All Pharmacists Invited to Be Present at Atlantic City During Convention of the A.M.A.**

WASHINGTON, April 17.—Vice-President S. L. Hilton presided at the April meeting of City of Washington Branch of the American Pharmaceutical Association. "The Use of the Compound Microscope in Pharmacy" was discussed.

Prof. Burton J. Howard described the compound microscope and discussed the nature and the cost of the apparatus necessary for work in connection with drug analysis.

W. W. Stockburger discussed the use of the microscope in detecting drug adulterations, and expressed gratification at the increased interest in the use of the compound microscope. He discussed the economic conditions that have brought about the changes in the method of making and marketing drugs and medicines and pointed out the need for becoming thoroughly acquainted with the structural characteristics of the several drugs and their adulterants. He enumerated a number of drugs and their adulterants and pointed out that the compound microscope offered a ready means for distinguishing between them.

Dr. Motter called attention to the need for applying the microscope in a practical way and pointed out that the meetings of the branches offer an excellent opportunity for developing interest in the science of pharmacy.

Professor Kalusowski called attention to the unsatisfactory nature of the official descriptions of vegetable drugs. He asserted that comprehensive descriptions of powdered drugs were absolutely necessary as pharmacists, at the present time, see only the powdered or comminuted drugs. He believes the time has come when powdered drugs should be recognized by the Pharmacopoeia.

Messrs. Howard and Stockburger were given a vote of thanks for their interesting and practical presentation of the subject.

On behalf of the delegation which attended the meeting of the Philadelphia Branch of the A.P.H.A., Dr. Motter made a report. After considerable discussion it was resolved to request the chairman of the A.P.H.A. delegation to the meetings of the Section on Pharmacology and Therapeutics of the American Medical Association to organize a meeting and to invite pharmacists at large, irrespective of A.P.H.A. membership, to attend.

M. I. Wilbert reported that he had attended a meeting of the New York Branch of the A.P.H.A., at which the newer pharmacopoeias of the world were ably discussed.

It was decided to devote the next meeting to a joint session with members of Baltimore Branch for discussing some of the pharmaceutical problems involved in the revision of the National Formulary.

**Pa. Travelers to Entertain.**

PHILADELPHIA, April 17.—President Frank W. Smith, of the Traveling Men's Auxiliary of the Pennsylvania Pharmaceutical Association, has issued a call for a meeting next Thursday of the executive committee at 514 Arch street, when plans for the coming meeting at Bedford Springs, Pa., will be considered. The traveling men propose to entertain the druggists and others who attend on at least two occasions, and just what form this entertainment will take will be decided next week. Numerous applications for membership will also be acted upon and a report received upon the progress of the membership campaign in the interests of the State association that is being carried on by the traveling men.

The druggist who is everlastingly telling his clerk to "get a hump on" is generally an old dromedary himself.

**SCIENTIFIC SECTION PROVES A SUCCESS.**

**Representative Attendance and Valuable Papers Mark the Interest in Innovation of Phila. Branch.**

PHILADELPHIA, April 17.—The attendance as well as the discussions were features of the initial meeting this evening of the recently organized Scientific Section of the Philadelphia Branch of the American Pharmaceutical Association held in Odd Fellows' Temple. Those who participated included prominent chemists—some of them connected with the large manufacturing houses—representatives of the faculties of the local colleges of pharmacy and retail druggists.

The first paper was by Prof. J. V. S. Stanislaus, whose subject was "Mechanical Indicator for Judging the End Reaction when Estimating Sugar with Fehling's Solution." He described a very ingenious analytic method for determining with great accuracy the point when all of the copper is reduced to cuprous oxide, thus rendering the results comparable with the tedious gravimetric determination.

"Some Suggestions in the Examination of Medicinal Chemicals" was the subject of a very valuable paper by Prof. H. B. Meade. Attention was called to several inaccuracies in the United States Pharmacopoeia and suggestions given for many improvements in this connection. A plea was also made for uniform methods in taking melting and boiling points.

Prof. C. H. LaWall gave the results of hundreds of experiments he has made in the course of his study as to whether formaldehyde is formed when solutions of cane sugar are boiled. Hahn's milk sulphuric acid test for formaldehyde gave positive results in many cases and this was considered a group test rather than an absolute test for formaldehyde as shown by repeated negative results with various reliable tests. It was shown that while some member of the aldehyde group probably is formed when solutions of cane sugar are boiled it is very certain that formaldehyde is not. According to Professor LaWall, the interfering body which is responsible for the positive result with Hahn's milk sulphuric acid test may be formaldehyde. When the latter was added to control these experiments, its presence was easily detected in very high dilutions.

Of equal interest was the discussion of these subjects led by Chairman Joseph L. Turner, Secretary W. A. Pearson and Messrs. Blair, Wilder, Kimberly, Stanislaus, Graham, Sindall and others.

**Successful New Orleans Druggist.**

FRED A. EARTHART, new secretary of the Louisiana State Board, is one of the younger New Orleans druggists who started at the bottom and is now the owner or part owner of several stores. He began 15 years ago with the wholesale house of Finlay & Brunswick, and four years later entered the retail trade. He now owns a store at Chippewa and Eighth streets and is senior partner in Earhart & Berner, at Valence and Froese streets. He is a member of the A.P.H.A., the Louisiana State P.H.A. and the Orleans P.H.A.

**DEFICIENT DRUGS REJECTED.**

**Importers Refuse to Accept Hyoscyamus Not Up to Standard.**

PHILADELPHIA, April 17.—The failure of a large proportion of the importations of hyoscyamus at this port recently to conform to the standards of the U.S. Pharmacopoeia has resulted in the export of a large quantity of this drug and the holding of other portions, pending the investigation by the Custom House officials. A peculiar feature of the case is that while the quality of the drug offered here is in most cases deficient in alkaloidal value, it is understood that at other ports the leaves conform to Pharmacopoeial standards.

Analysis indicates that in most cases the crop is an old one, although it is admitted that if the investigation was followed up, these imports might show the presence of foreign leaves and other articles that would indicate adulteration. Authorities of the port are not prepared to say whether or not these inferior goods have been offered at some other port of entry and upon being refused were either reshipped to Philadelphia or sent back to the consignor, who then put them into other containers and forwarded them to Philadelphia. Practically all of the drugs imported here are intended for the local mar-

ket and are manufacturers, in Philadelphia or the immediate vicinity. When the consignees were notified of the fact that certain goods did not conform to Pharmacopoeial standards, they promptly refused to accept them. In fact the officials here report a general disposition on the part of the trade to co-operate in every way with the Government departments in the interest of pure drugs.

### GREAT ACTIVITY IN W.O.N.A.R.D. CIRCLES.

#### Delegates Sent by Boston Chapter to Other Organizations and Aid Given Anti-Tuberculosis Crusade.

Boston, April 19. Thursday's meeting of the Boston Chapter of the W.O.N.A.R.D. was held at the Hotel Vendome and was of an educational character. The details and progress of the crusade against tuberculosis and the means of participating in the great movement were presented by two speakers from two somewhat different standpoints. Dr. Eugene Browning, president of the Cambridge Anti-Tuberculosis Association, and Mrs. George H. Holdcroft Medford, chairman of the department of anti-tuberculosis of the Massachusetts Federation of Women's Clubs, were the speakers.

At the business session which preceded the formal addresses, Mrs. J. G. Godding and Mrs. W. H. Henderson were elected delegates to the annual meeting of the Massachusetts Federation of Women's Clubs, with which Boston chapter is allied. The meeting will be held at Springfield, May 19-20. Mrs. C. A. Stover and Mrs. Charles H. Davis were elected alternates. Mrs. Henderson and Mrs. Kidder were also elected delegates to the convention which is to be held next week in Boston in the interest of boys.

Five o'clock tea was served at the conclusion of the exercises, the pointers being Mrs. Henderson, Mrs. Kidder and Mrs. Gammon. Plans were set in motion for the annual meeting of the chapter which will be held at the Hotel Vendome on May 27.

#### Mrs. Lee Again President of Philadelphia Chapter.

Philadelphia, April 17. The annual election and the reports of officers and committees, indicating a most prosperous condition of affairs, were the features of the annual meeting on Tuesday of Chapter 6 of the W.O.N.A.R.D., at the Philadelphia College of Pharmacy. As there were no other nominations, the secretary cast the ballot for the ticket already named, as follows: President, Mrs. William E. Lee; first vice-president, Mrs. N. D. Streeter; second vice-president, Mrs. Harry G. Comp; recording secretary, Mrs. W. T. Burke; corresponding secretary, Mrs. Carl W. Shull; treasurer, Mrs. Josh E. Marsden.

The entertainment committee turned over \$200 as the proceeds from the recent entertainment and the treasurer announced a balance of \$150. Three new members were elected, bringing the membership up to 265. The next event will be a dance at the college on May 7. The meeting on Tuesday was followed by a social session, during which the piano solos by Mrs. E. W. Godhardt and the vocal solos and recitations by Mrs. H. A. Nolte, added very much to the enjoyment.

#### Enchre Held by Washington Chapter—Picnic Coming.

Washington, April 17. Washington Chapter, W.O.N.A.R.D., gave a matinee enchre at the residence of its president, Mrs. Charles J. Fuhrman, on April 14. There was a good attendance of members. Mrs. J. Layden White, of New York, was present as a guest. After the cards, dainty refreshments were served. The winners were: Mrs. W. H. Bradbury, Mrs. Charles J. Fuhrman, Mrs. A. C. Taylor, Mrs. Walter MacDonald, Miss Sarah Richardson, Mrs. G. C. C. Simms, Mrs. Roger Dufay, Miss C. Kubel, Mrs. E. Kubel and Mrs. J. Layden White.

On the following day the monthly meeting was held at the residence of President Mrs. Fuhrman. Aside from routine business, consideration was given to a proposed rummage sale and also to plans for cooperating with the D.C.R.D. in a picnic which will be held when the weather is sufficiently warm.

#### American Druggists' Syndicate Car on Fire.

INDIANAPOLIS, April 17. American Druggists' Syndicate's Pullman exhibition car has arrived here safely. At Hamilton, Ohio, it caught fire and had a narrow escape. Loss, \$75.

### C.R.D.A. INCREASES ITS VALUE TO MEMBERS.

#### President Yeomans Delivers Stirring Address at End of Organization's Most Successful Quarter.

CHICAGO, April 17.—The Chicago Retail Druggists' Association held its quarterly meeting on Tuesday evening. President Yeomans reviewed the work of the organization for the quarter. He reported a substantial condition of affairs, together with satisfactory progress toward simplifying executive work. He prophesied an increased value from the services of the association to its members and called upon them for a proper sense of individual appreciation for the principles that underlie the common good. He referred to the get-together meetings of the Chicago Medical Society and the association and asked members to foster those interests. He condemned counter-prescribing and stated that physicians were discontinuing the tablet dispensing habit as a result of the U.S.P. and N.F. work. He praised the work of the propaganda committee of the Chicago association and condemned the patent medicine business.

Mr. Yeomans spoke of the efforts of the organization towards restricting the increase of drug stores in Chicago beyond the requirements of trade and cited the work of the Retail Liquor Dealers' Association in having enacted an ordinance restricting the licenses pro rata to the population. He asked that a special committee be appointed to look into the matter of having such a measure passed relating to the drug stores in Chicago. The liquor licenses are based on a one to five hundred population proportion and in European countries pharmacy restrictions have been made as high as one to ten thousand population. Drug stores in Chicago at the present time are at the ratio of one to one thousand population.

During the quarter he reported that the organization had prosecuted more than twelve cases, some of which were settled out of court and others were successfully brought to issue before the judges.

Secretary I. M. Light stated that the quarter had been the most successful in the history of the organization owing to the fact that more dues were paid during the period than ever before within three months. He said the get-together dinner at the Auditorium on January 19 was the main event in the work of the secretary for the period. He called upon the members for closer cooperation on all common matters. The secretary's financial statement showed receipts of \$4969.30 for the quarter and expenditures of \$2077.59, leaving a balance in the bank of \$2891.71.

Treasurer Storck, in his report, showed receipts for the quarter of \$5113.05 and expenditures of \$2322.92, with a balance of \$2780.15 in the bank. The discrepancy between the two reports is accounted for by the fact that there was considerable outstanding financial business when the reports were made up.

The report of committee on reorganization was adopted with some debate and alterations. The new constitution does not differ very materially from the old by-laws. Considerable unfinished business went over to a special meeting on April 27.

#### A. Ph. A. Section and Boston Retailers Meet Jointly.

Boston, April 19. The B.A.R.D. and the New England Section of the A. Ph. A. held another joint meeting Wednesday night at the Hotel Plaza.

The members of the B.A.R.D. assembled earlier in the afternoon at the Massachusetts College of Pharmacy, transacted routine business, elected one new member, and adjourned to the Hotel Plaza in Columbus avenue, where they became the guests of the New England Section. The night was stormy, and the attendance fell somewhat below that of the previous meeting, but the numbers were still above the average, and showed the wisdom of again holding a union meeting. C. Herbert Packard, of East Boston, president of the New England Section, presided, and seated beside him was August Thiel, proprietor of the Bon Brook distillery, and a graduate of the Chicago College of Distilling and Blending. Mr. Thiel was the chief after-dinner speaker, and he gave a most interesting and comprehensive history of wine, with especial reference to the pharmaceutical use of wine as prescribed by the U.S.P. and the N.F.

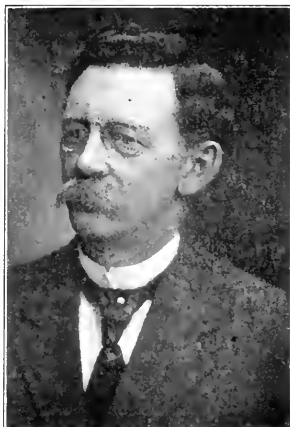
A general discussion followed the paper, in which Charles Sawyer, James F. Finerman and Prof. Elie H. LaFiere took part.



## DIST. OF COLUMBIA DRUGGISTS HOLD ANNUAL MEETING—INTEREST AND ACTIVITY INCREASE.



AUGUSTUS C. TAYLOR, Washington,  
President District of Columbia R.D.A.



W. S. RICHARDSON, Washington,  
Vice-Pres. Dist. of Columbia R.D.A.



W. H. BRADBURY, Washington,  
Secretary District of Columbia R.D.A.

WASHINGTON, April 17.—The Washington R.D.A. held its annual meeting at the College of Pharmacy on April 13. President Augustus C. Taylor, Secretary Wymond H. Bradbury and Treasurer H. C. Easterday were unanimously re-elected. W. S. Richardson was chosen vice-president and the following executive committee was elected: Paul Pearson, Samuel L. Hilton, C. J. Fuhrman, W. R. Hill, Louis Flemer, G. W. Hurlbans, F. P. Weller, C. G. Gross, C. B. Campbell, W. P. Herbst, R. W. Builey.

Chairman F. P. Weller, of the entertainment committee, made a report dealing with the recent "get-together" entertainment at Carroll Institute. The association gave the committee a vote of thanks for its successful conduct of the affair and also instructed the secretary to send a letter of thanks to those who had volunteered their services for the musical and literary features.

The secretary and treasurer made satisfactory reports dealing with finances and other matters and the auditing committee certified to the correctness of accounts.

Chairman Flemer, of the propaganda committee, reported satisfactory progress and named six popular N.F. and U.S.P. preparations which his committee had selected for immediate efforts.

The report of Chairman Hilton, of the telephone committee, called attention to the fact that some other cities were receiving a much larger portion of telephone receipts than are the druggists of the District. He suggested that an effort be made whereby a more favorable contract might be arranged with the telephone company.

Dr. W. P. Andrews, of E. R. Squibb & Co., spoke upon the N.F. propaganda. He interestingly told of the different ways in which the work is received in different sections. Dr. Andrews' services have been placed at the command of the D.C.R.D.A. for several weeks. He is making a personal canvass of the local physicians.

J. Leyden White (Joel Blau) spoke briefly upon the subject of stimulating attendance at organization meetings and described some methods that had been used successfully by organizations elsewhere.

The Washington Association is publishing a list of the most generally sold U.S.P. preparations which contain alcohol, opium and other drugs whose content must be given on all labels in the District. A note in this brochure advises the members to use "THE ERA DOSE BOOK" as their guide for ascertaining the percentages of the prescribed drugs.

The third and fourth of the series of blotters which are being sent to physicians have been mailed. The third gives a list of N.F. and U.S.P. preparations commonly known by more than one name and the fourth deals with essence of pepsin.

Each succeeding meeting of the Washington Association shows increased and harmonious effectiveness. "Scraps" seem to have gone on an unlimited leave of absence.

#### DR. E. F. KELLY SUCCEEDS LONDON MAN.

Management of Sharp & Dohme Laboratories in Baltimore Passes From Aubrey T. Hill, After Two Years.

BALTIMORE, April 17.—After having been with Sharp & Dohme as general manager for two years, Aubrey T. Hill, of London, manager of laboratories, on Tuesday last severed his connection with the house. Before connecting himself with Sharp & Dohme Mr. Hill was with Burroughs Wellcome & Co., of London, in a similar capacity. During Mr. Hill's incumbency a number of changes were made in methods and personnel and some of the older employees retired. His own resignation was not altogether a surprise.

It is Mr. Hill's professed purpose to return to London and engage in the retail drug business there, an intention which he is said to have entertained for some time past.

Mr. Hill is succeeded by Dr. E. F. Kelly, one of the most popular young pharmacists in Baltimore, who has been with Sharp & Dohme almost since his graduation from the Maryland College of Pharmacy in 1902.

#### PROSECUTING THE SELLERS OF COCAINE.

Prison Term and \$500 Fine for New York Druggist and Much Official Activity in Other Localities

Fred Lo Pinto, a druggist of 200 Grand street, Manhattan Borough, New York City, was sent to the penitentiary for 11 months and 29 days by Judge O'Sullivan in Part I. General Sessions, last week. Lo Pinto was found guilty of selling cocaine, and the police say he is one of the most persistent offenders in this respect. The court also imposed a \$500 fine.

Detective John Maddock, on January 17 last, went to Lo Pinto's shop and purchased 86 worth of the drug. It was said that the druggist had already served a jail sentence in Buffalo. He is 30 years old.

Victor Harper, a druggist, of 60 East 116th street, was held recently in \$500 bail in the Harlem court on a charge of failing to keep a record of the names and addresses of purchasers of cocaine.

#### Served Eight Months on Cocaine Charge.

NORFOLK, Va., April 17.—K. D. Taylor, a drug clerk, sent to prison for two years for violating the anti-cocaine law, has been released after having served eight months; the Appellate Court decided that the evidence was insufficient.

# LETTER BOX

## A Scheme of Inland Revenue.

Editor *The Pharmaceutical Era*:

The press makes reference quite freely to the declared purpose of some members of the Congress, now sitting, that to offset the deficit in the National Treasury they would favor a revival of the Stamp Tax of 1898, at least on medicines. Now, there is no more reason for taxing a medicine to support the Federal Government, because it is a medicine, than for taxing shoes, or clothing, or machinery, or anything else. The Stamp Tax, when in force, worked a hardship on the retail druggist because of the increased wholesale prices asked by many proprietors, which could not be added to the retail price, and also from having to stamp his own little specialties, having only a limited retail sale.

But, there is a basis for taxation, if needed, which would be entirely equitable, and would be no burden on those who paid it. Let a tax be laid of one-half of one per cent on the printed retail price on all articles having the protection of a Trade Mark, issued by the United States Government. This would apply to a great variety of goods which have an enormous volume of business. There are probably no figures available on which to predicate an estimate of the returns from this source, but it would very likely exceed anybody's estimate, and if the tax were honestly collected and administered, there would never again be a deficit, but a surplus instead. It might very well be made a permanent tax and for a distinctive name be called Inland Revenue. The tax should be represented in the form of stamps, to be printed in the necessary fractions of a cent to cover articles from five cents upwards. The sale of the stamps to owners of trade marks could be carried on by the Internal Revenue Department, under regulations prepared by the Secretary of the Treasury. There could be no evasion by those liable to the tax as every trade mark is recorded in the Patent Office. For the purposes of this act, the question of citizenship is not material. Every owner of a United States trade mark, resident or non-resident, citizen or alien, who manufactures the article in this country for domestic or export trade, should affix the proper stamp to every package. The stamping should be a part of the labeling process. Provisions may be made for private design stamps.

There is ample reason and warrant for such a tax in the circumstance that the United States backs the owner of the trade mark and punishes infringers. The costs of such suits might properly be chargeable against the fund raised by the tax. There would doubtless be a strong opposition from many wealthy owners of trade marks, but so there would be to any inalienable legislation involving a tax except in time of war. I believe if this form of tax can have the careful consideration of the members of the Congress, they will concede it to be right and reasonable and just to all.

The person or firm doing the largest volume of business in a trade marked article would pay the largest tax and the smallest trade would pay the smallest tax. The surplus which would inevitably result might very well be devoted to the purposes of Coast Defence or similar military or naval use to become available in time of war. Or, the surplus might be used to eliminate some other form of taxation; for example, that feature of the Internal Revenue which for forty years and more has compelled respectable apothecaries to submit to the insulting appellation of "Retail Liquor Dealer."

Brooklyn, N. Y.

THOS. D. McHENRIE.

## Boston Physician Arraigns Druggists.

Editor *The Pharmaceutical Era*:

Permit me to lay before you some experiences that I am having, as a general practitioner, with druggists here in Boston.

In the first place, druggists in this section, at least, have had a good many complaints to make of late, that general practitioners wrote for proprietary and even patent medicines to so large an extent that they almost excluded the regular prescription writing, and any of the N.F. or U.S.P. preparations.

They made the claim that physicians should know for what

they were writing; second, that they should not permit themselves to be taught by any sample man, or drug manufacturing house what they should prescribe; third, that the doctors should work in co-operation with the druggists, so that the druggists could fill regular prescriptions, U.S.P. and N.F. prescriptions, and thus enable the druggist to realize a larger percentage of profit than would be possible if he were filling prescriptions for proprietary or patent medicines. With all of the above, I am heartily in accord.

Now for the facts: I write for a prescription of Unguentum Resorcinol Comp. N.F. My patient takes it to one of the best drug stores in Boston, and it is filled with less than the original package. Another patient, has my prescription for Glycerinated Elixir of Gentian, N.F., and it is filled by one reputable house, with Gray's Glycerin Tonic, Comp.; the third patient of mine passing over the counter a prescription for Syrup Hypo-phosphit Comp., U.S.P., is handed an original package of Fallow's Syrup. These are only three instances, out of quite a large number that have come under my observation.

I will just mention one more instance, that is now under 48 hours old. A prescription of mine for Elixir Viburni Opuli Comp., N.F., traveled around to four different drug stores, at one of which they said they had never heard of it; at a second it was called a patent medicine, and two others said it was a proprietary to fill which they would have to send downtown to the jobber.

My patient in despair, telephoned me, asking me what to do with the prescription. Knowing an up-to-date druggist, I told her where to get the prescription filled, which was carefully and immediately done. I will say right here, that this statement that I have made is a fact, and I have the names of the druggists, if they should be required. I dislike very much to make such an arraignment as this, but I believe it is high time that our druggists, if they are not familiar with original U.S.P. and N.F. preparations, should at the earliest possible date familiarize themselves with the same.

The druggist can hardly expect co-operation with the intelligent physician until he has done so. I am well aware that there are many so-called physicians that prescribe very large numbers of proprietaries, many of which are of doubtful value, but, I should like to ask, what inducement can there be for a physician to prescribe old line pharmaceuticals, when the druggist, to whom his prescription will go to be filled, has an utterly inadequate knowledge of standard U.S.P. and N.F. preparations, not even, as I have shown in at least one instance, knowing or recognizing the name of a regular N.F. formula.

I give you permission to regard this letter as a private or as a public one, as you may see fit. Very truly yours,  
362 Commonwealth Avenue, Boston, C. O. KEPLER.

## The Personnel of the New Louisiana Board.

Editor *The Pharmaceutical Era*:

Referring to your remarks in reference to the recent appointment of a new State Board of Pharmacy by Governor Sanders, I will say that the appointments are most excellent ones. One thing about them, too, is that they are in no way connected with any pharmaceutical college, which is saying more than the other board could. No one having a connection of any kind with an institution of that class should hold office of this character. As to the Louisiana State Pharmaceutical Association, its membership does not include 5 per cent of the retail druggists and pharmacists of the State. What reason has it to dictate appointments?

New Orleans, La.

WILL T. JACKSON.

## A Good Way to Expedite Shipments.

Editor *The Pharmaceutical Era*:

I have found that I could expedite shipments and save considerable time by learning from my local freight agent the best route of shipment and specifying on my order that it be shipped by a certain route. Please call attention of brother druggists to the fact through your columns.

Lyons, N. Y.

G. T. GETMAN.

## New Pure Food Bill Likely in Wisconsin.

MADISON, April 17.—Indications are that a new pure food bill will be drafted to be presented to the Wisconsin Legislature at the present session by the committee on dairy and food.

**TARIFF, INSURANCE AND FREIGHTS DISCUSSED BY MANUFACTURING PERFUMERS' ASSC. OF U. S.**



**JOHN BLOCKI**, Chicago,  
Vice-Pres. Mfg. Perfumers' Assc.



**CHAS. W. JENNINGS**, Grand Rapids,  
Second Vice-Pres. Mfg. Perfumers' Assc.



**J. CLIFTON BUCK**, Philadelphia,  
President Mfg. Perfumers' Association.

The tariff question was the predominant topic under discussion by the Manufacturing Perfumers' Association of the United States at its 15th annual convention, which was held at the Drug and Chemical Club, 100 William street, New York, last week. President Theodore Ricksecker, in his address, characterized the matter of the proposed tariff legislation as a "buzz saw" and the hottest question of the day. The work of the president and a number of colleagues on the legislative committee in opposing the 25 per cent proposed duty on raw material used in perfume production was outlined in the message. Mr. Ricksecker praised the Dingley Act and announced that assurances which could be depended upon had been given the association that the essential oils would be retained on the free list. Most of the tariff discussion took place at a general executive session on Wednesday and a long address was given on the subject by Alfred G. Wright.

Life insurance was again recommended by the president as was also the minimizing of the prepayment of freight costs on goods to a basis of 2 per cent, with a penalty of a cash forfeiture if violated by pledged members. Referring

to the past year's stagnation in general business, President Ricksecker said: "Many have tried to fasten a share of responsibility for the business depression upon our honored retiring President, but when time allays the irritation and settles the dust of his trivial mistakes, it will be seen that history has written the name of Theodore Roosevelt high in the list of American Presidents and as a leader of men in the world's moral and material progress."

The report of Secretary Willbur H. Hyde, of Cleveland, showed the membership to be as follows: Active members, 46, associated, 57; honorary, 1; total, 94. This is a gain of one active member over last year and was considered a good showing, as the total resignations amounted to nine members. Following are the names of the firms admitted to membership: Active, John Blocki & Son, Chicago; Seely Manufacturing Company, Detroit; associated, Talcum Puff Company, Ketchikan Lithographic Company, Hero Fruit Jar Company, T. W. Lemmer Company, Hazel Atlas Glass Company, B. L. Pope,



**FRANK B. MARSH**, New York,  
Re-elected Treas. Mfg. Perfumers' Assc.



**WALTER J. HATHAWAY**, New York,  
Elected Secretary Mfg. Perfumers' Assc.

American Stopper Company, and Illinois Glass Company.

Treasurer Frank B. Marsh reported a balance on hand of \$6580.14, which is smaller than last year's figures, due to the extra expenses in publishing last year's large proceedings and the greater outlay necessary for the legislative committee.

All the reports and recommendations of the officers and the standing committees were, as usual, referred to the committee on resolutions, of which James E. Davis, of Detroit, is chairman. The recommendations were taken up serially at the session on Wednesday afternoon. The important features were as follows:

The formation of the committee of three members to consider a feasible plan of life insurance and report at the next convention. The resolutions to form this committee were adopted last year, but as no members were appointed to serve, the recommendation was again acted upon and adopted at this meeting.

The recommendation of the membership committee relative

to the changing of article 3 in the constitution, so as to admit to active membership manufacturers of toilet articles who are not perfume manufacturers. This matter was discussed to some length, the committee arguing that the association now practically includes all manufacturers eligible to membership under the constitution, and unless such a change is made the additions of members will be a slow process. The proposition was voted down as it was thought that the addition of other branches not strictly in the perfumery line would bring about a too diversified combination of interests and produce an unwieldy organization. The committee announced that they only recommended the plan with great hesitancy. A phrase of the same article of the constitution was later changed to read "toilet preparations" in place of "toilet articles."

The recommendations of the committee on parcels post were the same as last year, namely, favoring a system of transmission through the mails of liquids and semi-liquids, that would reduce the rate of postage. This recommendation was indorsed, but several voted against a parcels post.

The matter of publishing a supplement to the regular list of trade names every three months, recommended by the committee on fraternal relations, was indorsed and it was decided that the work rest with one man who should thoroughly familiarize himself with it.

Minimizing of the prepayment of freight costs to a rate of 2 per cent, with forfeiture of a cash penalty, if plan was adopted unanimously or by 90 per cent of the members. There was considerable discussion on this recommendation and many spoke in favor of adopting the plan or an agreement calling for the shipping of goods f. o. b. factory. It was the opinion of several that while such a procedure would not be illegal, the action might be construed by the courts to be a combination in restraint of trade. The president called upon individual members to express their opinion and finally it was decided to appoint a committee of three, of which the president will be chairman, to promulgate some plan and report at the next meeting.

A. B. Calisher brought up the matter of giving discounts and bonuses in connection with the discussion on the freight proposition and stated that there were now so many drains in the business that it would be a simple matter to make it unprofitable and suggested that the bonus question be also taken up by the committee in considering the freight matter.

Prof. J. P. Remington, of Philadelphia, chairman of the Committee on Revision of the U. S. P., addressed the convention upon the subject of testing essential oils, and also announced that the new Spanish edition of the Pharmacopoeia had been completed and would soon be ready for distribution.

Wilbur F. Wakeman, secretary of the American Protective Tariff League, addressed the convention on the matter of the tariff. He stated that his association was not opposed to any good plan providing for the looking after of the tariff to some extent, but did not favor the continual watching and revision of duty rates, as it was certain that such a method would make business unstable. The Payne Bill, said Mr. Wakeman, would be a good measure and that the greatest confidence could be placed in the Ways and Means Committee.

Percy Strauss, head of R. H. Macy & Co., of New York, told the members in a very entertaining manner about the perfumery business as viewed by the department stores. He stated that from his estimates, more than 55 per cent of the perfumer's product is now sold through the department stores and that he stood strongly for unrestricted trade and considered any protective price policy an error.

The only paper read at the convention was by George Luaders. It was an exhaustive report on musk and civet. The paper was commented upon by the members for its unusual excellency throughout, and Mr. Luaders was tendered a rising vote of thanks.

The officers elected for the ensuing year are as follows: President, J. Clifton Buck, Philadelphia; vice-president, John Blocki, Chicago; second vice-president, Charles W. Jennings, Grand Rapids; secretary, Walter T. Hathaway, New York; treasurer, Frank B. Marsh, New York; executive board, Alfred G. Wright, Rochester; Henry Dalley, New York; Theodore Ricksecker, New York.

The social part of the programme was in charge of J. M. Montgomery, of the entertainment committee. On Tuesday evening a theater party followed by a supper at Hotel Astor was a feature. The annual banquet was held at Hotel Plaza and on this occasion the retiring president was presented with

a silver cup by President Buck on behalf of the association. The speakers at the banquet were William McCarroll, of the public service commission; former Senator Charles A. Towne, and Charles Batell Loomis.

## REFEREE BOARD IS DECLARED LEGAL.

**Attorney-General Upholds the Appointment of the Expert Body by the Roosevelt Administration.**

WASHINGTON, April 17.—Attorney-General Wickersham has rendered a decision upholding the legality of the appointment of the Referee Board of Consulting Scientific Experts which was appointed by President Roosevelt to pass upon several pure food rulings by Dr. Harvey W. Wiley, Chief Chemist of the Department of Agriculture.

The Attorney-General's action, which was announced at the Department of Agriculture, really establishes the Referee Board, of which Dr. Ira Remsen, of Johns Hopkins University, is the head, as the Supreme Court on food products. The board was in session at the time at Baltimore and heard the arguments of New Orleans molasses and California fruit industries in favor of the use of sulphurites as preservatives, which has been forbidden by Dr. Wiley.

At the Bureau of Chemistry no statement was forthcoming, but no secret is made of the fact that the establishment of the Referee Board was regarded as opposed to Dr. Wiley's ideas on the subject of pure foods and their adulteration.

President Roosevelt was appealed to by catsup manufacturers and others, who declared that the Wiley ruling against the use of benzoate of soda was ruining their business.

The Referee Board was the result, but the legality of its appointment and the compensation of \$25 a day and expenses for traveling was attacked by those in favor of radical enforcement of the Pure Food Law. The question was referred to the Department of Justice. The statement issued by the Department of Agriculture says:

"The Attorney-General points out that the statutes of the United States do not provide for the creation of the Bureau of Chemistry in the Department of Agriculture, but that the existence of such bureau is recognized in the appropriation acts. The Attorney-General holds that the Secretary was authorized to accept the advice of this board, and indeed that it was necessary for him to have recourse to the disinterested and unbiased advice of eminent and expert chemists whenever a serious conflict of opinion arose as to the deleteriousness of any particular article or substance added to food. The decision of the Attorney-General that the board is legal means that the work of the board on the wholesomeness of sulphur, saccharine and copper salts will be continued."

## Drug Stores Damaged by Explosions and Fires.

MOUNT PLEASANT, Mich., April 17.—The drug store of P. Corey Taylor, in Main street, caught fire in the basement and quickly communicated to casks of turpentine, which exploded. Flames rushed up the elevator shaft to the first and second floors of the building and so dense was the smoke that Mr. Taylor and his employees had to run for their lives. Loss \$10,000; insurance, \$9500.

BIRMINGHAM, Mich., April 17.—Fire, which did considerable damage to the Cobb drug store, was caused by an explosion caused by spontaneous combustion among paints and oils. The damage was covered by insurance.

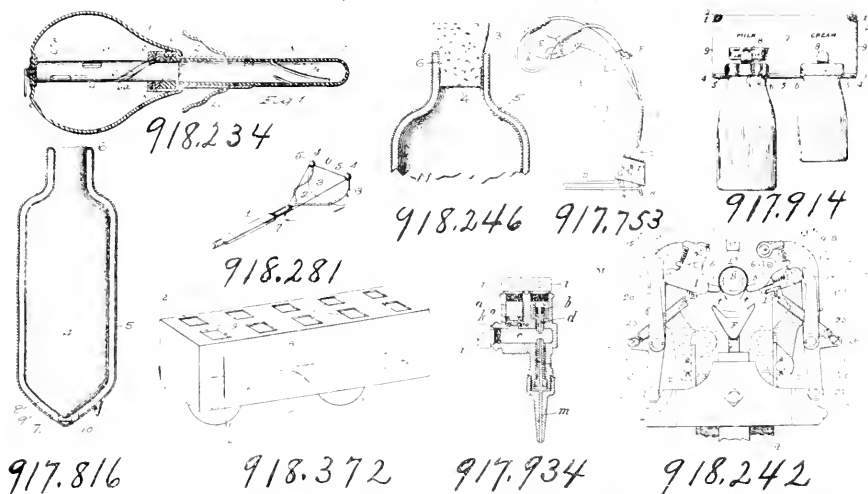
## Patent Medicine Bill Killed in Minnesota.

ST. PAUL, April 17.—By a vote of 35 to 30 the House recently killed J. A. Gates' bill regulating patent and proprietary medicines. Donald Robertson, who made the motion to kill the bill, is a druggist, while the author of the bill is a doctor. "Every time a doctor stands for a bill like this they say he's selfish," said Dr. Gates. "If a doctor were selfish he would want his people to drink patent medicine all the time because they have to come to the doctor to get cured of the harm it does."

## Wants Duty Imposed on Post Cards.

MILWAUKEE, April 17.—The Federated Trades Council of Milwaukee will petition Congress to impose a duty upon post cards printed in Germany, running in some cases to 150 per cent.

# PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted April 13, 1909.

917,753—Delbert D. Coombs, Auburn, Mo., assignor of one-half to Benjamin F. Sturgis, Auburn, Mo. Nursing bottle holder.

917,758—Emil Fischer, Berlin, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Calcium salt of dibrobenic acid.

917,816—Garry P. Van Wye, New York, N. Y. Vacuum insulated bottle.

917,828—Richard F. Wolfenstein, Berlin, Germany, assignor to P. Beiersdorf & Co., Hamburg, Germany. Process for the manufacture of soaps containing peroxides.

917,914—Neal C. Van Otterman, Grand Rapids, Mich. Bottle and ticket holder.

917,934—Johann H. Draeger, Lübeck, Germany, assignor of one-half to the firm of Draegerwerk, Hehr. & Bernh. Draeger, Lübeck, Germany, and one-half to Ernst Wiss, Griesheim-on-Main, Germany. Blow-pipe.

918,234—Charles F. Welsh, Detroit, Mich. Syringe.

918,242—Frank O. Woodland, Worcester, Mass. Wiper mechanism for labeling machine.

918,246—Garry P. Van Wye, New York, N. Y. Stopper or vacuum bottles.

918,281—Edward C. Chambers, Kansas City, Mo. Tooth-leaving device.

918,372—Peter A. Rohr, Philadelphia, Pa. Tooth-brush case.

## Favor New Patent Treaty With Germany.

WASHINGTON, April 17.—The Senate Committee on Foreign Relations has ordered a favorable report on a new patent treaty between the United States and Germany. Under the existing arrangement an American who patents an article in Germany or a German who patents an article in the United States is required to manufacture the article in the country here patented within three years.

The new treaty eliminates the requirements that the manufacture of the article must be in the country issuing the patent. The effect of this is to permit the issuance of patents by either country and have them continue in force if the article patented is manufactured in another country and imported.

Copy of any PATENT or TRADE MARK, 10 cents.  
Author of copyrighted work on Protective Trade Marks,  
Food and Drugs Act, and Valid Patents.  
G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## TRADE MARKS.

Published April 13, 1909.

35,032—Farbenfabriken of Elberfeld Company, New York, N. Y. Class 6. A sedative and hypnotic.

35,034—Farbenfabriken of Elberfeld Company, New York, N. Y. Class 6. An antipyretic, antineuralgic and antirheumatic.

35,025—Mary E. Chichester, Brooklyn, N. Y. Class 6. Medicated pads and plasters for the stomach, liver and other parts and organs of the human system.

36,993—Anglo-American Stock Food Company, Chicago, Ill. Class 6. Stock tonics.

37,443—Cora E. Hopkins, Philadelphia, Pa. Class 6. Mouth wash.

38,812—The Syntva Medicine Company, Spencerville, Ohio. Class 6. Remedies in tablet form for worms, coughs, diarrhoea, colic, rheumatism and diseases of the kidneys, and a tonic for the blood, nerves, stomach and also for laxatives.

39,108—Charles L. Hopkins, New Orleans, La. Class 6. A remedy for consumption (tuberculosis), muscular rheumatism, inflammatory rheumatism, sciatica and lumbago.

39,170—Robert Drogen, Washington, D. C. Class 6. A remedy for coughs, deep colds and asthma.

39,324—John G. Fambach, Cleveland, Ohio. Class 6. Remedies for coughs, colds, diseases of the skin, liver, kidneys and blood, etc.

39,756—William J. Anderson, Winnipauk, Conn. Class 6. Tonics and restoratives for horses.

39,978—William A. La Charly, Downers Grove, Ill. Class 6. A remedy for the liquor and tobacco habits.

40,311—John A. Brown, Washington, Kan. Class 6. Toilet cream.

40,430—Hiram J. Hampton, Tampa, Fla. Class 6. A cancer remedy.

## L. E. Warren to Investigate Proprietaries.

HILLSDALE, Mich., April 13.—L. E. Warren, formerly of this place, but of late connected with the Department of Agriculture at Washington, as food and drug chemist, has accepted a position with the *Journal of the American Medical Association*. His work will be largely along the line of investigating proprietary remedies sold to physicians. Mr. Warren is a graduate of the University of Michigan, where he was an instructor in the pharmacy department. He was holder of the Stearns fellowship and won the Ebert prize of the A.P.A. for his work along this line.

# THE DRUG MARKETS

## LEADING ARTICLES WITHOUT CHANGE.

### Tariff Still Exerts a Depressing Influence on the Demand—Essential Oils Back on Free List.

NEW YORK, April 19.—Nothing of special interest has taken place in the market for drugs and chemicals during the past week, and the market presents a quiet appearance due to some extent to tariff legislation. The leading articles are without any material changes and steady at quoted prices. Opium, which ought to be higher, owing to the proposed increase in duty, is without any change, and until it is definitely settled as to just what the duty will be, present quotations will likely remain stationary. Norwegian cod liver oil is slightly easier in primary markets owing to more favorable results of the fishing, but our market is unchanged and values remain about the same. Canada balsam of fir is higher owing to depleted stocks, but Oregon is easier because of lack of demand.

OPUM.—Prices remain nominally unchanged at \$4.35 for cases and up to \$4.90 for smaller quantities, with a continued inactive market reported. Powdered is finding a moderate jobbing outlet, but the demand is not urgent and dealers quote the old range of \$3.65 to \$5.00, as to quantity and seller. The arrivals in Smyrna to April 16 amount to 2947 cases.

QUININE SULPHATE.—This staple is without important inquiry and only a small routine jobbing business is reported, but there is no change in market conditions. Manufacturers' prices are maintained on the basis of 14c. per ounce for bulk in 100-ounce tins. According to cables received recently the bark shipments from Java for the first half of the current month are 940,000 pounds.

ERGOT.—During the past week there have been new arrivals of choice quality Russian ergot, which is being offered in large jobbing or manufacturing lots of 125-pound bales at 38c. per pound. There is also choice quality of Spanish obtainable in our market in 150-pound bales at 42c. per pound.

ESSENTIAL OILS.—In the Payne Tariff Bill, oils of anise, bergamot, citronella, lavender, lemon, orange and rose, were dutiable at 25 per cent ad valorem, but in the substitute tariff bill these articles are all placed on the free list. The effect of this has been to weaken the market for the moment and prices for bergamot, lemon and orange are easier.

ACETIC ACID.—There are firmer views in sympathy with the recent advance in values of acetate of lime, and manufacturers have marked quotations for U.S.P., 36 per cent, up to \$4.85 to \$5.35, as to quantity. For 28 per cent in carboys the revised quotations are \$2.55 to \$2.80. Other descriptions are correspondingly higher.

GLYCERIN.—Refined quality for prompt delivery is somewhat steadier and none of the leading manufacturers are disposed to quote under 15c. for U.P. in drums and barrels, and 16c. for cans. Contracts, however, can be procured at lower figures, it is said.

TINNEVELLY SENNA.—This article continues to find a satisfactory consuming outlet and values are well maintained at 5½¢ to 13½¢, as to quality and quantity. The better grades are said to be exceedingly scarce and the stock of prime bold leaf being decidedly small.

EPSOM SALT.—Prices are a shade easier and the revised quotations are 75¢ to 85¢ for bags and 90¢ to \$1.75 for barrels, the latter as to quality, quantity and seller.

ASAFTIDA.—A good inquiry exists and values are firm at 2½¢ to 26¢, as to grade and quantity, and only small parcels are available at the inside figure.

BICHT LEAVES.—The short variety of desirable quality is steadily held at 31¢ to 32¢, in large quantities, and a fairly good business is reported at full prices.

FOENICULI SEED.—Prices in our market are firm in sympathy with corresponding conditions at the primary sources of supply, and spot values are well sustained at 2½¢ to 3c., as to quality and quantity.

CASCARA SAGRADA.—Increasing firmness has characterized the business in this article during the week, during which there has been a good consuming demand. Dealers have been inclined to offer sparingly at 8½¢ for new and 9c. for old.

Indications are considered favorable to improvement in values. ARNICA FLOWERS.—Prices are somewhat irregular and quotations show the wide range of 11¢ to 14c., as to quality, quantity and seller. Some business has been reported at the higher figure.

VANILLA BEANS.—Bourbons are again higher with continued activity, and spot quotations for the better grades have been advanced to \$2.50 to \$3.00, as to quality and quantity. Cables from European centers of distribution report steadily hardening markets abroad.

## PRICE LIST & CHANGES SUPPLEMENT TO ERA PRICE LIST

Published Weekly in  
The Pharmaceutical Era

These supplements enable all Manufacturers of goods for the drug trade to promptly notify all the best buyers in this trade regarding any recent changes in their price lists, such as new goods or articles discontinued; changes in prices, packages or discounts; special offers, free goods, etc.

The charge for these notices is 20c. a type line each issue. Always mention the number of insertions desired.

COPY with us by MONDAY morning for the issue of that week.

Address: ERA PRICE LIST,  
90 William St., NEW YORK.

## INFORMATION WANTED

Independent Printers.—A subscriber asks for names and addresses of printers of druggists' labels, prescription blanks, pill boxes, etc., outside of the combine, and shall be pleased to hear from subscribers who have had satisfactory dealing with such concerns.

A. B. & Co., 250 Tompkins Ave., Brooklyn, N. Y.  
We desire to have Rheumatic Liniment listed at \$2.00 per dozen. The retail price is 25 cents.

H. Alpers, 25 W. 42d St., N. Y. City.  
"Bath Delight" is a new toilet preparation we have placed on the market. It retails for 10 cents and the price to druggists is 80 cents a dozen.

S. P. Crandall & Co., 53 East 53d St., N. Y. City.  
We are the manufacturers of a new preparation known as "Crandall's Kastroil," which retails at 35 cents. Price to the trade is \$2.40 per dozen.

Dwa Chemical Co., 318 W. 34th St., N. Y. City.  
We are placing on the market two new preparations: Dwa Cream, selling 50 cents, and Gaiusol, at \$1.00. Trade prices are \$4.50 and \$8.00, respectively.

Eckman Manufacturing Co., 414 Arch St., Philadelphia, Pa.  
We beg to announce that the price of Eckman's Alternative has been reduced to \$16.00 per dozen.

F. Roder, 341 E. 136th St., N. Y. City.  
We desire to list "Ideal Egg Shampoo Cream" at \$1.50 per dozen. This cream is also put up in pound packages. Price \$2.50 per pound.

P. Rueckrich, 218 Ten Eyck St., Brooklyn, N. Y.  
The price of Popp's Swiss Herb Tea, of which we are the manufacturers, is \$2.00 per dozen. Retail price is 25 cents.

Tokalon Company, Syracuse, N. Y.  
We desire to have noted among new preparations "Neal's Olive," of which we are the proprietors. Price to druggists is \$2.50 per dozen. The article retails at 35 cents.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, APRIL 29, 1909

No. 17

D. O. HAYNES & CO., - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York"

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago

Telephone, Central 5888.

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

*Entered at the New York Post-Office as Second Class Matter*

## Re Photographs for "Era Album"

### Illustrated Section

Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

#### FOR ERA ALBUM.

Fred S. Rogers, Middletown, N. Y.

McMonagle & Rogers,

EX-Pres. N. Y. State Pharm. Assn.

When additional photographs of partners and clerks are sent, each one should have written on it the name of the subscriber who sends it, as well as the name of the person in the photograph.

### Cabinet Photographs Only

The style of photograph we require is the so-called "cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA,

90 WILLIAM ST., NEW YORK.

For Era Album

## TIME TO NAME PHARMACOPOEIAL DELEGATES.

Of utmost interest to all pharmaceutical associations and other bodies entitled to representation in the Pharmacopoeial Convention of 1910 is the call just issued by the secretary, Dr. Murray Galt Motter, for the appointment of delegates to the convention. While the convention does not assemble until May 10 of next year in Washington the time is not so long as it seems, for the meetings this year, some of them within a few weeks, will be the last to be held by most of the organizations entitled to participation prior to the assembling of the delegates. These extracts from the constitution show the qualifications for membership:

The members, in addition to the Incorporators and their associates, shall be delegates elected by the following organizations: Incorporated Medical Colleges, and Medical Schools connected with Incorporated Colleges and Universities; Incorporated Colleges of Pharmacy, and Pharmaceutical Schools connected with Incorporated Universities; Incorporated State Medical Associations; Incorporated State Pharmaceutical Associations; the American Medical Association, the American Pharmaceutical Association, and the American Chemical Society; provided that no such organization shall be entitled to representation unless it shall have been incorporated within and shall have been in continuous operation in the United States for at least five years before the time fixed for the decennial meeting of this corporation.

Delegates appointed by the Surgeon-General of the United States Army, the Surgeon-General of the United States Navy, and the Surgeon-General of the United States Marine Hospital Service, and by the organizations not hereinbefore named which were admitted to representation in the Convention of 1900, shall also be members of the corporation. Each body and each branch of the United States Government above mentioned shall be entitled to send three delegates to the meetings of this corporation.

Careful attention should be given to complying with the constitutional requirements and the necessary data and credentials should be promptly mailed to Dr. Motter at Washington, D. C. There should be a full representation of pharmaceutical interests.

## ALL-STATE BILL AGAIN AMENDED.

As this issue of the ERA goes to press the fate of pharmacy legislation at Albany is in doubt. The Assembly has passed two bills, the Conklin measure and the All-State Bill, the latter being desired by the pharmacists of the State and introduced by Assemblyman Brown, himself a prominent druggist of the interior of New York State. The Brown Bill has been amended in the Senate to meet the objections of some of the proprietors and wholesale druggists who feared that the provision for suing non-resident manufacturers would work hardships to any who were accused of selling or marketing misbranded or adulterated products. The amendment leaves such prosecutions in the hands of the Federal authorities.

The Conklin Bill is understood to have little chance, for aside from the fact that it is not desired by organized pharmacy, some vital defects in it have been discovered, one of the newest being its failure to provide for practical examinations of applicants

for certificates to practice pharmacy. The Brown Bill, on the other hand, seems now to meet all requirements and the belated objection of the wholesalers having been met, it was expected that this bill would pass during the closing hours of the Legislature, which adjourns sine die this week.

#### LEGISLATION AT WASHINGTON.

There have been no important developments in relation to tariff legislation at Washington during the last week. The Payne Bill is still pending in the Senate, where amendments and alterations are being made almost hourly during the sessions. The drug and chemical schedule has been changed in minor details, but the merchants in the trade are less interested in this seesawing between the two branches of Congress than they are in getting a final result, so that they can go on with their business on an intelligent basis.

Our Washington correspondent notes the fact that a stamp tax on medicines is not probable, explaining how the report originated. Another feature, one to be regretted, is that there seems to be no likelihood of patent reciprocity legislation before next December, when the regular session begins. It was hoped that this feature could and would be restored to the Payne Bill, but the pressure does not seem to be strong enough for that purpose.

#### COMMITTEE ON N.A.R.D. REORGANIZATION.

Thoroughly representative is the membership of the committee appointed by President Elkin of the N.A.R.D. to consider plans for the reorganization of that association. Those chosen are men with ideas, experienced in organization work and are without exception devoted to the advancement of the mental and material interests of the retail druggists of the country. Some of them have contributed to the pages of the ERA thoughtful expressions of their views upon this subject and that they will give careful consideration to whatever is presented to them and to any ideas which may originate with them is an absolute certainty.

The report of this committee will no doubt be one of the most interesting to be presented to the delegates at the forthcoming convention of the N.A.R.D. at Louisville in September next.

#### WHY NOT A SHOW WINDOW CALENDAR?

Pharmacist Taylor, who this week wins the ERA's Cash prize of \$10 in the Competition which has been in progress since the first of the year, offers some valuable advice to druggists in the matter of systemizing the care of show windows. He suggests a calendar by months which can be made the basis for similar calendars for use in any locality, changes when necessary being made to suit local conditions and variations being made to agree with the weather or for other reasons. Druggists who prefer to change their window displays often can use the monthly calendar as a basis for arranging a schedule for fortnightly, or weekly changes, or the thirty days of

the average month can be divided into three parts of ten days each.

While it is not imperative that a fixed programme be followed the setting of dates and keeping a calendar prevents procrastination which sometimes now carries window displays beyond their original timeliness. By systemizing the work, setting dates, promptly observing the calendar and making window displays attractive much can be done to increase trade in the retail drug stores. Mr. Taylor's paper will be found on page 399 of this issue of the ERA.

#### NOT A LICENSE TO SELL—MERELY A TAX.

Numerous protests against the issuance of Federal "licenses" for the sale of liquors in prohibition territory have called forth Treasury Decision 1484, which will be interesting to druggists and others particularly in dry States. Secretary McVeagh lays down positively the fact that the special tax stamps are merely receipts for the tax and carry no privileges except immunity from prosecution for non-payment thereof. He says:

Your attention is respectfully called to the fact that no licenses for the sale of liquors at any time or place are issued under the provisions of the internal-revenue laws.

A special tax is imposed under said laws upon all persons who engage in the business of selling liquors, and this tax must be paid by every person who does engage in such business, whether in accordance with, or in violation of, laws of the State, but section 3243, Revised Statutes, expressly provides that the payment of such tax "shall not be held to exempt any person from any penalty or punishment provided by the laws of any State for carrying on the same within such State, or in any manner to authorize the commencement or continuance of such trade or business contrary to the laws of such State or in places prohibited by municipal laws."

Furthermore, the United States Supreme Court, in the License Tax Cases, expressly held that the stamp issued evidencing the payment of the tax is not a license, but merely a receipt for the tax, and carries with it no privilege except immunity from prosecution under the Federal laws for non-payment of the tax.

#### MISREPRESENTATION AND EXAGGERATION.

If Lawyer Stafford really has written such a circular as is printed in the New York *Journal of Commerce* concerning the pharmacists of the State he is entitled by the misrepresentation and exaggeration therein contained to high office in former President Roosevelt's Ananias Club. He is quoted as saying that the retail grocery merchants of the State of New York are now free

from unlawful and infamous prosecutions that have prevailed for years, enriching the State Board of Pharmacy by over \$100,000. I am informed that they have fleeced the retail grocery merchants of the State to such an extent that they now own two colleges of pharmacy in Manhattan and Brooklyn absolutely free and clear from incumbrance.

The actual facts are that about \$500 only is the amount recovered by fines imposed on grocers, instead of \$100,000. The State Board of Pharmacy does not own any college of pharmacy anywhere and never did. It has never "fleeced" any grocers, nor has it been "enriched" by the \$500. Such libelous and untrue statements, calculated to bring the board into disrepute, should be resented by the State Board of Pharmacy. If the author of them is not merely seeking notoriety he will apologize as publicly as he has made his untrue accusations. He should at least be given that opportunity, although the course of action of the mind of a man who gloats over the prospective immunity of grocers from punishment



if they sell adulterated articles that are useful both as food and medicine is altogether problematical.

Druggists everywhere would do well to note the fact that under the ruling of the Internal Revenue Department, reported in the ERA, April 15, page 358, stamps are required on five-gallon packages of alcohol even if they contain less than five gallons. The ruling has been enforced in the Chicago district and may be enforced elsewhere. As the ruling does not increase the tax it would be better to go to the trouble of having the stamps affixed rather than run foul of the revenue officers.

It is estimated, says *Tobacco*, that each adult male in France smokes 30 ounces of tobacco, and contributes \$2.50 to the State revenue in so doing. The State profit is large. The revenue from tobacco in 1907 was almost \$75,000,000. This is over \$1,500,000 more than the revenue of 1906, and 12 times more than the revenue from tobacco in the year of Waterloo.

In the recent appointment of Edward Voss, Jr., of Cincinnati, as a member of the Ohio State Board of Pharmacy, Governor Harmon has chosen the first name on the list recommended to him for appointment by the Ohio State Pharmaceutical Association at its meeting at Cedar Point last June. Mr. Voss' appointment was originally agitated by the Ohio Valley Druggists' Association and it was due largely to the efforts of a committee of this organization that the Governor became impressed with the availability of the Cincinnati pharmacist for the office, for Mr. Voss personally was not an active candidate and the office went to him without effort on his part.

Mr. Voss, besides being one of the leading pharmacists of the Queen City, has long been identified with association work throughout the State, in addition to taking an active interest in public affairs, especially so far as they affected pharmacy commercially or professionally. In the various associations in which he has been honored with recognition of his abilities in laboring for the common good, although he has been almost over-modest in accepting office. Now only 39 years of age, his membership in the Ohio Pharmaceutical Association, in which he is a member of the board of council, dates back to 1891, a period of 18 years. Mr. Voss also is a member of the Ohio Valley Druggists' Association, of the American Pharmaceutical Association and of the National Association of Retail Druggists, all of which he has at some time served in official capacities.

Mr. Voss has been engaged in the retail drug business for 26 years and was graduated in the Cincinnati College of Pharmacy in the class of 1890. Soon after graduation he went into business for himself and is at present a member of the firms of Voss & Lakamp and Voss & Ehlers, with pharmacies at 12th and Vine streets and at McMillan and Vine streets.

As an educational and advertising proposition the Pullman palace exhibition car of the American Druggists' Syndicate which started from New York on March 20 for a year's tour of the country is proving a great success. The car has already gone westward beyond Indianapolis, stopping at many important cities en route, at all of which the exhibit attracted the attention of laymen as well as druggists, while the newspapers were invariably generous in giving space to the display. Such enterprises require the courage of conviction that they will be successful and in this case the verdict has already been given.

Some people have curious conceptions of trusts, druggists and many other component parts of our existence, as witness the following remarkable statement made by Lawyer Charles M. Stafford, who won the Court of Appeals decision exempting grocers from the operation of the New York State pharmacy

law: "The grocers would have been forced to go out of business, unless they qualified under examinations and obtained drug licenses, and the State Board of Pharmacy would have become one of the strongest trusts in America." Puzzle: How could it have been done?

Mr. McElhenie's letter regarding a scheme of inland revenue which was printed on page 384 of the last ERA contains suggestions that are at least entitled to serious consideration. If there were more legislators than there are gifted with the Brooklyn pharmacist's ability to perceive conditions from a practical point of view and legislate accordingly the result would be a much more equitable application of law to trade than has heretofore existed.

"Can I serve you a cup of cocoa?"

"No! I don't like cocoa."

"I think you will like — cocoa. Won't you try it?"

"No. I don't like cocoa. It makes me sick. Is it free?"

"Yes."

"Then I'll try some."—*American Grocer*.

*Paris Figaro* says that Father Maggieni, director of the Seismic Observatory near Sienna, has discovered a new class of waves which are propagated through the earth some minutes before the mechanical waves, which are the first manifestations heretofore known of earthquakes. He has constructed an apparatus which renders the new waves perceptible, and permits the foretelling of an earthquake. The apparatus was tested successfully on April 11, when it twice announced earthquakes, which occurred within 12 miles, four minutes after the apparatus had signalled them.



EDWARD VOSS, JR.,  
of Cincinnati, O.

There is in this city the head of a dry goods house doing about \$15,000,000 a year, who is insistent in the requirement that every public or private statement to a customer must be the absolute truth, says the *American Grocer*. A bargain offered or price reduction asserted must be such or the offender is sure to be discharged on the spot. One day he found on the aisle: "Towels reduced to three dollars a dozen." He called the buyer and asked: "What is the regular price of those towels?" "Three dollars." "Why do you put them out as a bargain?" "Because they are very cheap; cost \$2.90 and are a bargain." "Take that sign down and never announce a bargain unless it is such and below the usual price." Old clerks have been discharged for substituting goods, when the desired article was out of stock, without first notifying the customer. That man at the front is a disciplinarian, who knows that every cause for complaint strikes at his leadership and the honor of his firm. "Gato used to assert that wise men profited more by fools than fools by wise men; for that wise men avoided the faults of fools, but that fools would not imitate the good examples of wise men. For that reason the man at the front was rid of the fools, the fellows who watch the clock and have no other interest in the business beyond getting their pay envelope."

Since the Russian Government enacted the law requiring the "Poison Label" to be attached to all containers of vodka (a strong alcoholic beverage), numerous cases of accidental poisoning have been reported from various parts of the Empire. There is a large portion of illiterates in Russia, and with them the "Poison Label" appearing upon vodka bottles has come to stand for vodka. As a result many bottles of really poisonous mixtures are drunk by these people under the impression that any bottle bearing the "Poison Label" contains vodka. This emphasizes the danger of making the "Poison Label" too common.

Professor Hynson's resolution to be debated at a future meeting of the Baltimore Branch suggesting the restriction of

preparations described in the U.S.P. and the N.F. and the publication of a General Receipt Book to contain all formulas dropped from those books, together with other formulas that may be useful to pharmacists, will no doubt give rise to considerable discussion, both in the branch and outside of it. Views will naturally differ on the subject and the arguments on both sides will be perused with interest.

If some druggists' wives did not keep the homes more orderly than they, the druggists, keep their stores, what a chorus of masculine howls there would be.

Morgantown, W. Va., voted to go "dry" a little more than a year ago and since then doctors and druggists have had the greatest rush of business ever known, says the *Utica Press*. District Attorney Boyd says he has the evidence that one prominent physician of Morgantown alone has written 10,000 prescriptions for liquor during the past year. Counting Sundays, the number of whisky prescriptions written by this one physician reaches 27 a day. The customary price that is paid for these prescriptions is \$1 each, so that the physician made \$10,000 a year, while the druggist probably made half that amount. Similar conditions are said to exist all through the "dry" districts of West Virginia and Ohio. Mr. Boyd says he will bring action against several physicians and druggists who have been doing a wholesale liquor trade. The prohibitionists will be satisfied with nothing less, but, says the *Press*, it is doubtful if the courts will prohibit a doctor from giving a sick patient a prescription.

Jack (cynically)—I like the "soft pillow of a woman's mind."

Orme (calmly)—Yes, the majority of men do bolster their own minds up.

Two Fort Smith (Ark.) cigar dealers have inaugurated a somewhat novel method of creating a demand for cigars. They have employed good-looking young women who throw dice with the skill of a professional, and as a result, the custom of the stands has greatly increased. In one instance the cigar store went into bankruptcy for want of patronage, but when the man of progressive ideas came along and put a good-looking young woman behind a stock of first-class goods, he soon found the profits returning.

"Miss Ethel," he began, "or, Ethel—I mean I've known you long enough to drop the 'Miss,' haven't I?"

She fixed her lovely eyes upon him with a meaning gaze.

"Yes, I think you have," she said. "What prefix do you wish to substitute?"

Two points of view—that of the ecclesiast and that of the sociologist—give weight and interest to the two articles on the startling increase in divorce and its significance, contributed to the *May Century* by Cardinal Gibbons and Prof. Edward Alsworth Ross, of the University of Wisconsin. Both writers see in the rising tide of divorce symptoms of a great evil, which calls imperatively for the vigorous and conscientious effort of society at large.

A rolling stone gathers no moss when it it rolls away from the moss-backs.

Edward Farran, 49 years old, of St. Louis, is a human slate. Letters or figures written on his back with a blunt instrument can be read at distance of 20 feet. Farran is a patient at the City Hospital, where his peculiar ailment is causing general interest. The disease from which he suffers is known as urticaria. It is characterized by a redness of the skin, due to an inflamed condition of the tips of the nerves. It is said to be due to becoming over-heated and then rapidly reducing the temperature of the body.

Letters written on Farran's back with a slate pencil or the end of a match rise in welts and become as white as snow. They remain visible for an hour, and then gradually fade away, or they can be erased with a wet sponge. Physicians assert that he will soon recover his normal condition.

"In the matter of picture post cards I wish people living in small villages were not quite so ambitious," said a gray-headed man to a *Sun* reporter. "When I was young I lived in the

country. I was well acquainted with many villages and small towns in the Middle West. There wasn't a fishing brook or a picturesque pond or a bit of woodland for miles around that I didn't know a good deal better than I have ever known any book. I'd like now to get pictured glimpses of those old spots occasionally. The people living there do remember me and send me messages on postals now and then, but alas for their choice of cards! Instead of pictures of the places I loved they buy impossible daubs representing some corner of the earth thousands of miles away."

"Why is it more women cannot discover the 'secret of success'?"

"Oh, because when it reaches them it is no secret."

Some Milwaukee druggists were "worked" in smooth manner recently by an interesting individual, apparently about 80 years of age.

"I would like to purchase some of your best foreign wines," said George P. Thorpe, distinguished looking, wearing a frock coat, silk hat, patent leather shoes, white hair and beard, as he entered a drug store. Thorpe, in every case, would insist upon sampling two or three different brands, and then selecting a hamper or two, would tell the obliging clerk that he would send his secretary around later for the goods. It was a great scheme, but the old man visited too many drug stores and the police arrested him on the charge of being drunk. In court, Thorpe claimed that he was a scientist engaged in writing scientific articles on various wines manufactured in different parts of the country and that he was in the employ of New York magazines. He was on his way to St. Paul, he said, at the time of his arrest. The judge gave the old fellow one hour to catch the next train for his destination, but cautioned him to keep away from drug stores until he arrived at St. Paul.

"Why do you call it a feminine compliment?"

"Because there is a sting in it."

Here you are! Shirts made of pine needles, gowns made of nettles and boots made of cactus leather! Pine needles from the yellow pine of Oregon, turned into thread, are woven into a coarse fabric to be made into underwear. The ramie of China, grown in this country as well as in Germany, affords a strong washable fabric of a silken lustre, and in France is made into ramie paper and used for bank notes, says the *Harford Times*. And ramie is a sort of nettle. Then, to beat the nettle and the pine needles, comes the cactus, once despised, but now utilized as a fruit and forage plant and persuaded to yield, in addition, rope and leather, a leather as strong as that derived from the horse hide or cow skin. Do not say that all this is marvelous, but throw the credit where it belongs, and it belongs to James Wilson. "Derived industries," he calls them, but the Secretary of Agriculture quietly encourages them, and when you come to think of it you will not wonder that the President kept him in the Cabinet. The old Scotchman may yet encourage some other "derived industries" quite as odd.

Milliner—There, look at that. By tipping the hat a little to the left it makes you look five years younger.

Customer—Can't it be tipped a little farther?

A Home Trader.—A surgeon in a Western town, engaged to perform an operation of minor character upon a somewhat unsophisticated patient, asked him if he were willing to have only a local anæsthetic.

"Snrre," replied the other; "I believe in patronizing home industry whenever you can."

And he meant it.—*Lippincott's*.

A pharmacy law is not always fairly judged by its fruits—especially by those who are compelled to swallow its sour grapes.

The man who wins is the man who can stick to the disagreeable job, do it with energy and vim; the man who can force himself to do good work when he does not feel like doing it—in other words, the man who is master of himself, who has a great purpose, and who holds himself to his aim, whether it is agreeable or disagreeable, whether he feels like it or does not feel like it—that wins.—*Success Magazine*.

## A Crisis.

By Emma Gary Wallace.



The Apothecary was ill. It was typhoid the doctors had early agreed and Madam was hollow-eyed from sleepless nights and anxiety. Fortunately business had been exceptionally quiet and there had been nothing extra doing.

The days dragged wearily by. The crisis was at hand. The anxious woman scarcely dared face the possibility ahead and dared still less to turn away from it. Like a haunting spectre it robbed her of all power to rest, and occasionally there flashed before her the picture of a dull, colorless waste of future time without Him. The lines of suffering on her own face deepened as the crisis neared.

Everything possible was anticipated and done. The doctor had just come and gone, the patient was resting with a competent nurse in charge, and there was relief in action. Madam put on her hat and hurried down to the store for the first time in several days. As she sat at the desk in the tidy little office she wondered at her disinclination to tackle the pile of mail which awaited her. If the next three days were only safely passed she felt that no difficulty could ever daunt her again.

There was a tap at the door. It was Jacques, the head clerk, and back of him stood Timmerman, the next in rank.

"Come in," invited Madam cordially.

"Thank you," Jacques returned. "We are glad to hear that the Apothecary is no worse this morning, but I suppose it will be a long, slow pull. You see, I—that is, we thought perhaps you would—that is to say, you really ought to give us each a slight increase in wages. We are working extra time, and having added responsibility—and we concluded that you would be only too glad to consider the subject of more pay." Jacques looked virtuous, Timmerman ashamed.

"Dee-lighted," Madam responded, gravely looking at his with clear, steady gray eyes.

Jacques did not observe this fact for he was regarding a crack in the floor anxiously, but Timmerman saw, and wondered that he had never before noticed what clear, steady eyes they were. He felt decidedly uncomfortable and wished heartily that he had never allowed himself to be persuaded into this move.

"We thought," Jacques continued, "that you would feel that as the Boss is not likely to be on deck for some time that it would be nothing more than fair."

"To what additional sum per week do you feel that you are entitled?" Madam asked quietly.

Jacques looked at her uneasily. He did not quite understand her matter-of-fact reception of his offer to raise his own wages. It was easier than he had expected.

"Oh, about five dollars more per, would be all right for me," he returned coolly.

"Granted," Madam agreed, "and you, Mr. Timmerman?"

"I'll leave it entirely to you, Madam," Timmerman said, miserably. "I—I—do not quite know whether this is a square deal or not."

Jacques sniffed with audible disdain.

"Did I understand that you wished an increase in your pay, Mr. Timmerman?" Madam interrogated evenly.

Timmerman dropped his head.

"I'll leave that to you," he replied.

"Very well, consider your salary raised twenty-five per cent, or in the same proportion Mr. Jacques has raised his. Is that all you wish, gentlemen?" There was a steely flash in Madam's eyes, although she smiled pleasantly.

Both assented that was all at present.

"May I ask whether you anticipate this as a permanent increase or as temporary additional compensation, during my husband's illness?"

"I've never stood for any cuts, so far," Jacques retorted airily, "and I can command that amount any day."

"I am very glad to hear it," Madam returned dryly.

The men passed out leaving the door ajar. The occupant of the office arose and closed it. For a moment the steely look hardened her whole face strangely. Then she sat down in the big desk chair and laughed softly, although tears shone in her eyes. She was herself again.

"If they can afford to do it," she declared half aloud, "surely I can afford to let them, and anyway nothing matters until the crisis is passed in safety."

The small room stifled her, and at the thought of the loved one hovering so near the Borderland, an indescribable fear tugged at her heart. What had this hour's absence meant?

She had just reached home when the muffled bell sounded. It was Timmerman. His face was very white, but he looked her squarely in the eye.

"May I see you for a few moments?" he requested in a low tone.

"Come in," Madam said simply.

"I have come to tell you," he explained almost vehemently, "that I am ashamed of what I did this morning. I am sorry I was a party to any such proceeding."

"Even if the Apothecary had not been the good friend and counselor to me that he has been, I ought not to have taken such an advantage at this time. I do not want any 'raise.' I couldn't touch that money. I—well, I did not realize how contemptible it appeared until we got into the office. Then it came to me how squarely I had always been treated, and I felt meaner than ever. It sounded plausible enough before."

"Does Mr. Jacques know of your intention to tell me this?"

"He does."

"Does he feel the same?"

"He does not."

"Certainly you are entitled to pay for all overtime work, that is but fair, but frankly, Mr. Timmerman, I had not expected the attitude of this morning. I was surprised. How long have you been with us?"

"Six years."

"Mr. Jacques is to receive notice today that after the present month his services will not be required, will you accept his position at the salary he received previous to this morning? I might add, it is a change that the Apothecary has discussed before his illness."

"But—" Timmerman stammered, with the color flaming in his cheeks.

"You can do as you please, about accepting it, Mr. Timmerman, but there will be a vacancy. One hold-up is quite sufficient. This emergency has shown me two types of men. It has shown me several other things also."

"If Jacques is to go, I shall be glad of the promotion," Timmerman managed to say with a lump in his throat, "and I'll do my best."

"That is all any one can be expected to do," Madam replied gently, "and remember that there is only one thing that entitles an employee to advancement, and that is the proof on his part that he is capable of greater things. If you can fill the head clerkship and show us where our volume of business may be increased or our expenses can be wisely reduced, you will increase our prosperity and have a right to expect a share in it by demanding more pay. If you can neither increase our business nor decrease our expenses, the position as far as money is concerned is likely to be stationary. It should never be a question of how much can I get, but of how much am I worth. The man who would receive more must look to it that he becomes worth more. If you work overtime, you are entitled to overtime pay rather than to a permanent increase."

"Employer and employee must rise together, each one contributing to the increased prosperity, and benefiting by the results. I think you have realized this. The employee who does realize it, is bound to progress, and the employer who recognizes it, is likely to sift his help until he gets the men and women who will help themselves by helping him."

"Perhaps if you would talk to Jacques as you have to me—" Timmerman ventured.

Madam shook her head firmly. "It will be quite unnecessary," she remarked, "our ranks will not be broken, I know of a capable, intelligent young woman pharmacist who will take the place you are vacating."

"Life contains many crises, Mr. Timmerman; they come to us in health as well as in sickness, and it is our duty to live up to the best that is in us every day according to our light and strength, for we never can tell when our measure is being

taken for greater things. I am sure you will do your best, and He would be sure of it, too."

Timmerman wrung her hand without a word. The door closed and down the steps passed a man with a widened vision. A man, who had been little more than a thoughtless, impulsive boy one hour before. A crisis was passed in Timmerman's own life.

## MRS. WOOTEN PRESIDENT OF CHICAGO CHAPTER

**Succeeds Mrs. Thayer After a Very Successful Year.  
Preparing for New Period of Prosperity.**

CHICAGO, April 24.—The annual meeting of Chicago Chapter 2, W.O.N.A.R.D., was well attended. The retiring president, Mrs. Thayer, gave an excellent and interesting resume of her work. The recording secretary, Mrs. Forbrich, read a report filled with good, practical ideas. This was followed by Mrs. Light's report as chairman of the reception committee, and Mrs. Avery's report on behalf of the publicity and promotion committee.

The election resulted as follows: President, Mrs. Thomas V. Wooten; first vice-president, Mrs. George Lenz; second vice-president, Mrs. E. S. Bernard; third vice-president, Mrs. George Moyer; recording secretary, Mrs. F. H. Starr; treasurer, Mrs. Gustave Frank; corresponding secretary, Mrs. William Krizan; chairmen of standing committees: Programme, Mrs. J. M. Light; reception, Mrs. B. A. C. Hoelzer; publicity and promotion, Mrs. Charles A. Redig; visiting and flowers, Mrs. Louise Berger; house and property, Mrs. Wm. W. Klore.

Mrs. Wooten expressed her thanks for the honor and said she hoped for the hearty co-operation of the entire membership. She urged the members to greater activity in the matter of procuring new members and awakening more interest among the women in the drug world to their work as helpmates to their husbands in the highest, best sense of that word.

A vote of thanks was tendered Mrs. Thayer for her painstaking, conscientious work and the gracious, womanly way in which she presided during her incumbency. A similar vote was tendered the hard-working, efficient secretaries, Mrs. Forbrich and Mrs. Bernard. Thomas V. Wooten was thanked for financial and other aid in connection with the card party held February 12.

Refreshments were served. The attention of the members was called to the fact that the next meeting, May 11, will be the last for the season and an excellent programme has been provided. Delegates to the coming convention will be elected at this meeting and the plans of the new officers and committees will be well mapped out and presented for approval.

## Heir to Weightman Millions Honored by the Pope.

ROME, April 22.—The Pope has conferred the title of Marchioness on Mrs. Frederic Cortland Penfield, of New York, in recognition of her benefactions to educational institutions and charities.

[Mrs. Penfield was Mrs. Anne M. Weightman Walker, the winner of the fight begun in 1905 for the fortune left by her father, William Weightman, of Philadelphia, head of the chemical firm of Powers & Weightman. Her first husband was R. J. C. Walker, a lawyer, who died some years ago. She married Mr. Penfield on February 26, 1908, and commemorated the occasion by giving away about \$1,000,000 to relatives and to charity. She has long been a contributor to Catholic charities and educational institutions.—En.]

## Westchester County Pharmaceutical Association.

CHAPEAUA, N. Y., April 24.—The spring meeting of W.C.P.A. was held at Weskora Hotel, Ossining. The attendance was unusually good. Two new members were admitted. Legislative matters were thoroughly discussed, with result that opposition to the Conklin Bill was approved.

Messrs. Schlesinger, Wiesendanger, Russell, McCullough and Farrington were chosen delegates to N.Y.S.P.A.

Propaganda work is occupying much attention by the propaganda committee and results are manifest in many parts of the county.

A resolution in effect that "we as an association are opposed and condemn what is characterized as counter-prescribing" was unanimously approved.

The next meeting will be held July 14.

## Doran's Diamond.

*By Joel Blanc.*



Doran is one of the finest specimens of manhood I have ever seen. Though close to his fifty-seventh birthday, he is as sound as a colt and his two hundred and eighty-five are pounds of stored energy. I never knew him to be sick but once, and of that ridiculously sublime occasion I am about to write. You among my readers who are wives have possibly had experiences at least similar to that of Mrs. Doran.

Doran was always a man after my own heart in so far as that he believed that running a drug store was a business; but he carried his commercialism to the extent of contending that human sympathy had no more right in a drug store than in a boiler factory, that each druggist was inevitably pitted against all other druggists and that sentiment and organizations should be tabooed. Doran's partner is his son Raymond, as fine a physical specimen as his father, and just as good a business man; but Ray is tender-hearted and believes in the interdependence of mankind. The old man says that Ray is "more like mother." What a good thing it is for the world that so many of us fellows are "more like mother."

Considering the above, you can imagine my amazement and concern when, upon entering his store one day, I saw Doran approaching from the rear, leaning heavily upon a cane, a woe-begone expression upon his face and every outward indication of having suffered. My amazement was doubled when he spoke to a woman patron about her sick child and with tear-dimmed eyes expressed his sympathy for her. He had always said that to a successful druggist a sick human being should be the same as a sick horse, and he seemed to live up to that theory. Not that he was brutal, far from it! He was hearty, generous and good-natured; but personal sympathy and real fraternity seemed to be lacking in his character.

While still confused by the appearance and actions of Doran I happened to glance at the son, who stood at the far end of the store. Upon catching my eye Ray proceeded to do a noiseless double shuffle and appeared to be almost strangled with suppressed laughter. Before I could pull myself together the old man greeted me rather coldly and left the store. No sooner had the door closed behind the ponderous father than the equally ponderous son grabbed me around the waist and attempted to teach me a new variation of the Salome dance, while Henry, the clerk, indulged in a series of facial and pedal gymnastics.

"You overgrown kid," I gasped; "I see nothing to laugh about. What's the matter with the old gentleman? He appears to have had one foot in the grave."

"I guess it was diamonditis," said Ray, and thereupon proceeded to let off several thousand horse-power of reserved laughter. "But don't get mad, little man. I did not intend to fracture your wish-bone. Here's a good cigar. Smoke up and I'll tell you about poor daddy's affliction." Ray's story follows:

"Monday night, while at the table, pop took a drink of coffee and it seemed to go the wrong way. For a few seconds he spluttered and coughed and nearly blew his dear old head off. When the coughing ceased he suddenly gave a grab at his chest, screamed with pain and declared that something inside of him had broken. As my beloved dad had never been sick in his life, mother and I naturally commenced to throw fits. I yelled into the store for Henry to telephone for the doctor and then mother and the hired girl and I got pop upstairs. On every step of the stairs and all the time we were getting his clothes off, pop groaned or squealed. First he said his lungs were closing and that he could not breathe. Then it was his heart that was going out of business. At the top of the stairs the trouble was in his stomach and he was sure he had been poisoned and when I was taking off his shoes he busted a blood vessel in his hip—or thought he did. When the doctor

WISCONSIN BOARD'S NEW PRESIDENT AND TWO NEW APPOINTEES TO BOARDS OF PHARMACY.



EDWARD WILLIAMS,  
of Madison.

elected president of the Wisconsin State Board of Pharmacy, is a prominent N.A.R.D. man and is an active member of the Wisconsin Pharm. Association.



MAX FRIEDENBURG,  
of Winfield.

has just been appointed member of the Kansas Board of Pharmacy by Gov. Stubbs. He is a prominent druggist and was president of Kansas P.h.A. in 1906.



WILLIAM R. FORTIN,  
of Pawtucket.

recently appointed member of the Rhode Island Board of Pharmacy, besides being a prominent retail pharmacist, is the inspector of milk of Pawtucket City.

arrived mother was holding one of pop's hands, I had a grip on the other, the hired girl was pressing a hot-water bottle to his feet, Henry was holding smelling salts to his nose and Mose was over in the corner praying to his rabbit's foot. Meanwhile my venerable sire was reminding mother that she was too old to marry again, instructing me how to cash in his life insurance policies and warning me that he did not want any quartette at the funeral to sing 'There is a fountain filled with blood.' So long as he was perfectly quiet there did not seem to be any pain; but the least movement brought a groan or a squeal like that of a stuck pig, and the pain was never twice in the same place. The doctor stethoscoped, tempered and pulsed him, but could find nothing wrong. Therefore he concluded that pop's condition was critical.

"Well, the doctor wrote a prescription and pop insisted upon reading it. It contained a little morphine and the sufferer immediately declared that we were trying to poison him for his money. Then the doctor wrote a prescription for an N.F. preparation and pop declared it was slops and that the M.D. had sold out to the retail druggists' trust. Neither would he take a proprietary, because it was a nostrum and the poor old gent actually commenced to cry and wailed that he was near his end and we might at least let him die naturally. At last we managed to get a bit of dope into him and he quieted down.

"But such a night as we had of it! Pop would no sooner get to sleep than he would make some slight movement, and after each one he would awaken with a scream. And say, he got dotty. He accused mother and me of sticking knives in him, of burning him with hot irons, and so on. Within a few hours he had everything from compound fracture of the left tibia complicated with double pleurisy, to hydrophobia. Then he commenced to call himself names. He said he had been a hard-hearted, cold-blooded cuss and that he was not fit to die. He bade mother farewell about every ten minutes and begged me to forgive him for having been such a crooked parint. He said he had been devoid of sympathy, that all his clerks had been underpaid and that he was friendless, and it served him right and he wanted to make a new will so that he could leave a hundred dollars to the Z.A.R.D.

"About two in the morning he said that he was hungry and would we please give him a little refreshment—his last meal on earth. He consumed about five pounds of bread and butter, cold ham and chow-chow and then went to sleep. I persuaded mother to go and lie down while I watched dad, and as he

had not awakened at dawn I went down to make myself a cup of coffee to brace me up.

"Upon going upstairs I glanced through the doorway to see if pop was still asleep. He apparently was; but just as I was peeping in he turned over and woke up with a howl, and as he did so he put his hand beneath the bed covers and against his hip. When he pulled his hand out he held a tiny coil of gold wire between his fingers. Astonished? Say, I wish you could have seen his face! Pop is not often profane; but gee! he turned the wall-paper yellow that morning. Then he jumped out of bed and commenced to search the closet. Beneath where I had hung his clothes, he found his diamond stud; it had broken, probably when he strained with the first conging fit. The stone had strayed beneath his vest into his trousers, while the spiral had worked through his underclothing and for nearly twelve hours that bit of wire with its two sharp ends had stayed right close to pa, wandered over his anatomy and punched holes in his cuticle—and that was all there was the matter with him. I skipped without being seen and left the pater to think it over. He does not yet know that we are on. Say, he is cute, the dear daddies is. When mother went into the room she found pop considerably improved and he was amazed when she found the two parts of the stud right on top of the bed clothes, just below his chin. He remained in bed two days and I love him for putting up such a beautiful bluff. And it is evident that during those two days he did a tall lot of thinking.

"He really suffered? Of course he did! So did mother and I; suffered intensely—and pop suffered profitably. He always declared that half the ills of life were imaginary and most of the sympathy wasted. Say, he had the imaginings all right and he knows how real they were. He is still keeping up the convalescent bluff, but there is no bluff about the change in the man. He is, as he has always said of me, 'more like mother!'

"He almost cut you, Joel, because, considering the way he has abused the organization, he was ashamed to have you know where he was going. He has gone to the meeting, said he was going to join the Z.A.R.D. and pay ten years' back dues. But God bless dear old dad; the experience was all for the best and all of us will be benefited by his suffering. All those parts of the world o'er which he moves, all those with whom he comes in contact, will be brighter because all of the real tenderness of his being has escaped from its self-imprisonment."

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Ink Eradicator.

(C. W.)—The following formulas have been recommended:

(1)

Immerse blotting paper or a similar material in a hot, concentrated solution of citric acid, roll it into a pencil, and coat the larger portion of it with paper or lacquer. Moisten the eraser with water and rub over the ink to be removed. Drop upon the ink spot a drop of water containing chlorinated lime. The ink immediately disappears.

(2)

Mix equal parts of oxalic and tartaric acids in powder. When to be used, dissolve a little in water. The solution is poisonous.

(3)

Use equal parts of cream of tartar and citric acids in solution with water.

(4)

Thick blotting paper is soaked in a concentrated solution of oxalic acid and dried. Laid immediately upon a blot it takes it out without leaving a trace behind.

(5)

Tin chloride ..... 2 parts.  
Water ..... 4 parts.

To be applied with a soft brush, after which the paper must be passed through cold water.

(6)

A weak solution of chloride of zinc.

(7)

To remove indelible ink (silver nitrate) stains, wet the spot with a solution consisting of five parts each of mercuric and ammonium chlorides in 40 parts of water, then rub lightly with a linen rag.

To remove anilin ink spots, moisten the spot with a strong solution of potassium permanganate; after a few minutes the brown stain produced may be destroyed by a few drops of U.S.P. sulphurous acid. Another method is to dissolve 7 parts of sodium nitrate in 15 parts of dilute sulphuric acid and 500 parts of water; let stand 24 hours. Apply with camel's hair brush; rinse thoroughly.

### Potassium Citrate and Spirit of Nitrous Ether.

(W. C. T.)—In further reply to your query, this journal, April 15, 1909, page 350, L. R. Shidlett, of Woodlawn, Ala., takes exception to the statement that the immiscibility of potassium citrate, water and spirit of nitrous ether cannot be overcome by any method of procedure. He states that a clear solution may be made which will stand indefinitely by first mixing the water with the spirit of nitrous ether and then dissolving in the mixture the potassium citrate.

We would like to hear from other pharmacists on the difficulty arising in compounding the prescription, which is as follows:

Potassium citrate ..... 4 drams.  
Spirit of nitrous ether ..... 1 ounce.  
Water, enough to make ..... 3 ounces.

### Improving the Odor of Witch Hazel.

(B. S.)—Kindly give me a formula for improving witch hazel, as I have about 50 gallons which does not smell so good as it should do.

We know of no practical process which can be used for this purpose. In the first place we know nothing of the probable

cause of the change in odor or condition of the distilled extract. If the sample is of standard alcoholic strength and otherwise conforms to the pharmacopoeial strength it might be, as some one has suggested, subjected to close filtration through animal charcoal, which would modify the odor, the filtered liquid being then mixed with an equal quantity of freshly distilled extract. At the same time the witch hazel with the "off odor" might be kept on hand and used in liniments and the like where the odor would not interfere with the character of the preparation. Some experimenting is necessary to determine what is best to be done under the circumstances.

### Antiseptic Solution.

(J. O. G.)—The best formula of this character that we know of is that printed in the last revision of the Pharmacopoeia. Another formula from an English source and published under the title of "compound spirit of thymol" is the following:

Benzoic acid .....	512 grains.
Sodium bicarbonate .....	512 grains.
Boric acid .....	1024 grains.
Distilled water .....	48 ounces.

Dissolve with the aid of heat. Then add the following:

Thymol .....	160 grains.
Eucalyptol .....	30 minims.
Oil of wintergreen .....	30 minims.
Oil of peppermint .....	15 minims.
Oil of white thyme .....	5 minims.
Rectified spirit .....	25 ounces.

Color with 10 drops of caramel and distilled water to one gallon. After 24 hours filter with fuller's earth. Many other formulas of a similar type will be found in previous volumes of the *ERA*.

### Perfumed Toilet Ammonia.

(A. A. Ltd.)—The *ERA* has published various formulas for so-called "toilet ammonia," one of which may be found in the issue of March 26, 1908, page 293. Here are two others:

(1)

Stronger ammonia water .....	6 ounces.
Lavender water .....	1 dram.
Hard soap .....	10 grains.
Distilled water .....	to make 16 ounces.

(2)

Ammonia water .....	250 Cc.
Green soap .....	120 grams.
Oleic acid .....	10 Cc.
Oil of bay .....	1 Cc.
Oil of rosemary .....	1 Cc.
Oil of lemongrass .....	1 Cc.
Water, enough to make .....	1000 Cc.

Dissolve the soap in 500 Cc. of warm water, and when cool add the ammonia water and the oil; mix by agitation, and lastly add the oleic acid and enough water to make 1000 Cc.

### Ointment of Sulphurated Potassa.

(J. J. B.)—Kindly inform me how to compound the following prescription:

Sulphurated potassa .....	1½ ounces.
Hard white soap .....	8 ounces.
Olive oil .....	8 ounces.
Oil of thyme .....	2 drams.

"Please publish answer under my initials."

This formula is almost identical with those used by Beral, Jadelot and other Continental physicians years ago for a sulphurated soap liniment or ointment in the treatment of scabies and other cutaneous diseases. To compound add about half an ounce of water to the soap, in fine shavings or powdered form, and soften on a water-bath. Stir in the olive oil, then the sulphurated potassa, finely pulverized, lastly adding the oil of thyme. Aerate thoroughly until a uniform soft ointment mass results. As this preparation alters rapidly when exposed to the air, it should be freshly made when wanted for use.

### Greaseless Vanishing Cold Cream.

(F. C. A.)—Three formulas for preparations of this type were published in the *ERA* of January 21, 1909, page 64.

If you would develop your store boys into business men you must be mainly in your treatment of them.

# Original and Selected

## THE LABEL AND THE LAW.\*

By Charles H. LaWall, Philadelphia, Pa.

The most important provision of the Food and Drugs Act of June 30, 1906, and the one which has stimulated more inquiry in the trade than any other clause, is that in reference to branding, which has to do with the regulation of the labeling of foods and drugs which come within the meaning of the Act.

According to the official regulation "the term label applies to any printed pictorial or other matter upon or attached to any package of a food or drug product or any container thereof, subject to the provisions of this Act."

There are two kinds of labels recognized inferentially by the use of the words "principal label" to describe that label bearing all statements necessary to an intelligent understanding of the nature, class and place of manufacture, if given. A secondary or auxiliary label bearing directions for preparing or other similar information, may be placed upon the package, but not in such a way as to be confused with the principal label.

The underlying principle of this portion of the Act is, as has so often been said, based upon common honesty, but as there seems to be so much doubt as to what is or is not allowable, a consideration of the subject in a general way appears desirable.

In the first place, necessary descriptive phrases, such as "artificially colored," "preserved with sodium benzoate," statements of weight or measure, etc., should be conspicuously displayed as any other reading matter, and the subterfuge of printing such statements in microscopic letters or upon an inconspicuous part of the package, as was so often the practice before the passage of the Act, is no longer tolerated.

In the case of imported products, when the principal label is in a foreign language, all necessary information must also be printed in English. Examples of the justice of this interpretation are to be found, particularly in the case of olive oil. Such labels as "Huile a Manger" or "Olio per Insalata," accompanied by the drawing of an olive branch, or some other misleading subject, are no longer permissible.

In the case of imported products, when the principal label is in a foreign language, all necessary information must also be printed in English. Examples of the justice of this interpretation are to be found, particularly in the case of olive oil. Such labels as "Huile a Manger" or "Olio per Insalata," accompanied by the drawing of an olive branch, or some other misleading subject, are no longer permissible, as the former means table oil and the latter salad oil, and in both cases the product consisted of some other oil than olive oil, although offered and sold when olive oil was asked for and desired. This leads to a consideration of the fact that "descriptive matter upon the label shall be free from any statement, design or device regarding the article or the ingredients or substances contained therein, or quality thereof, or place of origin, which shall be false or misleading in any particular. The term 'design or device' applies to pictorial matter of every description, and to abbreviations, characters or signs for weights, measures, or names of substances."

In the case of olive oil no better example could be given of the flagrant violation of this provision, as about 50 per cent of the adulterated samples collected two years ago in Philadelphia, many of which consisted wholly of cottonseed oil, contained illustrative descriptive matter to deceive the purchaser into the belief that it was made from olives, and I have no doubt that the judicial determination of the matter would result in the prohibition of the use of such trade names as "premier," "superior," "superfine," "extra," "XXX," "alpha," etc., when used in connection with second-grade products, as is often done, even at the present time.



Prof. CHARLES H. LAWALL,  
Philadelphia, Pa.

A cereal food product, for some time sold as "Elijah's manna," with a picture of the venerable patriarch being fed by ravens, has had its name changed to one that is not calculated to deceive the purchaser into the belief that the firm supplying it obtained the article in some miraculous manner.

"An article containing more than one food product or active medicinal agent, is misbranded if named after a single constituent." This prevents the use of such a term as "castor oil pills," unless the principal therapeutic agent is castor oil. The interpretation of the law provides also that in the case of drugs the nomenclature employed in the U.S. Pharmacopoeia and National Formulary shall obtain. In connection with this provision, attention may properly be called to the use, or rather common misuse of the word "compound," which has been employed as an immunizing term by many manufacturers and dealers, in such an elastic manner that it means little or nothing, and the better class of manufacturers are abandoning it altogether, except in such instances as official preparations when usage makes it right.

A very important instance of the misuse of this word "compound" came under the writer's observation soon after the passage of the Act. A certain wholesale liquor dealer was so anxious to avoid prosecution or even criticism, that he had stickers printed bearing the word "compound," which he affixed to every bottle of goods in his place, even "cheap" goods, which had been guaranteed to him by the manufacturers. Several of the latter, when they discovered what was being done, raised such strenuous objections, that the dealer was compelled to go over his stock and remove the stickers from all bottles to which they did not properly apply.

The word "compound" is only permissible when the food or drug mentioned specifically by name is present in a preponderating amount by percentage in weight or volume or in medicinal effect. This is a fair interpretation of the law, and in order to effect conformity it will be necessary to change the names of several of the N.F. preparations where this principle is violated.

The word "artificial" is another which has been misused in the effort made by manufacturers to avoid the use of the correct terms "imitation" or "substitute." These latter certainly express the true state of affairs, but the truth is not always relished by the person who is trying to sell the goods. One instance when the use of this word was advantageous was seen in the slim sections of Philadelphia, where penny soda water is sold made from syrups flavored with artificial esters in imitation of the natural flavors. After a crusade several years

ago to prevent the sale of these products under the name of the pure fruit syrups, the dealers put up signs over the soda fountains as follows: "All of our syrups are guaranteed to be artificial," and a thriving business was soon re-established among the foreigners, who thought that this was a mark of superior excellence.

There are three classes of dealers or manufacturers who must be considered in connection with the interpretation of the label. First, there is a large and growing class who are desirous of having their labels tell the truth, and the whole truth, and who spare no trouble to conform to the exact provisions of the law in this respect, which is not always such an easy matter, as will be explained later on.

Second, there is a class, diminishing in number, who exert every effort to conceal the truth, so that the actual nature of the product is kept secret as far as possible. Third and last, there is a small class who label their products in a non-committal manner admitting of varying interpretations. An example of a firm making deliberate misrepresentations is found in the case of the one putting on the market "digesto coffee," which for a long time was sold as "coffee, with all the tannin and caffeine removed," although the palpably mendacious statement has since been somewhat modified.

Another example was observed several years ago in Phila-

\*Proceedings of Pennsylvania Pharmaceutical Association.

delphia, when a house furnishing colors for bakers and confectioners, put up a package of a substance intended for coloring cake icing in imitation of chocolate, marking it so that, according to whether you read it horizontally or vertically, it read, "chocolate paste-brown color," or "chocolate brown-paste color." It also bore the words "mineral brown" in minute letters on an inconspicuous part of the label. Another and smaller firm purchased a can of this material for jobbing purposes and relabeled it simply "chocolate paste," were prosecuted and fined for violating the law, and in turn entered civil proceedings and tried to collect damages from the first firm for misleading them in regard to the character of the product.

The best way to clear up some of these difficulties is to make specific examples and discuss them, and as the same principle applies to both, food and drug products will be taken up indiscriminately. Take, for instance, the product known as "black antimony." It is a worthless mixture of coal dust and earthy matter, which has been long sold in the trade for veterinary purposes, and which is still sold under that name by some dealers, with the information prominently given upon the label that "This preparation contains no antimony nor any compound thereof." This is certainly a sincere effort on the part of the dealer to do all in his power to warn the trade of the nature of the product, and yet, by a strict interpretation of the spirit of the law even such a label is illegal. The better way would be to discontinue absolutely, the sale of an article which everybody knows is worthless, although it might be more properly labeled "coal dust, formerly fraudulently called black antimony."

"Oil of sweet almonds, so called, made from peach kernels," is another example of the same kind; it might just as well be labeled and sold as "oil of peach kernels" without explanation.

Wines are now being designated as "types," such as Port type, Tokay type, etc., the specific names being understood to properly apply only to those products where the geographical origin agrees with the recognized names.

The word style is also used in a similar sense in "Boston style baked beans" and "Frankfurter style sausages," etc. That this provision is being enforced was recently shown by the detaining of a transatlantic liner at the moment of sailing because of a consignment of so-called "Bavarian beer" which was wrongly marked as to its place of manufacture.

In the potted meat industry we have an instance of the effect of the observance of the law, in the changing of the label without making any change in the identity or quality of the product. "Potted chicken, potted tongue and potted ham are now labeled "potted meat, chicken flavor," "tongue flavor" or "ham flavor," according to the kind, and the additional statement is made declaring the presence of cereals.

The host of imitation jellies are now correctly labeled, and it is common in the cheaper grades to see such labels as "apple jelly, currant flavor, artificially colored," to describe a product which several years ago would have been sold as straight, pure currant jelly.

Vinegar affords the dealer who belongs to the non-committal class a good field for his labors, for in spite of the State laws in some commonwealths, requiring the package to be plainly marked as to whether it is a distilled or a fermented product, together with the origin if it belongs to the latter class, there is much that is sold by the misleading terms "white vinegar," "white wine vinegar, so called" or "pickling vinegar," all of which would deceive the ordinary purchaser.

As regards corn syrup, the Federal authorities have sanctioned the above term to describe the product commercially known as glucose, and the principal manufacturers of this delectable substitute for cane sugar syrup, while they are careful enough to keep within the law as regards the label on the package, are using misleading illustrative matter in their newspaper advertising as applied to the product, showing the picture of an ear of corn, for instance, accompanied by the phrase "all the flavor and sweetness of the corn," as if the flavor and sweetness really did come from the corn, when it is a matter of common knowledge that the product is prepared not only from the starch of the corn, but that the husks, cobs and all cellular tissues may also be employed, and it certainly would have been preferable to have authorized the use of the words "cellulose syrup," as correctly descriptive of the product now known as "corn syrup." Certain it is that nine out of ten consumers, when asked as to their ideas of what corn syrup really is, would reply that it is a syrup made from corn, as

maple syrup is made from the maple tree, cane syrup from the sugar cane, or sorghum syrup from the sorghum plant, and when such a state of affairs exists it is a deception, and therefore a violation of the spirit of the law.

It is in connection with some of the pharmaceutical products, however, that the greatest difficulty occurs. Take, for instance, the following: A bottle is labeled "chloroform liniment; each fluidounce contains 60 minims of chloroform." While this clearly states the undoubted facts in the case, it is a direct violation of the law, for the official name "Chloroform liniment" is used, and no adequate warning is given the intending purchaser of the deviation from the official strength, which should be 144 minims to each fluidounce. The correct way to label such a preparation in conformity with the Federal law would be to say: "Chloroform liniment containing less than half the amount of chloroform than the U.S.P. liniment," or "containing about 41 per cent of the amount of chloroform required by the U.S.P.," or in some similar intelligible manner indicating the exact nature of the deviation from the official formula, for the label first mentioned would be accepted by every purchaser as an evidence that it was full standard strength. A prominent wholesaler recently found it impossible to obtain phosphoric acid that complied with the U.S.P. test for heavy metals, and therefore labeled packages sent out as follows: "Phosphoric acid. This product contains a slight excess of heavy metals by the U.S.P. test, otherwise U.S.P. strength and quality."

A very peculiar condition arises in connection with such products as tincture of vanilla or tincture of Jamaica ginger, where there is a deviation from the alcoholic strength of the menstruum directed by the U.S.P., although the full official quantity of the drug may be used. In such cases, the resulting preparation may be quite equal to the official preparation in quality, and yet it would be illegal to designate it as U.S.P.; it seems to me the only fair method would be to make the following statement clearly: "Tincture of ginger; made with a menstruum containing 10 per cent (or 20 per cent, as the case might be) less alcohol than that directed by the U.S.P.," and where there is any deviation in the quantity of drug used it should also be plainly stated as "tincture of ginger, one-half the U.S.P. strength," for while labeling of the actual strength might be literally correct, it would, as in the case of the chloroform liniment mentioned above, mislead the purchaser into the belief that there was no deviation from the official strength.

It is unfortunate that the U.S. Pharmacopoeia, 8th revision, has not included more of the synonyms for commonly used substances in the body of the work, such as essence of peppermint, essence of ginger, extract of vanilla, etc. The latter preparation particularly, almost is never used in medicine, and the relation of the formula of the Pharmacopoeia leads to all kinds of misunderstandings and complications. Under the Federal Act it is not proper to call an article "extract of vanilla" unless it is made from vanilla bean only, and of a certain specified strength. It is allowable to sell extracts made from vanilla and coumarin, however, if they are designated as "vanilla substitute flavoring," "imitation vanilla flavoring," or some other similar intelligible title, and there is no doubt, that as there are many consumers who prefer the flavor of the imitation articles, there is a large market for a properly labeled article, but it certainly is unfair to put such a product up and call it "Mexican vanilla compound" or some other misleading title.

Another difficulty, probably greater even than with the pharmaceutical products, is encountered in the handling and selling of such food products as are often sold without a label, frequently in containers brought by the purchasers, such as table syrup, vinegar, etc. Just as palpable a fraud is perpetrated upon the consumer who goes to the grocery store and asks for a quart of molasses or of cider vinegar, and who has delivered to him a quart of glucose or of diluted acetic acid colored with caramel, as though the package were plainly labeled, and at some future time the laws will doubtless provide for such contingencies in some adequate manner.

In summarizing, it may be said that if you are in doubt as to the exact status of a label on one of your products, place yourself in the position of a prospective customer who knows nothing of the product, and see if it conforms to the requirement of affording such a customer an adequate idea of the nature, class and quality of the article without any misconception whatever. If it answers this requirement you may be sure that you are right and may safely go ahead.



# ADVERTISING for DRUGGISTS

## ARRANGING WINDOW DISPLAYS FOR SUMMER.

**Light Line Effects Solve Problem Due to Small Windows and Produce Attractive, Catchy Effects.**

Various schemes have been devised to display goods in show windows during the season of the year when flies are bothersome, and this is considerable of a problem in stores having small windows or windows in which a banked display would obstruct needed light. To overcome these difficulties a trim like that devised by W. P. Herbst, of Washington, D. C., has



proved not only satisfactory for the purpose, but it aided greatly in the disposal of a gross of rubber combs.

The general character of this display is shown by the accompanying illustration. In preparing this trim tacks were driven around that part of the window frame which separated the main part of the window from the transom and at a corresponding height in the back casing, the tacks being six inches apart. From these tacks, across the window in both directions, was tightly stretched No. 36 soft iron wire. The wires were woven under and over each other so that they formed a firm network of six inch meshes. Where the window ceiling is of wood or other material into which the tacks may be driven in six inch squares without damage to the ceiling,

the network of wire may be omitted.

To each intersection of the cross wires a wire was fastened of sufficient length to reach within a few inches of the window floor, the hanging wires being thus separated by intervals of six inches. Upon these suspended wires the combs were hung. By passing the wire between the first and second tooth at one end of the comb, stretching it downward and then passing it back between the last and next to the last tooth, the weight of the comb gave the thin wire such a tension that the comb remained in place without coiling or knotting the wire around the comb. Three or four combs were hung upon each wire and as they were at irregular distances upon the nearly invisible metal threads the window appeared to hold showering combs. Upon the bottom of the window combs were strewn, and a show card announced the bargain price. The display consumed six spools of No. 36 wire, costing 30 cents per dozen spools.

### A Trellis of Brushes.

Wires arranged in the manner just described may also be used for tooth-brushes, sponges and other light articles. With

proper care a really beautiful display of tooth-brushes may be made in the following manner: Across the rear of the window, near the ceiling, fasten a stiff strip of wood into which a row of tacks have been driven at intervals of six inches and in the exact center of the window floor place a strong screw-eye. Run a taut wire from each tack to the screw-eye. When arranged the wires will radiate from the screw-eye like ribs of a fan. Across these wires fasten tooth-brushes in the formation of ladder rungs. The result will be a fan-shaped trellis of brushes. Over this trellis, in and out among the brushes, run a light artificial vine of smilax, or other small leaves or small flowers, such as violets, may be used. Be careful not to use enough vines or flowers to hide the brushes or give the display a solid appearance. The beauty of the display depends largely upon its airiness. Display tooth preparations upon the floor of the window with vines lightly twined around them.

### The Web.

For the following, fine brass or fanned wire should be used. Bright broom wire answers nicely. Run wires from the top, bottom and sides of the window so that they can cross exactly in its center. If the sides of the window are of glass, run two heavy wires from the floor to the ceiling, one at each side of window, and fasten the radiating wires to them. Weave circles of wire in and out among the radiating wires until the general appearance is that of a spider's web. This web may be used for several attractive displays. An illustration of a pretty female head may be cut from a calendar and fastened over the center of the web, and then at the intersections of the web fasten brilliantly labeled, small bottles of perfume or cakes of

soap. Fasten a candy box at the center of the web and over the web display pictures of heads of children, men and women, such as may be cut from show cards and calendars. Place the picture of a baby's head at the center of the web and round about it fasten nipples, teething rings, pacifiers and other infant goods. Do not cover the web too thickly with any goods.

### The Balancers.

Stretch five or six wires across the window at about 18 inches from the floor. Take a large cork and into each side of it force the blade of a pocket-knife, manicure implement or other pointed article. Stick these articles into the corks near the bottom and at an angle of 45 degrees. Into the

bottom of the cork force two pins nearly to their heads and just far enough apart for the taut wires to go between them. If the articles forced into the cork are of sufficient weight, the cork will, when placed upon the wire with wire between the pins, balance like a tight-rope walker and the vibrations of the building will keep the display slightly moving at all times. If desired, butchers' skewers may be stuck into the cork and light toilet articles hung to the lower ends of the skewers by means of short pieces of twine. Added attractiveness may be secured by brightly painting the corks and skewers and sticking small feathers in the tops of the corks.

Those who possess the necessary ingenuity and time may carry this balancing idea farther by using three corks instead of one, fastening them end to end with glue, drawing faces on the top corks and then dressing the cork and skewer figures in gaudy robes of crepe paper in imitation of Japanese acrobats.

#### "Siftings."

Take a strong iron hoop, such as that from an oil or alcohol barrel. Stretch wires across it so as to form a sieve with two or three inch meshes. Cover the hoop with ribbon of crepe paper and suspend from window ceiling or stand upon paper-wrapped legs upon window floor.

Upon top of this sieve place a few of the articles that are to be displayed, such as tooth-brushes, soaps or other small goods. Arrange the goods so that they will appear to be sifting through the meshes and place a pile of similar articles beneath the sieve. Use a large show card with lettering similar to the following: "SIFTINGS. We have sifted out our

tooth-brush stock and taken therefrom all the small lots and such goods as may be slightly soiled, but otherwise perfectly good. On these siftings we have sifted out the prices also and offer them to you at a figure less than their original cost. Come in and look them over."

#### "Skiddoo!"

Stretch a few wires across back of window and upon these, with small bits of wire fasten tooth-brushes, combs or other small articles so as to form the figures "23." Below this display more of the goods and the following card: "SKID-DOO! 23 for ours. We've got to get 'em out. Bought too many of these. Prefer their room to their company. Yours for 23 cents each. I usually sell for double the money."

#### Floral Shower.

Arrange wires as described for comb display. Cut a large number of three-inch squares of crepe paper. Use several brilliantly contrasting colors. Gather each piece in the center so as to form a small bow. Fasten at intervals along wires by twisting the wires around the centers of each piece. Arrange irregularly with colors alternating. On the floor of the window arrange a light display of brilliantly wrapped toilet or other goods. Allow sufficient length to the wires to permit the bits of colored paper to touch and lightly trail over the displayed goods.

If you wish to display a single odor of perfume, or soap or goods of single flower name, use a corresponding color of paper only, thus: White for white rose, violet for violet, red for carnation, yellow for golden rod, and so on.

### ILLINOIS PHARMACIST WINS \$10 CASH PRIZE OFFERED IN THE ERA'S COMPETITION THIS WEEK.

In the ERA's Prize Competition this week the judges have awarded the \$10 cash prize in Contest No. 1 to J. Earl Taylor, Ph.G., of Dr. J. A. Taylor & Son, Gridley, Ill., for a particularly good paper upon the systematizing of the care of show windows in drug stores and containing some suggestions which ought to prove of value to a large number of our readers. His contribution follows:

#### "System" of "The Care of the Show Window."

By J. Earl Taylor, Ph.G., Gridley, Ill.

System is a word we often flit by, failing to do justice to the value represented by it. By system, its application or omission, shows our profession become a success or a failure.

We should appreciate its value in every turn of our business if we aim to be with the leading pharmacists of the day. Not only to one line, but to all lines, does system apply. In cleaning up, in buying goods, in salesmanship, in the general conduct of our business, in all these, system is absolutely essential.

In the care of the show window arises a need for system that becomes more and more apparent as the results of our efforts show in a material way. The system to which I refer is that of the care of the show window regarding the definite planning ahead for displays to be made. Now, a plan that proves good in one store cannot be laid down as an unchangeable rule for another business. It may be equally effective in another store. Yet in a general way, the good ideas of one system may be applicable to a large number of stores if modified by one's own experience and adapted to one's special case.

"What shall I use as a trim today?" To be forced to this question shows a lack of systematic planning. Such procrastination—making the plans and the display at the same minute, leads to a sad end. Time has not been used to the best advantage. Never ask yourself such a question for it denotes negligence and spells failure.

Prepare ahead! Live up to a financial success. A man, by honest means, can no more attain wealth at a bound than he can expect results in a minute if he is careless or indifferent to such a valuable silent salesman as his window display. Plan ahead. Systematize your work, be up and doing! Think for yourself and if your business does not give you time to execute ideas you may easily delegate the details to your assistant.

For the sake of the busy man, I outline a calendar of window displays that may be used as a basis for future work. I have many times added to the list as necessity demanded, or as the wisdom of necessity required. The following table,

kept in a convenient place, may be found of considerable service. It is composed of articles that will suggest displays applicable to your locality and adapted to your special trade conditions:

January.—Cold cures, cough medicine, chamomile, hot water bottles, stationery, toilet articles, post cards.

February.—Cough medicine, cold cures, lozenges, toilet articles, Washington's Birthday pennants, arm bands and pennants.

March.—Base ball goods, Easter trim, perfumes, marbles, St. Patrick cards, spring tonics.

April.—Stock food, blood medicine, ball goods, April Fool goods, paints, oils, brushes, varnishes, house cleaning necessities, ammonia, disinfectants, borax.

May.—Spring medicine, household necessities, post cards, sporting goods, souvenir books, photograph supplies, high school trims.

June.—Graduates, paints, tooth brushes, foot powder, talcum, brushes, stationery, high school class window, post cards, fishing tackle, flags, bunting.

July.—Fourth. Trim, flags and bunting, bandages, tapes, court plaster, liniments, talcum, fly poisons, stock foods, baby articles, post cards, sulphur.

August.—School supplies, sundries, diarrhea medicine, toilet articles, fly paper, foot powder, mosquito lotions.

September.—Corks, spices, household needs, cleaning sundries, school supplies, post cards, Labor Day pennants.

October.—School supplies, paints, toilet articles, combs, brushes, foot ball goods, sheet music trim.

November.—Hand lotions, rubber goods, hot water bottles, syringes, Thanksgiving trim, stock foods, post cards, magazines.

December.—Christmas trim, New Year's display, stationery, books, magazines, post cards, hair brushes, hot water bottles, rubber gloves, soaps, bath powder, decorations for Christmas, tissue paper, novelties, crepe paper stickers, music supplies.

There are many other things to be added to these lists, such as special day trims, birthdays of great men, fair days, county fairs, lodge conventions, class meets, etc., all of which demand special attention.

You should have your window displays decided upon at least a month ahead. The ease with which the material will come to hand and the way details will work themselves out, if given the time to mature, will surprise you. Whereas, if you leave the display until the last moment everything will go wrong and your ineffective window will cost you double worry and work that it should.

Learn to systematize your work, plan ahead and the work of the show window will become a pleasure.

## PERSONAL MENTION

—JOHN A. STEVENS is a new Sharp & Dohme Chicago salesman.

—ROBERT H. BLUE is now representing Sharp & Dohme in West Virginia.

—EUGENE F. CORDELL is now on Sharp & Dohme's Baltimore city sales staff.

—DR. A. F. HERRING is now doing detail work for Sharp & Dohme in Chicago.

—GRANDIN V. JOHNSON, of Sea Side, N. J., was a caller upon the trade in New York City last week.

—W. B. KAUFMAN, head of the importing department of Parke, Davis & Co., is still on the sick list.

—GEORGE CHANDLER, of the Sisson Drug Company, Hartford, Conn., was a New York City visitor last week.

—J. Y. MURPHY has accepted a position with Sharp & Dohme and is representing the house in South Carolina.

—W. J. LESAULNIER is now calling on the trade and doing detail work in Indianapolis and Central Indiana for Sharp & Dohme.

—OSCAR PAUL has accepted a position with Sharp & Dohme as salesman in Kentucky, with headquarters at Louisville.

—J. E. FELTS, of Melbourne, Ark., was a recent visitor at Little Rock, where he heard William Jennings Bryan deliver an address.

—ANDREW SILVERTSEN has just been added to Sharp & Dohme's selling force in Minnesota, with headquarters at Minneapolis.

—PETER DALEIDEN, formerly in a Sheboygan, Wis., pharmacy for some time, is now located at the Hipke drug store at Center, Wis.

—A. M. KING, with Sharp & Dohme, has recently been appointed to the Ohio territory formerly covered by W. J. Shrader, who resigned.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, has returned from a business trip to Grand Rapids, Mich.

—GUY SMITH, a popular drug clerk, formerly with F. W. Herbst, of Columbus, is now traveling for Sharp & Dohme in central and southeastern Ohio.

—HENRY HEIDENSEN, formerly connected with the Hollister pharmacy at Madison, Wis., is now located with the O. O. Melas drug store at Stoughton, Wis.

—L. H. HOAGLAND, proprietor of the Van Duersen Pharmacy, New Brunswick, N. J., called upon friends in the New York City wholesale trade last week.

—GEORGE HOBKLY, formerly with the Daniel R. Jones pharmacy, of Milwaukee, is now associated with the Kamps & Sacksteder drug store at Appleton, Wis.

—DR. AND MRS. LOUIS P. RITTMANN, of Philadelphia, are home again from a 15 days' visit to the Bermudas. They brought many rare specimens of coral, etc.

—HARVEY LICHTENWANER, manager of the Sanitarium Pharmacy at Battle Creek, Mich., was a recent visitor at the Milwaukee Drug Company's establishment.

—J. ELLWOOD LEE made the high total in the matches last week of the Philadelphia Wholesale Drug Bowling League. His scores for three games were 202, 181 and 200.

—WILLIAM RACHUE, well known traveling salesman, formerly with the Roemer Drug Company, of Milwaukee, is now with the Daniel R. Jones pharmacy at Milwaukee.

—PERCY SHARP, ex-president of the Wisconsin Pharmaceutical Association, was a recent Milwaukee visitor. Mr. Sharp is a well known druggist at Oconto Falls, Wis.

—ERNEST J. MCCILLIS has become registered pharmacist in Charles L. Eddy's drug store in Franklin, N. H. Herman Morrison also has accepted a position in the same pharmacy.

—DR. HENRY H. RUSBY, president-elect of the A. Ph. A., was the guest of honor and principal speaker at the spring meeting of the Hudson River Schoolmasters' Club at Albany last week.

—J. H. BARLOW, formerly N. A. R. D. organizer in Pennsylvania, but now the local representative of the Philadelphia Association of Retail Druggists, was a Washington visitor a few days ago.

—L. O. GRINNELLE, of Grinnelle & Schanck, Allenhurst and

Lakewood, N. J., was a caller in the New York City wholesale trade last week buying supplies for the coming season at Allenhurst.

—R. E. DOOLITTLE, Chief of the United States Pure Food and Drug Laboratory, of New York, is in Nashville, Tenn., superintending the installation of the new laboratory in the Custom House in that city.

—DR. LYMAN F. KEBLER, chief of the Drug Laboratory, Department of Agriculture, Washington, D. C., was a visitor in New York City during the fore part of this week, fulfilling some business engagements.

—J. F. MINNICH, head of the local sales department of the J. S. Merrell Drug Company, St. Louis, has returned to his desk from Chicago, where he spent a week, having been called there by the death of his brother.

—IRA ANTONIDES, Jr., of Atlantic Highlands, N. J., was a New York City visitor last week. Mr. Antonides reports that the business men of the Jersey coast resorts are optimistic on the outlook for the coming season.

—COL. A. H. HOLLISTER, of the Hollister Drug Company, and manufacturer of Rocky Mountain Tea, Madison, Wis., has been elected a director of the Forty Thousand Club, an enterprising commercial organization of Madison.

—W. J. WORTHING, who for years has represented Sharp & Dohme in West Virginia, has been transferred to Ohio, with headquarters at Toledo. He now covers the territory formerly looked after by R. E. Richey, who has resigned.

E. H. WOFFE, of the Wolff-Wilson Drug Company, St. Louis, has just purchased a building lot in Waterman avenue, near Union boulevard, in the heart of the residence district of that city, and has announced that he will build there a \$300,000 residence.

S. H. CARRAGAN, assistant manager of the New York branch of Parke, Davis & Co., distinguished himself on the links of the Dyker Meadow Golf Club last Thursday in the first game of the season held by the Drug and Chemical Golf Association.

—P. E. HERMAN was the unanimous choice of the field men for the position of district sales manager for Sharp & Dohme in Ohio and Kentucky, made vacant by the death of Frank N. Pike. Mr. Herman is a deservedly popular salesman among the druggists in his territory.

—O. V. WILLETT, who has been with Showers & Phillips, Elizabethtown, Ky., for the last four years, has been compelled on account of ill-health to go to Louisville for medical treatment, after which he will probably go West to locate. He is succeeded by J. H. Woodbridge, of Clarkson.

—H. C. LANSINGER, for several years in charge of the advertising and publishing departments of Dr. D. Jayne & Son, Philadelphia, has resigned to engage in the printing business. J. Maxwell Bullock, the general manager, will answer inquiries in the future in the departments mentioned.

MISS MALEY H. SELDON, of Fond du Lac, Wis., was one of the successful candidates granted a registered pharmacist's certificate at the recent State examination held at Madison. Miss Seldon was formerly employed at the Theimer Pharmacy and at the Krumer drug store at Fond du Lac, and of late has been attending the School of Pharmacy at Marquette University.

FRIEDRICH GRUNSWALD, well known in the drug trade and formerly connected with Parke, Davis & Co., as representative in Baltimore, arrived in New York City last Monday from Colon, where he is engaged with the Panama Railroad. Mr. Grunswald is renewing acquaintances in New York City this week and intends also to spend a week in Baltimore before returning to the Isthmus.

—J. AREDEAS, city salesman for J. S. Merrell Drug Company, St. Louis, is chief promoter of one of the strongest amateur base ball teams of that city. The team is the central attraction of young men's club Mr. Aredeas had devised and is strictly an amateur organization, the players all living in the Compton Heights neighborhood and they play ball for the love of the sport and without admission fee to their games.

—ERNEST CARBONNE, a prominent Philadelphia druggist, was considerably surprised when he went to meet his wife, who was a passenger on the Holland American liner Rivindam, from Rotterdam to New York, to learn that on the voyage twins were born to Mrs. Carbonne. Both the mother and the little ones were able to greet the surprised husband and father at the dock. After spending a few days in New York, the happy family returned to Philadelphia.

## WILL SEND DELEGATES TO A.M.A. MEETING.

Secretary of Section on Pharmacology Asked by Baltimore to Make Program Interesting to Pharmacists.

BALTIMORE, April 24.—At the last meeting of Baltimore Branch of the American Pharmaceutical Association, M. S. Schimmel read a paper on National Formulary preparations, with special reference to elixirs, and William J. Lowry addressed the branch on granular effervescent salts.

Resolutions authorizing the president to send five delegates to the meeting of the Section on Pharmacology of the American Medical Society when it meets in Atlantic City in June, was adopted, and the president was also directed to urge that as many druggists go from Baltimore as can get away, the purpose being to show appreciation of the courtesy and to establish closer relations between the physicians and druggists. The secretary was instructed to communicate with the chairman of the Section on Pharmacology and request that in arranging the program the latter be made as interesting for pharmacists as possible. An effort is also to be made to have the section arrange a special session for the druggists, at which physicians and druggists can meet jointly.

Secretary Charles L. Meyer feeling indisposed Dr. H. P. Hynson made a report on the visit of Baltimoreans to the recent meeting of the Philadelphia Branch. Mr. Lowry, who is vice-president and chairman of the executive committee, presided.

The following was offered by Professor Hynson for discussion at a future meeting of the branch and for discussion at the coming meeting of the Maryland Ph.A.:

Resolved, That it is the sense of the Baltimore Branch of the A.P.A. that the Ninth Revision of the U.S. Pharmacopoeia should not contain formulas for compound preparations and should present matter relative to simples and preparations of simples, only; that the National Formulary should contain only such formulas for compound preparations as are consistent with prevailing advanced knowledge of chemistry, pharmacology, pharmacy and therapeutics and that all titles therein contained should be true to content and in accord with accepted medical and pharmaceutical ethics. It is further

Resolved, That the parent body be requested to consider the advisability of publishing a General Receipt Book, with frequent supplements to contain all formulas dropped from the U.S.P. and N.F. and such other formulas as may be useful to pharmacists.

## \$1000 Verdict for a Girl's Finger.

A jury before Judge Schmeck in the City Court, New York City, recently returned a verdict in favor of Betty Abrams for \$1000. The verdict represented the value the jurors placed upon half of the first finger of the right hand of the girl. It was against John M. Halper, formerly a druggist at 140th street and Lenox avenue. Goldwater Brothers now occupy the store and are in no way concerned in the litigation.

In her complaint the plaintiff set forth that on August 24, 1904, she went to the defendant's drug store to buy a solution of carbolic acid, with which to bathe an injured finger. She said that she asked for a 2 per cent solution and that when she dipped her finger into the acid her hand was badly burned and that it became necessary to have her forefinger on her right hand amputated at the second joint.

Mr. Halper denied any responsibility for the plaintiff's injuries and set forth that whatever injuries she sustained were due to her own carelessness.

## Verdict of \$8464 for Prescription Error.

Mrs. Mary Edith Dreyer, of Bronx Borough, New York City, wife of August Dreyer, a hat and cap manufacturer, was given on Monday a verdict of \$8000 against Edward F. Miller, a druggist, of Tremont avenue, as damages for a mistake in the dispensing of two prescriptions. Mr. Miller was also mulcted of \$464 in a suit brought by Mr. Dreyer, being the amount of the doctor's bill he had to pay for treatment of his wife.

## Druggist Garver Sues for \$15,000 Damages.

BLOOMINGTON, Ill., April 24.—Christian Garver has filed a suit for \$15,000 damages against the Bloomington & Normal Railway & Light Co. for injuries received by being struck by a car on December 12. Mr. Garver received injuries from which he has not recovered. He was confined to the house for some weeks and is still walking with a cane as a result of the fall.

## COL. LOWE'S FRIENDS CELEBRATE 50TH YEAR.

Friends Banquet Popular New Englander and Present Him With a Solid Gold Hunting Case Watch.

BOSTON, April 24.—Covers were laid for 50 guests tonight in the large dining hall of the Hotel Plaza at the complimentary banquet to Col. John W. Lowe, Boston representative of Eli Lilly & Co., of Indianapolis, and the purpose of the banquet was the celebration of the 50th birthday anniversary of the guest of the evening. L. E. McCusick, of the Carter, Carter & Meigs Co., presided, and during the four hours which followed the first course of the excellent dinner fun and merriment was at a high pitch. It was wholly a stag party, yet to show that Mrs. Lowe was not forgotten the committee sent out to the Lowe home in Roxbury a beautiful bouquet of roses.

Speaking was informal, but everybody told how much they thought of the genial, lovable qualities of the guest, and the words came both from those who were his rivals on the road in the Massachusetts district, as well as from his regular customers by whom he swears, as they swear by him. Among the letters of regret read were one from Senator Blakeslee of New Haven, and C. J. Lynn, of Indianapolis.

Then came a surprise and a gift for the guest of the evening, in the presentation of a solid gold hunting case watch, inscribed: "Presented to John W. Lowe on his 50th birthday by M. P. Gould and Byron C. Gould, 1909." P. J. Hartley, who is associated with Col. Lowe in the Boston district, was chairman of the committee which organized the testimonial.

## UNITED CIGAR STORES CO. IS EXPANDING.

New Corporation Being Formed to Secure Capital to Extend Operations—Millions Already Invested.

Regarding the formation of the Corporation of United Cigar Stores this statement was given out recently at the general office of the United Cigar Stores Company, 44 West 18th street, New York City:

"The determination of this enterprise practically to double the number of retail cigar stores operated by the company throughout the country has made necessary the organization to be known as the Corporation of United Cigar Stores. To accomplish this end largely increased capital will be required, as well as an infusion of new blood in the management of the stores.

"During the last three years of the eight years of existence of the present company real estate investments involving many millions of dollars have been made, either in the outright purchase of desirable property or by long term leases.

"The incorporators in the new company are George J. Whelan, president of the United Cigar Stores Company; Elliott Everett, secretary of that company; Louis Biel and Frederick A. Whelan, vice-presidents of the company, and A. B. Duke."

## Laboratory Equipment Fund Benefit a Success.

PHILADELPHIA, April 24.—With 160 persons in attendance, the entertainment given recently for the benefit of the equipment fund of the laboratory of the food and drugs course of the Philadelphia College of Pharmacy, was a great success from a financial as well as a social standpoint. The majority of the participants were identified with the retail drug trade, while the popularity of Prof. Frank X. Moerk, who presides over the new laboratory, was indicated by the presence of many students in that course.

Mr. and Mrs. Moerk were assisted by Mr. and Mrs. W. A. Carpenter, Mr. and Mrs. Otto Kraus, Mr. and Mrs. G. H. Osborn, Mr. and Mrs. George W. Fehr and other friends. Nearly 100 prizes were distributed. An unexpected feature was the presentation by a well-known manufacturer of a number of boxes of his best chocolates and Otto Kraus, in the capacity of auctioneer, separated more money from the guests as the result of his expatiation on the superior quality of the goods and the advantages and honor of being a purchaser.

## U. of W. Seniors Visit Drug Establishment.

A party of 12 seniors from the chemistry department of the University of Wisconsin, under the charge of Prof. E. W. Kremers, recently visited the establishment of the Milwaukee Drug Company.

## ST. LOUIS COLLEGE OF PHARMACY GRADUATES 50—FINE BANQUET. INTERESTING EXERCISES.



FACULTY: 1, O. A. Wall, Jr.; 2, Dr. O. A. Wall; 3, Dr. Euge Sander; 4, Dr. Whelpley; 5, Francis Hemm; 6, Dr. J. M. Good; 7, Dr. C. E. Caspari; 8, George Lang; 9, W. H. Lamont; 10, W. K. Ihardt; 11, E. P. Cockrell. STUDENTS: 1, F. C. Fischer; 2, G. Weismann; 3, E. O. Windisor; 4, A. D. Dally; 5, H. B. Dyar; 6, R. G. Rockwood; 7, A. Bahmann; 8, A. Schulz; 9, P. H. Reiss; 10, H. C. Rogers; 11, J. L. Jensen; 12, L. E. Ghoslen; 13, J. A. Gittinger; 14, W. J. Connor; 15, A. J. Roedemicks; 16, H. P. Weyrich; 17, J. H. Throgmorton; 18, O. A. Schraut; 19, Sidney Levin; 20, L. H. Hummel; 21, R. F. Emery; 22, M. R. Rojas; 23, D. M. Schafer; 24, A. C. Schulte; 25, R. E. Anderson; 26, J. A. Mueller; 27, R. C. Lehman; 28, S. J. McDunne; 29, F. Sum; 30, C. J. Wachtel; 31, J. L. Gelfy; 32, E. G. Beck; 33, J. E. Wilkerson; 34, M. E. Hill; 35, C. O. Dorr; 36, L. L. Paulberg; 37, C. Morgan; 38, R. D. Rohlfing; 39, L. Lieberstein; 40, Miss K. O'Keefe; 41, G. L. Berry; 42, E. F. Outley; 43, J. E. Campbell; 44, L. H. Orcher; 45, P. Wild; 46, M. E. Ward; 47, L. W. Anderson; 48, Arlo Branch; 49, F. J. Beckrold; 50, F. Oppermann; 51, G. H. Grommet; 52, P. W. Hummel; 53, M. A. Scarborough; 54, P. M. Adams; 55, C. T. Bucher; 56, J. B. Roehm.

St. Louis, April 26.—Many compliments were passed upon the 49 young men and one young woman graduated from the St. Louis College of Pharmacy last week. There had been the annual banquet tendered the class by the faculty, a dance given by the class before the 43d annual commencement exercises, and at all of these there were farewells and felicitations. The faculty openly praised the class standard and in confidence gave even more glowing reports.

Of course there was advice, lots of it, from the speakers at the banquet and from Dr. William Homer Warren, dean of Washington University Medical Department, the speaker of the evening, and from President L. A. Seltz, who conferred the degrees; from Martin J. Noll, president of the Alumni Association, who conferred the alumni prize, and Prof. Francis Hemm, who announced the college honors; but none of the speakers was greeted with greater applause than Col. C. P. Walbridge, of the J. S. Merrell Drug Company, who responded to a toast, "Scholarships," on the banquet programme.

Colonel Walbridge took as his text a remark of the toastmaster, Dr. Robert E. Schluter, that he hoped to see the day when real pharmacy would be divorced from commercialism to at least the extent that a drug store could be recognized by looking in the front windows or in the doors.

"Gentlemen, I want to tell you," said Colonel Walbridge, "that Dr. Schluter will not see his ambition satisfied until the druggist asserts himself and makes a reasonable charge for his

professional services. As long as the druggist is content to let a doctor get 82 for writing a prescription and he fill it for 30 cents, he is going to be a merchant, and not a very highly respected merchant at that. When he chooses to assert himself and charge a fee commensurate with his ability and responsibility, then and then only, will he be able to quit selling sundries, post cards and telephone calls."

Dr. C. M. Nicholson, president of the St. Louis Medical Society, in responding to the toast for that society, took issue with Colonel Walbridge to the extent of blaming the willingness of druggists to sell, and in some cases recommend, patent medicines and always to use combinations and preparations put forth by pharmaceutical manufacturers.

"As long as you are willing to sell," he said to the class, "Somebody's consumption cure and Hetty Green's female complaint remedies you will not be other than merchants."

The commencement exercises took place at Memorial Hall. The banquet was at Hotel Jefferson. Never was a droller and more loyal toastmaster than Dr. Robert F. Schluter, who has served the college and Alumni Association in many capacities. A feature of the banquet not on the programme was the presentation to the college of a crayon portrait of Edmond P. Walsh, who was one of the college officials elected in 1864 and who has been continuously connected with the college as secretary, vice-president, president and in other offices. Dr. H. M. Whelpley, dean of the college, introduced Dr. Schluter for

this exercise, and Sol. Boehm made the presentation speech. William K. Illhardt, secretary of the college, accepted on behalf of the college, in the place of President L. A. Sietz, who was unable to speak that evening because of throat trouble, and Mr. Walsh described his connection with the school in speaking his personal thanks for the honor. Dr. Euno Sander, now in his 84th year, was present during this part of the exercises.

The complete programme of toasts follows: Class valedictory, Louis Henry Ortger; class motto, "Ne Tentas, Aut Perfice," Julius Benjamin Boehm; St. Louis College of Pharmacy, Dr. Otto F. Claus, ex-president; Omega Phi Society, William Joseph Gunn, president; Ph.G. Class, Frederick Christian Buscher; Alumni Association, Martin J. Noll, president; Ph.B. Class, Francis John Wild, Jr.; Our College Days, Augustus D. Daily; St. Louis Association of Retail Druggists, Charles Renner, president; Examinations are Over, John Anthony Gettinger; The College Scholarships, Col. C. F. Walbridge; The St. Louis Medical Society, Dr. C. M. Nicholson, president; The Spanish Edition of the U.S. Pharmacopoeia, Manuel Daniel Rojas; The Pharmaceutical Press, Clyde A. Jennings; The Past and the Future, Arthur Charles Schulte.

The selection of Julius Benjamin Boehm, a son of Sol. Boehm, the veteran treasurer of the college, as one of the two honor graduates to be recommended for membership in the A.Ph.A. with dues for 1909 paid by the college, was following precedent. He is the third of the Boehms to win this honor and there is still another brother yet to be heard from. Criss Morgan, of Vandania, Mo., shared this honor with Mr. Boehm. Other honors were:

Senior honorable mention, James Lothrap Jensen, Salt Lake City; John Anthony Mueller, St. Louis; George Hubert Grommet, Denver; junior class, Edward Mallinckrodt scholarship, awarded to Oscar Frederick Heitmeier, Jr., St. Louis; Meyer Brothers Drug Company scholarship, awarded to Bettie Prince Coussens, St. Louis; J. S. Merrill Drug Company scholarship, awarded to Lloyd Lucius Crocker, Ashland, Ore.; Alumni prize, standard work on pharmacy, awarded for excellence in examination to Earle Carnahan, Fort Smith, Ark.; honorable mention, Abraham Paul Cohen, St. Louis; Mary Royster Coussens, St. Louis; Benson Price Paine, Van Buren, Ark.

#### Fear They Will Have to Pay \$50 Fines Instead of \$25.

Some Brooklyn druggist, who has evidently been penalized by the State Board of Pharmacy, fearful that next time he violates the law he will have to pay \$50 fines, instead of \$25 fines, masquerading under the non de nomynous of "Chairman Retail Druggists' Committee," sent out the following misleading plea last week in behalf of druggists who do not like pure drug laws:

Brother Druggist: You are earnestly requested to write at once to your Senator and point out to him some of the MONSTROSITIES of the so-called Brown Drug Bill No. 2050 and ask him to use his influence to defeat the passage of said bill.

The fines, penalties etc. derived from the Druggists are to be used to pay the expenses of the Board. The so-called State Pharmaceutical Association which meets once a year is to select the names for the Regents to elect as members of the Board.

Fines for so called violations are to be \$50.00 and shall be deemed to be as many violations as articles sold. Shall the 10,000 or so Druggists in New York stand idly by and permit such a bill to become a law?

The Brooklyn Eagle, April 17 states, The Board of Pharmacy collected about \$100,000 in fines illegally from grocers.—Threats frightened them and they promptly paid.

What are the druggists to expect? If the fines are to be \$50.00 instead of \$25.00 and you are called upon to pay \$50.00 for "each" SAMPLE OF VOLATILE AND UNSTABLE ARTICLE you might sell to the Board's Inspectors.—Penalties to be recovered in one action. Write to your Senator at once, do not delay. DELAY MEANS DEFEAT!

CHAIRMAN DRUGGISTS' RETAIL COMMITTEE.

#### Deutscher Apotheker Verein Entertainment Tonight.

An entertainment will be given by the New Yorker Deutscher Apotheker Verein this evening in the club rooms of the society, Allaire's, 192 Third avenue, Borough of Manhattan, New York City. Members and their ladies are invited. Carl Hauser, the famous German humorist, is scheduled to appear, and there will be music and refreshments.

#### A.D.S. Car Attracts Attention in St. Louis.

ST. LOUIS, April 26.—The A.D.S. sample car has been here for several days and the exhibit of pharmaceutical preparations has been attracting considerable attention from local druggists interested in that syndicate.

## PROPRIETARY STAMP TAX NOT LIKELY.

### False Reports of Activity in the Bureau of Printing and Engraving—To Confine Revenue to Tariff.

WASHINGTON, April 26.—Several sensational daily papers have published the statement that employees of the Bureau of Engraving and Printing were working overtime installing new machines and otherwise preparing to print revenue stamps. It was implied that the activity indicated that the restoration of stamp taxes had been fully decided upon by the legislators.

The ERA correspondent is informed by a department chief of the Bureau of Engraving that an unexpected consumption of postage stamps of high denominations made an unusual demand upon the department and for a time a part of the stamp printing force worked two hours per day overtime, but this extra work ceased several days ago. The chief stated that he never knew of a case of making preparations for any work that had not already been enacted into law and that such a proceeding as that claimed would be without precedent.

The trend of discussion in legislative circles is all against the imposition of a stamp tax. Even the proposed income and inheritance tax will probably fail. The consensus of opinion is that the tariff law should provide for all the necessary revenue, but at this time it is difficult to predict what the outcome will be when conference committees of the Senate and House get together for the purpose of finally getting the Payne Bill in shape so it can be passed in both branches of Congress.

The chances of the restoration of the reciprocity paragraph in patents to the Payne Tariff Bill are considered slim. Congressman Currier, who was chairman of the patent committee of the last Congress, does not expect any legislation in relation to patents prior to the regular session of Congress in December.

## LOCAL OPTION LIKELY ON SUNDAY OPENING.

### Druggists Exempt From Bill Passed in House in Massachusetts and Now Pending in the Senate.

BOSTON, April 26.—Substantial progress was made during the past week by the Massachusetts Legislature in its handling of the Sunday law and the sale of soda water, confectionery and ice cream. The committee on legal affairs concentrated its efforts on a single bill, and reported leave to withdraw on all the other ten bills which sought to allow the same rights in slightly varied form.

The discussion in the House was among the most interesting of the session, and the two sides lined up sharply. One provision of the bill is that outside of Boston the local authorities in each city and town must first vote to accept the Act before licenses may be issued under it for the sale of ice cream, soda water, confectionery and fruit on Sundays.

When some of the opponents of the bill voiced their opposition to the bill, they were met by the reply that each city and town could decide the matter for itself, but that Springfield, for instance, did not want Somerville to dictate to her, as to whether such sales should be allowed in Springfield.

The argument that Sunday was being commercialized was also presented. On a rising vote the bill was ordered to a third reading 82 to 43. Then the opponents tried to place the members on record by demanding a roll call, but this was refused, and the bill went along to the Senate.

A provision of the bill specifies that it shall not apply to druggists, as under the present law they already have the right to sell soda water, ice cream and confectionery on Sunday.

### Professor Christie Accused as Swindler.

Charles G. Christie, formerly professor of languages at St. Francis College, Brooklyn, 58 years old, giving his address as 276 Warren street, was arrested recently charged with having passed worthless checks for small sums on business men in Brooklyn. Several months ago Christie was arrested on a charge of issuing fraudulent Regents' certificates, and the case is still pending. Christie being out on bond of \$1000.

### Opposed to the Refilling of Prescriptions.

CINCINNATI, April 26.—At the last meeting of the Cincinnati Central Drug Clerks' Association an interesting paper deprecating the refilling of prescriptions was read by Frank Veltan, after which refreshments and cigars were served.

## PRESIDENT ELKIN PLACES PROMINENT DRUGGISTS ON COMMITTEE ON N.A.R.D. REORGANIZATION.



THOMAS H. POTTS, ex officio,  
Secretary of the N.A.R.D.



W. E. BINGHAM, chairman,  
of Tuscaloosa, Ala.



THOMAS D. McELLENRIE,  
Brooklyn Borough, New York City

CHICAGO, April 26.—In accordance with the action of the last annual convention of the National Association of Retail Druggists passing a resolution calling upon the president to appoint a special committee of five, with Secretary Potts as an ex officio member, to consider plans of reorganization, President Elkin has appointed the following gentlemen to serve: W. E. Bingham, of Tuscaloosa, Ala., chairman; John V. Eitel, Columbus, Ohio; E. B. Heimstreet, Janesville, Wis.; Thomas D. McEllenrie, Brooklyn, N. Y.; Charles D. Sauvignet, New Orleans, La.

The results of the work of the committee will be presented to the Louisville convention and in the meantime the members are hoping to hear from their fellow members of the organization freely as to suggestions for consideration in the matter of the proposed reorganization. Secretary Potts already has many recommendations to turn over to the committee and he is ex-

pecting a great number in addition now that the body is appointed and ready to get busy.

#### Blow to Private Dispensaries in Chicago.

CHICAGO, April 26.—The Health Department is preparing to deal a blow to the private dispensary business in Chicago commencing May 1. At that time licenses will be renewed under the new ordinances and the authorities have decided that they will only authorize such places as are connected with hospitals, medical schools or under satisfactory private management.

#### Second Session Necessary to Finish Business.

CHICAGO, April 26.—The special meeting of the Chicago Retail Druggists' Association tomorrow evening was made necessary by business left over at the monthly meeting.



CHARLES D. SAUVIGNET,  
of New Orleans, La.



E. B. HEIMSTREET,  
of Janesville, Wis.



JOHN V. EITEL,  
of Columbus, O.

## NORTHWESTERN'S 23D COMMENCEMENT.

Alumni Banquet Precedes Graduating Exercises of the School of Pharmacy—Address by Dr. Kremers.

CHICAGO, April 24.—The 23d annual banquet of the alumni of the School of Pharmacy of Northwestern University was held in the Union Hotel. Thomas V. Wooten, secretary of the faculty, introduced as toastmaster Charles A. Storer, '88. Dr. Theodore H. Patterson, of the executive committee, led the way and was followed by a large number of the alumni who responded to toasts.

In assembly hall the graduating exercises of the pharmacy class were held. The hall was tastefully decorated with ferns and cut flowers, the music being of a high order.

Dr. Edward Kremers, dean of the School of Pharmacy of the University of Wisconsin, delivered an address to the graduating class on the subject, "Pharmacy's Contribution to Civilization." The degree of graduate in pharmacy was conferred upon the following:

Alva Lee Adams, Winnetka, Ill.; Arthur Stanley Arnold, Rockford, Ill.; James Warren Beless, Salt Lake City; Paul A. Brecht, Yankton, S. D.; William Edward Claypool, Peoria; Charles Raymond Crain, Chicago; Glenn Griffin Dewey, Poy Sippi, Wis.; John M. Dodd, Marion, Ill.; Matthew Marion Finlay, Bowen, Ill.; Chauncey William Gaeth, Schuyler, Neb.; James Patrick Galligan, Hegewisch, Ill.; Walter Edgar Green, Salt Lake City; Charles Bernard Holmes, Chicago; Arthur W. Huff, Bremen, Ind.; James Lester Hyrup, Odell, Ill.; John Wesley Jennings, Port Gibson, Miss.; Charles Augustus Loeffelbein, Grand Rapids, Wis.; St. Clair Madden, Grayville, Ill.; Walter I. McElrath, Chicago; John Leslie McKibbin, Sheldon, Ill.; Maurice Carson McLuen, Guthrie Center, Iowa; Sverre P. Nordvold, Zumbrota, Minn.; Louis William Oswald, Naperville, Ill.; George Otto Panzer, Hastings, Neb.; Alexander Constantine Rizos, Omaha; Foster Rob Rogers, Kirtley, Wyo.; Bernardo Samson, Philippine Islands; John Hunter Scholes, Bradford, Ill.; Charles Edward Seaton, Hotchkiss, Colo.; William C. Schulze, Racine; Albert Lester Shults, Plano, Ill.; Melvin Dale Sweetland, Highland Park; Neil Williamson Tarbell, Watertown, S. D.; Clifford H. Terry, Humboldt, Ill.; Walter S. Wagner, Morris, Ill.; Roy Warren Batavia, N. Y.; Daniel Clark Watson, Parowan, Utah; Leslie Harwood Wire, Winslow, Ill.; Guy Kenneth Wold, Austin, Minn.

The honor men of the class were Matthew Marion Finlay, Bowen, Ill., and St. Clair Madden, Grayville, Ill.

Graduation exercises for the pharmaceutical chemist class of the school will take place in June.

## "BARBADOES ALOES, A MISNOMER."

Interesting Discussions Upon This and Other Subjects at the Pharmaceutical Meeting in Philadelphia.

PHILADELPHIA, April 24.—One of the most interesting features of the seventh of the series of pharmaceutical meetings at the Philadelphia College of Pharmacy Tuesday afternoon was the animated discussion on the topic "Barbadoes Aloes, a Misnomer," introduced by George M. Beringer. Mr. Beringer, who is chairman of the Committee on the Pharmacopoeia of the A.P.A., explained that his paper was one that was based upon an investigation and report made by John & Fink, of New York. Prof. J. P. Remington, who was the chairman of the Revision Committee of the last Pharmacopoeia, took exception to some of the statements in the paper, particularly one which declared that there was no Barbadoes aloes on the market. The U.S. Pharmacopoeia, as well as the British and others, perpetuated the confusion in both their descriptions and titles. The question of the ruling of the Food and Drugs Act upon an article with a geographical name which was misleading, also came up.

Prof. Henry Kramer said that just such discussions as these would bring out errors at the next revision of the Pharmacopoeia, when they could be remedied by combining the scientific and the commercial knowledge of those interested.

Charles H. LaWall, in an interesting paper, discussed a chemical method for the detection of small quantities of capsiem in ginger ale and other preparations of ginger.

William G. Toplis read an interesting paper upon the progress that has been made in the purification of the drinking water of the city.

## MINSTREL SHOW PROVES A GREAT SUCCESS.

Members of Social Drug Club of Chicago Win Laurels in Entertainment at the Y.M.C.A. Auditorium.

CHICAGO, April 24.—The minstrel show of the Social Drug Club, of Chicago, held at the Y.M.C.A. Auditorium recently was a huge success in every respect and reflected credit upon its promoters as well as upon those who participated and made it possible. If any jokes on the drug trade were overlooked it was not the fault of the interlocutor and end men. The chorus was fine, as were the soloists and the pony ballet was one of the features of the evening. The following were responsible for the success of the affair:

EXECUTIVE STAFF.—Manager of advertising, Charles Stevenson; musical instructor, Al. W. Brown; the angel, Horlick's Malted Milk Company, Racine, Wis.; property master, George B. Farrar; keeper of wigs, "Sunny" Jim Pfouts; stage manager, Dr. M. H. Pritchard; press representative, Col. C. M. Carr; scenic artist, L. P. Larsen; ballet master, Charles Rice; chief usher, John J. Boehm; house chemist, B. A. C. (Alphabet) Hoelzer; censor of telephone calls, Joseph F. McDonald.

OFFICERS.—Herbert Fry, president; W. W. Winberg, first vice-president; W. F. Knoche, second vice-president; Charles H. Avery, third vice-president; J. F. McDonald, treasurer; J. M. Schwalbe, financial secretary; B. A. C. Hoelzer, recording secretary; J. J. Boehm, sergeant-at-arms.

ENTERTAINMENT COMMITTEE.—Charles E. Clarke, chairman; Walter A. Jungk, Frank J. Hoey, Charles A. Redig, Charles Stevenson, Phil Hyman, secretary.

## Students Justify the Selling of Stamps.

CHICAGO, April 24.—At the meeting of the Northwestern University Pharmaceutical Association recently there was a lively discussion by the students regarding the selling of postage stamps by the druggists. This resolution was adopted:

"Resolved, That in existing conditions the selling of postage stamps in drug stores is beneficial to these stores."

The meeting was presided over by Percy W. Savage, of Miles City, Mont., the secretary being J. Warren Beless, of Salt Lake City, Utah. The newly elected officers were: President, Halvor Halderson, of Park River, S. D.; secretary, J. P. Galligan, Hegewisch, Ill.

## Chicago Notes.

—The Iron-Ola Company, of Chicago, has surrendered its charter and gone out of business.

—The Tizit Manufacturing Company, of Chicago, has been incorporated with a capital stock of \$15,000, to manufacture and sell chemicals and chemical compounds. The incorporators are: Charles A. Fisher, Albert C. Haines and William O. Howard.

—The H. Darwin McElrath Company, of Chicago, has taken out papers of incorporation, with a capital stock of \$20,000. The incorporators are: H. Darwin McElrath, William A. Jennings and P. H. Bishop. The concern will deal in drugs, medicines and chemicals.

## Prizes Awarded to Boston Bowlers.

BOSTON, April 26.—Members of the Wholesale Drug League gathered at the Quincy House on Saturday night last for a banquet as the windup of the first season of the league, and for the purpose of awarding the prizes. William H. Forbes, president of the league, announced the winners and presented the prizes. As has already been announced in the ERA, the championship went to the United Drug Company team, and the second prize went to the Eastern Drug Company team. Frank J. Rostrom got the prize for the highest individual average for the season, and Robert Dick took the prize for the highest three-string score.

Among those present were the following: William H. Forbes, Richard Leahy, Frank J. Rostrom, John B. Small, James Otis, F. W. Herrett, O. A. Speare, W. E. Dugan, J. Tobin, T. Storratt, C. H. Rogers, E. F. Fowler, W. H. Higgins, John F. Fultz, P. Connelly, William F. Tennish, J. E. Reardon, Lewis D. Thomas, Robert Dick, Harry A. Stearns, Ernest S. Barraud, Albert Whittaker, Alfred F. Allen, Andrew J. Davis, Harry E. Cook, Robert E. McLaren, Joseph P. Ryan, Charles W. Harrington, William J. Snider, Franklin E. Collins, Albert E. Smith.



# PROMINENT PENNSYLVANIA DRUGGIST DEAD.

Jacob H. Redsecker, Former President of State Association, Was Active Until End Came at 70.

LEBANON, Pa., April 26.—After an illness of nearly three years, Jacob H. Redsecker, Ph.M., one of the best known representatives of pharmacy in Pennsylvania, died on Tuesday at his home in this city. He was about 70 years of age. For nearly half a century Mr. Redsecker had been connected with the wholesale and retail drug business of Dr. George Ross & Co., of this place, and at the time of his death he was the general manager.

Mr. Redsecker was widely known for his valuable services to pharmacy in this State, particularly along legislative lines. Until the condition of his health prevented, he was a regular attendant at the annual meetings of the Pennsylvania Pharmaceutical Association, and with Mahlon N. Kline, of Philadelphia, could always be depended upon to enliven the sessions with their lively repartee and witty rejoinders. Every year he portrayed in verse not only important events in pharmaceutical history but prominent personages as well and his many friends throughout the country regard as one of their most valued possessions, a copy of these poems which Mr. Redsecker had bound a few years ago and presented to them. He was known as the "poet laureate" of the State organization.

He was president of the Penn.Ph.A. in 1897 and a member of other organizations of the same character as well as the Philadelphia College of Pharmacy and the American Pharmaceutical Association.

The Redsecker prize for the best identification of botanical specimens which he instituted years ago in connection with Prof. John M. Maisch, has aided greatly in stimulating botanical research at that institution. His loss will be greatly felt in pharmaceutical circles throughout the country and already many messages of regret and sympathy have been received at his home from friends and organizations throughout the land. Mr. Redsecker was never married.

## Funeral of John H. Haase.

St. Louis, April 26.—A funeral much out of the ordinary was that of John H. Haase, former president of the Kaltwasser Drug Company, Salina and Pestalozzi avenues, this city, who was buried at Belleville. Mr. Haase was described by his friends as a cynic and philanthropist. In his will he provided funds to pay the expenses of the "Reinischer Frohsinn," an East Side singing society, to his funeral, and also requested that none wear mourning but that all come in ordinary clothing. He also selected Dr. Adolph Hensing, of East St. Louis, as the orator of the occasion. He provided funds for refreshments after the service was over. The service was held in an Evangelical Church whose pastor, the Rev. Mr. Lembois, had been a personal friend of the deceased. Mr. Haase lived at 3117 Lempi avenue, St. Louis, and left his fortune chiefly in trust for his sister in Germany, but added a bequest of \$2000 for his nephew, Charles Renner, now president of the Kaltwasser Drug Company, and president of the St.L.R.D.A. and a director of the N.A.R.D.

## Obituary Notes.

—THOMAS B. JOHNSTON, widely known salesman and former druggist, died recently of stomach trouble at his home, Germantown, Philadelphia, aged 63. He served in the Ohio 126th Infantry in the Civil War. A widow and four children survive.

—GUSTAV BISCHOFF, one of the oldest members of the New Yorker Deutscher Apotheker Verein, died recently at his home at 401 East 139th street, Borough of Manhattan, New York City. He was well known among the German element in the city and his sympathetic character made him many friends.

# MARYLAND ALUMNI AT BANQUET.

Event Largely a Pharmaceutical Affair, Though Other University Departments Are Represented.



The late JACOB H. REDSECKER, of Lebanon, Pa.

BALTIMORE, April 26.—Though all the departments of the University of Maryland were represented, the meeting and banquet of the General Alumni Association of the institution last Thursday evening at the Eutaw House proved to be largely a pharmaceutical affair. The president was a druggist, the toastmaster belonged to the same profession, some of the speakers were men connected with the drug trade in one capacity or another, and pharmacy furnished as many diners as any of the other departments represented in the university. The president of the Alumni Association is John B. Thomas, of the Thomas & Thompson Drug Co., and he appointed Dr. Henry P. Hynson, of Hynson, Westcott & Co., as toastmaster, while those who made addresses included Prof. Charles Caspary, Jr., dean of the Department of Pharmacy faculty. Lastly, among those seated around the festal board were George A. Bunting, Dr. Charles Caspary, Jr., Prof. Daniel Base, J. Edwin Hengst, Eugene W. Hodson, Dr. John F. Hancock, Wm. M. Fouch, David R. Millard, J. Emory Bond, head of the Baltimore branch of Parke, Davis & Co.; J. W. Westcott, of Hynson, Westcott & Co.; Leroy Oldham, of the H. B. Gilpin Drug Company; Dr. A. R. L. Dohme, of Sharp & Dohme, and others.

The business meeting resolved itself largely into a discussion of ways and means of raising a large endowment for the university, in order that the latter might be able to carry out some of the ideas of expansion and improvement that have been entertained for some time past. There was also talk of a change in administration. The present system of a board of regents, with all the departments represented, is looked upon as too unwieldy, since the board meets only at intervals, and many matters calling for quick action must be deferred, to the detriment of the institution.

Just how the money is to be raised or what form the changes in management are to take has not yet been decided. Some time ago a movement was started to raise a fund of \$200,000, but only \$20,000 of this amount is actually in hand or pledged. There has been talk of making an appeal to Andrew Carnegie, but nothing has been done in this direction. Dr. Simon Flexner, of the Rockefeller Institute of Medical Research, was also talked with, but the matter has not advanced any further.

## Colonel Philips Again Heads Southern Club.

MEMPHIS, Tenn., April 24.—Col. D. D. Philips, president of Berry, Donoville & Co., of Nashville, was unanimously re-elected president of the Southern Drug Club, which held the final sessions of its bi-yearly meeting recently at the Gayoso Hotel. John W. Durr, Jr., of Montgomery, was also unanimously re-elected secretary-treasurer of the club.

The club, which is composed of wholesale druggists from Tennessee, Alabama, Louisiana and Arkansas, went on record as favoring the National Pure Food and Drug Laws, but is opposed to many of the "freak" measures which are introduced in some legislatures.

## Marriage Mentions.

—JAMES EDWIN KEECH, of Cumberland, Md., was married there April 21 to Miss Mary Agnes O'Neal.

F. P. LAXTON, of Keystone, W. Va., and Miss Nora Austin, of Crozet, were recently married at the home of the bride's parents. The wedding trip included Washington and Philadelphia.

—F. V. PERRY, of the Eli Lilly staff in Arkansas, is in St. Louis, on a protracted visit to his home, the occasion being the marriage of his daughter, Miss Edith Blanche Perry, to James C. Haynes, of St. Louis, April 21. The Perry home is at 743 Aubert avenue.

## BOARD EXAMINATIONS

### Wisconsin.

MADISON, April 24.—The long and faithful service of Edward Williams, of Madison, was rewarded by his election as president of the Wisconsin State Board of Pharmacy at the annual meeting held on the 16th. H. G. Ruenzel, of Milwaukee, was re-elected secretary and treasurer. Sixty-four of the 91 candidates who took the examinations were granted certificates, as follows:

**REGISTERED PHARMACISTS.**—Henry G. Schewe, West Bend; Charles F. Hant, Milwaukee; Carl O. Hahn, West Allis; Harvey A. Schlitz, Milwaukee; William A. Erickson, Minneapolis; John Swanholt, Madison; Alexander G. Black, Midway; Miss Ivalyn H. Seldon, Fond du Lac; Alfred F. B. Muntzel, Milwaukee; Frank C. Behling, Janesville; C. F. Wilske, Columbus; Glen G. Dewey, Poyissippi; Fay V. Kettner, Bloomington; Charles C. Gielie, Ashland; Albert J. Smith, Waukesha; Earl R. Donovan, Appleton; George H. Puls, Sheboygan; Edward C. Lichte, Burlington; Eugene J. Ryan, Superior; Rodney O. Lamphere, Madison; Clayton Larabee Tuttle, Monroe; Robert J. Bowen, Brodhead; Frank C. Bunt, Benton; Frank L. Walter, Baraboo; Max Krembs, Milwaukee; Arthur P. Stebbins, Barron; Charles F. Muehlbach, Milwaukee; Charles E. Kirst, Two Rivers; Paul C. Janke, Milwaukee; Julius C. Look, Milwaukee.

**REGISTERED ASSISTANT PHARMACISTS.**—Charles E. Bacon, Stoughton; George Later Bonndy, Oconomowoc; Louis Desse, Milwaukee; Arthur F. Netzel, Brandon; Sophus Lyngh, Chicago; H. O. Gray, Jr., Oregon; Overt A. Bergen, Iola; Herman O. Kresse, Milwaukee; John Van Leir, Deperre; John C. Quixner, Durand; Harold Martins, Oskosh; Herbert R. Bird, Jr., Madison; Walter Josttrassburger, Green Bay; James A. Power, North Fond du Lac; Walter Gustav Grimmer, Deperre; Elery L. Priest, Green Lake; Walter P. Weber, Watertown; Jasper E. Simons, Lodi; Herman E. Barganz, Watertown; Reinhold A. Zimmerman, Watertown; C. F. Montgomery, Milwaukee; Edward Fleming, Janesville; H. H. Turstin, Hayward; John Knuf, Athens; Arno J. Wolf, Sheboygan Falls; Frank R. Keating, Milwaukee; Hugo J. Luthy, Milwaukee; F. R. Weiss, Racine; Joseph Maurer, Appleton; H. A. Smith, Madison; William J. Tomaschke, Neenah; Harry H. Backbarth, Wausau; Irwin A. Stempel, Watertown; Frank V. Ackerman, Madison.

The next examination will be held in Milwaukee on July 13 and 14. Members of the board present at the annual meeting were: Otto J. S. Boberg, Eau Claire; G. V. Kradwell, Racine; H. R. Allen, Richland Center.

### Montana.

BUTTE CITY, April 24.—Ten of the twenty-five young men who took the last examination before the State Board of Pharmacy were given certificates of registration, and eight more were granted assistants' certificates as follows:

**REGISTERED PHARMACISTS.**—F. C. Sheeran, of Butte; A. Crawford, of North Dakota; C. K. Knox, of Big Timber; A. C. Hawley, of Harlowton; L. C. Scheu, of Glasgow; Benjamin Borson, of Mondak; A. W. Lindstadt, of Butte; G. A. Dunn, of Big Timber; William F. Fagan, of Anaconda, and Gus Swander, of Butte.

**ASSISTANTS.**—J. S. Ellis, Hillyard, Wash.; Fred Hornecker, Alacanda; N. P. Walters, Jr., Helena; W. W. Harris, Butte; Fred Cullen, Livingston; O. E. Potter, Great Falls; Charles E. Rice, Butte, and Chester E. Pool, of Townsend.

The next meeting will be held in Helena in October.

### District of Columbia.

WASHINGTON, April 24.—Secretary S. L. Hilton announces that at the regular quarterly examinations of the Board of Pharmacy of the District of Columbia, held April 8-9, the following were listed as the successful candidates for licenses to practice pharmacy: Louis Laubinger, Philip Robert Wood, George Robert Croen.

The A. Ph. A. prize awarded to the applicant who makes the best examination during the year and who is deemed worthy by the board, was awarded to Morris A. Pozen.

## INTERSTATE ASSOCIATION OF BOARDS MEETS.

Charles H. Avery Chosen President and A. F. Sala Secretary at Recent Session in Louisville.

LOUISVILLE, April 24.—The most important event occurring locally in pharmaceutical circles recently was the joint meeting of the representatives of the boards of pharmacy of the following States: Minnesota, Wisconsin, Indiana, Illinois, Michigan and Kentucky. The conference was held at the Seelbach Hotel. Charles H. Avery, of Chicago, was chosen president, and A. F. Sala, of Winchester, Ind., was elected secretary and treasurer.

The principal business was the perfection of a uniform system of reciprocal and interstate registration. At the last meeting of the Kentucky Legislature, at the earnest solicitation of the Kentucky Board of Pharmacy to grant registration without examination, to applicants from other States where the examinations and regulations were up to the standard observed in this State. All of the States represented have similar laws and it is believed that the conference will result in great good to the profession.

Another important matter that came up was the consideration of the place for the next meeting and the invitation to attend the meeting of the Board of Pharmacy of Minnesota in the third week in October was accepted. An invitation was extended to the Ohio State Board to join the association. President Frost, of this board, was in attendance and the invitation will no doubt be accepted.

All of the delegates were present at an informal dinner, given by the Kentucky members after the business session.

The largest number of applicants that have ever applied for examination and registration in the history of the State Board of Pharmacy were present at the last meeting. Eighty-four applicants were in attendance when the board was called to order. This number was approximated in 1899 when 74 applied. The representatives of the boards from other States were present at the examination.

### Successful Banquet of Medico-Chirurgical Alumni.

PHILADELPHIA, April 24.—Prominent graduates of the Medico-Chirurgical College of Pharmacy attended the annual reception and banquet tendered the members of the senior class by the Alumni Association at Mosebach's Casino. The toastmaster, George C. Wilson, delivered the address of welcome to the graduates and discussed the occasion of the gathering. Prof. I. V. S. Stanislaus, dean of the department, was given a great ovation. His remarks were chiefly upon the bright future of the profession of pharmacy in America. Others who spoke were Professors Fisher, Meeker, Ritter, Hunsberger and Dr. Kelly, of the college faculty, and Messrs. Lilly, Thayer, Stover, Aston, Roshon, Mooney, Hume, Gibbs and McNeary. Other features were the musical selections by college talent, which included a piano and violin solos by H. P. Prout and songs by the college quartet, composed of Messrs. Steink, Nibcker, Goddis and McNeary. Led by the latter, the gathering at the close stood and sang the favorite "Chi" anthem.

### Hegeman Employees Enjoy Dance and Reception.

The first annual reception and dance of the Astor Circle, a social organization, composed chiefly of Hegeman employees, was held last Thursday evening at Palm Garden, Borough of Manhattan, New York City. Over 200 members and their friends were in attendance. The dance programme consisted of two parts of 12 numbers each. E. A. Smith was floor manager, assisted by J. A. Guerin and the following committee: Dr. Brady, chairman; Dr. Wyeth, L. A. Millard, J. J. Kerwin, F. A. Malkowsky, W. J. O'Shaughnessy, S. Smith, Dr. Brooks, R. K. Walsh, R. M. Amador, J. M. Engbarth, Dr. Joseph Mayer, J. M. Shapiro.

### Cut Out Programme Advertising and Ticket Buying.

ROME, N. Y., April 24.—Druggists and Rome merchants to the number of 100 have signed an agreement not to advertise in any other publications than the daily newspapers and regularly issued periodicals. The plan is to abolish all sorts of programme advertising and the agreement also prohibits the purchase of tickets for entertainments and forbids making donations to fairs and bazaars.

**ALPHONSE MAJOR CELEBRATES 63D BIRTHDAY.**

**Known to Every Druggist Through His Manufacture of Cement—Industry Over 30 Years Old.**

Alphonse Major, who is known to practically every druggist in the United States through his manufacture of Major's cement, has led a remarkably active and industrious life, but not many of his friends would believe that he has been so long in the harness as appears from the fact that only last month he celebrated his 63d birthday. In honor of the occasion the veteran had a new photograph taken and the up-to-date presentation which is printed on this page will be viewed with interest not only by his friends, but by many who have known of his cement for years and are familiar with the old label used for so long a time showing Mr. Major, his wife and daughter, used on the boxes in connection with the trade mark, but who have never met the manufacturer.

Mr. Major came to the United States from Canada just after the close of the Civil War and in 1876, in Washington, began the manufacture of the cement which has since become so well and favorably known to the drug trade of the country. From Washington he moved to Baltimore and later made short sojourns in several Pennsylvania towns, finally settling in New York City in 1877.

Mr. Major's life shows the possibilities of application, industry and perseverance, when possessed by a young man. When in 1868 he came from lower Canada to this country, with his knowledge of the tin-smith's trade as his only asset, he found that the progress which was being made in the use of machinery in the tin industry in the United States had caused a diminution in the demand for tin-smiths, so he promptly sought other employment. It was about this time that Mr. Major bought a receipt for making cement from a man known as Charlie Thompson, one of the greatest street fakirs of that time, who could make from \$50 to \$100 a day selling goods from a carriage at a street corner. The price paid for the cement was rather unique, being a pawn ticket for a leather traveling bag bought in Galveston, Texas.

Mr. Major discovered that the cement was not giving complete satisfaction. Realizing that if it could be well made it would be worth putting on the market, he set about experimenting. He found that certain expensive ingredients used were in too small a proportion and that other component parts were entirely useless. Remedying these defects Mr. Major resumed the sale of the cement and found it satisfactory in every respect. Now Major's Cement is a household word all over the United States, in our new possessions and in many foreign countries.



ALPHONSE MAJOR,  
of New York City.

**BOTANY'S USE IN IDENTIFYING CRUDE DRUGS.**

**Twenty Times as Important as Chemistry, Asserts Prof. Rusby—Illustrations by Prof. Kraemer.**

PHILADELPHIA, April 26. Botany and its importance from a scientific as well as a commercial standpoint was the theme at the sixth and last of the season's series of lectures and demonstrations comprising the post-graduate course arranged by the Philadelphia Branch of the A.P.A., on Tuesday evening at the Philadelphia College of Pharmacy, as Prof. H. H. Rusby, dean of the New York College of Pharmacy, in emphasizing the relative importance of botany and chemistry in the identification of crude drugs declared that owing to its lack of thoroughness, much of the work that had been done in botany had been thrown away. The lack of knowledge, he declared, of the vegetable world was everywhere apparent and he said that while he did not mean to criticize, he could go through the United States Pharmacopoeia and find plenty of cases of error simply because no one had the knowledge that was necessary in a work of so important a nature as the Pharmacopoeia. Continuing he said in part:

"There have been marked advances in the methods of recognizing various drugs in powdered and crystallized form, but in order to be sure in many cases, it is necessary to have a botanical as well as a chemical examination. Botany is just about 20 times more important in the examination of crude drugs as chemistry and I contend that there should be just as much time devoted to the study of botany as there is to chemistry in our schools and colleges.

"We need this work not only in the application of the standards given in the Pharmacopoeia but even more in the creation of new standards. Even yet we are stumped in the identification of various crude drugs that come into the port of New York. We cannot in many cases find the necessary information in the Pharmacopoeia, for the knowledge desired is not to be had anywhere. Take balsam of Peru for instance. No person can say positively whether or not it is absolutely pure. Recently an importation of belladonna leaves came into New York which upon examination were found to contain a large quantity of stems. No provision is made for stems, yet upon analyzing them, we found that stems of average thickness assayed higher than the leaves. Provision therefore must be made in the

next revision of the Pharmacopoeia for stems of certain thickness.

"Again long buchu leaves are thrown out when many physicians would rather have them. The mistake has been that the investigation was not exhaustive enough. What is needed is work along botanical lines and study of plant life in its native condition. That means hardship and not simply sitting down in a hotel and letting a native bring in specimens and accepting his word for the character of the specimen and the conditions under which he found it. But well will it pay the pharmacists to study botany. Experts are needed in order that the work done by chemists shall be authoritative and reliable."

Prof. Henry Kraemer, of the Philadelphia C. of P., illustrated his lecture with colored views of specimens thrown upon a screen. He spoke principally of native plants and those which he was growing right in his own laboratories or upon the roof garden which is one of the features of the college. Henry C. Blair, president of the local branch of the A.P.A., presided at the meeting, which was largely attended.

**Quigley Bros. Will Move to Flatiron Building.**

SYRACUSE, N. Y., April 24.—Quigley Brothers will move May 1 from their present location at 206 South Warren street to the Flatiron Building, at 216 East Genesee street. The latter store is being remodelled and a new front is being installed.

**Good for Soda Fountain Owners in Michigan.**

DETROIT, April 24.—Nineteen counties in Michigan went "dry" in the recent spring election after one of the most exciting local option campaigns since the advent of the temperance wave that has swept the country. This means that 637 saloons and 10 breweries will go out of business May 1. The counties voting for local option are: Alcona, Allegan, Benzie, Branch, Clare, Calhoun, Charlevoix, Emmet, Eaton, Genesee, Hillsdale, Livingston, Ionia, Isabella, Jackson, Kalaskas, Newaygo, Sanilac and Tuscola.

**President Whitney Addresses Syracuse Chemists.**

SYRACUSE, N. Y., April 24.—The Syracuse Section of the American Chemical Society had as its guest at the last meeting, Dr. W. R. Whitney, president of the American Society. Fritz Reichmann, State Superintendent of Weights and Measures, told how spring scales were operated to cheat and defraud. Prof. H. Monmouth Smith was elected a delegate to the International Congress of Applied Chemistry to be held at London next month.

## COCAINE CONVICTIONS IN BALTIMORE.

**Sentence Suspended in One Case and Held Up in Another Pending Appeal of a Test Case to Higher Court.**

BALTIMORE, April 24.—Dr. Ralph J. Schirman, of 701 West Fayette street, whose interest in the welfare of persons addicted to the use of drugs he so warmly defended in the Criminal Court April 7, when arraigned on the charge of writing prescriptions for cocaine illegally, that Judge Gorter decided it was incompetent for the court to determine whether a prescription was proper or otherwise, was convicted last Thursday of a similar charge, there having been other cases against him. Sentence was suspended under a motion for arrest of judgment.

William Rossberg, druggist at 908 Frederick avenue, was recently sentenced to pay a fine of \$100 and spend one day in jail, the penalty having been made light in consideration of the fact that the Rossberg case is treated as a test. Rossberg's attorney took an appeal to the Maryland Court of Appeals.

### Would Not Hold Druggists on Woman's Evidence.

BUFFALO, N. Y., April 24.—In Police Court here recently C. E. Clark, a druggist at 90 Clinton street, and Edward Johnson, in his employ, were arraigned on a charge of selling cocaine to persons who did not have prescriptions from regularly licensed physicians. Jessie Smith testified that she had bought cocaine from Johnson without a physician's prescription. Johnson, when placed on the stand, said that if the woman bought the drug from him he gave it to her only on a physician's order. Judge Nash held that he could not hold the defendant on the uncorroborated testimony of the Smith woman.

### Heavy Fines Are Checking Cocaine Sales.

KANSAS CITY, April 24.—Following the imposition of a fine of \$6500 on Dr. George Schmitt, druggist, last month for unlawfully selling cocaine, the police have been actively at work trying to catch other violators of the law. Frank O'Brien, a drug clerk, who pleaded guilty and was fined \$1000, has been released on stay of execution on his promise to quit selling the drug. The police are determined to drive every cocaine seller out of business or into the penitentiary.

### Arrested Soon After Reopening His Branch Store.

CHICAGO, April 24.—Two hours after he had reopened his drug store at West Randolph and Sangamon streets, which he was forced to close a year ago in a crusade of the police against sellers of cocaine, Adolph Brendenke was arrested recently on a charge of illegally selling cocaine. He was released on bonds of \$400. The complainants against him are Mrs. Mary Gyer, 28 years old, of 294 West Madison street, and her husband, Albert Gyer, 27 years old, a carpenter.

### Three Arrests and One Prison Sentence.

SYRACUSE, N. Y., April 24.—A crusade inaugurated by the police department against the peddling of cocaine has resulted in three arrests. Louis A. Meisler was indicted, convicted and is serving three months in the Onondaga County Penitentiary. William Dines was tried but the jury failed to agree. Dines is in jail awaiting a second trial. A third arrest has recently been made and the prisoner held for the grand jury.

### Fighting the Cocaine Evil in San Francisco.

SAN FRANCISCO, April 24.—California Board of Pharmacy and the police are active in trying to suppress the traffic in cocaine and opium. A number of arrests have been made recently and the following have each been fined \$100: Frank Forbes of the Abbey Drug Company; William P. Ryan, clerk for J. H. Gates.

### Defects in Indictments Prevent Prosecutions.

DALLAS, TEXAS, April 24.—Defects in the indictments have caused cases against several Dallas druggists, accused of unlawfully selling cocaine and morphine, to be thrown out of court. The authorities expect to force a suspension of the "dope" traffic, however.

### Two Fined in Mississippi for Selling "Dope."

JACKSON, April 24.—A. M. Redmond, a negro drug clerk, employed in the drug store of Dr. S. D. Redmond, a negro

## PRICE LIST & CHANGES

### SUPPLEMENT TO ERA PRICE LIST

Published Weekly in  
The Pharmaceutical Era

These supplements enable all Manufacturers of goods for the drug trade to promptly notify all the best buyers in this trade regarding any recent changes in their price lists, such as new goods or articles discontinued; changes in prices, packages or discounts; special offers, free goods, etc.

The charge for these notices is 20c, a type line each issue. Always mention the number of insertions desired.

COPY with us by MONDAY morning for the issue of that week.

Address: ERA PRICE LIST,  
90 William St., NEW YORK.

### Information Wanted.

Name and address wanted of manufacturer of Zan's Rheumatic Specific.

A subscriber desires to get in touch with some German concern or American representative of German concerns, who handle or put out high grade coal tar, creosote oils.

Another subscriber is inquiring for names of manufacturers or firms handling rubber aprons fitted with metal parts, to hold the apron in place.

If any of our readers are in a position to supply any of the above information, we would appreciate their advices.

**Caementium Sales Co.,** 120 Boylston St., Boston, Mass.  
Our new preparation "Caementium" is a 25 cent article, and is sold to druggists at \$2.00 per dozen.

**Chas. R. Doane,** 20 Meserole St., Brooklyn, N. Y.  
We desire to notify the trade that we have reduced the price of Seidlitz Powders to \$17.00 per gross.

**H. Herron Johnson Co.,** 1370 Lexington Ave., N. Y. City.  
Wish to list among new preparations "I'll Fix." Price is 25c. to retail trade and \$2.00 per dozen to druggists.

**Dr. P. F. Hogan,** 319 Third Ave., Brooklyn, N. Y.  
Wish to have you list "Old Reliable Cough Remedy" at the following prices:  
Small size, 25 cents ..... \$2.00 per dozen  
Medium size, 50 cents ..... 4.00 per dozen  
Large size, \$1.00 ..... 8.00 per dozen

**Meयर Levy,** 53 Avenue C, N. Y. City.  
We are the manufacturers of Xanotox. Desire to have this preparation listed at \$1.00 retail and \$9.00 per dozen.

**Protone Company,** Detroit, Mich.  
We are manufacturing a new preparation named Protone. It sells at \$1.00 and the price to druggists is \$8.00 per dozen.

**Ross O. McElroy,** 472 Eighth Ave., N. Y. City.  
We are manufacturing a new preparation "Kavo San." Retail at \$1.00 and the price to the trade is \$9.00 per dozen.

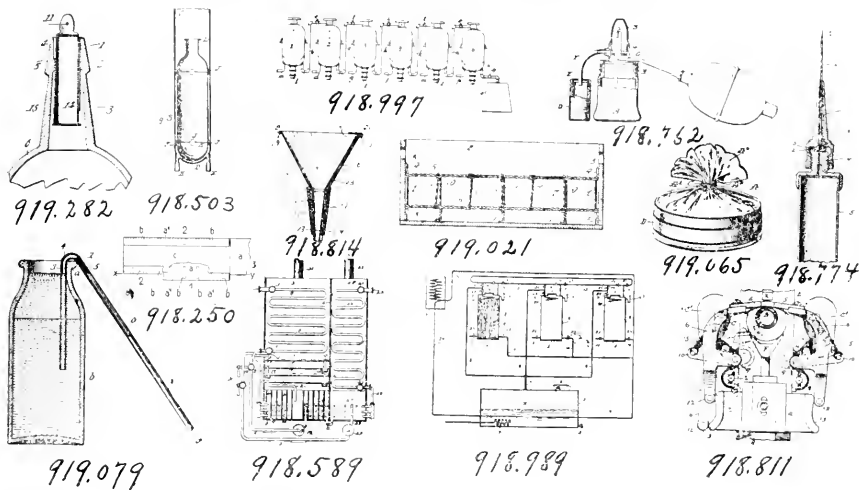
**The Mucol Co. (Inc.),** Buffalo, N. Y.  
We beg to announce that we are marketing a new product Dental Mu-Col at \$2.00 per dozen.

physician and druggist, and a relative, was recently given a fine of \$75 on a charge of selling cocaine. Robert Clark, white, caught making a sale in the drug store of Johnson Brothers, was given a minimum fine of \$10, there being extenuating circumstances.

### Druggists Bow to Local Option Verdict.

GRAND JUNCTION, Colo., April 24.—As the result of the local option election, the drug stores have decided not to sell any whisky for any purpose whatsoever, medicinal or otherwise.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Granted April 20, 1909.

918,503—Reinhold Burger, Berlin, Germany. Making double-walled vacuum vessels.

918,589—Raoul P. Pictet, Germany. Apparatus for separating nitrogen and oxygen from mixtures containing them.

918,762—Christian W. Meinecke, Jersey City, N. J., assignor to Whittall Tatam Company, New York, N. Y., a corporation of New Jersey. Atomizer and nebulizer.

918,774—Gustav R. Schimmel, Detroit, Mich. Hypodermic needle.

918,811—Frank O. Woodland, Worcester, Mass. Label-attaching mechanism.

918,814—Charles R. Barney, Chicago, Ill., assignor to Handy Manufacturing Company, Chicago, Ill., a corporation. Funnel.

918,920—Albrecht Schmidt, Heinrich Rössner and Hans Balhorn, Höchst-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Brüning, Höchst-on-the-Main, Germany, a corporation of Germany. Highly brominated halogen indigos and process for making same.

918,989—George B. Frankforter, Minneapolis, Minn. Apparatus for use in extracting turpentine and resinous matter from resinous wood.

918,990—George B. Frankforter, Minneapolis, Minn. Process of extracting resinous matter from wood.

918,997—William F. Giles, New York, N. Y., assignor of one-half to Frederick C. Norris, Detroit, Mich. Process of producing from straw a liquid suitable for the production of alcohol.

919,021—Herman Junge, Baltimore, Md. Bottle carrier.

919,049—Manuel F. Martinez, Jerez de la Frontera, Spain. Process of purifying potassium tartrate.

919,065—Percy E. Page, Asheville, N. C., assignor to Talcum Puff Company, Asheville, N. C., a corporation of North Carolina. Powder puff.

919,079—William L. Richards, Wilkes-Barre, Pa. Siphon pump.

919,161—Reinhold Grüter, Charlottenburg, Germany, assignor to Chemische Werke vorm. Dr. Heinrich Byk, Char-

lottenburg, Germany, a corporation of Germany. Theophyllin compound.

919,250—David Sarason, Berlin, Germany. Bandage and the like.

919,282—Julius Casaccia, San Francisco, Cal., assignor to Martin M. Fennell, San Francisco, Cal. Non-refillable bottle.

TRADE MARKS.

Published April 20, 1909.

35,117—The Wilson Company, New York, N. Y. Class 6. Hair shampoo.

37,842—Shoemaker & Busch, Philadelphia, Pa. Class 6. Face powder.

40,297—William E. Steinback, New York, N. Y. Class 6. A medical preparation used externally as a remedy for rheumatism, neuralgia, pleurisy, sciatica and all pains following colds.

40,339—Ameen F. Haddad, New York, N. Y. Class 6. Perfumery, face powder, toilet powder and toilet cream.

40,456—Lafayette R. Beckley, New York, N. Y. Class 6. Medicinal iridium.

40,481—D. R. Bradley & Son, Pleasantville, and New York, N. Y. Perfumes, toilet water, toilet powder and sachet powder.

40,609—Marietta Stanley Company, Grand Rapids, Mich. Class 6. Tooth powder.

40,843—Midwest Chemical Company, Minneapolis, Minn. Class 6. Insecticides.

Not to Interfere With Rebuilding Bangs Factory.

BOSTON, April 24.—The city government of Everett has taken action to facilitate the rebuilding of the big factory of the C. H. Bangs Druggists' Fixture Company which was burned to the ground a few weeks ago. Some years ago the city laid out a street which if built would run through the main building of the Bangs factory. So long as the building stood and the city government took no further action the laying out of the street appeared to make no difference, but when the laud became cleared through the burning down of the factory Mr. Bangs found he could not rebuild because of the projected street. The aldermanic committee has now recommended that the projected street be discontinued so that the Bangs company may rebuild on its old site.

No man is both a successful advertiser and a habitual liar.

Copy of any PATENT or TRADE MARK, 10 cents.

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G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

# THE DRUG MARKETS

## IMPORTANT DEVELOPMENTS STILL LACKING.

**Business in Jobbing Quantities Chief Feature. With Changes in Prices Few and Unimportant.**

**NEW YORK, April 26.**—There is an absence of any important developments, and the general market for drugs and chemicals retains an uninteresting appearance, but business in a jobbing way is of fairly good proportions with few changes in values. Opium, quinine sulphate and Norwegian cod liver oil are quiet but steady at unchanged prices. Rio ipéacac root, lycopodium, vanilla beans, Venice turpentine, Canada balsam of fir and German fennel seed are held with increasing firmness and in some quarters higher prices are quoted.

**OPICUM.**—While the market presents a quiet appearance there is a demand from jobbers for case lots. The market price is \$4.35 per pound for cases, and for smaller lots \$4.50@84.75. Powdered and granular lots of 25 pounds, are held at \$5.35 and smaller quantities at \$5.50@85.75. In primary markets there is no material change. For the week ending April 2, the arrivals in Smyrna amounted to 2045 cases, against 1369 cases for the same period last year. The stock in Smyrna on March 31 was 1563 cases, against 1828 cases last year, and in Constantinople 180 cases, against 77 cases last year.

**QUININE SULPHATE.** There is little of interest to report concerning this article, which is selling only in a routine jobbing way. In London on the 20th instant, the regular bark auction was held but without any change in values. In Amsterdam last Tuesday the forty-first public auction sale of Amsterdam brand of quinine took place and 50,000 ounces were offered.

**NORWEGIAN COD LIVER OIL.**—Cable advices to the 19th instant give the results of the fishing as follows: In Lofoten, 16,700,000 fish, producing 17,210 barrels of oil; in other districts, including Lofoten, 37,000,000 fish, yielding 35,150 barrels of oil. The increase in the production of oil has caused manufacturers to be less firm in their views, as the active consuming season is on the wane and an easier market looked for.

**CANADA BALSAM OF FIR.**—The stock in our market is now very much reduced and prices have been further advanced to \$1.05@81.15 per pound. New crop cannot be had for several months to come and the present prices will probably be maintained while the stock lasts, or may possibly be still further advanced. Oregon balsam of fir is unchanged.

**LYCOPodium.**—This article which has been selling at very unprofitable prices to producers, is now in a better position and prices are now much firmer in our market. In primary markets a change has also taken place and higher prices are looked for.

**VANILLA BEANS.**—The crop of Mexican and Bourbon is reported to be a small one and much higher prices are looked for as the season advances. The trade here expects a material advance in values as soon as the season's consuming demand sets in.

**IPÉACAC ROOT.**—The market has been cleaned up of all cheap lots of the Rio variety and prices have been advanced to \$1.35@81.70 for whole and \$1.85@81.95 for powdered. Prices for Carthagenia are nominally unchanged.

**VENICE TURPENTINE.**—This article is very scarce in production countries and new crop will not be available before August and September. Stocks here are quite small and further slight advances on quantities are noted, which shows a general tendency to harden the prices, which may be still further advanced in the near future.

**SANTONIN.**—The Payne Tariff Bill proposed a reduction of 50c. per pound, but the Senate substitute bill proposes a \$1.00 per pound duty, which is the present rate under the Dingley Law, and this will probably be the rate of duty when the tariff law will have been passed. The stock in the local market is still very low, and several dealers refuse to quote. A leading importer is reported as announcing that nothing could be found available for primary shipment. The new crop of wormseed has been received at manufacturing centers abroad, and is reported to be of inferior quality. The market here is

steady at \$4.25@84.50 per pound for crystals, and \$4.45@84.70 for powdered, both as to quantity.

**BALSAM PERU.** Prime quality is firmly held, and dealers report the tone of the market as growing stronger, but limited quantities are still available at the old range of \$1.65@81.70, according to seller or size of order.

**BALSAM COCAINE.**—The bulk of the first hand holdings of South American pure have been taken by dealers. Quotations are unchanged but prices are more firmly held at 47½@50c., although some dealers do not quote less than the outside figure. For Para, 57½@62½c. is asked, according to size of order.

**MANNA.**—Small flake is offered more freely and values are slightly lower with quotations reduced to 39@40c., as to quantity and seller.

**ASAETIDA.**—The available stock continues to diminish and dealers offer very cautiously, as indications favor higher values than the recent advance to 25¼@26c. per pound.

**GERMAN FENNEL SEED.**—Quotations for prime have been advanced to 10½@11½c. per pound in large quantities owing to scarcity. The foreign markets are also reported very firm.

## London Drug Market

**LONDON, April 17.**—This week has been shortened by the latter end of the Easter holidays, but business is now in full sway again. Although generally speaking the demand is quiet there is a fair amount of healthy enquiry. Camphor is in strong position and there is a good demand for 1-ounce Japanese tablets which are practically unobtainable on the spot, the nominal price being 1s. 8d. per pound, but buyers are willing to pay 1s. 9d.; for near arrival business has been done up to 1s. 7d. per pound. In 2½-pound slabs the price is 1s. 7d. per pound. German refiners have advanced their prices for flowers to 1s. 9d. per pound. China crude is firm and business has been done at 140s. per cwt. Citric acid is quiet and easier at 1s. 5d. per pound from second hands. Essence of Lemon is firmer and a fair business has been done on the spot at 4s. 6d. per pound for good brands.

Cassara Sagrada tends higher and 40s. per cwt. is asked. Japanese Isinglass is dearer and for good fresh 1s. 10½d. per pound is wanted. The demand for Jamaica Ginger continues and sales have been made at prices slightly in advance of last rates. Cod Liver Oil is quiet and lower. Saffron is very firm. Gentian Root is dearer and 22s. per cwt. is asked "to arrive." Sales of Johore Ipeacacantha ex-auction have been effected at 7s. 10d. per pound. Oil of Peppermint continues quiet at 8s. 9d. per pound for H.G.H. and 6s. 1½d. per pound for Wayne County oil in tins. Oil of Star Aniseed is firm at 4s. 6d. per pound.

**LONDON, April 19.**—In spite of the circumstances that this is more or less of an "off" week, owing to the Easter holidays, a drug sale was held on Wednesday. As might have been expected, the demand was extremely slow, a holiday feeling being in the air, and the exceptionally fine weather having tempted many people out of town a day earlier than usual. There was no outstanding feature of any importance in connection with the sales, but it is worthy of note that over 50 packages of Suma were bought in, for it very rarely happens that any of the offerings of this article pass unsold. The offerings consisted of small common leaf, of which part sold at late rates, but for the other part of which the selling brokers asked higher prices. Pods were dearer at 4½d. per pound.

Sumatra Benzoin was in fair demand at easier rates and 47 cases sold at 46 to 47 10s. per cwt. for fair seconds, and 45 for ordinary kinds. Jamaica Honey was in fair demand at dearer rates, realizing 46s. 6d. per cwt. for fine white set. Ipeacacantha was not in request and only a few sales of Matto grosso sold at 4s. 7d. to 4s. 9d. per pound for damaged, 5s. 2d. being wanted for good. Coca Leaves were slightly easier at 8½d. per pound for good, green Ceylons. Rhubarb was in small request at steady rates. Sarsaparilla was firm at 1s. 4d. per pound for good grey Jamaica, 11d. to 1s. for native and 1s. 1d. for Lima. Cape Argol realized 37s. per cwt. for grey and pinky and 34s. for pinky. East African Guaza was knocked down at 2½d. per pound for dusty siftings. Cardamoms were rather slow of sale and prices tended easier. Dragon's Blood was firm at 12 10s. to 12 12s. 6d. per cwt. for good reboiled lump. One case of Myrrh sold at 45 15s. per cwt. for pickings. Jamaica Wax was firm and dearer, realizing up to 47 17s. 6d. per cwt.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MAY 6, 1909

No. 18

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Office Address: "Era, New York."

Western Office:

Room 500, Dickel Building, 4 Dearborn St., Chicago

Telephone, Central 5888

## SUBSCRIPTION RATES:

United States, Cuba, Hawaiian Port, Bloor, the	
Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries by Post, Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation. President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Brown. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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## WORLD'S FAIR IN BOSTON IN 1920.

Much interest attaches to the recent announcement in the Boston *Herald* that a movement has been begun to commemorate the 300th anniversary of the landing of the Pilgrims and the founding of New England by a World's Tercentennial Exposition to be held in Boston in 1920. New England has never had an event of the character and importance of a world's fair and with its resources in every essential respect more ample to create and conduct a celebration of adequate scope and dimensions there is good reason for initiating and prosecuting the project to a successful termination. Eleven years is none too long to prepare for an exposition of the magnitude which we may well expect to see in the City of Culture.

Pharmacists in Boston and New England may be depended upon to aid in making the occasion a success. The section affords avenues for historic displays in pharmacy and the drug trade generally will welcome the opportunity to place before the visitors such exhibits as they may wish to present for the observation of such a high-class of the people as would certainly attend this or any similar exposition in Boston.

## ALL-STATE BILL WINS IN LEGISLATURE.

While Governor Hughes had not signed the act of the Legislature reorganizing the New York State Board of Pharmacy at the time of closing this section of the Era no other course than approval seemed logically open to the executive and it may safely be said that New York will have a new law regulating the practice of pharmacy. The bill was prepared in accordance with the Governor's recommendations, it was altered and amended to meet his views and in fact was carefully edited by the Governor's legal adviser. With the exception of an amendment made at the last minute relegating the prosecution of dishonest non-resident manufacturers to the Federal authorities, instead of penalizing them in this State, the measure as finally enacted represents the best thought of the Governor's adviser and of the officers and legislative committee of the New York State Pharmaceutical Association.

The passage of Mr. C. F. Brown's All-State Bill was effected in the closing hours of the Legislature in the face of opposition which came from sources that ought to have aided its enactment, but which only served to make more arduous the efforts of those interested in this really model piece of pharmacy legislation. The All-State Bill, however, had the support of the great mass of the pharmacists of the State and the futility of endeavoring to defeat it was

made manifest in the action of the legislators, for the victory was a conspicuous one against the elements which favored taking the board into practical party politics. High standards of membership are provided, the State association will name the eligibles and the actual appointments will be made by the Regents of the University of the State of New York.

While the ERA favored the election of the members by the pharmacists of the State, as under the system just discarded, we are unable to see any possibility of unworthy men being forced to the front under the new method, while to some extent, the right of voting participation by the pharmacists of the State is retained in the provision which gives the State Ph.A. the nominating power. On the whole, the new measure is a distinct step in advance and it may be said that the integrity of the board is permanently protected from the practical politicians, for the old cry of unconstitutionality was a continuous menace of a reorganization which might be made on lines other than the admirable ones of the Brown bill. If Governor Hughes signs the act, as no doubt he will, he will have performed a service of high importance to pharmacy and to the people of this commonwealth.

#### NOT A VICTORY FOR THE GROCERS.

Careful perusal of the decision of Chief Justice Cullen, of the New York Court of Appeals, discloses that the judgment of reversal in favor of Grocer Gasau and against the New York State Board of Pharmacy was based upon a technicality which to the lay mind had no substantial foundation in fact or in law and one which could hardly have served its purpose had the attention of the court been directed to the statute upon this branch of the issue. In other respects the opinion gives evidence of apparent omission to acquaint the court with full scope of the contentions, for Justice Cullen has apparently made a careful investigation of the merits and on the face of his decision it is improbable that he omitted to consider any arguments that were presented for the information and consideration of the court. All of which explains the astonishment with which the decision was received in pharmaceutical circles.

The crux of the decision is found in the opinion of the court that the grocer should have been convicted under section 164 of the Agricultural law, classing cream of tartar as food, instead of under the pharmacy law, the court holding that the board could not prosecute under the former law. Instead of vindicating the grocer the court intimates that he was probably guilty. The opinion says:

It is very probable that the defendant sold an adulterated article, and it is also quite possible that in so doing he violated the law and subjected himself to a penalty for section 164 of the Agricultural Law (L. 1893, ch. 338, as amended by L. 1903, ch. 524) defines food as including "all articles used for food, confectionery or condiments by man, whether simple, mixed or compound," and by section 41 of the Health Law anyone selling adulterated food is subject to a penalty of \$100.

This plaintiff, however, cannot maintain an action for such a penalty. Its authority to sue is limited to penalties accruing under Article 11 of the Public Health Law, which deals with pharmacy. The question, therefore, is whether the defendant violated any provision of that article.

The case may be very summarily disposed of. Section 41 of the Health Law prescribes that it shall be deemed an adulteration in the case of drugs:

1. If when sold under or by a name recognized in the United States Pharmacopoeia, it differs from the standard of strength, quality or purity laid down therein. 2. If when sold under or by a name not recognized in the United States Pharmacopoeia but which is found in some other Pharmacopoeia or other

standard work on materia medica, it differs materially from the standards of strength, quality or purity laid down in such work.

The name cream of tartar under which this article was sold is not recognized in the United States Pharmacopoeia. Therefore, the case does not fall within the first section. There is no proof in the record that the name is found in any other Pharmacopoeia or standard work on materia medica. Had such proof been given, then the standard of purity and strength would, under the terms of the statute, depend upon the standard prescribed by the work in which the name was found, and not that of the United States Pharmacopoeia, of what is said to be its equivalent, potassium bitartrate. The proof is therefore fatally defective.

The court, in its conclusion, as noted above, apparently ignores section 192, paragraph j, of Article 11, which in defining the powers of the Board of Pharmacy, gives it authority "to investigate all alleged violations of the provisions of this act, or any other law of this State regulating the dispensing of drugs," etc. That would seem to dispose of the question of power.

The court asserts that the name cream of tartar is not recognized in the United States Pharmacopoeia. An inspection of this book, discloses the following item in the index:

Page

Cream of tartar, (*Potassii Bitartras*), ..... 356

Numerous decisions have established the fact that an index is part of a book and there is no reason why the U.S.P. should be any exception to the rule. It would seem that the attention of the court was not called to this important fact. In the preface of the U.S.P., treating of synonyms, the editors outline the generally policy to be to limit the number as much as possible. Cream of tartar appears to have been one of the eliminations in the main body of the book under this policy, but its presence in the index retains it in the Pharmacopoeia.

What the court considers a more important objection is that under section 199 cream of tartar, as sold by merchants, is exempt from action by the Board of Pharmacy, again omitting to take cognizance of the provision heretofore quoted giving the board power to prosecute "under any other law." In construing the intent of the legislators the court holds (and here is where the grocer's attorney sees his great "victory") that the court is

of opinion that the various exempted articles enumerated in section 199, when not sold as drugs or medicines, are not required to conform to the standard prescribed by the Pharmacopoeia for medicinal preparations.

The court, throughout the opinion takes ground against adulteration of food and drug products and adds significantly:

If adulterated the vendors may be subject to other statutory penalties, but not to those imposed by Article 11.

Summed up in a paragraph, the grocer sold adulterated cream of tartar and should have been penalized under the Agricultural act instead of the Pharmacy law. This does not seem to be much of a victory for grocers who sell adulterated articles.

#### A NOVEL, BUT POPULAR INNOVATION.

A very pretty custom, recently inaugurated by the publishers of the ERA, that of introducing new advertisers to the readers of this journal, has apparently become popular even in its infancy. Its benefit is not at all one sided, either, as it concerns the advertiser or the druggist, for it enables the purchaser to become quickly conversant with the merits of the offerings made by the seller in a way which estab-



lishes an acquaintance that would be made much more slowly through the usual method of merely printing the formal announcement of the advertiser. In business done through advertising in the trade journals, as well as in the ordinary affairs of life, as much depends upon the proper introduction of business men to one another as upon the circumstances under which persons in social circles become acquainted. The ERA has set about the performance of this duty in a way that can only serve to bring our readers and our advertisers closer together.

Michigan druggists are finding that the requirement of true and correct statements of their liquor sales is not a joke. One of them in Van Buren County has been arrested on a charge of perjury and the authorities are gunning for evidence against others.

Though still a very young man, Dr. R. F. Kelly, who has just been made manager of the extensive laboratories of Sharp & Dohme in Baltimore to succeed Aubrey T. Hill, an Englishman with the prestige of having been drilled in the establishment of Burroughs Wellcome & Co., London, must be classed with the most capable pharmacists of Baltimore. The promotion has come to Dr. Kelly after only a few years of which he made excellent use. By faithful performance of duty, by untiring endeavor, by devotion to the work before him, and by unremitting effort to master all the details, combined with solid learning and a naturally alert understanding, he soon gained the confidence of his employers and rose rapidly in their regard, so that when, after a little more than two years, Mr. Hill decided to return to London and engage in business there, the choice of those in authority naturally fell upon the youthful member of the force who had proved so diligent and intelligent in the performance of his labors.

Dr. Kelly is not yet 30 years old, yet upon him now rests the responsibility for the reputation of all the products turned out by Sharp & Dohme. He was born near Carthage, N. C., as the son of J. E. Kelly, a well-known teacher of the Old North State, who at times was connected with the public schools and also conducted a private institution. Practically all of his scholastic training was received under the tutelage of the father, who grounded him well in the various branches taught in his own school and gave him personal instruction. It was only natural under the circumstances that the son should lean toward the calling of the father, and thus it happened that the young man for a time served as one of the instructors in his father's school. He might have made pedagogy his life work, for that matter, had not an uncle, Dr. C. B. Warren, of Green Cove Springs, Fla., intervened. Dr. Warren, a physician, owned a drug store, to the management of which he could give no attention, being completely occupied with a large medical practice. It so happened that Dr. Warren's clerk had given notice of intent to leave, and the uncle persuaded young Kelly to go down to Green Cove Springs and take charge of the store. The young man knew little or nothing of pharmacy, but with the confidence of youth he assented to the plan, and in this way he acquired a fondness for the pursuit, which was destined to become his life profession. In order to meet the highest requirements Mr. Kelly matriculated at the Maryland College of Pharmacy, where he carried off honors and graduated well up near the head of the class of 1902.

During his two years at the Maryland College of Pharmacy he had formed a strong attachment for Prof. Charles Schmidt, one of the faculty, and through him he was brought under the notice of Sharp & Dohme, so that after graduation he obtained

a position in the stock room of the extensive laboratories, exercising special supervision over the crude drug supply department, which had not before been under any one's particular supervision. There Dr. Kelly at once proved his value, developing the department and properly emphasizing its importance. Having thus improved on the favorable impression he had made, he went up step by step, being entrusted with more responsible duties and steadily rising in the esteem of the corporation heads.

Everything Dr. Kelly undertook to do he tried to do well. With him there was no slighting or indifference. He was not content to perform the task immediately before him, but sought to promote the interests of his employers in whatever way he could. At college he had made such excellent use of his time that he was invited in 1904 to become an instructor in pharmacy, a position for which his early pedagogic training especially fitted him. Upon the death of Professor Schmidt, over one year ago, he was made assistant in pharmacy, being immediately under Prof. Charles Caspari, Jr. The position he still holds, with great honor to himself and with credit to the Department of Pharmacy of the University of Maryland, the old college having been merged with the university.

Dr. Kelly's disposition to be a working member, no matter with what organization he might become affiliated, caused him to be singled out for other distinctions. He was elected secretary of the Maryland College of Pharmacy, the body which holds the charter for the college, though its teaching functions have been transferred to the University of Maryland. Dr. Kelly has now been secretary for several years and his fidelity in attending to the details of the office is likely to make him the permanent incumbent. His record of the proceedings is always up to date and the work is done in a competent manner. In addition, Dr. Kelly was elected secretary of the Maryland Pharmaceutical Association, his choice being dictated by a purpose to have the duties of this office attended to with the same unflinching regularity. Dr. Kelly's devotion to the scientific and mercantile aspects of pharmacy, furthermore, impelled him to seek membership in the American Pharmaceutical Association, and when the Baltimore Branch was formed he became the logical secretary, so that he holds not less than three positions with somewhat similar duties.

Dr. Kelly also is affiliated with the General Alumni Association of the University of Maryland and with other bodies. He contributes frequently to the literature of the several societies and he takes a prominent part in the deliberations on pharmaceutical subjects. His patriotism and love of his native State find expression in affiliation with the North Carolina Society of Baltimore and he is not less popular among his own Tar Heelers than among druggists.

His clerkship in his uncle's drug store proved fateful in more directions than one, for it was during his sojourn in the Pineapple State that he became acquainted with Miss Marian Low, who was prevailed upon to change her name to Mrs. Kelly when the young man had found himself, so to speak, and had gained a firm footing. They are a thoroughly congenial and happily mated couple, and reside with their young son in North Baltimore. As may have been surmised from Dr. Kelly's various offices, he is of a singular obliging disposition and consequently he has much work thrust upon him. Of a modest, almost retiring nature, he has never sought to push himself forward, and all the honors he has received have come to him unsolicited. Amiability is one of his leading characteristics; and his courteousness is not of a forced type, but asserts itself spontaneously as part of the man. Good fortune has not in the least turned his head, and he bears his new distinctions with the same unassuming modesty which he displayed as a student.

A "Pure Shoe Bill" is the latest. Says the *Shoe Retailer*: The bill which was recently introduced in the Senate of the



Dr. R. F. KELLY  
of Baltimore, Md.

Missouri Legislature providing a penalty for all manufacturers and dealers in footwear to sell the same if any substitute for leather enter into the composition of a shoe which is not duly stamped showing the substitution, is not meeting with favor by many of the leading retailers of the State. The proposed law provides that each substitution for real leather be stamped on the sole of the shoe, so a customer may know he is not getting a solid leather shoe. Dealers incline to the idea that it is all nonsense to enact such a law; that if such a law is needed it should be a National and not a State law, since it gives adjoining States having no such legislation an advantage.

Tariff revision at Washington is in a "to be continued in our next" condition. There is a ray of hope in a promise that the bill will be ready to go to the President by June 1. As we have said before: the sooner the revision is completed and affected business men are relieved of the suspense the better it will be for everybody.

Surgeon Major C. Dubnel de Broglie, of the French army, who has been stationed in Tahiti, Society Islands, for three years, left New York recently on his way to Paris, where he will publish in a French medical journal the details of his studies of tropical diseases, and particularly the discovery of a cure for elephantiasis.

"There is much of this terrible malady in the Polynesian Islands," said Dr. de Broglie to a *Herald* reporter, "and I had opportunity to make a thorough research. As a result, I am convinced that the idea held by the medical world for so long that the disease is incurable is incorrect, and, furthermore, that the theory advanced by Sir Patrick Manson, the celebrated English surgeon, that the disease is caused by filaria, a slender parasitic worm, is erroneous.

"My investigations showed me that the disease is contagious and infectious, and I found that the microbes which cause it are an association of the *Staphylococci* family and a new one yet undescribed. I experimented with many rabbits and chickens and found that injections of the serum produced the disease in them.

"I was successful in the treatment of cases of the disease by antitoxin treatment. I made photographs of a patient in July and October of the same year. In the first instance the legs of the patient, a man, was swollen beyond any resemblance to their original shape, one ankle being as large as the leg of an elephant. The patient had an air of apparent hopelessness. When the second photograph was taken the swelling was greatly reduced."

As the debonair drug clerk stepped forward to wait on her she trained her guileless blue eyes upon him and said: "I wish you would give me a sponge bath, please."

The clerk was for a moment nonplussed, but at last managed to say: "Do you prefer hot or cold water, miss?"—*Herald*.

A new crime has been invented in Ohio. The public school superintendent of Columbiana has been deprived of his job for "using patent medicines to excess." What next?

Whether or not an optometrist may properly call himself a "doctor" is a question that is coming before the optical societies now that 2000 men in this State have been recognized as optometrists under the provisions of the optometry law which went into effect last year, says the *New York Sun*. About one-half of the total number of these men are practicing in New York City and a large proportion of them have assumed the doctor's title without the formality of obtaining a degree from a college authorized to confer it.

The Optometrical Society of the City of New York at a meeting held recently considered an amendment to the by-laws prohibiting members from styling themselves "doctors" on their office signs, cards, letterheads and other printed matter. Those who favored the amendment argued that it was necessary in order that dishonest opticians may be deterred from posing as physicians and so bring discredit upon the new profession of optometry.

The society voted down the amendment but decided that all members using the title "doctor" must accompany it whenever it is written or printed with the word "optometrist." Failure on the part of a member to do this or any effort to deceive the public into the belief that he is a medical practitioner

will be ground sufficient for expelling him and for asking the State authorities to cancel his optometry certificate.

This action has not entirely satisfied those who are opposed to the use of the doctor's title, so the question is to be carried to the convention to be held early in June at Albany by the Optical Society of the State of New York and also to the National convention to be held in Atlanta, Ga., on June 21, by the American Association of Opticians.

Those who believe in the optometrist calling himself "doctor" say that dentists, veterinarians, pharmacists and chiropractors call themselves "doctors," and claim that they are not confused in the public mind with the medical practitioner, although this is by no means true, except in some portions of the South, for the idea conveyed to the average mind is that a doctor is a doctor of medicine, unless there be the qualification or explanation which is insisted upon by optometrists who wish to avoid misleading the public.

Optometrists say that in time their colleges will be authorized to confer the doctor's degree, just as the colleges of dentistry and pharmacy now do, and then their right to the title will no longer be questioned. They are to celebrate at their coming State convention the passing of optometry laws in 20 States, seven of these having been passed this year, following New York's example.

In all these laws the optometrist is defined as a man who measures the power of vision by mechanical means and fits eyeglasses for the relief of the eye's defects. He is thus distinguished from the optician, who merely grinds lenses, and from the oculist, who treats diseases of the eye.

Chief Clerk: "Here comes the lady who wrote those articles on 'How I Live Regally on Six Dollars a Week.'"

Satan: "Put her over there with the other liars."—*Lippincott's*.

Within a short time a light will be flashed from the gray stone beacon on Branford Reef, a few miles beyond New Haven harbor, in Long Island Sound, that, if successful, may mark a new departure in small lighthouses at least and do away with hundreds of lighthouse keepers along the coast. For years the dangerous hidden reef which only shows at low water has been marked by a circular stone day beacon about 20 feet in height surmounted by an iron cage or "daymark."

Now it is proposed to install an acetylene gas light that can be seen for about five or six miles by masters of approaching vessels, the lighting of which at sunset and turning down at sunrise will all be done without human aid for at least a year. The gas will be lighted and extinguished by a sun valve. The inventor of the device, M. Dalen, a Swedish engineer, is now in this country.

The Commercial Acetylene Gas Company, whose president is E. G. Benedict, is the contractor for the new light, and Major Potter, the engineer of the lighthouse establishment in Tompkinsville, said recently that if the light is successful it will be kept burning without care for a whole year from the battery of charged gas tanks.

In Iowa even the burglars are taking a hand in trying to prevent druggists from selling intoxicants. Recently they cleaned out the entire stock of a Mason City druggist.

In a Philadelphia club a member was met not long ago by the announcement from a fellow member that a friend of both had fallen ill.

"I understand from the physician," said the first member, "that Tom has brain fever. He'll recover, but it's thought his mind will be a blank."

"I trust the diagnosis is incorrect," came in fervent tones from the second member, "inasmuch as Tom owes me a hundred dollars."—*May Lippincott's*.

Mr. Featherston—Just a moment, Miss Tartun. Let me tell you what I think—

Miss Tartun—Certainly; I can wait long enough for that.

The outlook upon the future depends upon whether we view it from the heights of hope and determination or the valleys of doubt and timidity.

The only way to measure the value of a theory is to transform it into fact by intelligent and immediate action.

## The Ways and Means Committee.

By Emma Gary Wallace.



There are a good many Ways and Means Committees in existence, as almost every organization and government finds it expedient to have one. The members are generally selected because of their resourcefulness, clear-headed business judgment and foresight.

Bullards have no place on any regular committee of this kind, but this particular Ways and Means of which I am about to write is by no means regular, in fact it is decidedly irregular, and while its members cannot be charged with lack of resourcefulness they certainly are wanting in foresight.

The Committee is unique, it is the largest one in the world, as the membership is self-appointed and most of them are elected for life. This is especially true if the objects are realized even in part. Each member or group of members works on an independent plan, following a go-as-you-please gait, and in consequence recruits are constantly added.

The deeply benevolent purpose of each and every active worker is to find some plausible way of separating anybody who happens to have means—cashable means—from such a questionable possession. The risk and possible loss to self are ignored with a fortitude that is little short of heroic.

The owner of a fine and prosperous drug store recently discovered that his health was undermined to such an extent that an immediate and prolonged change was imperative. He advertised his business in a well-known daily paper. We will call it *The Comet*, not because its name was really anything like that or because of its likeness to one, for the paper boasted of a circulation that would have destroyed utterly the symmetry of any well-trained comet, but rather because of the speedy and extraordinary results obtained.

The store owner took infinite pains with the wording of his copy, the style of type, the border and its location in *The Comet's* best selling column. Even newspapers have choice spots of location.

Next day a voluminous mail was delivered in reply. Every writer seemed to be a member of the Committee—although no one stated that fact—and appeared willing, even eager to do the ailing business man a good turn.

He was offered rich, unimproved orange land, and earnestly recommended to make his own improvements as a means of restoration to perfect health; shares of fabulously rich mining stock, which had a gleaming, beckoning future, and which could now, for a short time be obtained at a ridiculously low figure; undivided shares in rubber plantations with the most elastic tales of riches just ahead; apple orchards where wealth grew rosy-cheeked and unassisted in the glorious sunshine; walnut, eucalyptus and lemon groves, grape and fig lands rushed forward, so to be, enthusiastically waiting to be embraced; there were opportunities to exchange for business property which had only the trifling drawback of litigation concerning the title; industrial enterprises that manufactured everything from air-ships and their supplies to corner-building lots in Cloudland, and air-castles all furnished and ready to let to the many summer tourists who were planning to take the numerous air-lines.

A few dozen brokers came forward and confidentially guaranteed inside deals—if all delays were eliminated. Haste seemed in all cases necessary. There were offers difficult to classify. One read:

ME. NORBALT,

Dear Sir: I have 2500 watches that are not such very good-looking, but as time-keepers they are simply grate. One fine driving horse, gentle as a white kitten, also one buggy and harness both still servicable. Although this here property is worth a good deal more, I will take your drug-store for it. I am no druggist, but the woods is full of them and I can hire one until I can catch onto the business. I understand the profits in the business is all that can be desired.

If your health is pore, you couldn't find a finer propositushun than mine. You plan out a fashunable driving tower, pack your stock in the back of the buggy—it is built that way—and do business right along the road. Take your drug-store right along, only in another form. You would gain helth and probably make more money than you ever seen before. This offer is only open for three days. Yours very truly and again:

J. H. F.

MR. NORBALT DEER:

Seem your ad of a nise drug stoar in the *comet* and Aw! the fixins And good Will I have to say that I have a Piece of copyrite sheat Music I will exchange for the stoar if it is as good a stoar as you clame it is.

I am riting other Parties and the won that answers me first and satisfactory will get the Piece.

I ask \$20,000 for Piece if soald for kash. Plees let me no your decism by the same male you get this.

Yours for returns,

MRS. M. M. C.

The man with the drug store to sell was so overcome with the generosity of his many correspondents that he requested his amiable wife to act as his private secretary, and to let the Ways and Means people who had written him know of his entire unwillingness to allow them to make such sacrifices on his behalf. But for once, she was distinctly disobliging, declining to waste sarcasm and stamps and declaring with some show of reason that he had foolishly attempted to market a special product to a miscellaneous public and that he must except miscellaneous replies. That if she wished to purchase a piano she would not look for it at a church bazaar, in a fancy notion store, or even in an Apothecary Shop, varied as were their side lines. She would seek the normal outlet for such goods—a reliable piano store, and by the same course of reasoning she arrived at the conclusion that any person with capital and the educational investment to handle a drug store successfully would naturally look in the selling columns of a reliable weekly drug journal. A weekly one should be selected because of the greater frequency to repeat the proposition, and that moreover an advertisement of this nature would reach out and make a stronger appeal to the class of people it seemed desirable to reach.

The next week this plan was acted upon and although the mail divided amazingly and they lost lots of fun, the store was soon satisfactorily placed, which was really more to the point. The owner had wanted but one customer and he found him right speedily.

Then there is a large contingent of this extensive Committee which has for its sole working capital the time of other people. They have nothing to market, and apparently nothing to do but to hang around and interfere with the regular business of those who have an ambition to make their time count for something.

Have you ever met the active member, who arises about noon, yawns lazily through the afternoon, begins to come to when the evening commences and by closing time is as wide-awake as an owl? By this time his mind is alert and he frequently decides to write a letter and makes the liberal purchase of a sheet of paper, an envelope and a stamp, and borrowing pen and ink proceeds to indite a lengthy epistle, without noticing that the window lights are out and that he is the only obstacle in the way of closing.

He is usually a likable chap, too, and is frequently popular enough to be the President of the local Dilly-Dally Club. He has not the slightest idea that he has used up two dollars' worth of time, added the last straw to a long, tiresome day, and only given in return the profits on a five-cent cigar.

Time is the only commodity that costs us nothing to get and everything to lose. If it means nothing to the Dilly-Dally Club—that is their fortune—or misfortune, but what moral right have they to go about and systematically appropriate some one else's valuable time without their leave or license.

The loss of one hour a day for a year means a total loss of thirty-six and a half working days of ten hours each. Over one month of valuable time lost through the selfish thoughtlessness of people whose ways and means of spending time and seeking entertainment is to hang around and talk. That month would make a splendid vacation, or it would accomplish that pet scheme which has waited patiently in the background for years.

These time-vampires care little for their own prospects and less for those of other people. It is stated that the man who is

the biggest power in the banking world today has become such, largely through his ability to say "No" courteously and by his manner of polished finality which he can assume without giving offense to the Ways and Means Committee who would devour his time and help him most willingly to get rid of the means at his disposal.

When the great military leader Von Moltke was aroused from his midnight slumber with the news that France had declared war, he is reported to have said, "Look in the upper right-hand pigeon hole of my desk, you will find papers there that will tell you what to do." Then he turned over and proceeded to resume his interrupted sleep.

His preparedness gave him absolute self-possession and he knew that the best use he could make of his time was to get ready to carry out the plans he had so successfully prepared beforehand. It was futile to waste time and energy in premature surmises and pointless discussion.

It does not matter in the least whether the particular scheme of the Committee is in the form of a stock company which agrees to purchase liver-pads and selling-territory from some philanthropic parent company upon what is an apparently fair basis, if their claims can be substantiated, a fake jewelry concern, a Magic Cleanser which does not cleanse at all and the only magical property about it is the speed with which its promoters disappear, or a simple overcharge of hours or even minutes of a workman's time because his employer will never know, it all amounts to the same thing. It is a question of accepting money and not giving value received. There is no basis of mutual benefit, which is the dividing line between legitimate and questionable business.

It is generally safe to assume that an opportunity (?) which must be snapped up to be secured without sufficient time for investigation better be left entirely alone. The chances of losing a good thing are much less than of securing a poor one.

There is a novel and valuable line of insurance known as Use and Occupancy. It aims to reimburse the policy holders for actual business loss he is made to suffer by loss of the occupancy and use of a building destroyed by fire. Frequently the loss of business is quite as heavy as the loss of property.

There is likewise an insurance against the wiles of the Ways and Means Committee, and it consists in keeping in touch with the publicity given to the schemes aimed to entrap any one particular class of business.

A druggist who decided that he could not afford to renew his subscription to the magazine that served him best in this way, was left unprotected. Within a couple of months he was "taken in" to the extent of \$42.50 by a scheme that had in the meantime been carefully exploited in its columns and the trade warned against. He decided that if he received no other benefit of any kind it was pretty cheap insurance against the wiles of this too-often smooth and honest-appearing Committee of many Ways and varied Means.

#### Rhode Island College Juniors Entertain.

PROVIDENCE, May 1.—The first ball of the junior class of the Rhode Island College of Pharmacy and Allied Sciences was given recently, with about 150 present. In the receiving line were Prof. and Mrs. Charles H. Dargott, Mr. and Mrs. Frank E. Lockwood and Dr. and Mrs. Francis T. Harrington. The executive committee included John J. Pastille, chairman; Miss Lillian Garrett, Frank McBride, Owen Hanoway, Charles Gilson, John McGovern and Morris Horowitz.

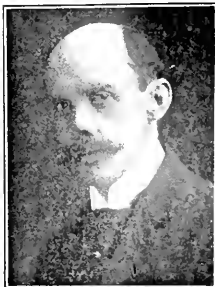
The floor director, Frank McBride, was assisted by Clarence Doherty, James Matteson, William McKenna and William Potvin. The reception committee consisted of Ernest Codere, Louis Colla, Fred Gilbert and Dana Maynard.

#### Preparing for Connecticut Ph.A. Convention.

NEW HAVEN, May 1.—The Traveling Men's Auxiliary of the Connecticut Ph.A. is arranging for the meeting to be held at the Shoreham, June 15 and 16. The following committees were appointed: Reception committee, F. A. Wolff, president, chairman; E. N. Richardson, secretary; J. Denby; entertainment committee, R. F. Isbell, chairman; W. W. Sykes, J. J. Horan, W. H. Newton, J. E. Cary; badge committee, John Baker, James Kenny, M. F. Hoop, chairman of the local association, and Charles Fleischer were present representing the Connecticut Ph.A. at the last meeting.

## A Tack in the Foot.

By Joel Blanc.



I have always contended that any characteristic, problem, reward or injustice in which druggists as a class are concerned, is not, in its abstract form, a thing or condition bearing upon the drug trade alone, but as a characteristic or condition which relatively concern all humanity. Nearly all of the many druggists to whom I have expressed this opinion have agreed with me and yet, within a few moments after such an agreement, any one of them might say or do something which plainly indicated that in his customary thought

and action he considered the men who populate the drug world as being in a class apart from the general run of humanity, or rather an isolated class antagonizing all and opposed by all.

I will concede that in a measure the members of every trade, business or profession live within a narrow world of their own, and in their sphere they act and speak as though only chaos extended beyond their restricted horizons. While the chief thought and action of all my business life has been within the domain of drugs, peculiar conditions have forced me to mingle with many classes of men in many places, and after careful retrospection I am forced to the conclusion that, with a few exceptions, druggists do live in a narrower world than those who are engaged in other callings.

The effect of this restricted life does not show plainly in the individual, for it cannot be gainsaid that among druggists as a class, individual extremes of wealth and poverty, intelligence and ignorance, and refinement and vulgarity, are less noticeably than among men of any other business or profession. But, taken as a whole, I believe that druggists do hold themselves more aloof from the great world than any other class of business men. On the other hand, it is conceded that as professional men they live, think and act upon a broader plane than do those of many other professions. Thus, it is evident that if all druggists were to become exclusively professional and secure their livelihood as chemists and prescriptionists only, their boundaries of thought and action might draw even closer without detriment to themselves.

At the same time there is a definite, if not obstructive, line between the business and professional duties of the druggist-pharmacist as the class exists today. As the vast majority of drug businesses are conducted the relative material importance of the positions of pharmacist and druggist may be compared to the differences in floor area behind and before the prescription counter. My readers will kindly understand that I am not considering any present effort to change these relations nor am I considering exceptions; I am merely considering the vast majority of drug stores as revenue-earners of the present. Granting that the line is properly drawn, you must concede that the druggist must succeed as a business man if he is to have the contented, clear mind that is necessary to his progress as a scientific pharmacist. Therefore, the power of mental concentration as a professional man is dependent upon his successful mental expansion as a business man.

It was Marcus Aurelius who, in effect, said that in order to grow great, a man must first realize and make self-confession of his own insignificance. If this is true of the individual, how much more truly it must apply to a class of men. Humility and vanity may be so very near akin that what is called one may be the very essence of the other.

There are druggists who use as a chorus to their song of life "I am only a druggist." While they are not intentionally hypocritical, their modesty is at the same time a sort of conceit, for it very often plainly implies that while the speaker is conscious of the littleness of his world he considers it the world of the elect, a world upon which all the balance of the universe is centering either its praise or abuse. It is this

difficulty defined characteristic that is responsible for many of the hardships of the druggists collectively, and the sooner they awaken to their own littleness in world consideration and action, the sooner will they commence to expand.

If we could rake over this footstool of the universe and separate each trade, commercial and professional class from all others and in one pile put all the retail, wholesale and manufacturing druggists of the earth, we could keep quite cool and comfortable in the mid-morning shadow of a good-sized labor union. Intellectually compared with some other classes, our place in history making would be proportioned to a period on a printed page, when compared to the metal, textile, farming or transportation interests of the world. We are financially as a grain of Sahara's sand. Comparatively speaking, we are merely one of the countless tacks used to hold a strip of gimp on the footstool. The sooner we realize our tack-like proportions, the sooner will we find out that we are attracting about as much attention from humanity at large as the moving picture business does, the sooner will we commence to grow into a nail and to develop a hope of eventually becoming a spike.

We have an idea that the public is putting in a great deal of time to heap injustice and misrepresentation upon us, when in fact, what we are really thinking of as the public is none other than some cult or party much smaller than ourselves, but which goes into the world that we hold aloof from and by so going forms the so-called "public opinion" from which we suffer.

Let us undeceive ourselves from the hallucination that our problems are world problems. They are not! They are merely parts of humanity's problems and unless we join humanity in helping to solve the general problems, we have no right to expect that the little parts in which we are most vitally interested will attract enough attention to be handled with intelligent fairness. What right have we, as a whole, to protest against legislative injustice when we hold aloof from

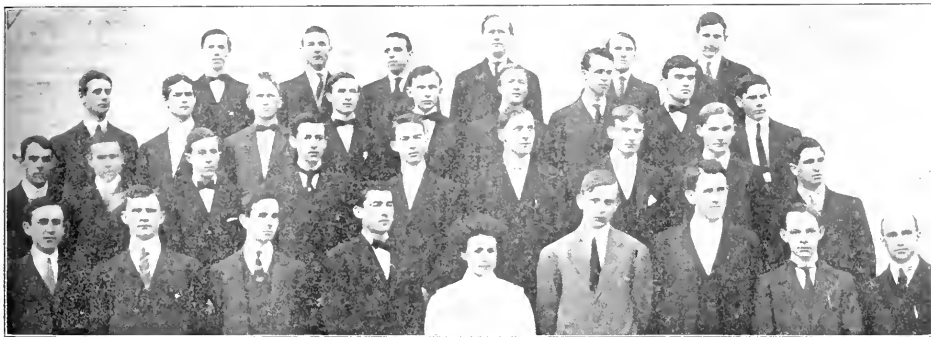
the political world? What right have we to wail for legislative representation when instead of voting for a man because he is a druggist, we vote against him for that very reason.

How do we know that the medical or any other profession or class is worthy of our support unless we go into the world where that profession finds its leaders? What right have we to complain of an anti-trust or other National law or to say that a law is partially enforced when we as a whole keep our political power hidden beneath the head of a tack? When a blatant demagogue assails us, can we expect to conquer him with a mouse-like squeak from some dark corner? Why complain of long hours in the store when we refuse to take either thought or action outside of it, even when the store is closed? Why complain that worthy young men are tempted from clerkdom by inducements of the outside world when we refuse to go into that outside world to learn to equal those inducements by learning what they are?

Let us break away from the littleness of our own commercial planet by acknowledging the littleness and thus win a breadth of mentality that will fit us for a truly self-defensive part in the struggles of the economic universe. Let us combat the injustice of ignorance by going into the world where that ignorance is bred and there fight the battle.

If we crawl like flies around a decaying apple, is it any wonder that we learn to believe that it is the world and that all the world is corrupt? Were the larvae within a cocoon endowed with intellectual faculties it is easy to suppose that it possibly believes that its dark cell is all the world and a gloriously wonderful world at that; but when it is freed to fly on zossamer wings over the beautiful spring-clad earth, it would not only learn what real life on earth is, but would glory in the beauty and power that have come to it with its own rebirth. So, however satisfactory, beautiful and good our own little world may be, let us break from our own cocoons, not selfishly, not vindictively, not despotically, but for life, light and justice!

#### MEMBERS OF THE PHARMACEUTICAL ASSC. OF RICHMOND UNIVERSITY COLLEGE OF MEDICINE.



RICHMOND, Va., May 1.—The Pharmaceutical Association of the University College of Medicine closed its session recently with an address by Dr. George E. Barksdale. The officers during the year were: President, F. D. Culpeper; vice-president, L. T. Ford; secretary and treasurer, W. L. Grimes. During the session a valuable series of addresses and debates have been held.

Members of the association shown in the group picture are: H. J. Davie, W. H. Huffman, R. B. Shelar, H. Huddle, R. E.

Monroe, Prof. A. Bolenbaugh, W. A. Maiden, L. H. Botts, R. L. Gaddy, W. M. White, W. M. Ballard, M. M. Stephenson, J. B. Perry, W. P. Taylor, P. C. Jones, A. L. Winnie, R. M. Thompson, L. W. Barbage, R. C. Rice, C. R. Butler, L. T. Ford, R. Royal, L. C. Morgan, R. L. Mason, J. W. Wilson, C. L. Coleman, H. M. Petrus, F. D. Culpeper, Miss Louisa M. Shield, W. L. Grimes, P. M. Massie, F. P. Fletcher and Prof. W. F. Radd. The chairman of the picture committee of the class was F. P. Fletcher, Jr.

#### Opposed to Stamp Tax on Patent Medicines.

NEW ORLEANS, April 30.—The Orleans Pharmaceutical Association, at its monthly meeting, went on record as opposing an internal revenue tax on patent medicines and instructed the secretary to write the members of the Louisiana delegation in Congress asking their co-operation in opposing such a measure. The meeting was well attended and reports received showed that the propaganda work is bringing good results to the profession in New Orleans.

#### Taft Authorizes Chemists to Represent U. S.

Dr. Harvey W. Wiley, Prof. Charles Baskerville, Dr. Lee Baekeland, Prof. W. L. Dudley, Dr. W. H. Nichols, Prof. Morris Loeb, Albert Plant and Dr. Maximilian Toch, who will attend the seventh meeting of the International Congress of Applied Chemistry which will be held in London May 27 to June 2, have been appointed by President Taft to represent the Government and invite the Congress to hold its eighth meeting in the United States in 1912.

## Original and Selected

### COMMENTS ON SOME FEATURES OF THE NATIONAL FORMULARY NOMENCLATURE.\*

By L. F. Kebler, Chief, Division of Drugs, U. S. Department of Agriculture, Washington, D. C.

It is with the utmost reluctance and diffidence that I undertake the task assigned me of criticizing the nomenclature of the National Formulary, a recognized Federal law standard. I have a keen perception of the high ideals, sterling integrity and noble purposes of the members of the committee which compiled this volume, and to adversely comment on the work of men who have had a much larger experience in some lines than I have had, might be considered impetuous impertinence on my part. I feel, however, that it is the duty of every member to point out such defects and shortcomings as come to his attention; otherwise progress would indeed be slow. I further realize that there are few members in the pharmaceutical profession who have been brought so intimately in contact, in a matter-of-fact way, not only with the excellent features of the National Formulary, but also with the shortcomings of its nomenclature, as the writer, and it is some of the information and experience gained during the past few years that I desire to put in evidence.

Many changes have been wrought during the last few years. What was considered permissible to a certain degree ten years ago—yes, three years ago—might be in violation of the present law, and the leading association of the pharmaceutical profession should be in the lead in rectifying such transgressions. The argument is at times advanced that some of the titles may be slightly inconsistent or misleading or even deceptive, yet they have long been in use and for that reason are entitled to recognition. This hereditary argument is interesting but invalid. In this communication I shall utilize largely representative, practical illustrations met with in my work.

#### Name of Drug Versus Its Constituents.

Soon after the Federal law was enacted a manufacturer desired to know whether the use of the name "Mandragerin" was permissible under the Act. He was advised that if the preparation was mandragorin in fact, prepared from mandragora root, such name would be considered proper; otherwise, its use would be misleading and therefore forbidden. He then informed us that the product to which he was applying the name "Mandragerin" is a mixture, containing, among other ingredients, the alkaloids present in mandragora root, but that the preparation was not made directly from this root and he was advised that the use of the name "Mandragerin" for such a mixture was improper. The question raised in connection with this product was the authoritative nature of the National Formulary and whether the principles embodied in its nomenclature would be restricted to N.F. preparations, or if they would be applicable to other products. Attention was called to the fact that "Elixir of Cinchona" synonym "elixir calisaya" was prepared by dissolving salts of the three principal alkaloids of cinchona bark in aromatic elixir and coloring the mixture to imitate an elixir prepared from cinchona bark proper. Without continuing the subject further, suffice it to say that the name "Mandragerin" is no longer applied to the mixture in question, but there is no gainsaying the fact, that the manufacturer here has a good basis for an argument.

A moment's reflection will convince even the skeptic that the principle in question would open the field for innumerable improper, if not absolutely deceptive and misleading practices; for example, according to this principle it would be perfectly proper to prepare "Tincture of Nux Vomica" by dissolving a suitable quantity of strychnine sulphate in a proper strength alcoholic solution and coloring the same with burnt sugar. Again, it would be just as logical to dissolve a certain amount of vanillin in a suitable menstruum, color the mixture with caramel and call the product "vanilla extract." Again, a tablet containing any salt of the alkaloid berberin could justly

be named "Hydrastis Tablet." From this, it is only a step to the "formerly" so-called "bitterless quinin" preparations which did not contain any quinin at all but cinchonin or possibly some other cinchona bark alkaloid. The above products are plain imitations, the sale of which, in the case of drugs, is declared illegal by the Federal and many State laws. No hesitation would be entertained in bringing a prosecution against a dealer of such commodities. In fact, so-called vanilla extracts, consisting of vanillin, with or without coumarin dissolved in a suitable menstruum and colored in imitation of genuine products, have been adjudged adulterated and misbranded by the courts in that such articles were not real vanilla extracts, but imitations designed to deceive the public. A case of this character is reported in Notice of Judgment No. 14 of the United States Department of Agriculture.

Elixir of cinchona is, however, only one of a number of preparations of this class found in the National Formulary. This same principle underlies eight other elixirs of which the name "cinchona" constitutes a part of the title. Other examples are: (1) "Wine of Beef, Iron and Cinchona," synonym "Beef, Wine, Iron and Cinchona." There is no cinchona whatever in this product, but it is represented by the sulphates of quinin and cinchonidin. (2) "Tartro-Citric Lemonade." This preparation is a sweetened, aqueous mixture of tartaric acid, citric acid and sodium bicarbonate. I see no good reason whatever for appending to this product the name "lemonade," either qualified or otherwise. (3) "Emulsion of Petroleum." This product does not contain any petroleum whatever, but "petrolatum album." The chief active agent of this preparation appears to be the expressed oil of almond. Petroleum proper and kerosene are believed by some to be of service as remedial agents, but the writer personally questions very much whether any medicinal value that may be ascribed to this emulsion is due to the petrolatum it contains. The name certainly is not in harmony with its composition, and is therefore misleading.

#### Use of Word "Compound."

It has long been the practice to name medicinal preparations after a valuable constituent, even though such constituent is only one of a number, and is frequently present in small quantities and in some cases not at all. In view of recent legislation, it soon began to be realized that such names were improper and information was sought relative to the proper use of the word "Compound" in connection with certain mixtures. It is clearly evident that the naming of a preparation after a constituent which is either not present, or is virtually inactive or is present in such a small quantity as to impart little if any activity to the product, a practice formerly not uncommon, with or without the use of the word "Compound," is improper and misleading. This subject calls to mind many improper and deceptive names, for example, "Castor Oil Pills" and "Castor Oil Tablets," with little if any castor oil, except such as may have been used in lubricating the machinery. "Copaiba Pearls" with only a nominal amount of copaiba quinin products where the quinin has been largely substituted by other cinchona alkaloids, etc. I desire also to direct attention to a protracted correspondence in connection with a so-called "Rattlesnake Oil Liniment," the object of which was to justify the use of the term "Rattlesnake Oil" as a part of the name of the preparation. The reason why the dealer was so anxious to use the term "Rattlesnake Oil" was that the oil is believed by many to be of great efficacy in the treatment of rheumatism. It finally developed that the preparation contained one-third of 1 per cent, or one ounce of the oil to 30 ounces of the finished product. This amount of rattlesnake oil in the liniment appears certainly to be small justification for the name the preparation "Rattlesnake Oil Liniment," either with or without the word "Compound," and its use has been discontinued.

On referring to the National Formulary we find that in the manufacture of "Compound Syrup of Irish Moss," only one-tenth of 1 per cent, or one part in 1000, of Irish moss, which at most possesses only demulcent properties, is used. If the name "compound syrup of Irish moss," which represents and a trivial amount of Irish moss, is correct, why is not "Rattlesnake Oil Liniment Compound?" As can readily be seen, the above involves a very important principle. The Irish moss preparation may be a comparatively innocent, and some or says "an isolated case," but it should be remembered that it is practically impossible to draw a line of demarcation where

\*Read before the March meeting of the Washington Branch of the American Pharmaceutical Association.

precedent is established. This is exceedingly difficult, even with the National Formulary preparations, to say nothing of the host of proprietary remedies involving this principle. It is not the ninety and nine that give the trouble, but the one black sheep. Compound syrup of Irish moss is, however, not he only offending "compounded" name in the National Formulary, as will shortly be seen.

Attention is now called to a personal interview which recently took place in connection with a headache remedy containing the word "celery" in its title. The manufacturer recognized the shortcomings of the original name and believed that the addition of the word "compound" would rectify the difficulty. He well realized that the celery present in the product did not constitute any material portion of the activity of the drug, and that its potent agents at different times were acetanilid, morphine, acetphenetidin and caffeine and other ingredients. When the question was raised as to the propriety of using the term "celery" in the name of this mixture, the manufacturer stated that a large proportion of the commercial value of the preparation resided in this word, in that the consumer had been taught from youth up that celery was a valuable remedial agent and the elimination of this word from the name of the product, when in use, would mean a serious loss. Reference was then made to the National Formulary "compound elixir of celery," which might more properly be called "elixir of coca and kola compound." The headache remedy represented a substantial amount of celery and the manufacturer was willing to increase it, if necessary. The principle involved in the two cases is apparently the same, and if it is proper in one it is difficult to see why it is not in the other. Another National Formulary preparation referred to at times in similar cases is "compound pills of colocyth." It can readily be imagined that paralogisms of the above character may at times become embarrassing.

After considering various schemes and numerous arguments presented by dealers relative to the origin and existence of deceptive and misleading names and the justifications offered for using the word "compound" to cover up the defects, it was decided on January 3, 1907, to address a letter to the chairman of the National Formulary committee, calling attention to the abuses which took shelter behind the nomenclature of the National Formulary, particularly in connection with the use of the word "compound," and ask that the committee make the subject under advisement and define its attitude on the question. In reply, on February 21, 1907, the writer received a letter from the chairman containing, among others, the following paragraphs:

"While the Committee deprecates and would discountenance the use of any misleading titles whatsoever, it does not concede at such exist in the National Formulary, and particularly not in which the term 'compound' is used. Although the pharmaceutical practice is not strongly defined while manufacturers do not always adhere to the generally accepted limitations of the word 'compound,' yet it is understood that the dominant medicinal agent, irrespective of its mere quantitative relation, gives title to the preparation, and that the other ingredients—the synergic, corrective or adjunctive—in a compound preparation, are the ones that come under the generic title 'compound.'"

"As regards the innovations of manufacturers, the Committee does not have the text of the National Formulary, but he held being conducive to the innovation of fraudulent titles, simply because, in connection with the titles of preparations there appear some well known and long used synonyms that are guilty inconsistent. It is respectfully submitted that manufacturers who can give as good reasons for the use of the term 'compound' as has been herein offered, may be allowed its use without jeopardy to the public."

From the above it was quite apparent that the committee did not intend to give much relief to the embarrassment. It not clear what is meant by the phrase "slightly inconsistent," but the committee can be assured that manufacturers with the aid of their attorneys give just as plausible reasons for the names they are using as any that have yet come to the writer's attention, justifying the use of certain National Formulary names. In order to relieve the situation it was necessary to issue a decision limiting the use of the word "compound" in connection with mixtures, and the following principles were set forth in Food Inspection Decision No. 63:

"In no case can a preparation be named after an ingredient drug which is not present. The word 'compound' should not be used in connection with a name which in itself, or together with representations and designs accompanying same, would be construed as a form of misbranding under the Act. It is held that if a mixture of drugs is named after one or more but not all of the active medicinal constituents (not merely present in a preparation, the word 'compound' can be

used in connection with the name, (a) provided the active constituent after which the product is named is present in an amount at least equal to that of any other active medicinal agent present. Example: If it is desired to make a mixture consisting of oil of sandalwood, balsam copaiba, and castor oil, and call this product 'Oil of Sandalwood Compound,' the oil of sandalwood should constitute at least 33.1-3 per cent of the entire mixture. Or (b) provided the potent active constituent after which the product is named is present in sufficient amount to impart the preponderating medicinal effect. Example: If a product is named after the active constituent, strychnine, the strychnine or one of its salts should be present in sufficient amount to produce the preponderating medicinal effect of the preparation."

If the above principles were adhered to there would be little improper use of this word. In order to provide for contingencies that were constantly arising in connection with the National Formulary nomenclature, it was necessary to include in this Decision the following paragraph:

"Or (c) provided the complete quantitative formula as outlined in the United States Pharmacopoeia and National Formulary, be given on the principal label."

The latter requirement eliminated controversies relative to the improper use of the word "compound" in connection with trade names bearing the name or names of one or more drugs. The manufacturer of proprietary remedies seldom voluntarily discloses such information and usually resorts to some other expedient. This proviso in Food Inspection Decision No. 63 cannot, however, be construed to mean that when the quantitative working formula is given, any form of compounded, deceptive and misleading name may be used.

At this juncture it is desirable to note the attitude of the highest court towards deceptive and misleading names, by quoting extracts from the opinion of the United States Supreme Court, in *Worden versus California Fig Syrup Company*, 1902, found in United States Reports, volume 157, page 516, et cetera:

"Upon this point the contention of the plaintiff is that its (the company's) preparation is not a syrup of figs, since it contains only a very small percentage of the juice of the fig, that the laxative ingredient in it is so small that the evidence shows that the compound is not a syrup of figs. It might more properly be termed a 'Syrup of Senna,' if the words were intended to be descriptive of the article. But, assuming this is not a syrup of figs, we are not with the inquiry whether these words, as applied to this preparation are not deceptive."

"The popularity of this medicine arises from the belief in the mind of the ordinary purchaser that he is buying a laxative compound, the essential ingredient of which is senna. The evidence shows, in fact, he is buying a medicine the active principle of which is senna."

"It has intended the public to understand that the preparation which it sells has, as an important medicinal agent as descriptive position, the juice of California figs. That has undoubtedly led the public into the purchase of the preparation. The statement is wholly untrue. Just a suspicion of fig juice has been put into the preparation, not for the purpose of changing its medicinal character, or even its flavor, but merely to give a weak support to the statement that the article sold is syrup of figs. This is a fraud upon the public. It is true, it may be a harmless humbug to palm off upon the public as syrup of figs what is syrup of senna, but it is nevertheless of such a character that a court of equity will not encourage it by extending any relief to a person who seeks to protect a business which has grown out of and is dependent upon such deceit."

"We are not impressed with the force of this attempted distinction. Even if it were true that, at the time the medicine in question was first made and put upon the market, the juice of figs was so largely used as one of the ingredients, as to have warranted the adoption of the name 'Syrup of Figs,' the change of the name of the medicine, that would be no justification for continuing the use of the term after the manufacturers and vendors of the medicine ceased to use fig juice as a material ingredient. Even if the term was honestly applied in the first instance, as descriptive, it would none the less be deceptive and misleading when, as is shown in the present case, it ceased to be a truthful statement of the nature of the compound. Nor are we disposed to concede that, under the evidence in the present case, the terms 'Syrup of Figs' or 'Fig Syrup' was properly used as a descriptive of the nature of the medicine when it was first made. Then, as now, the operative laxative element was senna, and the addition of fig juice was, at the best, experimental, and apparently was intended to attract the patronage of the public by holding out the name of the medicine as 'Syrup of Figs.'"

"Upon such allegations and the admissions of the complainant's principal witness, some of which are heretofore quoted, and upon the entire evidence in the case, and in the light of the authorities cited by the counsel of the respective parties, our conclusions are that the name 'Syrup of Figs' does not, in fact, properly designate or describe the preparation made and sold by the California Fig Syrup Company, so as to be susceptible of appropriation to a trade name, and that the mark and names used upon the bottles containing complainant's preparation, and upon the cartons and wrappers containing the bottles, are so plainly deceptive as to deprive the complainant company of a right to a remedy by way of an injunction by a court of equity."

(To be Continued.)

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Liquid Deodorant for Water Closet.

(T. E. B.)—Solutions used in "drip cans" for deodorizing and disinfecting water closets are prepared from substances which are supposed to possess aromatic and bactericidal properties. Various tar oils, the cresols, chlorides of metallic bases, etc., are extensively employed. Here are some formulas:

(1)

Coal tar .....	2 ounces.
Caustic soda .....	2 drams.
Water, to make .....	16 ounces.

Dissolve the caustic soda in 4 ounces of warm water, add the warm water and agitate thoroughly for a few minutes. Add the rest of the water and set aside in a warm place for seven days, agitating frequently. Decant the aqueous solution, filter it through a wetted filter paper, washing the residue with sufficient water to make up 16 ounces. The solution may be perfumed by adding a mixture of oil of turpentine and oil of eucalyptus.

(2)

Thymol .....	1 part.
Eucalyptol .....	4 parts.
Borax .....	40 parts.
Dissolve in, .....	
Glycerin .....	80 parts.
Camphor water .....	160 parts.
Tar water .....	410 parts.

(3)

Potassium chloride .....	5 parts.
Sodium chloride .....	5 parts.
Magnesium chloride .....	5 parts.
Zinc chloride .....	3 parts.
Aluminum chloride .....	3 parts.
Calcium chloride .....	6 parts.
Water, sufficient to make .....	100 parts.

Dissolve and saturate with methyl salicylate and oil of eucalyptus.

### Ink for Branding Stock.

(E. S. D. Co.)—The only formula for an ink for branding stock we have available is one contributed to this journal some years ago by Dr. J. H. Oyster, of Paola, Kan. It is as follows:

Shellac .....	2 ounces.
Borax .....	2 ounces.
Gum arabic .....	2 ounces.
Water .....	25 ounces.
Lampblack .....	sufficient.

Boil the borax and shellac in the water until dissolved. Remove the mixture from the fire and when cool add the gum arabic and sufficient water to make 25 ounces, then add enough lampblack to bring the whole to a proper consistence. For red ink use Venetian red instead of lampblack; for blue use ultramarine.

### Wood Fillers.

(O. R.)—There are many kinds of wood fillers, from thin glue size, linseed oil and whiting, up to scraping varnish—a varnish especially made for a filler. Patent fillers, mainly thin dilutions of shellac or other resins, in wood alcohol, are many in number, and most of them give very fair results. However, a filler that is said to give almost universal satisfaction for general purposes is one composed of equal parts of boiled oil,

Japan, and benzine, thickened with the best whiting. The Japan is added both to serve as a dryer and to insure more complete filling of the pores of the wood.

An English authority gives the following for a "liquid filler": Whiting, 6 ounces; Japan,  $\frac{1}{2}$  pint; boiled linseed oil,  $\frac{1}{2}$  pint; oil of turpentine,  $\frac{1}{2}$  pint; corn starch, 1 ounce; mix well, and apply to the wood. Add coloring if required.

What is known as "American wood filler" is made as follows: Pulverized starch, by weight, 5 parts; heavy spar, 3 parts; sicative,  $\frac{1}{2}$  part; mix with enough turpentine to the consistency of ordinary varnish. For dark woods add to the sicative  $\frac{1}{4}$  to  $\frac{1}{2}$  part of umber. Rub across the grain of the wood with a piece of felt fastened to a piece of wood. Let the wood to which the filler is applied dry about eight hours, rub with glass paper, then polish and varnish.

### Liquid Brass Polish.

(M. G. H.)—Try one of the following:

(1)

Levigated silica .....	10 pounds.
Kerosene .....	5 gallons.
Oleic acid .....	2 gallons.
Stearic acid .....	2 pounds.

(2)

Powdered kieselguhr .....	1 pound.
Oleic acid .....	1 pint.
Benzole .....	2 pints.

(3)

Oxalic acid .....	$\frac{1}{2}$ ounce.
Rottenstone .....	10 av. ounces.
Kerosene .....	30 fl. ounces.
Paraffin .....	2 av. ounces.

Pulverize the oxalic acid and mix it with the rottenstone; melt the paraffin, add to it the kerosene, and incorporate the powder; when cool, add oil of mirbane or lavender to perfume.

(4)

Kieselguhr .....	56 pounds.
Paraffin oil .....	3 gallons.
Methylated spirit .....	$\frac{1}{2}$ gallon.
Oil of turpentine .....	$\frac{1}{2}$ gallon.
Stronger water of ammonia .....	3 pints.

Pour the ammonia into the oil, methylated spirit and turpentine, add the camphorated spirit and mix with the kieselguhr. To prevent settling during filling into bottles, keep well agitated. The color may be tinted red by using a little sesquioxide of iron and less kieselguhr. Apply with a cloth, and when dry use another clean cloth or brush to polish.

### Filling for Cracks in Floors.

(O. R.)—By "crack and crevice filler" we assume you wish a formula for the preparation of the mixtures that are commonly used in filling the cracks in floors, etc., and we give the following as being likely to answer your purpose:

Putty for Floors of Soft Wood.

(1.) For floors that are to be scrubbed: Caseine, 1 part; water, 7 parts; spirit of ammonia,  $\frac{3}{4}$  part; burned lime,  $\frac{1}{2}$  part. (2.) Glue, 2 parts; water, 14 parts; cement, 7 parts; sawdust, 3 to 4 parts. Both putties should be prepared immediately before they are to be used.

Putty for Floors Which are to be Lacquered.

Glue, 2 parts; water, 14 parts; plaster of paris, 4 parts; litharge, 2 to 4 parts.

The *Scientific American* states that a very complete filling for open cracks in floors may be made by thoroughly soaking newspapers in paste made of 1 pound of flour, 3 quarts of water, and a teaspoonful of alum, thoroughly boiled and mixed. Make the final mixture about as thick as putty, and it will harden like papier mache. This paper may be used for molds for various purposes.

### Greek Letter Fraternities.

(Interested Subscriber) writes: "Will you kindly advise me through your Question Box of the names of Greek Letter fraternities in the United States, whose membership is restricted to those following the chemical sciences; also the names and addresses of the respective secretaries."

Can some reader supply the information?

Do not force your clerks to look to outsiders for sympathy. Teach them to come to you for advice and help—and give it to them.



# ADVERTISING for DRUGGISTS

## Advertisement Editing.

The original writing of an advertisement is merely the gathering of the building materials. It is the editing that erects the structure and it should be undertaken in an entirely different spirit than that in which the original writing is done. The first writing should be an expression of the thoughts just as they come to mind; but in the editing an impersonal point of view should be taken and the work be done in a comprehensive and analytical manner. The editing should be more than the mere arrangement of language or diction; the aim should be to produce an effective typographical picture. To successfully accomplish the latter, the proof must be edited. In the following will be illustrated some of the most common faults of retail druggists' advertisements, faults which are largely due to lack of proper editing.

## Superfluity.

Advertising space is like a piece of valuable real estate upon which one desires to erect a structure which will yield the greatest possible income for the least outlay. One does not place a fine structure in the center of a valuable lot and then surround it with coops, kennels and lean-tos. In some advertisements superfluous words and phrases represent the coops, kennels and lean-tos. As an instance, an otherwise good advertisement announces an event for "S. P. M. Saturday evening." "S. P. M." is always evening, and therefore the word "evening" as used in the expression is tautological and superfluous. An elegant expression would have been simply, "At S. P. M. Saturday."

In announcing a sale of rubber goods, the advertiser named sixteen items and used the word "rubber" in connection

with each article. He must have expected a patronage of "rubber-necks."

In another advertisement, taking up a double-column square, eighteen-point type is used to announce, "Hard rubber combs. Glass nursing bottles. Soft rubber nipples," and various things that are kept in every drug store. Aside from the foolishness of a mere announcement that such things were stocked, one is led to wonder if that druggist could in any possible way sell *soft* rubber combs, *wooden* nursing bottles or *hard* rubber nipples.

## Improper Classification.

Much advertising space is wasted by improper classification. One advertiser, in a four-inch, single-column space enumerated syringes among rubber goods; farther along he mentioned syringes and then announced glass, rubber and metal syringes of all kinds. Thus, he virtually made three repetitions of an indefinite statement and did not have room left to state a single price or other bit of real information regarding syringes. The hashed-up space was utterly wasted and the advertiser complained of lack of results. Heterogeneous classification or promiscuous assembling of the names of articles advertised often results in taking many inches to announce nothing more than that so-and-so keeps a drug store. Even strict material classification is not generally good advertising. Goods made of a certain material cover too wide a range of use. People buy an atomizer as such, not because the atomizer represents a combination of glass, metal and rubber.

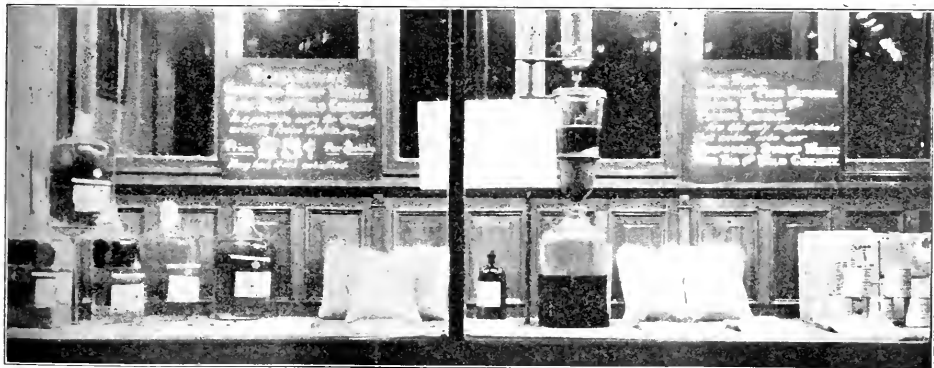
## What Everyone Knows.

Sometimes advertisements from manufacturers are received which contain such bald statements that the druggist is led to exclaim: "The druggist who does not know that has not enough brains to understand any advertisement." Just so with the public. The farmer who does not know that "Paris green is for killing potato-bugs" is too much of a fool to know that the beetle is injuring his vines. What the farmer does want to know is the price and quality of the Paris green.

## Excessive Description.

"We have D——'s perfumes in ten, twenty-five, seventy-five cent and one dollar sizes with plain cork and fancy glass stop-

## ETHICAL WINDOW DISPLAY ADVERTISING COUGH REMEDY WINS ERA \$5 CASH PRIZE THIS WEEK.



Walter E. Stallsmith, Pharm.D., 179 Barney street, Wilkes-Barre, Pa., is the fortunate winner this week of the \$5 Cash Prize in the ERA'S Competitions, the judges having awarded the honor to him for the accompanying photograph of an ethical window display of a cough remedy which was forwarded in competition for Contest No. 2, which relates to the best photograph of a druggist's show window or any display of goods in a drug store. The conditions of the Competition will be found on advertising page 37 of the ERA of April 29.

Mr. Stallsmith says: "I enclose herewith a photograph of my cough cure window taken at night. In the window I was manufacturing my White Pine Tar and Wild Cherry Cough Syrup. The front of the window contains tin trays in which the various drugs entering into the syrup are displayed, with a card bearing the name on each. The back of the window is filled with five gallon bottles of Peppermint Water (the finest in this community), also sugar in 25 pound bags, three 50 pound cans of glycerin and one pound cans of tar, which together with the signs displayed make a striking window and which sold during the two weeks the operation was going on, nearly 200 bottles of the cough syrup. Trusting you will enter this in the ERA Prize Competition, as it may help some other druggist sell his goods. I am, yours truly,

"WALTER E. STALLSMITH, Wilkes-Barre, Pa."

pers, boxed and without boxes." "We have D—'s perfumes from ten cents to a dollar. All styles; plain and fancy," takes up much less space and gives all the necessary information.

#### Hot Air Space-Wasters.

"X—"s candles received fresh daily" when the whole town knows that you do not get a shipment per month; "The big City Druggist," in a town of two thousand people; "We bought fifty gross of this sarsaparilla compound," in an advertisement for a store that would hardly hold that much; "Must get rid of this to make room for new stock," when even a "faced" stock leaves entire shelves empty; telling about "the biggest drug stock in the State" in a one-inch, single-column space. No sane druggist would allow such statements to appear in print if he had put on his judicial thinking-cap for a few minutes. It is a strange fact that some druggists who make such statements are otherwise modest and truthful. They remind one of the man who was too modest to wear a colored tie, and yet expected people to believe that the hunk of glass in his shirt bosom was a diamond.

#### Proof Reading.

John Johnson has what would be an excellent four-inch advertisement if it were not for the type. The body of the advertisement is set in nothing but ten-point type and there is not a bit of rule or a break in it except the relatively small amount of white space produced by the use of many leads. At the bottom John Johnson has his name in big black, bold-faced type. There is no rule between Johnson's name and the next advertisement, and there is more space between his name and the body of his own advertisement than there is between his name and the hardware specialty advertisement below. Thus, it appears that "John Johnson, Druggist," is selling lawn mowers. Possibly somebody brought Johnson a prescription for a lawn mower, for the next week he lined the same four-inch space with a fancy border a half-inch wide and in the white bull's-eye within this frame he put all the reading matter that had been scattered over the entire space the previous week. John is one of the many who expect every typesetter to be an advertising expert. John gets his advertising ideas from the mailing wrappers of drug journals—he leaves the wrappers on the journals.

#### Fancy Initials.

Some country printers seem to think that the true ideals of their art can be most easily expressed, and that usually by means of square or fancy scroll initial letters. Some of these initials look like Greek monograms and others remind one of the game, "Button, button, where's the button?" The druggist advertiser should taboo puzzle pictures.

#### Those Fool Stock Cuts.

Just why a fat, black, brownie should induce a man to buy a new truss or why an impossible vase with a spavined unicorn roosting on top of it should add to the claims of tasteless castor oil, is hard to tell. Do not blame such things on the printer. The advertiser has the right to select the furniture for his own house.

#### Battered and Dirty Faces.

The hand proof cannot be expected to show up as well as an imprint produced by the run of a press, but if the face of the type be mashed or filled with last year's ink, the proof will show it. If the advertiser pays for such typography he has only himself to blame if "advertising does not pay." Why should a man buy damaged advertising goods when he refuses damaged drugs? A part of the lack of effectiveness of the advertisements printed in country papers is on account of worn type, poor ink and rickety presses, and so long as the space buyers locally patronize such plants, they alone are to be blamed. If your local printer will not produce good work with good tools, get your printing done away from home.

Mr. Drug Storist, if you will correct your advertisements as carefully as you correct your clerks and insist upon having as good a "run" from your printer as you do from your delivery boy, you will have solved one of the problems of making advertising pay.

#### Maine Ph.A. Will Enjoy Outing at Casco Bay.

Dr. M. L. Porter, of Danforth, secretary of the Maine State Ph.A., announces that a day's outing to Casco Bay will be a feature of the forthcoming annual meeting, which will be held at Portland, June 29 to July 1. Other entertainment will be provided and an excellent programme of papers is ready.

## NEW BOOKS.

- CLARKE, J. H., M.D. Vital economy, or, how to conserve your strength. Brooklyn, N. Y.: A. Wessels Co. 96 p. D. pap. 30c.
- DULLES, C. WINSLOW, M.D. Accidents and emergencies; a manual of the treatment of surgical and medical emergencies in the absence of a physician. 7th ed. thoroughly revised and enl. with 41 illustrations. Philadelphia: P. Blakiston's Son & Co. 12+205 p. figs., W. cl. \$1.
- FOOD as a medicine in the cure of diseases; knowledge for all. Chicago: H. A. Vergin, M.D. 32 p. 8. pap. 25c.; 12. net. \$2.
- HENRY, J. NOELMAN, M.D. A nurse's handbook of medicine. 2d ed. Philadelphia: P. Lippincott. 12+276 p. pls. Chart D. cl. \$1.50.
- JONES, HARRY, CLARY, and ANDERSON, J. A. The absorption spectra of solutions of certain salts of cobalt, copper, iron, chromium, neodymium, praseodymium, and erbium in water, methyl alcohol, ethyl alcohol, acetone, and in mixtures of water with other solvents. Washington, D. C.: Carnegie Institute of Washington. 7-4-10 p. pls. Q. cl. \$9.00.
- MEADE, R. KIDDER. The design and equipment of small chemical laboratories. Chicago: Chemical Engineer Publishing Co. 134 p. il. diagrs. 8". cl. \$2.
- PARSONS, C. LATHROP. The chemistry and literature of beryllium. Easton, Pa.: Chemical Publishing Co. 4+180 p. 8". cl. \$2.
- RAMEY, SILL W. Essays, biographical and chemical. New York: Putnam. 248 p. cl. \$2.50.
- RIGBY, WILL C. Rigby's reliable candy teacher and soda and ice cream formulas. 10th ed. rev. and enl. Topeka, Kan. W. O. Rigby. 15+177 p. por. D. pap. \$2.
- ROBERTS, HEBER, M.D. Practical radiology; the practical use of radium in the treatment of obstinate forms of disease. St. Louis, Mo.: Dr. Herbert Roberts. c. 18+139 p. il. por. D. cl. \$1.
- SAWYER, H. C. M.D. The matter with nervousness. San Francisco: Cunningham, Curtiss & Welch. c. 10+210 p. D. cl. \$3.

#### New Jersey College of Pharmacy Graduates Eighteen

The graduating exercises of the New Jersey College of Pharmacy were held Monday, April 26, in Wallace Hall Newark, and the degree of graduate of pharmacy was conferred upon 18 students. A number of prizes were awarded and a fine programme, consisting of addresses to the members of the class by well-known speakers, was carried out. A feature of the evening was the awarding of the scholarship prize to Miss Mabel S. Horning, of Roselle Park, who besides leading on the roll of honor also captured three other prizes for the highest average in as many subjects. Following are the members of the graduating class: Adolph R. Alven of Hoboken; Louis C. Arnold, of Newark; Louis Bell, of New York; Mabel Shipman Horning, of Roselle Park; Edgar P. Kastner, George W. Kraeuter, Bertha Lewit and Max Le witte, of Newark; William Francis Lind, of Orange; Thomas F. Maroney, of Bayonne; Mendel R. Mendelsolhn, of Newark; George Mezger, Jr., of Jersey City; Hyman Nisselson, of East Orange; Adrian E. Nuremberg, of Brooklyn; Mortimer P. Pepper and Charles Rutkin, of Newark; Eric Seifert, of Jersey City, and William E. Van Erde, of Paterson.

#### Class of '06, New Jersey C.P., Holds Reunion.

The fourth annual reunion of the class of '06 of the New Jersey College of Pharmacy was held recently at Hotel Broad Newark, where a banquet was served following a theatre party. Prof. Adolph F. Marquier addressed the class on the subject of "The Advancement of Pharmacy and the Present Conditions." Frederick W. Geimer, president of the class acted as toastmaster, and Meire Olshin, treasurer, described the formation of the Drug Clerks' Association. Among those present were Charles Reide, Bernard Simon, Jeremiah Harris J. Hain, Frederick W. Geimer, Prof. Adolph F. Marquier, Frank Scholz, DeWitt Slee, A. Shechtman, L. Galluba, M. Olshin, H. Patterson, J. Arhents, F. Smith and Charles Smith.

#### Baylor University Confers Pharmacy Degree.

DALLAS, TEXAS, April 30.—At the commencement exercises of Baylor University held last evening in Rush Temple the degree of Ph.D. was conferred upon the following: Birt C. Camp, Curtis A. Christian, H. A. Crofts, Ollie Morrison, E. B. Powers, Roger Q. Seely, Charlie Williams and Warren S. Williams. Prof. E. G. Eberle, dean of the Pharmacy Department, delivered an address.

#### Fine Programme for Washington Branch on Tuesday

"The N.F. and the Retail Druggist," "Pharmacists vs. the Internal Revenue" and other important topics are on next Tuesday night's programme for Washington Branch, A.Ph.A. in addition to technical papers.

## PERSONAL MENTION

—W. E. WARN, of Keypert, N. J., was a New York City visitor last week.

—R. L. JOHANNES has joined Sharp & Dohme's forces and has been assigned to southern Kansas.

—W. H. NEWTON, who represents Eli Lilly & Co. in Connecticut, visited friends in New York City last week.

—RICHARD P. WINKLER, of the export department of Parke, Davis & Co., leaves on Saturday on an exploring trip in South America.

—LEWIS W. BAIRD, Lilly's salesman in the Hudson River territory, was a visitor in the Metropolis last Friday and Saturday.

—PROF. JOSEPH P. REMINGTON recently visited Washington, where he was a witness before the tribunal which is endeavoring to solve the momentous question: "What is whisky?"

—MANAGER C. H. GODDARD and Prof. William C. Anderson, of the A.D.S., were recent visitors to Washington for the purpose of interviewing Dr. Harvey W. Wiley, of "pure food" fame.

—ROBERT M. DADD, manager of the Dadd Pharmacy at Milwaukee, was made chairman of the sick and relief committee at the recent State convention of the T.P.A. at Fond du Lac, Wis.

—F. C. BARNHART, northern Michigan representative of the Milwaukee Drug Company, with headquarters at Escanaba, Mich., called upon the Milwaukee offices of his company last week.

—D. A. HARRISON, who represents Farrand, Williams & Clark, of Detroit, along the line of the Michigan Central Railroad, has been elected eminent commander of Peninsular Commandery No. 8, of Kalamazoo, Mich.

—P. L. BREYER, who has been connected with the essential oil trade for a number of years, left last Monday as special representative of Ungerer & Co. to cover the principal sections of New York and the New England States.

—DR. GEORGE C. KILGORE and H. G. Bitters, special representatives of the H. K. Mulford Company, are spending this week at the Chicago branch. Dr. Kilgore entertained the Chicago representatives at a dinner on Tuesday.

—FRED EISOLD, of Athens; Ferdinand Wendt, of Juneau, and R. L. McDonald, of the McDonald-Strassberger Drug Company, of Manitowoc, were among the Wisconsin druggists who called upon the Milwaukee Drug Company last week.

—OTTO C. RHEIN, manager of the Hydrox Chemical Company, of Chicago, became very ill at his hotel in Cincinnati a few days ago, and was taken to the City Hospital in a dangerous condition. He has since recovered and has returned home.

—CHARLES T. BARTHOLOMEW, son of John Bartholomew, York street, Newport (Ky.) druggist, has returned home from the Southern University of California, where he is a student of theology.

—T. O. MCCORKLE, with Grier & Grier, Ninth street and New York avenue, N. W., Washington, D. C., is preparing a history of the McCorkle family in America. He wishes to get in touch with all those of that name who may be connected in any way with the American drug trade.

—W. W. ALBERS, of Wausau, Wis., president of the Wisconsin Pharmaceutical Association, took a prominent part in the 25th anniversary celebration of the Wausau Liederkranz. He was treasurer of the organization for many years and has long been one of the leading and active members.

—THE following representatives of Parke, Davis & Co. attended the Posting Class, conducted by N. Nicolia at the New York branch of the firm last Friday and Saturday: A. D. Howell, Joe Lister, C. H. Grow, of New York State; B. Cooling, A. J. Stout and H. K. Mundorf, of Philadelphia.

—DR. J. ALBERT ROSENHEIM, well known to the drug trade in Philadelphia and vicinity as the representative in that city of Bondy & Lederer, of New York, has been made sales manager for Goldsmith & Arndt, cigar manufacturers and distributors, of Philadelphia. Dr. Rosenheim was formerly president of the Retail Drug Clerks' Association of Philadelphia.

—R. L. DEER, manager of the Chicago branch of the H. K. Mulford Company, has returned from Minneapolis, where he

assisted in establishing a new branch for the H. K. Mulford Company. E. V. Clark, for many years in charge of the Northwest territory, is in charge of the Minneapolis branch.

—ARTHUR W. QUAN, pharmacist and head of the prescription department for many years at the Edwin Sumner pharmacy at Madison, Wis., has formed a partnership with Herbert R. Bird in the Badger Pharmacy, recently established by Mr. Bird at 1320 University avenue, Madison. Members of the new firm have long been friends.

—CHRISTOPHER KOCH, JR., of Philadelphia, recently appointed a member of the Pennsylvania Pharmaceutical Examining Board, is in charge of the prosecutions that are being instituted against the violators of the State Pharmacy Law. Mr. Koch has entered upon his new duties with a vigor and interest that is being highly commended by the exponents of honest pharmacy in the Keystone State.

—CONGRESSMAN JOHN M. REYNOLDS, of Bedford, Pa., will make the address of welcome to the members of the Pennsylvania Pharmaceutical Association who assemble at the annual meeting of that organization at Bedford Springs, Pa., June 22-24. Charles H. Marcy, the local secretary, was in Philadelphia recently and gave glowing accounts of the prospects for a large and interesting meeting this year.

—DR. WILLIAM SIMON, professor emeritus of the Maryland College of Pharmacy, has just returned from the mountains of North Carolina, where he did some climbing in company with Dr. Edward Hoffmeister, a Baltimore dentist, who is a graduate of the Maryland College also. Dr. Simon was much improved physically, and says he feels better than he has for a long time, an assertion amply borne out by his appearance.

—CHARLES J. LYNN, secretary and general manager of Eli Lilly & Co., gave a luncheon at the New York Drug Club last Saturday to a number of the company's local representatives. The salesmen present were S. W. Abel, A. M. Hopper, S. T. Douglas, Edw. F. Pfaff, Martin H. Kleine, H. L. Winner, of New Jersey; W. H. Newton, of New Haven; L. W. Baird, of Newburg, and C. R. Cosby, manager of the firm's New York branch.

### Marriage Mentions.

—GEORGE T. COOK, druggist, aged 22, and Dorothy C. Tutbill, of 496 Elwood avenue, both of Providence, were married by Rev. George H. Spencer at Everett, Mass., last week.

—REINHART ZECHEL, prominent young druggist at Manitowoc, Wis., was married at Milwaukee last week to Miss Lydia Planteo, of Manitowoc. The wedding was something of a surprise to the many friends of the couple.

—CHARLES A. BECKER, a prominent druggist of Norfolk, Va., was married April 25 to Miss Helen M. Rosendale, of Baltimore, at the residence of the bride's parents. The bride has been soprano soloist at the Catholic Cathedral in Baltimore.

—THEODORE AUGUSTUS RICHARDS, JR., a traveling salesman for James Bailly & Son, of Baltimore, was married recently at Raleigh, N. C., to Miss Lelah Shaw Douglass. They will make their home at Raleigh. The bride is an artist of merit, her paintings being much admired.

—CHRISTIAN SCHRIEZ, proprietor of stores at 1341 Elysian Fields avenue and 1242 St. Roch avenue, New Orleans, was married April 29 to Miss Helen Pitkin at St. Anna's Episcopal Church. The bride has been for several years society editor of the New Orleans *Times-Democrat*.

—FREDERICK SWEET STEARNS, of Frederick Stearns & Co., Detroit, was recently married to Miss Gertrude Boyer in St. John's Episcopal Church, Rev. William F. Faber, D.D., officiating. They are spending their honeymoon in California and after September will reside at Grosse Pointe Farms, a fashionable suburb.

—MR. and MRS. SOI BOEHM, of St. Louis, were hosts at a notable wedding at the Southern Hotel in that city when Miss Blanche Boehm, their daughter, was married to I. I. Spiro, of Chicago. Mr. Boehm never does things by halves and for that reason the ceremony was held in a hotel, rather than at the elegant Boehm home in Goodfield avenue.

—DR. JOEL J. BARNETT, head of one of the departments in the laboratories of Sharp & Dohme, Baltimore, and Miss Rachel Sills were recently married at Grace P. E. Church by Rev. Arthur Chilton Powell, C. C. Neal, superintendent of the Sharp & Dohme fluid extract department, and a classmate of the groom at Maryland C.T., acted as best man. Among the ushers was Mr. M. C. Cartney, of the New York office of Sharp & Dohme.

## QUESTION OF VERACITY AT C.R.D.A. MEETING.

Various Views Expressed Regarding Letter Written by Chicago Manager of Parke, Davis & Co.

CHICAGO, May 1.—At a special meeting of the Chicago Retail Druggists' Association on April 27 the Parke, Davis & Co. letter incident was taken up. Some time back Manager Bartlett, of the Chicago branch of Parke, Davis & Co., wrote to a Chicago customer discussing the retail price situation on the firm's products. The C.R.D.A. organ published this with a criticism of the firm. In bringing the matter before the special meeting Wilhelm Bodemann did not approve the publication without giving the firm a chance to explain its position.

Mr. Cannon, of the executive board, asserted he had seen a letter from President Ryan, of Parke, Davis & Co., approving the stand Manager Bartlett had taken. Editor Carr, who received the letter from President Ryan, denied that he has shown it to Mr. Cannon and furthermore stated that Mr. Ryan did not approve Mr. Bartlett's position.

Messrs. Wells and Ladish were of the opinion that the editor should have consulted the executive committee in the matter, while Frank Krammer felt that the attack was not as severe as it should have been. The issue finally seemed to resolve itself into a question of veracity between Editor Carr and Mr. Cannon. The incident was finally referred to the executive board for such action as may be deemed expedient.

A resolution was unanimously adopted protesting against the antitoxin bill pending in the Legislature. The association will send a committee of five to Springfield to appear before the House Appropriation Committee.

Chairman Holthofer, of the U.S.P. and N.F. committee, reported good progress in his province. He complained that the work was restricted by the failure of some druggists to do their part.

Chairman Sandkoetter, of the legislative committee, reported that at a joint meeting of the legislative committees of the C.R.D.A., the Illinois Ph.A. and the Chicago Branch of the A.Ph.A. it was decided that the time was not opportune to press the bill for higher requirements for registered pharmacists and less drastic requirements for apprentices and assistant registered pharmacists. A committee was appointed to prepare a revision of the present pharmacy law to be submitted at the next meeting of the Illinois Ph.A.

President Yeomans submitted his brokerage plan, which after discussion was referred to the executive board. The plan for the drug store limitation ordinance was discussed and referred to the legislative committee.

## C.R.D.A. President No Longer Executive Chairman.

CHICAGO, May 1.—The newly adopted constitution of the Chicago Retail Druggists' Association provides that the president of the organization shall not be the ex officio chairman of the executive committee, as was the case formerly. Hereafter the chairman of the executive committee is to be chosen by the committee itself from among the trustees. A further alteration in the constitution is that the president will not hereafter appoint the supervisors, but that they will be elected by the druggists of the respective districts of the city. A new province has been given the supervisors in that they will compose the nominating committee on officers. By these changes it is expected that the general body of the organization will come into closer touch with the work that is being carried on.

## Illinois Pharmacy Board in a Tangle.

CHICAGO, May 1.—Governor Deneen's appointments, which have been again held up, included two members of the State Board of Pharmacy: Joseph F. Shreve, of Jacksonville, to succeed himself; J. B. Michels, of El Paso, to succeed Bernard Schwartz. Mr. Shreve's term expired on January 1, 1908, more than a year ago, and Mr. Schwartz died more than three years ago. Mr. Avery's term expired last January, but the Governor has not yet got around to considering an appointment for this place.

## Chemical Company to Build Plant.

BALTIMORE, May 1.—The Davison Chemical Company, which manufactures sulphuric acid, will build a large plant at Curtis Bay, on land next to the Baltimore Yacht Club. A \$300,000 issue of first mortgage 6 per cent bonds has been authorized by the stockholders.

## NEW RAMSDELL STORE IN HOTEL SAVOY.

Everything of the Latest in Design and Improvement. Will Sell Contents of Old Store Soon.

The new store which was recently opened by the Ramsdell Drug Company in Hotel Savoy, on Fifth avenue, is without a doubt one of the finest pharmacies in point of elegance and beauty in Greater New York. Under the personal supervision of Clifford Ramsdell, president of the company, which is the retail successor to Daggett & Ramsdell, the store has been a success from the start, and the visitor is at once impressed with the thorough order and arrangement which prevails in every department.

A departure from the usual is characteristic throughout; the fixtures are unique, the goods effectively displayed, while the commercial and ethical features of the store are so balanced that the one does not suffer at the expense of the other. The prescription department is arranged along the most practical lines. The shelf bottles and containers are placed in booths within convenient reach of the compounder and no articles used in dispensing prescriptions are kept outside of this department. In the store proper only specialties and merchandise, such as perfumes, toilet preparations, etc., are displayed. The basement is about twice the area of the store and extends to the curb line of the street. Here all the manufacturing and cleansing is carried on, while a large portion is used for storing stock. It is as neat as the store.

Regarding the discontinuation of the 34th street store, Mr. Ramsdell stated in a recent interview that the change of location was made with the idea of being better able to handle more conveniently their growing uptown trade in the large residential section surrounding Central Park. Mr. Ramsdell also stated that the handsome mahogany fixtures of the older store, which contained three separate outfits, as well as the stock and an Innovation fountain, would be offered at auction the latter part of this month. This store for years has been noted for the elegance of its appointments and the sale will undoubtedly attract considerable attention from the drug trade of the entire city and vicinity.

## Scientific Section Will Consider Ergot.

PHILADELPHIA, May 1.—Prominent physicians and pharmacists will be the guests of the Scientific Section of the Philadelphia Branch of the A.Ph.A. May 13 when the meeting will be devoted to the consideration of ergot. Dr. H. C. Wood, Jr., will discuss "The Chemical Assay of Ergot"; Dr. Clarence A. Hoffer will speak on the "Physiological Assay of Ergot," and Dr. Charles E. Vanderkleed, whose subject will be "Some Notes on Ergot Testing."

## Bravery Costs Wholesaler a Broken Arm.

CHICAGO, May 3.—James Stevenson, of Robert Stevenson & Co., suffered a fractured arm as a result of an act of bravery at a fire last week. The confusion alarmed a horse and it ran away. Mr. Stevenson grasped the bridle and held on until he stopped the animal, in doing which he was thrown against an elevated railroad support, breaking his arm.

## Druggist-Editor Starts His Second Newspaper.

P. E. Dowling, druggist of Eveleth, Minn., for the last 15 years, has disposed of his pharmacy to Hayes & Casey, of Chisholm, and will devote his attention hereafter to the newspaper business. He has been the owner of the Eveleth *Star* for some time and will start another paper to be called the Gilbert *Booster*.

## Petition in Bankruptcy Against Valhalla Druggist.

VALHALLA, N. Y., May 1.—A petition in bankruptcy has been filed against William A. Holley, a druggist, by three creditors whose claims amount to \$3579. It is alleged that Holley is insolvent and on December 21 made an assignment for the benefit of his creditors to Celestine J. Reilly, of New Rochelle.

## President Albers in New Insurance Company.

WAUSAU, May 1.—W. W. Albers, president of the Wisconsin Pharmaceutical Association, is one of the organizers of the new Wisconsin Fire Insurance Company which is being formed here with a capital stock of \$100,000.

## WEST VIRGINIA P.H.A. MEETS IN MORGANTOWN IN JUNE—DRUGGISTS WHO WILL GREET MEMBERS

MORGANTOWN, May 1.—Preparations are being made to entertain the members of the West Virginia State Pharmaceutical Association who will meet here in annual convention on June 2 and 3. The entertainment committee, pictured herewith, is sending post cards to druggists bearing their pictures, with "Welcome" in big type and "Morgantown Retail Druggists' Association" in smaller letters. The local committee is being aided by the Travelers' Auxiliary, and President E. Bruce Dawson, of Wheeling, is taking an active interest in the plans for making the meeting a success.

The Morgantown druggists are preparing to entertain over 200 visitors. The hotels will not be able to take care of the visitors and arrangements are being made to house them in private rooms. The entertainers are planning several features for the convention. The business sessions will be held in Commencement Hall, where lectures will be delivered by prominent druggists and doctors. On the evening of the first day a banquet will be given and on the evening of the second day the convention will close with a ball. An automobile trip for the women members and the wives of the druggists has been arranged. The West Virginia Board of Pharmacy will conduct an examination June 1, the day preceding the convention.

E. W. Harrison, president of the Travelers' Auxiliary, makes a happy report of nearly 100 members now affiliating with the auxiliary, which speaks well for the officers, and places this association in the front rank of similar associations.

T. J. Johnson, field representative of the N.A.R.D., was visiting in West Virginia recently agitating the slot telephone, which means revenue for the retail druggists instead of expense and abuse in business.

Clarksburg Retail Druggists' Association held a joint meeting with the Harrison Medical Association recently, when U.S.P. and N.F. propaganda work was the main subject of discussion.

### Kentucky Proceedings Issued—Outing Next Month.

The Kentucky Pharmaceutical Association will hold its annual outing this year at Cerulean Springs, and hundreds of druggists are expected to be present. The dates are June 15-18, which is just before the formal opening of the popular health and pleasure resort for the summer. Already arrangements are being made for the entertainment of the guests. In the proceedings of the 1908 meeting, just issued by Secretary J. W. Gale, is given a list of the registered pharmacists of the State.

### New Branch for McMonagle & Rogers.

MIDDLETOWN, N. Y., May 3.—McMonagle & Rogers have purchased the pharmacy of the Union Drug Company at Suffern, N. Y., and will conduct it as a branch of the big store at Middletown. This will make the third branch of McMonagle & Rogers' store.

C. Stanley Meyers has resigned his position with D. W. Dusenberry to accept the position as manager of an extensive jewelry department which is to be opened by McMonagle & Rogers at their drug store in Monroe.

### N. Y. Deutscher Apotheker-Verein Meets Tonight.

The regular monthly meeting of the New Yorker Deutscher Apotheker-Verein will take place this evening at the club rooms, 192 Third avenue. The feature will be a discussion on the preparations of the National Formulary. The subject will be introduced by E. C. Goeftling. The entertainment committee has partly completed arrangements for the annual summer outing which will take place at Witzel's Pavilion, College Point, on July 8.

### Prof. Coblenz on Pharmacopoeial Revision.

Prof. Virgil Coblenz will be the speaker of the evening at the meeting of the New York Branch of the A.P.A., to be held at 830 Monday, May 10. His subject will be "The Chemical Work of the Revision of the Pharmacopoeia."



From left to right, front row: C. A. Fowler, W. A. Ream, T. J. Casey; back row: Fenton Dent, Guy Dent, Walter H. Myers.

### HYDE PARK DRUGGISTS PRAISED BY CHIEF.

**Police Head Declares Conditions in Relation to Sale of Intoxicants Were Never Better Than Now.**

BOSTON, May 3.—Members of the medical profession came to the support of the druggists of Hyde Park, one of the Boston suburbs, last Tuesday evening, and it may be that their influence will be sufficient to offset that of the Anti-saloon League of Hyde Park, which appeared before the board of selectmen to oppose the granting of sixth class liquor licenses to druggists. The opponents of the druggists were clergymen and members of church men's clubs.

Just as things seemed to be going the way of the opposition, Dr. Charles Sturtevant, of the Hyde Park Medical Club, said that he was authorized by the Medical Club to state that the board favored the granting of sixth class licenses, and would oppose the granting of the eighth class licenses, the kind which the opponents preferred should be granted, if at all. Dr. Sturtevant emphasized the fact that the sentiment he expressed was not his own merely, but that of the Medical Club.

Thomas F. Fallon, proprietor of two drug stores in Hyde Park, denied the charge of the opponents that it was possible for a person to obtain all the liquor desired in Hyde Park drug stores, and he was followed by the chief of police who stated that Hyde Park druggists conducted their business properly, and that conditions were the best they had been in the eight years he has been chief of police.

Meanwhile the selectmen have taken the matter under advisement, but Druggist Fallon has been almost criticized by the business men of the town for not having notified them that the matter was to come up, so that they might have appeared in behalf of the druggists.

### College of Pharmacy of University of Iowa.

—Alvin H. Kohl, '09, of Mechanicsville, enjoyed a visit from his father recently.

—W. D. Ralston, '11, of Paulina, enjoyed a visit from his father and mother recently.

—Alvin H. Kohl, '09, of Mechanicsville, represented the Nu Chapter of the Phi Chi Fraternity at the Grand Council held at Chicago.

—H. E. Van Duzer, city solicitor for Hartz & Balansen, of Rock Island, Ill., recently favored the students with a second lecture on the underlying principles of successful salesmanship.

—M. F. Selleck, ex-'07, of Onawa, was an over-Sunday guest in Iowa City recently. He was entertained at the Sigma Chi house. His brother, E. C. Selleck, ex-'04, is now located at Milner, Idaho.

—Announcements have been received at Iowa City of the marriage on March 10 of Miss Josephine Marie Van Stigt, of Earlham, to Elmer L. Scar, ex-'04, at the home of the bride's mother, Mrs. G. Van Stigt.

## TWO ATTACKS ON CONSTITUTIONALITY OF LAW.

### Federal Pure Food and Drugs Act Upheld in Test Case in Chicago—Other Just Begun in Ohio.

CHICAGO, Ill., May 1.—Federal Judge Sanborn, in a test case questioning the constitutionality of the Federal Pure Food and Drugs Act, upholds the validity of the law, holding that the Crescent Manufacturing Company, of Seattle, makers of "Mapleline," misbranded their product, inasmuch as this substitute for maple syrup contained no maple juices. The defense, aside from attacking the constitutionality of the law, alleged that the name was justified by the flavor of the product. "Mapleline" consignments in various parts of the country are said to be in jeopardy of seizure. The case will be appealed.

CINCINNATI, May 1.—The Corn Products Company, of Chicago, has attacked the constitutionality of the Federal Pure Food Law in an answer filed in the United States District Court to the allegations of United States District Attorney McPherson, who caused the United States Marshal to seize 46 packages and bags of sugar manufactured by the company and found on the premises of the Gerke Brewing Company, in this city. The Government alleges that the sugar was labeled "pure sugar," whereas it was adulterated. The seizure was made under the Pure Food and Drugs Act.

### Referee Board's Legality Officially Promulgated.

WASHINGTON, May 1.—The Secretary of Agriculture has promulgated as Decision 107 of the department, the opinion of Attorney-General Wickersham upholding the legality of the Referee Board of Scientific Experts, as reported on page 386 of the ERA of April 22.

Friends of Dr. Wiley who had threatened injunction proceedings against the Secretary to prevent him from adopting the conclusions of the Referee Board overruling Dr. Wiley in the administration of the Food and Drugs Act, have decided not to go into the courts.

### Commencement of Albany College of Pharmacy.

ALBANY, N. Y., May 1.—State Geologist John M. Clarke, delivered the address at the commencement exercises of the Albany College of Pharmacy. The graduates are: Gracia Naomi Ansonbe, Saratoga; Anna Lucia Caldwell, Hagaman; Charles Edgar Collins, Johnstown; Walter Cook, Troy; Howard James Copeland, Glencoe; Sister John Joseph Duffy, Troy; Daniel Cornelius Fitzgerald, Glens Falls; William Walker Gibson, Albany; Arthur Lynn Goldsmith, Oneonta; Paul August Hespelt, Johnstown; LeRoy George Matthews, Catskill; Walter Finn Murdoch, Plover; William James Murphy, Fulton; Harry Sumner Noel, Williamstown, Mass.; Logan Kniffen Palmatier, Albany; Frank Smith Park, Woodhull; Edward Charles Rotalick, Albany; James Louis Roark, St. Johnsville; Gilbert George Roberts, Schenectady; Elsie Emma Sautter, Albany; Rocco Spina, Utica; Philip Swartz, Albany; Raymond Ford Westbach, Albany.

### Graduates Receive Degrees in Jersey City.

On April 28 the degree of graduate of pharmacy was conferred upon the young men who have been students in the Department of Pharmacy, University of the State of New Jersey, for the past two years. The commencement exercises were held at the Scottish Rite Temple, Jersey City, and an excellent programme, consisting of musical numbers and speeches by prominent men, together with the conferring of the degrees, was carried out. The officers of the graduating class were as follows: President, Max W. Friedman; vice-president, William S. Kinkensieper; secretary, Henry F. Kuhn; treasurer, Solomon Jaller; sergeant-at-arms, John J. Parentini; editor, Luke C. Hines; executive committee, Edward Fisher, George E. Ferber, Isidore Shinitter, Leo Rosenbauer.

### The Revolt of the British Drug Clerks.

LONDON, April 23.—Qualified pharmaceutical assistants have not been slow to realize that the New Poisons and Pharmacy Act improves their position, for every drug store is now required to be under qualified management. On Good Friday, a meeting was held at Birmingham, at which it was decided to form an organization under the name of "the National Union of Assistant Pharmacists." At present the membership

is only 200 but the promoters are very energetic and the membership will no doubt increase. The objects of the Union are various but the principal ones are the fixing of a minimum wage for qualified assistants and the limitations of the hours of labor.

### Federal Authorities Prosecute Wholesale Druggist.

John W. James, of Towns & James, wholesale druggists of 174 Fulton street, Borough of Brooklyn, New York City, was arrested on April 27 by United States Marshal James Proctor and arraigned before Commissioner Morle on a charge of shipping drugs from one State to another without properly marking the ingredients on the label. Mr. James waived examination and was released on \$500 bail to await action of the Federal grand jury.

The complainant in the case is Inspector George Adams, of the Department of Agriculture, who charged in his complaint that Mr. James had sent from New York State to Massachusetts three one-pound bottles of hydrogen peroxide which contained acetanilid, although that fact was not noticeably displayed on the label, in violation of the Pure Food and Drugs Law.

### Pharmacy Legislation in Missouri.

ST. LOUIS, April 24.—Henry O. A. Huegel, of Grand and Park avenues, St. Louis, has been acting chairman of the Missouri Pharmaceutical Association legislative committee while the bill now passed by the House of Representatives and with excellent prospects of passing the Senate, was in preparation and pending. C. M. Wright, of Webb City, Mo., was appointed chairman of the committee, but he asked Mr. Huegel to act for him because of the advantage of a St. Louis location and because of Mr. Huegel's interest in the legislation. Mr. Huegel has been very energetic in getting out letters explaining the bill and checking up the support given to it.

### \$500 Fine Imposed for Selling "Near Beer."

PITTSBURG, Pa., May 1.—The sale of "Rikk," a so-called near beer, has been frowned upon by the Superior Court of Pennsylvania, Charles H. Burns, a druggist of Chester County, being refused a rehearing after having been convicted in his home county and sentenced to pay a fine of \$500 for violating the Brooks Law.

Under this decision all druggists and others purporting to sell non-intoxicating beverages, such as "Rikk," can be prosecuted for selling liquor illegally. This is one of the "near beers" made to sell in local option districts, and an analysis of it showed that it contained 3.90 per cent alcohol.

### 5000 Invitations Sent to Meeting of Texas Ph.A.

GONZALES, Texas, May 1.—R. H. Walker, secretary-treasurer of the Texas Pharmaceutical Association, recently sent what was probably the largest number of letters to be mailed in one day by an individual in the history of the Gonzales post-office. There were in all 5000 letters addressed to druggists of Texas, notifying them of the meeting of the association which takes place in the Alamo City, San Antonio, June 15 to 17, and the batch of mail was hauled to the post-office in a delivery wagon.

### Pittsburg Druggist Gets Verdict of \$40,000.

The jury in the libel suit in the United States Circuit Court brought by Samuel Dempster, of Pittsburg, against Col. Wm. D. Mann, editor of *Town Topics*, tried last week in New York City, brought in a verdict for \$40,000 in favor of the plaintiff. The suit was for \$100,000. The offensive article accused Mr. Dempster of social irregularities in his home town.

### Delegates to the New York State Ph.A.

President Butler, of Columbia University College of Pharmacy, has appointed the following delegates to the New York State Pharmaceutical Association, which meets at Richfield Springs in June: Dr. George C. Diekmann, chairman; J. Leon Lascoff, Thomas P. Cook, Hugo Kantrowitz and L. W. DeZeller.

### Live Chickens in Easter Window Display.

A. L. Moore, of Elm Grove, W. Va., had a unique Easter display in his window, consisting of two white Wyandotte hens and a prize winning cockerel.

## RECENT ELECTIONS OF RETAIL ASSOCIATIONS—THREE ACTIVE OFFICERS OF ORGANIZATIONS.



J. M. MILLER, Bloomington, Ill.,  
Pres. McLean County Druggists' Assn.



F. R. BEASON, Decatur, Ala.,  
President Tennessee Valley R.D.A.



DR. WILLOUGHBY H. REED,  
President Norristown (Pa.) R.D.A.

### NINETY PER CENT OF ELIGIBLES MEMBERS.

Excellent Showing of the Retail Druggists' Association of Montgomery County, Pennsylvania.

NORRISTOWN, May 1.—With every section of the county represented, the annual meeting of the Montgomery County Retail Druggists' Association was one of the most successful in the history of the organization. The principal feature of the business was the election of officers, which resulted as follows: President, Dr. W. H. Reed, Norristown; first vice-president, M. M. Osborne, Elkins Park; second vice-president, Dr. Theodore Jacobs, Norristown; secretary, Joseph Lowenbura, Norristown; treasurer, Samuel N. Yeake, Norristown; executive committee, chairman, Walter Rothwell, Hatboro; W. L. Harbaugh, Haverford; T. P. McCoy, Conshohocken; M. M. Osborne, Elkins Park; G. W. Bailey, Royersford; H. R. Stallman, Royersford.

The reports of the officers showed that approximately 90 per cent of the druggists of the county were members of the association in good standing and that the organization in all likelihood continues to hold the record in the N.A.R.D. for having the largest percentage of eligibles in one county, identified with the association. A letter was sent to L. L. Walton, president of the Pennsylvania Pharmaceutical Association and a member of the Pennsylvania Pharmaceutical Examining Board, commending him for his attitude in opposing certain proposed amendments to the State Pharmacy Law.

Delegates to the Pennsylvania Pharmaceutical Association meeting at Bedford Springs in June were named as follows: Thomas F. McCoy and Walter Rothwell; delegates to the N.A.R.D. convention at Louisville in September, Walter Rothwell and Harry R. Stallman; alternates, Thomas F. McCoy and George Freshel, of Wynnewood. Dr. Reed presided at the annual banquet which followed the business meeting.

### J. M. Miller Again Heads McLean County D.A.

BLOOMINGTON, Ill., May 1.—In addition to discussing various matters of importance the McLean County Druggists' Association, at its recent annual meeting, elected the following officers: President, J. M. Miller; vice-president, David Hayes; secretary, J. L. Bonnett; treasurer, Harry L. Frey; trustees, J. J. Quinn, Fred H. Haering, L. L. Walton.

### Election of Davenport Pharmaceutical Association.

DAVENPORT, IOWA, May 1.—The Davenport Pharmaceutical Association has re-elected Will Laze as president. J. E. Klenze is vice-president, Walter Shedd secretary and A. Riepe treasurer.

### "PROFITS TOO SMALL IN THE DRUG BUSINESS."

Distiller Rose Abandons Intention to Enter Into the Wholesale Drug Trade. But Will Make Soap.

CHATTANOOGA, Tenn., May 1.—Randolph Rose, Chattanooga's most widely advertised distiller and liquor dealer, who announced some time ago that he would go into the wholesale drug business as soon as prohibition became effective in Tennessee, stated today that his plans had been changed and that he would be the head of a company to build a \$500,000 soap manufacturing plant in Chattanooga in a few months. The plant will employ about 100 people.

Mr. Rose states that after a careful study of the drug manufacturing industry he has decided that the profits are too small.

### St. Clair County Druggists Elect Officers.

BELLEVILLE, Ill., May 1.—At the recent annual election of the St. Clair County Retail Druggists' Association, held in East St. Louis, the following officers were elected: President, W. J. Ridgely, East St. Louis; vice-president, J. J. Weinlaender, Belleville; secretary, Walter J. Kohl, Belleville; treasurer, T. A. Wilson, Lebanon. The meeting was very interesting.

### Heavy Fines for Selling Intoxicants.

GAITA, Ill., May 1.—Five hundred and ten dollars in cold cash was the price paid by L. B. Mansell, a resident of Chicago, who has been conducting a drug store in this city, as the penalty for the illegal sale of liquor here. Mr. Mansell entered a plea of guilty on eight counts.

MARIETTA, O., May 1.—Will S. Richardson, prominent druggist, was fined \$200 and costs by Mayor McKinney under a charge of illegal selling of intoxicating liquors.

### Burglar Caught and Plunder Recovered.

ST. CROIX FALLS, Wis., May 1.—Isaacson's drug store was recently robbed of pocket knives, razors and watches to the value of more than \$100. Next morning the burglar was caught at Taylor Falls and the goods recovered.

### Northeastern Druggists Elect Officers.

GADSDEN, Ala., May 1.—The Northeastern Druggists' Association has elected the following officers: President, W. P. Thompson, Guntersville; vice-president, G. W. Walker, Attalla; secretary, Lee Whorton, Gadsden; treasurer, James Nowlin, Alabama City.

## LAST ATTACKS ON MODEL PHARMACY MEASURE.

### Coterie of Brooklynites Fear That Brown Bill Will Work Injury to Them, Because Fines Are Doubled.

Numerous druggists in Brooklyn Borough are receiving roughly printed circulars denouncing the Brown Pharmacy Bill, just passed by the Legislature, and asking them to write to the Governor to veto it. In order to give weight to their attacks they are using the name of the "Greater New York Pharmaceutical Society," the existence of which is shrouded in mystery. In view of the strong support given the Brown Bill by the leading pharmacists of the State and by all of the known associations the attack by the new and unknown association created a slight ripple of surprise. The chief fear seems to be that the board under the new law will rigidly enforce the provisions penalizing druggists for violations of the statutes, which would work a hardship on those caught not complying with the law, for the penalty has been raised from \$25 to \$50. Here are some extracts from this remarkable document:

"The Brown Bill arranges for a reappointment of the present members of the Board of Pharmacy by the Regents without consulting any one, then the members for the Brown Board of Pharmacy are to be elected by the Regents, from a list selected by the so-called New York State Pharmaceutical Association."

"Afterwards, the so-called New York State Pharmaceutical Association directs who shall be appointed from their own membership."

"Give the new Brown board an opportunity to levy tribute. Will they do it?"

In regard to the Board of Pharmacy the circular states as a bona fide "fact" the erroneous newspaper statements regarding the recent cream of tartar case, repeating the untruth that \$100,000 was illegally collected from grocers who were "frightened" by threats and promptly paid, also that "thousands of dollars are annually collected from druggists for technical violations, etc.," and that when the board has need of funds any druggist can easily be fined on a technical violation. Several alleged arguments are presented as follows:

"Why should the Brown Bill place 10,000 or 12,000 pharmacists in the State of New York under the control of the so-called New York State Pharmaceutical Association, which only meets once a year and is virtually owned and controlled by a few members—some even beg contributions for it from smaller pharmaceutical organizations?"

"If the Brown Pharmacy Bill becomes a law what are the druggists to expect? If the fines are to be \$50 instead of \$25 and the druggist is called upon to pay \$50 for each sample of volatile and unstable article he might sell to the board's inspectors would not the Brown board in a short time own many of the drug stores in New York State?"

The circular bears the following signatures: E. Wizen, Nevins and Schermerhorn streets; George Broover, 426 Court street; Albert Leo, 125 Corona avenue, Corona; M. Friedman, 677 Evergreen avenue; M. Kramer, Bedford and Lexington avenues; S. L. Neier, 122 Schenectady avenue; C. R. Avery, 84 Fourth avenue; Gustave E. Biot, 468 Seventh avenue; A. Samrock, 270 Irving avenue; S. Rubin, 961 De Kalb avenue; Wm. T. Cragan, 425 Court street; Emil C. Krasche, 251 Wyckoff avenue; N. Broadman, Maspeth, L. I.; Thomas Lamb, 84 Court street; W. Wisendanger, president; A. H. Witze, secretary.

Some prominent Brooklyn druggists were interviewed regarding the circular and were not inclined to consider it seriously. Several commented upon the misspelling, as well as the crudeness of style and expression. As to the "Greater New York Pharmaceutical Society," none of those interviewed although they have been connected with drug matters of the borough for a number of years knew of the existence of the organization.

The Brown Bill has been indorsed by all of the known pharmaceutical associations of the State of New York.

### Hearing on the Brown Bill Next Tuesday.

ALBANY, N. Y., May 3.—Governor Hughes has decided to give a hearing to the advocates and opponents of the Brown Pharmacy Act which was passed by the Legislature last week. The hearing will be held in the Executive Chamber at the State Capitol on Tuesday, May 11, at 3 p. m.

### Formal Opening of New Home of Stewart Company.

INDIANAPOLIS, May 3.—The Daniel Stewart Company has occupied for several weeks its spacious new building, specially designed, as recently described in the ERA, to meet all the modern requirements of a wholesale drug business, but the "official" opening did not take place until the last day of April. Flowers and plants throughout the building from turret to foundation stone, lively music by an orchestra, the glad hand of welcome and floral and other favors to more than 2000 guests. Not only was every Indianapolis retail druggist present, but guests came from western Ohio and eastern Illinois. This is the oldest wholesale drug house in Indianapolis and in the State, having been established in 1840, so that early in 1910 it may celebrate its 70th birthday. The officers of the company are: William Scott, president and treasurer; Mrs. Martha Stewart Scott, daughter of the late Daniel Stewart, vice-president, and Henry L. Brown, who looks 60 years old but will be 80 in a few weeks, secretary. The secretary has been with this house 35 years.

### Druggist-Comptroller Recovery From Illness.

ALBANY, May 4.—Druggist Charles H. Gaus, Comptroller of the State, who has been seriously ill for some months, is now reported to be mending and his complete recovery is expected. Public interest in Mr. Gaus' illness has been heightened during the past few days owing to the publication in a local paper that an effort was being made to induce him to resign while the Legislature was in session, to prevent the possibility of the appointment of his successor by the Governor without check from the Senate. The report brought forth from Mr. Gaus an indignant denial and he states that he never thought of resigning and expects to be well enough to take up the duties of the office in a short time.

### Inventive Druggist Gives First Aid to Farmers.

Albert Izor, a retail druggist at 511 West Washington street, Indianapolis, has for 14 years been engaged in perfecting a binder for wheat that will do away with binding twine (which now costs the farmer from 30 to 50 cents an acre) and will bind the sheaf for practically no cost and make the farmer independent of the binder trust. The "straw binder," as it is called, is woven from the lower part of the wheat stem and will pick up 90 per cent of the bundles. Mr. Izor during all his years of experimenting has been financially helped by Augustus Kiefer, of the A. Kiefer Drug Company, Indianapolis.

### Notes of Highland Park College.

- Fred Barney, '05, was a recent caller.
- Mrs. Rose, nee Miss Dollimand, was a recent visitor.
- Edna Zook has a position with Wehrle Franck at Van Horn, Iowa.
- John Becker is located at Hot Springs, S. D., at the Battemount National Sanitarium.
- Raymond Wilson, '05, is teaching science and chemistry in one of the Council Bluffs high schools.
- Mrs. E. Ernst, formerly Miss Anna Wilson, '09, has been elected to the chair of materia medica and pharmacy in the Medical Department of Washburn College, Topeka.

### Miss Dow to Have Offices Over Bank.

CINCINNATI, May 3.—Miss Cora Dow, owner of nine retail drug stores here, has engaged a suite of office rooms on the second floor of the big bank and office building which is being erected at Seventh and Vine streets.

### Clerks Hear About Drug Store Indexing.

CINCINNATI, May 3.—At the last meeting of the Cincinnati Central Drug Clerks' Association, William Brittain read a paper on "Drug Store Indexing." A social session followed.

### One of the Evans' Branches Sold.

PHILADELPHIA, May 3.—George B. Evans' branch store at 2330 North Front street has been sold to I. S. Reice, of 919 West Girard avenue.

### Druggist Koerner Now at Home in His New Building.

Harry Koerner, of Jefferson, Wis., has moved his pharmacy into his recently completed brick building, where his facilities are much improved.



## MINSTREL SHOW A HIT IN PHILADELPHIA.

**Druggists in Burnt Cork Delight Their Audience With Songs, Jokes and Take-offs of Prominent Men.**

PHILADELPHIA, May 1.—Representatives of the drug trade to the number of 800 greeted the members of the Philadelphia Association of Retail Druggists who on Monday evening last presented a minstrel show which for original and entertaining features surpassed anything of the kind ever attempted by the trade in this city. When the curtain rose, it disclosed 30 dusky singers, seated in a double row. Acting as interlocutor was "Eddie" Cassidy, while on either end were Frank W. Fluck, Harry G. Comp and J. H. Barlow as "picksin' tormentors," and Tom McGuire, J. G. Howard and H. A. Nolte. The tenors, baritones and basses included C. S. Gill, J. A. Garvey, E. J. Strunk, L. H. Davis, M. W. Mansfield, Otto Kraus, R. H. Lackey, E. H. Foley, Joshua Marsden, E. G. Eshelman, Dr. E. K. Boltz, F. M. Apple, Otto Kraus, Jr., W. McMurtrie, W. H. Ricker and W. M. Montgomery.

Opening with a medley to the music of a large orchestra, the chorus traveled with volume and harmony and when J. G. Howard was introduced by the interlocutor and after springing a few of the regulation jokes, sang "Somebody Lied;" he received an ovation. James A. Garvey made a similar hit in a sentimental ballad and then the P.A.R.D. organizer, J. H. Barlow, was called on. He had been worrying for several weeks over the possibility of forgetting some of his jokes and the verses of "Hinky Dee," but he carried the audience by storm as he put on the gridiron T. H. Potts, Charles Rehfsuss, Otto Kraus, H. C. Blair, S. W. Strunk, J. E. Marsden, S. B. Davis and a few more. C. S. Gill kept the fair ones on the front row on the anxious bench as he sang to first one and then the other, "I Wish I Had a Girl," but the laugh was on him later when among the flowers which he received was a huge bouquet composed of an immense head of cabbage embellished with a collection of early spring vegetables. H. A. Nolte kept the audience convulsed with laughter for nearly 15 minutes, as did President Fluck. The latter also made a hit with his song "Broke." "Tom" McGuire who, when he is not compounding prescriptions at 26th street and Lehigh avenue, is conducting or participating in a minstrel show or theatricals, in the opinion of the audience had something on the majority of the professionals in minstrelsy. His dancing, his jokes, his song "Alabama" and even his make-up all indicated ability of superior quality. The first part of the programme closed with a medley.

The second part consisted of a scene in the Drug Club where a sketch written by Frank W. Fluck was acted. It included some clever specialties among which was a banjo duet by Messrs. Comp and Montgomery and solos by Messrs. Strunk and Mansfield. The principal character was Professor Remislaus—a hit on Professors Remington and Stanislaus—and taken by President Fluck. Dancing followed.

Not all of the hard work that was done to make the occasion a success was applauded, for the entertainment committee had been working day and night in the interests of the association. This committee consisted of the following: J. E. Marsden, chairman; S. B. Davis, vice-chairman; H. A. Nolte, treasurer; E. G. Eshelman, secretary; G. B. Weideman, W. H. Ricker, R. H. Lackey, J. A. Garvey, W. H. Sutton, O. Zion, H. G. Comp and Dr. E. K. Boltz.

### Change in Austria's Patent Law.

The London *Financial Times* reports that by an enactment in Austria which will become effective in June patents will be revocable at the expiration of three years from date of publication, without notice, if the patentee neglects to work the patent in that country to an adequate extent. The new law is similar to the one which has been placed on the statute books in Great Britain.

## PROMINENT BOARD MEMBERS REAPPOINTED.

**Ephraim Bacon, of Maryland, and Otto J. S. Boberg, of Wisconsin, Named by Governors for New Terms.**

BALTIMORE, May 1. Ephraim Bacon, a druggist at Calvert and 30th streets, this city, has been appointed to succeed himself as a member of the Maryland Board of Pharmacy for another period of five years. Mr. Bacon has been secretary of the board for several years past and the reappointment is a tribute to him, since the rivalry for the place was quite active.

The appointee is a graduate of the Maryland College of Pharmacy. For some years he was a partner of Dr. George W. Truitt in the retail drug business at Roland Park, a suburb, but now he conducts the store at the place mentioned. By naming him the Governor really gives Baltimore three out of the five members of the board, the other two being John A. Davis, the treasurer, and Louis Schulze. This leaves the Eastern Shore with one member and western Maryland with one, the requirement that one member shall come from the central part of the State being met by choosing another city man.

MADISON, Wis., May 1.—Otto J. S. Boberg, well known pharmacist of Eau Claire, Wis., has been reappointed by Governor Davidson as a member of the State Board of Pharmacy for the term of five years. The news that Mr. Boberg will continue on the State board meets with the hearty approval of his drug trade friends about Wisconsin.

Edward Williams, of Madison, was elected president of the State board at the recent annual election held at Madison, and Henry G. Ruenzel, of Milwaukee, was elected secretary and treasurer.

### Iowa Board Reorganized.

DES MOINES, May 1.—B. F. Keltz, State Pharmacy Commissioner, has resigned, explaining that he could not do good work while at outs with the Governor. He was accused of irregularities in collecting his per diem, and was asked to resign by Governor Carroll. The executive council has withheld \$116.24 from Keltz's per diem and expense bills to cover alleged padding in bills filed since June, 1908.

The Governor later appointed I. W. Clements, of Marengo; David E. Hadden, of Alta, and Harry E. Eaton, of Shenandoah, members of the State Pharmacy Commission.

### Mrs. Kebler Gives a Tea.

WASHINGTON, May 3.—Mrs. Lyman F. Kebler, wife of Dr. Kebler, chief of the Drugs Division, Department of Agriculture, gave a tea at her Park road residence Saturday in honor of Mrs. M. I. Wilbert and her guest, Mrs. H. Donnelly, of Ardmore, Pa., and Mrs. J. Loyden White (Mrs. Joel Blane), of New York. There were piano solos by Miss Catherine Evans and Miss Mabel Kebler, violin solos by Miss Mary Evans and Master Victor Kebler and a vocal solo by Miss May Thompson. Miss Laura Shaw, a niece of the hostess, presided and was assisted by the younger set. Among those present were: Mrs. Edward Yarnold, Mrs. Wilson Thompson, Mrs. W. S. Richardson, Mrs. Henry Evans, Miss Ennice Bradbury and Miss Ruth Kebler.

### Uruguayan Drug Store and Pharmacy Law.

Vice-Consul Charles Lyon Chandler, of Montevideo, sends a translation of a law recently enacted by the Government of Uruguay applying to the drug stores, pharmacies and to pharmacists of that country. Two years after the promulgation of this act it will not be lawful to introduce into Uruguay, or to sell therein, medicines whose sale has not been authorized by the National Hygienic Council. Every pharmacy of the country is to be inspected at least once a year by a pharmacist designated by the National Hygienic Council. The full translated text of the law may be seen at the Bureau of Manufacturers, at Washington.



EPHRAIM BACON, Baltimore.  
Reappointed member of the Maryland  
State Board of Pharmacy.

## BOARD EXAMINATIONS

### New York—Middle Branch.

ALBANY, May 1.—Secretary Warren L. Bradt announces that at the Middle Branch's examination April 21-22 there were present 28 candidates. The following were successful:

**PHARMACISTS**.—Leon L. Reed, Candor; Thomas A. Weaver, Rome; John P. White, Oneonta; Stephen E. Cook, Green Island; Harry S. Noel, Williamstown, Mass.; James L. Roark, St. Johnsville; Elsie E. Sautter, Albany; Gracia N. Ansecombe, Saratoga; Harold H. Mather, Albany.

**DRUGGISTS**.—Burr U. Rathbun, Whitney's Point; Frank S. Park, Woodhull; Douglass R. Spiers, Walton; Logan K. Palmatier, Albany; Michael J. Brennan, Waterbury, Conn.; Charles F. Mohan, Albany.

### Missouri.

ST. LOUIS, May 1.—Charles Gietner, secretary of the Missouri Board of Pharmacy, has announced the 51 successful candidates of the 105 applicants for State registration who appeared at the examination held in Kansas City in April. Mr. Gietner says that an exceptional number of elderly men are appearing before the board, many of them having been employed in stores where a registered pharmacist was in charge, but are now getting in the clear for more strict control if the proposed bill pending in the Legislature should become a law. Mr. Gietner adds that as a rule these men pass good examinations. The next regular examination will be held at Joplin, June 14, the occasion being the meeting of the Mo.Ph.A. October 11 an examination will be held in St. Louis. Those successful at Kansas City were:

Kansas City.—Raymond Alderich, Frank R. Bryant, L. V. Davison, Orville Egbert, W. Cudney Eastmann, James C. Flournoy, Wendell E. Green, Charles E. Gilliland, John P. Hinker, Harold B. Hedrick, Fred E. Miller, Clair G. Martin, Frederick Melcher, A. T. Meyers, Leigh Milligan, P. L. Mullen, William J. Mills, E. O. McClanahan, J. C. Neal, R. S. Parker, Mrs. Anna Smith, William L. Sharp.

St. Louis.—E. B. Collard, C. L. Marx.

St. Joseph.—George W. Bennett, J. M. Hepburn, R. W. Kinnison, C. J. Wachendorfer.

Other Missouri Cities.—Robert T. Kaempfer, Koshkonong; Thomas D. McGee, Worth; Felix J. Papin, Ste. Genevieve; E. H. Roper, Mount Vernon; Benjamin M. Scotten, Sedalia; Lawson Stamper, Sedalia; E. G. Starr, Kirksville; Joseph Sharp, Cole Camp; G. C. Smith, Sparta; Oron E. Snow, Jacksonville; T. Vickers, Joplin; J. W. Wallace, Macon; Launt Campbell, Princeton; J. P. Doyle, East Prairie; L. M. Edens, Cabool; Raymond A. Edmonds, Miami; Joseph G. Gresham, Queen City; Frank E. Miller, Thayer.

From Other States.—Charles W. Clarke, Washington, Kan.; Ralph V. Jarrett, Quincy, Ill.; William McDaniel, Valley Falls, Kan.; Charles Warble, Lawrence, Kan.

### California.

SAN FRANCISCO, May 1.—Charles B. Whilden, secretary of the California State Board of Pharmacy, announces that the following applicants were successful at the April examinations:

**ASSISTANTS**.—Otto W. Berdrow, Emile A. Simons, Roy Alton Stauffer, Harold Preston Darling, Benjamin H. Dill, E. Allen Heller, Oke Meyerhofner, Henry L. Pingel, Della B. Rogers, Ralph H. Glezen, Adolph Schulte, Jr., Thomas Franklin Ashley, Leon Brink, Charles Lincoln Eby, Harry M. Emes, James R. Filgate, John A. Flynn, Frank Healy, Frank McCarly.

**LICENTIATES**.—Frank Arrigo, Jr., Perry Leroy Fallis, Jerome J. Green, G. L. Irwin, George V. Morrison, Clara E. Nichols, Winona M. Nielsen, Marvin B. C. Rounds, Charles Daniel Taylor, George S. Adams, Ralph C. Amssen, Donald J. Buckley, N. W. Clinger, W. Sinclair Coleman, W. Bert Corner, Arthur Davis, William Francis Hall, Johannes Jensen, Thomas C. Kennelly, Hugo G. Lagan, James R. Laird, Earl A. MacDonald, Percy E. Mackey, D. B. Martin, Grover C. Mathews, Lewis J. Renshaw, Ralph H. Rogers, A. L. Simons, Henry Radcliffe Wells.

**CREDENTIALS**.—A. W. Boggs, Reuben M. Coffin, Jabez T. Crane, George E. Cravens, P. M. DesMarais, Henry H.

Forline, Samuel Franklin, O. A. Griffin, J. E. Jones, Emil Klinkowstroem, Lars Peter Knos, B. W. McCandless, Steven D. Nill, T. G. Scales, George Blake Stewart, George B. Weiss.

### APOPLEXY TAKES NEW JERSEY VETERAN.

Eugene Hartnett Stricken Just After Moving Into His New Pharmacy, the Largest in Jersey City.

Eugene Hartnett, of Jersey City, died of apoplexy Sunday at his home, 289 York street. He was born in Ireland on April 9, 1844, and came to America with his parents when a small boy. He started in the retail drug business in New York City at the age of 12 and conducted a store in the old Bible House for many years. He moved to Jersey City in 1883 and established a pharmacy at Warren and Montgomery streets.

On Thursday last he moved his business to 21 Newark avenue, where he opened the largest drug store in Jersey City. While sitting at his desk on the first night of his occupancy of his new pharmacy he was suddenly stricken with apoplexy and taken home in a coach. He never regained consciousness.

Mr. Hartnett was formerly a member of the directorate of the Second National Bank of Jersey City, now known as the Union Trust Company. He was second vice-president of the New Jersey Pharmaceutical Society and a member of the College of Pharmacy of New York City. He belonged to the Union League Club of Jersey City.

Mr. Hartnett is survived by his wife and four children, Maj. Eugene H. Hartnett, of the Medical Corps of the United States Army; Harriett A., Emily H. and Edward.

### Obituary Notes.

—R. H. ELMORE, for 28 years a druggist of Red Bluff, Cal., died recently, leaving a widow and daughter.

—JAMES R. WIGHT, assistant secretary of the General Chemical Company, Chicago, is dead of asthma, aged 48.

—EUGENE P. BRAUN, for more than 30 years in the drug business in Mobile, Ala., is dead of paralysis. A daughter and four sons survive.

—SIMON J. HIVELEY, for many years Chicago manager of E. H. Sargent & Co., is dead after a long illness at Riverside, Ill. A widow survives.

—GABRIEL BEAKES DUNNING, of Newton, N. J., formerly in the retail drug business and for a long time Surrogate of Sussex County, is dead, aged 67.

—O. G. HUDSON, a prominent druggist of Springfield, Ill., died suddenly of heart disease recently while visiting in Lincoln. He was 34 years old and leaves a mother, brother and sister. He had two drug stores.

—JOHN T. HILLHOUSE, of New Haven, Conn., is dead of paralysis, aged 68. After serving in the Civil War he entered the drug business, opening a store in New Haven 27 years ago. A widow and two sons survive.

—DR. A. D. SCRUGGS, who died recently at his home in Knoxville, was born in 1842. He served in the Confederate Army and graduated from Jefferson Medical College, Philadelphia, in 1867. His son, D. H. Scruggs, was associated with him in the drug business at Sweetwater, Tenn., to which place he had soon expected to move his family. A widow and two daughters also survive.

### Arranging for the Trip to Los Angeles.

ST. LOUIS, May 3.—Dr. H. M. Whelpley, who is organizing the A.Ph.A. party from St. Louis for Los Angeles, is much encouraged over the number that are bespeaking accommodations. The St. Louis party will leave here over the Missouri Pacific and proceed by the Santa Fe route. The Eastern party is also going by the Santa Fe and Dr. Whelpley is now making an effort to get them to make their route via St. Louis so all will go on together. Otherwise there is the risk of not making connections at Kansas City.

### Graduates of 1894 Will Hold Reunions.

ST. LOUIS, May 1.—The St. Louis College of Pharmacy class of 1894 celebrated its 15th anniversary by a meeting of resident members during the 1909 commencement season and organizing with intent of holding annual reunions. The officers are Martin J. Noll, 925 Goddellow avenue, president; William Treitchler, first vice-president; Henry Klosterman, second vice-president; William Pilkington, secretary; Charles Stockhausen, treasurer. Mr. Noll is anxious to hear from all members of the class.

## NEW SUIT TO STOP CUTTING OF PRICES.

**Dr. Miles Medical Co. Starts Legal Proceedings in the U. S. Court Against a New Jersey Druggist.**

NEWARK, N. J., May 3.—Appearance has been entered on behalf of the defendant in the office of the clerk of the United States Circuit Court, in Trenton, in a suit brought by the Dr. Miles Medical Company, of Elkhart, Ind., against Charles W. Menk, a Market street druggist, to restrain the cutting of prices of certain proprietary medicines compounded by the complainant company. This proceeding will be followed, it is said, by a demurrer to the bill by Guild, Lum & Tamblin, counsel for the defendant. Notice has been given of a motion to apply for a temporary injunction in Trenton.

A similar suit tried in the Federal Court for the Eastern District of Kentucky, on a bill almost identical in material allegations with the one here, resulted in the granting of an injunction to prevent cutting prices, but on appeal to the United States Circuit Court of Appeals for the Sixth Circuit the decision was reversed. The case has since been carried to the United States Supreme Court, where it is yet pending.

The bill against Mr. Menk, filed by McDermott & Enright, of Jersey City, describes the system adopted by the complainant company "for the prevention of price-cutting and the consequent demoralization of its trade." Then it goes on to explain that "the object of its system of contracts, serial numbers, cards, and stamping is to identify and trace sales of its goods, control the sale and prevent price-cutting. The plaintiff claims this procedure is reasonable and lawful. The installation of the system, the company says, cost \$20,000, and does not affect other concerns. According to the bill, 400 jobbers and wholesalers and more than 25,000 retailers have signed the contract.

The bill asserts that the company is entitled to maintain its system and contracts and sales, and to prevent the marketing of its product except in conformity with its system. The defendant, according to the bill, has not signed the contract, but has obtained the remedies from agents, who have executed contracts and sells them at cut prices.

### Druggists Enjoy Shad Fishing.

PHILADELPHIA, May 1.—Such trifles as rain, snow and hail in no measure affected the enthusiasm with which a party of well known figures in the drug trade on Thursday last made the annual pilgrimage to the shad fishing ground at Bridesburg in response to a warm invitation from William H. Morrette, "the druggist" of Bridesburg. The latter, besides being an all-round good fellow, apparently is the commodore of the fishing fleet and a power generally in his community, and not only he and his wife contribute to the enjoyment of the visitors on these annual trips, but his friends and even Fred, Reitz, the policeman-sportsman of Bridesburg, help all they know how.

The party that made the trip on Thursday included Thomas H. Potts, secretary of the N.A.R.D., who was spending a few days at his home here; Nathan A. Cozens, secretary; George W. Fehr, treasurer, and David J. Reese, vice-president of the P.A.R.D.; William A. Carpenter, who as chairman of the membership committee of the latter organization, broke the long-distance record at the April meeting with 61 applications; William H. Sutton, of the executive committee; H. A. Kalbach, N. F. Weisner, H. H. Notter, Z. T. Wobensmith and L. H. Davis. Pinochle, a sail to Beverly, N. J., and a shuffleboard tournament in which Secretary Potts carried off the honors as usual, were followed by an elaborate shad dinner at the Morrette homestead, in which Mrs. Morrette demonstrated that she could prepare shad for the table just as well as her husband could catch them.

## CHICAGO BRANCH DISCUSSES N.F. REVISION.

**Pittsburg Branch's Protest Regarding Internal Revenue Interference With Druggists is Laid Over.**

CHICAGO, May 1.—At the April meeting of the Chicago Branch of the A.Ph.A. the programme consisted of a continuation of the discussion on the revision of the National Formulary, comprising preparations that should be omitted, criticism on the nomenclature and improvements in formulas. Professor Hallberg read a list of preparations that had been proposed for admission, including the following:

Carbasol, a general formula for the preparation of aseptic cotton, together with formula for such medications as are in common use; a similar formula for medicated cotton, also borated, mercurial, etc.; a general formula for preparing sterile solutions with especial reference to those intended for hypodermic use. The latter, it was thought, would be very desirable, since there are no directions in any of the textbooks or general works of reference to the pharmacist bearing on this subject.

With reference to the criticism that has appeared on the nomenclature of the N.F., the following principle, adopted at the last meeting to guide in the revision, was read:

That nomenclature, titles and synonyms should be in conformity with the U.S.P., or with modern ideas, should be descriptive of composition and that therapeutic or anatomical titles should be discouraged.

The recent criticism [see page 429 of this issue of the ERA] by Dr. Lyman F. Kebler, it was asserted, was of no great consequence, since in some instances, as in the case of compound anise powder, a synonym for anisated powder of rhubarb and magnesia, left the question of whether or not the oil of anise was as important medicinally as the other ingredients, because the synonym must often be retained for popular use, while the Latin title should be more carefully selected.

It is impracticable to avoid the use of therapeutic titles for some of the old-time remedies, such as cathartic pills and diarrhea mixtures.

How would it be possible, for example, to frame a descriptive title for anti-neuralgic pill of Brown-Séquard? Again in the case of compound powder of kino, while the mixture contains 5 per cent of opium, the opium is not named in the title, first because it is taken from the British Pharmacopoeia where it appears under this name, and secondly, it is not always policy to name a preparation containing opium, in writing prescriptions, for reasons that are not well known, but ethically sound.

It is believed that the nomenclature of the N.F. should be based on no absolutely hard-and-fast lines; that is, should be more flexible than that of the U.S.P., in which the titles should adhere as closely as possible to scientific terminology as well as orthography.

T. H. Potts suggested that the criticism on the N.F. nomenclature has been caused by the apparent violation of the Food and Drugs Act, which required that potent drugs should be named on the label.

Mr. Schaper suggested that a formula for liquor ammoniac anisatus is highly desirable, since it is extensively used.

T. C. Scheipe inquired why Burrow's solution did not appear as a synonym for liq. alumin acetatis, adding that he had received prescriptions for it under this name and had some difficulty in finding it.

Mr. Becker referred to the difficulty in making this solution in larger quantities, it being often called for by the gallon, for irrigating purposes, when Mr. Scheipe suggested that the old German method of preparation by interaction of lead-acetate and aluminum sulphate in solution in the cold, may be preferable.

Mr. Schaper, referring to the difficulties in the preparation

### Will Investigate Proprietaries.

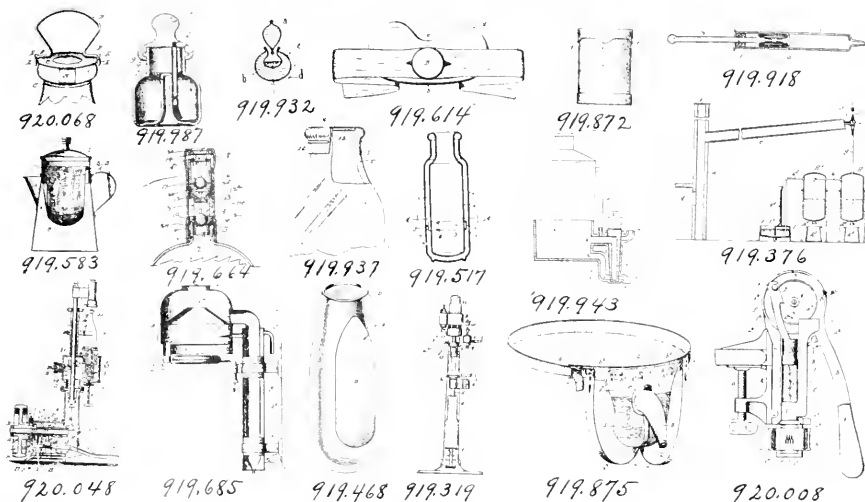


L. E. WARREN.

of Hillsdale, Mich., chemist and later Food and Drug Inspector at Washington, whose appointment to investigate proprietaries for the Journal of the A.M.A. was recently announced in the Era.



## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted April 27, 1909.

- 919,319—Amos Calleson, Brooklyn, N. Y., assignor of one-half to Benjamin Adriano, Brooklyn, N. Y. Bottling machine.  
 919,335—Emil Fischer, Berlin, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Magnesium salt of dibrophenic acid.  
 919,376—Elias G. Pearlman and Martin M. Pearlman, Philadelphia, Pa. Apparatus for recovering zinc compounds and ammonia.  
 919,406—Harley W. Warren, Cuyahoga Falls, Ohio. Surgeon's glove.  
 919,468—Edwin C. Royer, Colwyn, Pa. Bottle.  
 919,517—Max Anacker, Berlin, Germany, assignor to American Thermos Bottle Company, Rochester, N. Y. Double-walled bottle.  
 919,583—John D. Houck, Toledo, Ohio. Coffee percolator.  
 919,614—Christian W. Meinecke, Jersey City, N. J., assignor to Whitall Tatum Company, New York, N. Y., a corporation of New Jersey. Hot water or ice bag.  
 919,664—August V. Westerlund, New York, N. Y., assignor to Westerlund-Ludner Bottle Company, a corporation of New York. Non-refillable bottle.  
 919,666—Thomas J. Whelan, Hawthorn, near Melbourne, Victoria, Australia. Reversible label and address holder.  
 919,685—Milton B. Bionke, Chicago, Ill. Distilling apparatus.  
 919,750—Victor Perlezeich and Gustav Rosenbusch, Zurich, Switzerland. Solidified alcohol and process of making same.  
 919,762—Curt Philipp, Dresden, Germany, assignor to Chemische Fabrik von Heyden Aktienengesellschaft, Dresden, Germany. Process of producing isobornyl esters.  
 919,832—Henri Diamanti and Charles Lambert, Paris, France. Apparatus for recovering vapors from volatile liquids.  
 919,872—Charles P. Jenkins, Washington, D. C., assignor by mesne assignments to Single Service Package Corporation of America, a corporation of New Jersey. Cap for bottles.  
 919,987—The Crescent Oil Company, Minneapolis, Minn. Class 6. Petroleum jelly.  
 919,745—Practicum Syndicate, Ltd., Splotland, Cardiff, Wales. Class 6. A veterinary remedy for distemper in dogs.

919,945—D. R. Bradley & Son, Pleasantville and New York, N. Y. Class 6. Perfumes, toilet water, toilet powder, sachet and talc powder.

919,975—Prew Stranahan Hussy Company, Boston, Mass. Class 6. Disinfectants.

919,875—Gustavus C. Johnson, Dillon, S. C. Suspensatory.

919,918—Patrick J. McElroy, Cambridge, Mass., assignor of one-half to the Randall-Faichney Company, Boston, Mass., a corporation of Massachusetts. Syringe.

919,937—Henry A. Olsson, Brooklyn, N. Y., assignor to Multi-Seal Manufacturing Company, Brooklyn, N. Y., a corporation of New York. Bottle closure.

919,943—Peter J. Peterson, Oakland, Cal. Liquid measuring device.

919,987—Richard L. Williams, Birmingham, Ala. Bottle.

920,008—Albert Baumgarten, Freeport, Ill.; Johanna Baumgarten, executrix of said Albert Baumgarten, deceased. Cork puller.

920,048—Emery J. Godman, Jersey City, N. J., assignor to Sterling Seal Company, a corporation of Maine. Bottle-sealing machine.

920,068—John L. Kilvan, Boston, Mass. Combined cover and handle for milk bottles and the like.

## TRADE MARKS.

Published April 27, 1909.

34,635—Parker Chemical Company, Chicago, Ill. Class 6. A solid germicide or disinfecting composition.

35,905—Clas Julius Enebuske, New York, N. Y. Class 6. Antiseptic preparations for general use as a mouth wash.

36,617—Farbwerke vormals Meister Lucius & Brüning, Höchst-am-Main, Germany. Class 6. A medical compound particularly used for the treatment of diseases of the eye, nose, and ear, and in surgical operations to stop the flow of blood.

37,061—Milford Chemical Company, Milford, Del. Class 6. A preparation for the treatment of rheumatism, neuralgia, etc.

38,194—Erick A. Johnson, Duluth, Minn. Class 6. A liquid remedy for eczema and other diseases of the skin, a tonic and an ointment.

38,247—Crown Distilleries Company, San Francisco, Cal.; New York, N. Y., and Cincinnati, Ohio. Class 6. Wine having medicinal properties.

39,135—Wyeth Chemical Company, New York, N. Y. Class 6. A hair tonic.

39,765—Sarah Habbard, New Orleans, La. Class 6. A remedy for stomach troubles, Bright's disease, rheumatism, neuralgia, etc.

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G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

# BUSINESS RECORD

**Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.**

## Supplement to The Era Druggists' Directory.

**CALIFORNIA**—DIAMOND—Philip & Philip have opened a new drug store.  
LOS ANGELES—J. G. Vance has opened his new store at Eighth and Spring streets.  
MARYSVILLE—Charlotte Drug Store; destroyed by fire.  
SAN FRANCISCO—S. A. McDonnell & Son have moved from their temporary location, at 1630 Fillmore street, to the S. E. corner of Powell and Geary streets.  
**COLORADO**—DENVER—Neubert Drug Company, 16th and Champa streets; out of business.  
**GEORGIA**—UNION POINT—W. O. Flunker; store destroyed by fire.  
**IDAHO**—TETON CITY—The Dean Drug Company have opened a new store here.  
**ILLINOIS**—CHICAGO—J. S. Link, 649 West 21st street, has been succeeded by H. Stulik.—H. T. Oelrich, 141 31st street; deceased.—H. Sach's, 915 West North avenue, has been succeeded by Charles I. Powell.—Louis A. Schmid, 4800 Ashland avenue, has been succeeded by Lypski & Ruben. Mr. Schmid has opened a new store at 844 South Halsted street.—F. E. Stolze has opened a new store at 1951 North Robey street.  
OAK PARK—J. S. Link has opened a new store at 6801 West 12th street.  
PALESTINE—W. M. DeLay; store damaged by fire.  
ST. LIBORY—Dr. A. M. Kohl has opened a new store here.  
**INDIANA**—COALMONT—Miller Drug Company has been succeeded by the Co-operative Drug Company.  
OTTERBEIN—Burns & Davis Drug Co., incorporated; capital, \$10,000. Wholesale and retail.  
PARKER—Dr. Dedrick has opened a new drug store here.  
WHITING—Whiting Drug Company have been succeeded by B. N. Boyer & Co.  
**IOWA**—COUNCIL BLUFFS—Schaefer Cut Price Drug Store, 231 Main street, has been succeeded by William Knuth.  
MARSHALLTOWN—Alexander Drug Company have been succeeded by Beunert Drug Company.  
OSAGE—Samson & Sanders have been succeeded by W. B. Lamberson & Co.  
**MICHIGAN**—ALPENA—Ware Drug Store has been succeeded by Foley & Stepler.  
CENTERVILLE—F. E. Lehr has been succeeded by Roy D. Lehr.  
SOUTH RANGE—L. A. Lundahl has been succeeded by Dr. Anderson.  
**MINNESOTA**—CHISHOLM—F. H. Gillie has opened a drug store, corner of Lake street and First avenue.  
VERDALE—W. M. Morrell; store destroyed by fire.  
**NEW HAMPSHIRE**—LACONIA—Clarence W. Plummer Company, incorporated; capital stock, \$2700.  
NEWPORT—The Willey Pharmacy will be succeeded by Weeks & Seward, of Exeter, N. H.  
**NEW JERSEY**—BERNARDSVILLE—George W. Burns, incorporated as the Somerset Pharmacy; capital, \$10,000.  
VINLAND—Baker House Pharmacy, incorporated. Joseph G. Morris, president and treasurer.  
**NEW YORK**—BROOKLYN—B. H. Mark, \$302 Third avenue, has moved his stock of drugs to 9201 Fifth avenue.  
HAYNES FALLS—Karl E. Hahn has opened a new drug store.  
MARLBOROUGH—C. S. McConrt has opened a new drug store.  
**NORTH DAKOTA**—BISMARCK—Boardsley & Finney have dissolved partnership. Bert Finney, buying his partner's interest, will continue the business as Finney's Drug Store.  
DEVIL'S LAKE—B. J. Ness will open his new drug store here May 1.  
**OHIO**—OXFORD—Clifford Brown has opened a new drug store here.  
WILMINGTON—J. J. Parker has bought the Charles Halker

stock of drugs at this town and moved it to Lynchburg, where he will open a store.  
**PENNSYLVANIA**—WASHINGTON—The City Drug Store and H. W. De Normandie have combined their stocks at 157 and 159 South Main street. Style of firm will be De Normandie Drug Store.  
**RHODE ISLAND**—WOOSOCKET—F. B. Simmons has been succeeded by H. W. Hanson.  
**SOUTH DAKOTA**—PIERRE—Black Hawk Drug Company have been succeeded by F. L. Vilas.  
**TEXAS**—HARWOOD—Dr. L. G. Dexter; store destroyed by fire.  
MIDLAND—Midland Drug Company and Taylor Drug Company; stores destroyed by fire.  
STRAWN—Perry-Walker Drug Company, incorporated; capital stock, \$5000.  
**UTAH**—SPANISH FORKS—City Drug Store; style of firm changed to City Drug Company.  
**VIRGINIA**—ALEXANDRIA—Ebbitt House Pharmacy, incorporated; capital stock, \$6000. Charles O. Rice, proprietor.  
**NORFOLK**—The Strole Drug Company, incorporated, are now opening in their new store, corner of Granby and Charlotte streets.  
**WISCONSIN**—BROWNSTOWN—C. A. Allen has been succeeded by S. C. Holland.  
FOND DU LAC—E. E. Drake has opened a new drug store in the new Forest Avenue Hotel.  
KAUKAUNA—William C. Wendt has been succeeded by the Pomberton Drug Company.  
MADISON—The Luckey Pharmacy is the style of the new drug store in the Trumpf Hotel Building. C. C. Luckey, proprietor.  
MEXASIA—The Barnett Drug Company is the style of the new drug store here.

## Price Schedule Adopted by St. Louis Association.

ST. LOUIS, May 1.—The April meeting of the St.L.R.D.A. was given over to consideration of a price schedule, which was adopted after much discussion. The prices named are 23, 47 and 89 cents. The schedule has previously been considered by the sectional city associations and also by the downtown men in conference with the price committee of the general association, but that did not prevent a lively discussion which extended into three hours. The new feature of the list is the leaving of several articles on an "open list" which can be used as feelers by those who care to. No territorial lines are drawn in this list. The idea met with much favor after it had been thoroughly considered.

## Local Option Litigation Proves Costly.

PAW PAW, Mich., May 1.—Charles H. Van Alstyne, a South Haven druggist, who, it is alleged, tried to evade the local option law in Van Euren County, is in a heap of trouble as a result. The Supreme Court recently affirmed a judgment for \$750 obtained against him and the sheriff has just collected the amount on an execution, with an additional \$150 for costs. Two other damage suits are pending against Mr. Van Alstyne for the alleged illegal sale of liquor. One of the plaintiffs, Mrs. Bertha Kashiske, asks \$10,000. She says the druggist illegally sold whisky to her husband.

## Successful Opening of Fine Long Island Pharmacy.

The Raeder Pharmacy in the White Building, Cedarhurst, Long Island, which was recently opened is one of the finest on the island. On the opening day the store was so crowded that it was difficult to obtain entrance and secure a plate of ice cream, which was served "on the house" to every customer, besides numerous varied souvenirs. A feature was the giving of three prizes, of an aggregate value of \$15. E. M. Raeder is the proprietor and W. B. Meyers is manager of the new store. Mr. Raeder also owns a store at Lawrence.

## Aguinaldo's Neighbor Visiting New Bedford.

BOSTON, May 1.—Hon. William J. Bullock, mayor of New Bedford and one of the best-known druggists in the State, is entertaining this week his nephew, George Whiting, supervisor of the Munoz Agricultural School in Neuva Ecija, Philippine Islands. The mayor's guest has been the recipient of much attention, because for many months he was next-door neighbor to Aguinaldo.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MAY 13, 1909

No. 19

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John.

Cable Address: "Era, New York."

Western Office:

Room 500, Dickie Building, 40 Dearborn St., Chicago

Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the

Philippines, and Mexico

..... \$2.50 a Year

To Canada, postpaid

..... 3.00 a Year

To Foreign Countries in Postal Union

..... 4.00 a Year

Single Copies ..... 10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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THE PHARMACEUTICAL ERA,

For Era Album

90 WILLIAM ST., NEW YORK.

## PROBLEMS FOR THE PROPRIETORS.

Four days instead of the usual two days will be required this year to transact the business of the Proprietary Association of America which is in session this week in New York City. The meeting is more important than many of its predecessors and naturally there is a good attendance, for the subjects before the association are of more vital moment than any of recent years with the exception of the occasion of the enactment of the Pure Drugs Act of 1906. In fact some of the present time problems are more or less sequels to the placing of that law upon the Federal statute books.

Objectionable legislation is constantly being presented to legislatures for consideration and is urged by doctors and some newspapers. One of the serious menaces is the tendency to try to forbid by law the publication of patent medicine advertisements in the newspapers. Minnesota already prohibits the publication of advertisements of certain kinds of medical goods and some newspapers in other States do not now accept advertisements of proprietary remedies. This tendency towards restriction of publicity will no doubt receive serious attention and further plans to fight it will doubtless be formulated. The great mass of the people are not ready for the official banishment of ready-made panaceas for their ills.

## TOBACCO TRUST'S NEW MOVE.

Two events of interest to druggists in connection with the cigar side-line are reported in our news columns. One of the most interesting is the announcement that one of the largest of the prominent chains of drug stores has decided to abandon the sale of all kinds of tobacco and use the space for lines closer to the drug trade and more productive of profit. The managers are thoroughly practical business men and their example will set other drug store owners to thinking.

The other event recalls the attempts of the Tobacco Trust to invade the drug trade three years ago, for methods were then threatened which are similar to those now being put into operation in New York by a subsidiary concern of the octopops. This time newsdealers who do not sell Trust cigars are the objects of attack and no concealment is made of the intention to force them to stop selling anti-trust goods. The newsdealers are well organized and the fight will be a hot and bitter one.

## TALK IS NOT ALWAYS CHEAP.

Congress is demonstrating in the slow progress being made with tariff tinkering that the old saw

"talk is cheap" is not always true, for the situation at Washington is keeping the importers and other merchants affected upon pins and needles of uncertainty and causing serious losses to many of them. The debates only further add to the uncertainty and the newspaper reports from day to day present a panorama of legislative see-sawing that causes everybody to wish it was all over. Some business men realize the predicament of the prisoner who said that he might as well be hanged as scared to death every other day.

Aside from the tariff uncertainty there are disturbing reports regarding the possible imposition of inheritance, income and other taxes to make up for any deficiency in the tariff schedules as finally adopted. Some of the States already have inheritance taxes and with a Federal tax added only the rich would have much of anything left of bequests which might be made to them. An income tax also would operate to the disadvantage of people in the middle class and in the poorer walks of life. They would have to pay not only their own taxes, but indirectly the taxes of the rich would come from the same sources. The lawmakers at Washington should discard theory and work along practical lines, giving all the chance to enjoy citizenship upon terms and conditions of comparative equality.

#### CLEARING A BROOKLYN MYSTERY!

The cat is out of the bag in Brooklyn and in our news pages will be found something about the new "associations" which have sprung into existence in that borough of New York City to fight against pharmacy reform in the shape of the Brown All-State Bill. The members appear to have gotten together because they did not like the old associations and felt in need of "protection" against the machinations of the Board of Pharmacy. The wonder is that none of the hundreds of members of the regularly established associations, or of the State Pharmaceutical Association, have ever found it necessary to split away from these societies in order to obtain "protection." However that may be, we now know something about the authorship of the furious attacks upon the bill which doubles the penalty for violating the law relating to the sale of impure and adulterated drugs.

These new associations change their names so often that it may be difficult to keep track of them, but in the case of the association which is conducted with so much secrecy that even the names of its members are withheld there would seem to be occasion for further investigation.

#### REORGANIZATION OF THE IOWA COMMISSION.

That the Iowa Pharmacy Commission was in need of drastic reorganization was made evident by the bills which were presented for payment for services which it is claimed were never given to the State, besides an indulgence in the activities of practical politics which caused the newspapers to comment on the "flying squadrons" of the pharmacy commission which helped to make nominations for public office and decide elections. The new commission has been

appointed to enforce the pharmacy law, not to manage political campaigns, and we believe that under the careful and conscientious leadership of the new president, Harry E. Eaton, that result will be accomplished.

The change for the better is due in a large measure to Mr. Eaton, who, when he was appointed to a vacancy a few months ago, declined to be a party to the old spoils system and set about doing his duty as it should be done. He is entitled to credit for the course he has pursued and with a continuance thereof the Iowa Pharmacy Commission will be rehabilitated in the public esteem as a body of professional men working solely for the betterment of pharmacy and of the public.

#### DEDICATING THE EBERT MONUMENT.

An event of National interest will be the dedication on May 21 of the monument in Graceland Cemetery, Chicago, to the memory of the late Albert E. Ebert. No finer tribute could be given to this "Grand Old Man of American Pharmacy" than the observance which is planned for the formal presentation of this memorial by the Chicago Veteran Druggists' Association to the estate of the departed pharmacist.

Friends of distinction, including officials high in the American Pharmaceutical Association and other bodies representing the best that there is in pharmacy, deans of pharmaceutical institutions and others will take more than passive interest in the ceremonies, while the general body of those who are expected to attend will form an assemblage without precedent of its kind in this or any other country. But better than any monument, better than the best of the oral tributes, or the shaft of stone, is the shining example which the distinguished leader set by his life for the emulation of all followers in his footsteps.

#### REMEMBER THE 19TH OF MAY.

Pharmacists in New York City should bear in mind the date for the joint meeting of pharmacists and physicians which will be held on the evening of May 19 at the Academy of Medicine in Manhattan Borough under the auspices of the New York Branch of the American Pharmaceutical Association and of the New York County Medical Society.

A similar meeting a year ago was productive of a great deal of good in the way of a better understanding between the practitioners of the two professions and the meeting next Wednesday night promises to be of even more interest and importance. There should be no vacant seats.

#### TWO COMMENCEMENTS THIS EVENING.

Two of the most interesting events in the educational circles of pharmacy in the metropolitan district will occur simultaneously, but in different boroughs of this city, tonight. Large classes will receive their diplomas from both the New York College of Pharmacy of Columbia University and the Brooklyn College of Pharmacy. Interesting programmes



have been prepared and the attendance at each event will be large and appreciative.

Both institutions have won reputations for the thoroughness with which instruction is imparted to their students and the graduation of each new class is reason for congratulating the members of the faculties, as well as the fortunate young persons who have had the benefit of the tuition given in these schools.

Active work continues on the part of the membership committee of the New York State Pharmaceutical Association and the result ought to be apparent in a much longer muster-roll at Richfield Springs on June 22. The committee is sending out letters to non-members, pointing out the advantages of affiliating with the association. As a matter of direct, personal benefit no pharmacist can afford to remain outside of the State association. The dues in New York are only 82. The same statement applies to all pharmacists in all of the States, without reference to whatever may be charged for dues.

Few boards of pharmacy, even some that have been dominated too much by political leaders, have been able to pile up such an unpleasant record as has been left behind by the Iowa State Pharmacy Commission of 1908, and in some respects no board has ever come anywhere near approaching it. A culmination came when one of the commissioners last year deserted his wife and family and fled from the State. It was then that Governor Carroll became aroused and made an investigation which resulted in his request for the resignation of two other members.

In filling the place of the missing druggist on the commission the Governor brought out of private life a man who has played a conspicuous part in the reorganization of the commission and who in the coming struggle for the respect of the citizens has been made the leader. This pharmacist, Harry E. Eaton, first went into the board last December and began by declining to participate in what has been characterized as the "grafting" of some of his predecessors. His ideas of enforcing the pharmacy laws and serving the State were different from those of others and he naturally attracted attention by his conformance to the general notions of the proprietaries.

When Governor Carroll realized the real condition of affairs he promptly demanded the resignations and finally obtained legislation which gave to Iowa this month a new commission. Mr. Eaton was renamed as one of the members and at the organization was made the president. That both the new head and the other members of the commission have a serious task confronting them in re-establishing the commission's standing is undisputed, but the Governor has confidence not only in their ability to run the affairs of the board in a business-like manner, but he has faith in their personal and moral integrity.

President Eaton is a druggist of experience and has an excellent reputation as a business man. His first experience in the drug trade was in 1888 when he served as a clerk in Essex, Iowa. In the following year he entered the State University at Iowa City, where he continued until the spring of 1892, when he received the degree of Ph.G. In the fall of that year Mr. Eaton went to Denver, Colo., where in company with Dr. Moore, he established a new drug store at 17th and Downing streets. In the spring of 1893 he sold his interest to his partner and returned to Essex, Iowa, where he clerked for two years, until in 1895 he again embarked in business for himself, forming the company of Quist & Eaton, which continued for 12 years. A year ago Mr. Eaton left the drug business, except for occasional temporary service, to become connected with the Henry Field Seed Company, of Shenandoah, a position which his business qualifications fitted him

for and which has been less arduous than the constant application required in a drug store.

Mr. Eaton has made a great many friends and they look upon his choice as head of the pharmacy commission to be an opportunity which he will embrace to further demonstrate his belief that citizenship entails its obligations of faithful public service, as well as the enjoyment of the benefits to be derived from an honest and conscientious administration of those duties by others.

More than 53,000,000 gallons of creosote and nearly 19,000,000 pounds of zinc chloride were used in preserving timber in the United States last year. Small quantities of crude oil, corrosive sublimate, and other chemicals were also used. These figures are based upon reports to the United States Forest Service of 44 firms which operated 64 timber treating plants. Assuming that on an average one gallon of creosote, or one-third of a pound of zinc chloride, will protect a cubic foot of timber from decay, more than 100,000,000 cubic feet of creosotes, pills, poles, mine, and other timbers were given a treatment that will greatly increase their life and usefulness.

Never since timber treating began on a commercial scale in the United States has the domestic supply of creosote been equal to the needs of the industry. With the rapid development of wood preservation in recent years, the insufficiency of the home production of creosote has become more marked. In 1908 almost seven-tenths—to be exact, 69 per cent—of the creosote used by the treating plants was imported, and but 31 per cent was obtained from domestic sources.

Nearly three-fourths of the imported creosote comes from England and Germany, some is obtained in Nova Scotia, and some in Scotland and Holland. The domestic creosote used by the treating plants was obtained chiefly in New York, Philadelphia and other large cities. Creosote is distilled from coal-tar a by-product in the manufacture of illuminating gas and coke from bituminous coal. Not more than 20 per cent of the coke used in the United States is made in by-product ovens. No coal-tar is recovered from the bee-hive ovens in which most of the coke is made; consequently the total production of coal-tar is far less than it would be with more conservative operations.

In the British Navy mice are employed as signalling agents on submarine boats. If any leakage of naphtha occurs in hidden sections of the boat the mice give warning by incessant squeaks, to signalize the presence of the odor which they so greatly dislike, says the *Boston Globe*. An allowance is actually made for the maintenance of mice, who have the honor of being carried on King Edward's naval list and of increasing the admiralty estimates.

One year has elapsed since Surgeon B. L. Wright, U.S.N., treated the first case of tuberculosis at the naval hospital at Las Animas, Colo., with the mercury treatment, the surgeon's own discovery. During that time statistics of the hospital show that of those cases where marked improvement was noted 100 per cent took the mercury treatment, and none took routine treatment solely. Of the fatal cases, 31 per cent took the mercurial treatment and 68 per cent took the routine treatment only. From this favorable showing Surgeon Wright has recommended that mercury be adopted as the regular treatment for tuberculosis at Las Animas, making it compulsory at the discretion of the hospital staff. Of the 127 tuberculosis patients at the hospital at present, 92 are voluntarily taking the mercurial treatment.

German Apothecaries' Society, in voting \$50 towards the expenses of the forthcoming meeting of the New York State Pharmaceutical Association at Richfield Springs, follows the new custom which promotes the proprietaries by making the State association independent of contributions from those with



HARRY E. EATON, of Shenandoah, Pres. Iowa State Pharm. Commission.

whom the members should deal only as individual business men. No association should be dependent upon advertisements or contributions from wholesale dealers in drugs, or manufacturers, for the expenses attending their annual or other conventions.

The annual husband fair of Europe will be held this year, May 31, at Ecaussine-Lalain in Belgium. Special trains will be run from Paris and from all the chief towns of Flanders and Wallonia. The unmarried girls of the pleasant little Belgium town invite bachelors from the world over to be their guests that day.

According to the programme, the bachelors will muster at the railroad station at 2 o'clock in the afternoon and march to the town hall, where they will be received by the maids of Ecaussine. There will be speeches of welcome by an unmarried girl or two and mutual introductions. Then luncheon—champagne and Hainault cakes and other good things. Concerts, open air balls, fireworks fill the long evening programme.

This husband fair has become one of the "sights" of Europe. Numerous American parties have already been made up and will motor to Ecaussine in time for the fair. Candidates to matrimony come from England, Germany, Italy, Holland and even from Australia.

The president this year is Mlle. Victorine Cœcke, a chestnut-haired beauty of twenty. She has mustered a phalanx of 30 young girls, all ready to be wooed and won.

A truly successful man not only acknowledges the success of his rivals; he also concedes his obligations to them as his instructors.

The Paris police have a prisoner in custody of whose guilt there is no question, but it will probably trouble the court to decide what to do with him, says the *Utica Press*. Miguel Androval, an acrobat attached to a traveling circus, called at a large establishment and asked to be shown some jewelry. While he was examining the goods the store detective observed the head of a tiny monkey emerge from Androval's coat pocket. Then the monkey's paw shot out and while the salesman's attention was diverted the animal seized several valuable rings and withdrew to its hiding place. Androval was arrested, but he protests that he did not steal the rings, and there is no legal evidence that he was concerned in the theft. Tests made after the arrest proved the monkey to be an accomplished pickpocket and shoplifter.

Clerks should beware of employers who overlook faults to save the trouble of correcting them.

Some of the most eminent physicians of England, including those of the King, have agreed to make a very severe test of what the discoverer, William Doig, claims to be a cure for tuberculosis. For ten years past Mr. Doig has been treating free of charge persons suffering from tuberculosis of the joints, and, according to the evidence of various hospital physicians, he has had considerable success.

Last year he tried his treatment on a patient suffering from tuberculosis of the lungs under the observation of a well-known London physician. This case has been certified as cured, a fact that had much to do with making the thorough test as planned. It has been decided to take six consumption cases from the London hospitals and allow Mr. Doig to treat them under the closest observation.

The Doig treatment consists of drawing the disease from the lungs to the surface. A radius of inflammation is set up from the surface of the skin to the lungs by means of chemical heat. The pus travels to the surface through this ray, which is kept open and all the pus is drawn out until the lung is clear.

Her Friend—I don't see how you can appear in such a costume.

Burlesque Favorite—It's very easy unless you happen to be lame. All you have to do is to walk from the dressing room to the stage.

Progress has been made in the manufacture of paints and varnish, and the high grade quality manufactured in this country stands second to none, says the *Detroit Free Press*. An idea of the proportions of this industry may be seen when

it is remarked that the business of several Detroit manufacturers amounts to very large sums each year.

Sixty years ago painters ground their own white lead and made their own putty. One machine these days turns out more putty of a better and more even grade than all the hands of all the painters and carpenters then. Formerly, when painters ground their own colors a stone slab and muller formed the entire apparatus, but now, when grinding has become a separate industry, efficient machinery has been devised for grinding and its collateral operations.

Everything is being manufactured for the consumer's use and comfort. Formerly the carpenter had to prepare his own wax and his stains for the wax floors. Today he is shown blocks of wood at the paint store finished in different styles. He can buy materials to duplicate the effects.

So has the artist been assisted. In the old days he had to make his own canvas. When colors were first put up they were dealt out to him in a little bladder. The artist would prick a hole in the skin, squeeze out the required amount of paint and tie up the end of the receptacle with a string. Now he is provided with collapsible tubes.

The manufacture of paint has happily become modernized and the grade infinitely improved. The selling price is cheaper for the quality involved than ever in the history of the industry.

"Why does she look so downcast?"

"Her son-in-law has lost his hearing."

Dr. Margaret Buchanan, of London, is trying to interest women in Europe and America in pharmacy, holding that it is one of the most congenial and remunerative occupations open to them. Dr. Buchanan is president of the British Association of Women Pharmacists, and she says all experience shows that women are peculiarly fitted for prescription work. She invites women to the work in a long article, which ends as follows: "The handling of drugs, known perhaps 1500 years B. C., which formed part of the holy oil of the high priest, or of the embalming spices of the Egyptians, is a link with ages long past which has its imaginative spur to all women. Other drugs are reminders of the warm air of the West Indies and of the memory of those plucky explorers of the New World; and possibly we are handling at the same time the newest thing in serums or toxins, or called on to dilute and dispense some substance measured by minute fractions. The human interest, too, is large and varied, and the woman would be dull and unsympathetic who would not distil therefrom some sweetness for herself."

No oil painting can be hung where it will receive the proper natural light at all times. It is the same with human nature. To study it successfully we must view it from various points at different times.

"Bertie says he has even his hats made to order."

"Has to, I suppose, to get one large enough."

A Hartford physician praises alcohol as electricity's commercial rival. There is a vast amount of hard work ahead for the inventors before electricians will take to alcohol to any extent.

Stout—How did Fox get the reputation of being such a profound thinker?

Slim—By talking on subjects that nobody understands and thereby avoiding the chance of having his arguments definitely refuted.

The drug business may be compared to a wheel of which ideas represent the hub, actions the spokes, results the rim and profits the tire. Each part must be so used as to contribute to the strength of the whole.

Reggy—She treated me just awful, doncher know. She hasn't a good word to throw at a dog.

Peggy—Don't anticipate, Reggy; you are not a dog yet.

Irate Citizen—I am going to kill you, sir, for calling me a liar.

Western Editor (calmly)—That won't change my opinion at all.

# The Magician's Wand.

By Emma Gary Wallace.



It was a dubious looking assortment. The stock-room had not had such a going-over in years, and it wouldn't have had it now, if the Woman Clerk had not felt in her veins the restless stirring of those house-cleaning germs peculiar to the eternal feminine.

Rows of well-ordered shining shelves marked the advance of the three workers. There had been some undertone crumbling at first, but the Woman Clerk was so radiantly happy that her two assistants gradually became infected with the same spirit and forgot to joke stupidly about the warpath and its lustless trail. Then, too, the crowded shelves and cluttered closets suddenly became roomy and self-respecting as the reeding continued. It was plain that the work could not be rusted to incompetent hands that would disarrange the stock hopelessly.

Again and again the Woman Clerk paused reflectively by the long table loaded with an increasing pile of goods of most doubtful salability.

## Money Tied Up in Unsalables.

"That stuff represents a lot of money," the Proprietor remarked, as he came in and viewed the collection, "and the worst of it is, it has been tied up anywhere from twelve months to twelve years."

"What do you think best to do with it?" the lady addressed anxiously.

"Oh, it is entirely hopeless for the most part," he replied, "nothing short of a magician's wand would turn some of those odds into money. Part of the articles might be sold, if they were displayed long enough and almost given away, but it is a question if the amount they would bring would equal the expense it would entail. It would be like some of the prize receipts in the cookery columns where fifty cents worth of good material is spoiled to use up five cents worth of left-overs. I now for I've been practiced on," and with a chuckle at the collection he hurried out.

The Woman Clerk looked worried. There was a good deal of truth in what she had just heard, and yet here were hair brushes of substantial make but unattractive appearance; oil combs of a peculiar, speckled color which had not proved at all salable; ends and odds of lines of soaps with soiled wrappers—one lot had been badly spotted by the breaking of a bottle of some dark brown liquid; talcum powder in old-fashioned ugly boxes; almost an entire purchase of complexion brushes fearfully and wonderfully made which no one ever had the courage to try; half a case of nursing bottles of shape no longer popular; a motley collection of rubber, and rubber goods fittings; goods that were unseasonable and never could be seasonable again; several dozen packages of an infant food for which the call had suddenly ceased, etc., etc.

## Left-overs Furnish Food for Thought.

Most of the assortment was in reality as serviceable as ever, and by removing soiled wrappers and freshening them up generally could be made a little more attractive. The Woman Clerk estimated that the furnishings of that table represented an original outlay of not less than three hundred dollars. She vent home that night and gave the subject of those store left-overs most careful thought.

It surely was not too much to expect that goods of the character of those under observation might have been turned over three times a year. If the entire lot represented a tie-up of three hundred dollars for a time average of six years, together with the loss of profits to be derived from turning the stock over eighteen times, it was evident that the longer it was allowed to lie fallow the greater must be the sacrifice. Better, then, to release what portion of the investment was possible and set it to work again, than to allow it to continue building up additional losses.

Valuable space could not be given up very long to such a

collection; clearly the only way to dispose of the goods to any advantage was by a Sale. The Woman Clerk had always contended that a Sale of any kind must have a logical excuse for taking place or the public will take no stock in it at all. That if a merchant with an article readily salable for one dollar offers it for fifty cents the people will scoff at his supposed philanthropy, but on the other hand, if they are shown some good reason why he is willing or compelled to sacrifice because of a fortunate purchase or fire or water or too heavy a stock or by reason of being hard pushed for money, then those same people are ready to fall over each other to share in the benefit forced upon them by a kind (?) providence.

## Finding a Good Excuse for the Sale.

No better reason for this sale could be found than a simple statement of fact. If the Proprietor was willing it should be a

SPRING CLEARANCE SALE  
OF STOCK-ROOM  
ENDS AND ODDS AND BROKEN LINES

The next and most difficult part would be to get people interested. Here the Woman Clerk longed to try an experiment. She had always noticed that ninety-nine people out of every hundred were simply unable to resist the appeal of a free cash value.

She remembered the time a noted revivalist had come to the city and in spite of fame, eloquence and personal magnetism was unable to attract other than audiences of insignificant size. He decided to employ the method of admitting by ticket only. The seating capacity of the hall in which he spoke was five thousand. He advertised to give free tickets to the first five thousand who would apply for them for each service. No others were to be admitted. People who had not dreamed of going before hurried downtown to be among the lucky number, and if events turned so that they could not go they almost invariably gave them to some one who could and urged their use. For the remainder of his stay the revivalist spoke to full houses. The advertising schemes employing coupons with a cash value when accompanying an order are eagerly snapped up for the same reason. Perhaps, the Woman Clerk reasoned, this fondness on the part of the public to get something for nothing, or to take advantage of a free cash value could be used to dispose of those goods to everybody's satisfaction.

The next morning she was at the store early and when the Proprietor arrived she was ready to lay her plan before him.

"It has to do with those Clean-Ups, I'll wager," he declared with a smile.

"It certainly has," she responded with animation. "This is my plan. We'll use dodgers. I know the dodger is in ill-repute, but that is because of the poor quality of paper and work usually employed and the careless manner in which they are distributed. We are in a residential neighborhood and if dodgers were well printed on fairly good paper and placed in addressed sealed envelopes and put in the house letter-boxes, they would bring results. My plan is to list part of the goods to be cleared up, such as brushes, sponges, disinfectants, soaps, etc., at a fair retail price. At the bottom of each dodger there will be three coupons printed, having a cash value of twenty-five cents, fifty cents and one dollar, respectively.

## Means Bargains at Half the Usual Price.

"Each coupon is to be accepted as half payment on a purchase of twice the amount. Coupons to be presented at time of sale. The rest of the printed matter will set forth attractively and briefly the opportunity to make assortments of household necessities at half price."

"Do you know that the Sunshine Pharmacy has a window full of such goods at the present time?" the Proprietor inquired.

"I believe our idea is a winner," the Woman Clerk remarked confidently. "People having those coupons will pass that store to come here to use them."

"All right, go ahead," the Proprietor answered; "we'll test the idea. It will not cost a great deal. I heard my sixteen-year-old daughter longing for some way to earn some money this morning. I'll give her the job of addressing the envelopes."

The Woman Clerk went straight to work. She prepared the subject matter for the dodger with as much care as if it

were a bit of high-class advertising. Superfluities were cut out, nothing was misrepresented, and yet there was a direct appeal to the imagination of the buyer. The copy was approved and sent to the printer with the instruction not to sacrifice appearance for speed.

Her next care was the window. In the center she stood an old-fashioned clock. From a calendar were cut the names of the twelve months, plainly printed. Beginning with one o'clock the strip bearing the word January was pasted over the Roman numeral one, and so on until the names of the months took the place of the hours. On the glass door below the face were the words:

Necessary Articles for Every Month  
in the Year, CUT in TWO in PRICE.

And beneath that was a dollar bill cleanly cut in half and each part fastened lightly to the glass by one corner with label paste. Of course later this bill could be joined with transparent mending paper or stage money might have been used.

Two large sign-cards duplicated the dodger and in the enlarged coupons of each were fastened a bright silver quarter, a new half dollar and a crisp one-dollar bill. The rest of the window was given up to displaying the most salable of the goods to be disposed of at this time.

#### Experiment Proves a Great Success.

The Sale was to commence on the day following the distribution of the dodgers and to last three days only, whether the goods were sold or not. People began to come at eight in the morning, by ten the store was comfortably filled and assortments were made to bring purchases up to amounts sufficient to take advantage of the coupons. When the Woman Clerk got away to dinner about an hour and a half late, she left the store still well filled and she was interested to note that the Sunshine Pharmacy was anxiously devoting its entire energies to a single customer. When she returned an hour later a huge sign in their window announced "Sweeping Reductions on These Goods." There was not a soul in sight.

It was not so in the store to which she returned, for people were still buying. By night the goods in the window had to be used to piece out assortments and next day the stock-room was hastily searched for more "unsalables." People simply could not resist those free cash values. Many who had never been in the store before, came bringing the dodger choicely with them. Before noon the next day the entire lot was closed out. People had recognized two things, first a genuine reason for a Sale and second an element of value in the coupon itself; a count of the coupons returned proved this. There was no doubt that their use had increased the amount of the individual purchases. The returns of the Sale were entirely satisfactory considering what had appeared to be almost a dead loss. A very fair percentage of the original investment was released to be used as prudence dictated.

The Woman Clerk was pleased. She had put her idea to the test, and had proved to her own satisfaction that a knowledge of human nature may be a very practical magician's wand.

### ERA COURSE IN PHARMACY.

#### Graduates May, 1909.

Matriculation No.	Examination Grade, p. c.
5595. Chas. D. Myers, Three Oaks, Michigan.....	96
5679. Ray E. Kline, Springfield, Vermont.....	98
5719. Elmer J. McGuire, Kansas City, Missouri.....	98
5826. Edith Weller, Tacoma, Washington.....	98
5893. James W. Little, Clinton, Kentucky.....	96
5828. Amelia Sonnenberg, Baltimore, Maryland.....	95
5840. Sister M. Carmelita, Niagara Falls, N. Y.....	98
5841. Sister M. Regis, Niagara Falls, N. Y.....	98
5876. Samuel A. Wilson, Baltimore, Maryland.....	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of \$2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

### 'Fraid Cat!

By Joel Blanc, Jr.

My papa is the awfult fraid cat you ever seen. A yuther day mama and me and papa was going to heer the Fillypeeno Konstably Band open the new swell drive over back of the White House were Bill the presydint lets Missis Taft keep a cow in Teddys tennis cort. Missis Bill and her husband and most of the swells coting us went in nawtynubbles but we went in a 5 sent trooley and walked most of the way. After papa gilletted his fase two get his beard off he looked out of the windo and seen a little teeny cloud over the part of the city ware the zoo is and he says a reien is coming shure and that we must be prepared for it. It was a awful hot warm day and mama sticked up her chiu like she does when papa gets nervus and she says her and me aint no eskymoses and if papa wants to talk awl our spare cloze be can carry them. Papa says he will do it rather than wrisk the lifes of his infant child and its impechus maternal parint and get hisself put in bad for a yuther docker bill when he cant pay what he alrdy oes.

Well, to draw to the clothes of the tragudy, we got there awl write. We hat to walk about a miled from the trooley to the place ware the Fillypeenoze was playing at sosity. Wen we arrived there the persiration was dizig Fainman canals in the talken powder on papas shave and he was sweating persiration like a fello at the June bridle awlter what cant find the wring. Mama and me just ignored papa after we seen that he paid the trooley fare awl rite. We got sets and herd them silvized savage Fillypeenoze play a knockturn in New York flat what was writ by a feller named von Soup. Then we got in the front ro and seen the first lady of the land when she brung Bill. But poor papa he just stood on the outshirts—I mean, outskirts, of nowhare a holding mamas coat and my coat and his own coat and 3 umbellers and he had his artics on and he had mamas rubbers in his pistil pocket and my rubbers in the uther side of his pants and he looked like a cloze horse or a wigum what Injuns lives in or something like that and the persiration was coming out of his artics in little catyracks and he kept his i on that cloud and it never dident rain a drop for a weak and when we got home papa he was a toil rock and he says mama and me has conspyred to bring his bald spot in sorrow to the crematory. But if papa dident always do such fool things as that me and mama wood call in the experts what runs millynnheir bug houses cause if papa wasent always doing crazy things we wood think he was insane.

Mama says that papa is just like the husbands of some uther druggists wives what she noze. They are always looking for trubble and thay get what is coming too them but it aint never the trubble what thay is looking four cause when thay is watching a cloud what may be a April shour in dizige a sikhkone comes along and hits them in the back of the nek.

We come here to get to a place ware thay is so much non-partysin, job holding polyticks that nobuddy woodent notis papa and knot no that he has fayed in bent sevinteen uther plaices and mama says he can start with a cleen sheet and uther bedcloze and turn over a new leaf et setery. But alrdy he is worryng hisself intwo a uther grave agen and doing awl sorts of fool things as yoususual.

When we started the new fowtwin papa says we must keep down the presher cause he is frayed that some of the pipes may be weak in there newz and uther joynts and he is frayed the blamed thing may blow up and murder the naberhood dead and so when we run soda it looks like somebody has throwed stander oil on the trubbled waters cause the soda is as flat as the Sarah dessert and aint got no more life in it than the Spinks of Egipt and our soda bizness is kweered for keeps. Then papa is worryd cause we are giving two much water for the munny and he turns on the presher and blows the hole roof off of the celler and it cost a hunderd \$\$ to repara the damidges and papa hat to pay it.

Then a feller come in and offered papa the soul agenty for a new spring tonik and papa says he is frayed it wont sell and he is frayed it dont kompli with Doc Wily and he is frayed that it wont be advertized and he is frayed that it may knead a licker lisens to sell it and that the District may go proibishen and the feller says it seams that papa is frayed of ewrthing cepting to here hisself talk and the feller give the agenty to our decest competeter and he is selling hole slews of it and mama is treeting papa like he was only a

cousin and papa is taring his last hair out.

And the N.E. soshiashun tells papa he better make up a gallun of antysepticuss alkali-Ike-ness and papa says he is frayed it wont sell and he will make up six ownces and he done it and that night he got too preskripsluns for a pint each and be aint got it and the peeples goze to our dearest compe-eteater for it and gets it with trading stamps.

And a boy what is a collidze chum comes to papa and he has a hole fist full of testymoneys and epytyns and things what tells what a brillint honest yuth he is and he says he will work for us for 4 \$ a week to make his time soze he can go beufore the bord to get his stiffeyt lisenze and papa says that is awful cheep but he is frayed he cant afford a uthor clurk and he is frayed the paper karackters what the boy has may be forged et setery and the boy goze away and the next week when mama and me has to help in the store to avoyd the rush papa sends for that boy and the boy sends back word will papa pleeze go to the warmest part of the infernal revynoo regins.

And that is the way it goze with poor papa awl the time and if it wasent for mama and me to pert-ekt him agenset the adversity of fait I dont no what wud becum of him. Mama is always warabing me knot to be like my mail parint and she says I mustent never tell the outsidewd world about his weeknesses but must ptertect his good name agenset awl comers and the awlso ran in the Maryanthony of life. So I spoze I cant tell you abowt what mama says but as neer as I can make it out it is that papa is like menny uthers what goze broke senti anyoulaze says they aint got the nury to risk a \$ do make a millyun cents to put in the bank. Mama says that peeples what is always frayed to raze the dust for feer a few speks will lite on thare noze is sure to get under the pile driver and have it strike a mash on them.

Mama says that druggists what is almost as bad as papa is frayed to let thare wifes have anyting but rag karpit cause they wud haf to get Pershin ruzes on the instalmint plan and dodge the kollekters and the rag karpit curls up at the edges and thare wifes falls over it and brakes the lower lim of her nee and it costs more for a cork leg for her than it wud for a hole roll of velvit karpit what has to be cut around the gas lope place.

Mama says thay is uthers like papa only not kwite so bad as bim what is frayed to stock anyting until sambuddy asks for it with a shoot gun and a tomhawk and that thay is uther druggists what is frayed to ask for a desent profit on anyting but goze along selling helo cost and says thay is biding up trade and will raze prices buy and buy and thare wifes folks has to raze munny to berry them. But I gess I must clothes cause mama said I mustent drag my maskolen parints name in the myer cause as long as he maniges to put up a bluf and make the world think he is a genis and captin of industree and a Napoleon of fineaunts why it is up to us to shine in the reflected glory of his brass front. But I gess I will haf to clothes abruptlee cause mama says that fambly fairs shoold be sackrid and never repeatid so that the ryeballad throng or bigballed throng or something like that cant drag my sires name in the sawdust.

P.S.N.B. Speshul notis: When we rentid this store the landlor says the rent will be 3 \$ a month less if papa will sine a least for 5 years but papa says he is fraid to take the risk and gesses he will rent from munth two munth and just while I was writing the landlor comes in and say he has least the store for ten years to a sawsdee bucher and we well haf to move nex week. Papas wifes folks wont haf us no more so I dont no ware to tell you to forward my male but he let you no when we get thare. Wheel soon be on our way.

## NEW BOOKS.

LUNGE, G. "Technical chemists' handbook: tables and methods of analysis for manufacturers of inorganic chemical products." New York: D. Van Nostrand Co. 276 p. 12°, leath., \$3.50.

MUNSTERBERG, HUGO. "Psychotherapy." New York: Moffatt, Yard & Co. e. 114-401 p. O., cl., 82.

OLNEY, L. "Textile chemistry and dyeing: a manual of practical instruction in the art of textile bleaching and coloring." Chicago: American School of Correspondence. e. 114-342 p. il. pls. por. diagrs. 8°, cl., \$3.

WAIRD, ARCHIBALD ROBINSON, AND JAFFA, MYER E. "Pure milk and the public health: a manual of milk and dairy inspection by Archibald Robinson Ward; with two chapters by Myer E. Jaffa; with 17 illustrations." (Ithaca, N. Y.: Taylor & Carpenter. e. 114-218 p. figs. O., cl., 82.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Seidlitz Powder as a Synonym for Compound Effervescent Powder.

(A. C. D.)—The effervescent powder of sodium bicarbonate, Rochelle salt and tartaric acid, ordinarily known as "Seidlitz Powder," received the latter name from the Seidlitz Saline Springs of Bohemia, whose aperient properties this powder was supposed to simulate. In no other particular, however, does the powder resemble the Seidlitz mineral water which owes its purgative properties to the magnesium sulphate which it contains. The water of the Seidlitz Springs is said to have been discovered by Hoffmann about 1725.

We are unable to state specifically when the term "Seidlitz Powder" was adopted as the synonym for the effervescent powders of the U.S. Pharmacopoeia, but we have evidence which leads us to believe that it was about the beginning of the last century. In 1825 the name was current in the literature of that period. Under the name of "Patent Seidlitz Powders," Paris (Pharmacologia, 3d American Edition, from the 8th London Edition, New York, 1828) gives the following information: "these consist of two different kinds of powders, the one contained in a white paper, consists of 2 drams of tartarized soda and 2 scruples of carbonate of soda; that in the blue paper, of 35 grains of tartaric acid. The contents of the white paper are to be dissolved in half a pint of spring water, to which those of the blue paper are to be added; the draught is to be taken in a state of effervescence. The acid being in excess it renders it more grateful, and no less efficacious as a purgative." Paris also quotes from the *Codex Medicamentarius* of Paris that "there are two formulas for the preparation of a water which may resemble that of Seidlitz, the one differing from the other merely in the proportion of sulphate of magnesia." We should also state that Seidlitz Salt was formerly used to some extent as a synonym for Epsom salt or magnesium sulphate.

Seidlitz powders became official for the first time in the United States Pharmacopoeia of 1860 under the title, "Pulveres Effervescentes Aperientes" or "aperient effervescent powders." This title was continued in the Pharmacopoeia of 1870, but in the Pharmacopoeia of 1880 the title was changed to *Pulvis Efferveescens Compositus* (compound effervescent powder) which was also continued in the revision of 1890. This you will note, changes the grammatical form of "powders" to "powder." In the present Pharmacopoeia (8th Revision), the Latin and English titles appear in their places over the formula, but the synonym "Seidlitz powder" has been relegated to the index where it appears with a reference to the Latin title.

### Manufacture of Bug Poison.

(A. B. R.)—No license is required by the State from those who would engage in the manufacture of "bug poison," and except as to labeling, the pharmacy law does not apply "to the sale of paris green, white hellebore, and other poisons for destroying insects," the words quoted we have taken directly from Section 139 of the Public Health Law. In some of the cities, however, there are local ordinances which prohibit the manufacture, sale or use of insecticides which emit inflammable vapor below a certain temperature, the standard for this city (New York) being 100° F. when the compound is tested in the open air or in a closed Tagliabue pyrometer. This, of course, rules out the ordinary mixtures made by dissolving naphthalene in benzol or products made with certain

petroleum solvents. This ordinance does not apply to the manufacture and sale of such old "stand-bys" as

(1)		
Corrosive sublimate	4	ounces.
Sal ammoniac	4	ounces.
Water	1 1/2	gallon.

(2)		
Alum, powdered	100	parts.
Lampblack	2	parts.
Ethereal oil of sage	1	part.

This can be used either as a powder or mixed with water into a paste and then put into the crevices of the walls and woodwork. It is said to be very effective (*Drog. Zeit.*).

#### Toilet Water.

(J. F. S.)—The term "toilet water" is rather elastic and may be consistently held to cover a wide range of perfumed spirituous preparations. However, the following are typical formulas for the more common preparations of this class:

##### Lilac Water.

Oil of bergamot	1 1/2	drams.
Oil of lemon	6	drams.
Terpineol	2	drams.
Oil of orange	2	drams.
Oil of rosemary	2	drams.
Tincture of benzoin	1	ounce.
Orange flower water	12	ounces.
Alcohol, to make	1	gallon.

##### Lavender Water.

Oil of lavender	4	drams.
Oil of bergamot	1	dram.
Oil of orange	2	drams.
Oil of neroli	1 1/2	dram.
Coumarin	1 1/2	dram.
Tincture of benzoin	1	dram.
Water	1	pint.
Alcohol	7	pints.

##### Florida Water.

Oil of lavender	2	drams.
Oil of bergamot	1	dram.
Oil of orange	1 1/2	dram.
Oil of neroli	1 1/2	dram.
Oil of cassia	1	dram.
Oil of caraway	15	minims.
Oil of spearmint	15	minims.
Tincture of benzoin	1	ounce.
Water	1	pint.
Alcohol	7	pints.

##### Violet Water.

(1)		
Ionone	2	drams.
Oil of sandalwood	4	drams.
Oil of neroli	1	dram.
Oil of bitter almond	8	minims.
Oil of spearmint	15	minims.
Heliotropin	1	dram.
Musk (artificial preferred)	2	grains.
Tincture of civet	4	drams.
Water	2	pints.
Alcohol	6	pints.

##### (2)

Oil of sandalwood	4	drams.
Oil of bergamot	4	drams.
Oil of rose geranium (Algerian)	1	dram.
Oil of neroli	1	dram.
Oil of bitter almond	15	minims.
Musk (artificial or natural)	1	grain
Tincture of benzoin	4	drams.
Powdered orris root	2	drams.
Water	3	pints.
Alcohol	5	pints.

#### "Iodine Petrogen and Iodine Vasogen."

(M. C.)—Both "petrogen" and "vasogen" are pharmaceutical specialties, the first named being manufactured by John Wyeth & Sons, Philadelphia, and the second by E. F. Pearson & Co., Hamburg, Germany. We cannot give the formula for either preparation, although Coblenz (Newer Remedies) states that "vasogen is an ointment vehicle claimed to consist of oxygenated hydrocarbons, obtained by treating

heavy hydrocarbons in the presence of alkalis, with oxygen under pressure, neutralizing finally with oleic acid. Vasogen is a slightly alkaline, yellowish brown, thick fluid of sp. gr. 0.890, emulsifying with water. Used as a vehicle in endermic medication."

A vehicle which possesses similar properties to the last named is "liquid saponated petroleum" or "liquid petrox," of the National Formulary, "a yellow, oily liquid in which iodine, salol, salicylic acid and many of the alkaloids dissolve readily; which mixes with chloroform and with volatile oils, and which forms a permanent emulsion with water, in almost any proportion, before and after such addition." The N.F. also gives a formula for a similar preparation in solid form to be used as an ointment base, by substituting hard petrolatum for the liquid.

#### Auburn Hair Dye.

(O. R.)—We cannot improve upon the formulas for non-metallic hair dyes for dyeing the hair a chestnut or brown color, given in the ERA of April 15 and 22, 1909, pages 350 and 374. For producing darker shades we can do no better than to recommend the use of silver nitrate which is as harmless as almost any dye that can be used and is quick in action. Here is a formula which has been recommended by a manufacturer for a "two bottle" dye which may be used for either black or brown:

##### No. 1.

Pyrogalllic acid	2	ounces.
Distilled water	80	ounces.
Cologne spirit, 95 per cent.	16	ounces.

Mix. For large bottle.

##### No. 2.

Silver nitrate	4	ounces.
Distilled water	24	ounces.
Ammonia water, 16°, q. s. or about.	8	ounces.

Dissolve the silver nitrate in the distilled water; add the ammonia water slowly with frequent shaking until the precipitate first formed is dissolved. For small bottle.

Solution No. 1 may be dispensed in 1 ounce bottles and No. 2 in 1/2 ounce bottles. To apply, first clean the hair from all oil or grease, by washing well with soap and water and well rinsing the hair to remove the soap, then when dry apply the contents of the large bottle thoroughly (with a small brush is best), then when again dry use the contents of the small bottle (with another brush, a tooth brush will be found most convenient). If a brown color is desired, add a few drops of soft water to the contents of the small bottle. When the dye is well set, wash with clean water. If the skin is soiled wipe it off immediately with a wet cloth. This hair dye is instantaneous in its effect and is claimed to be not injurious to the hair. Use in daylight.

#### Hair Colorer.

(B. N. M.)—The effect of pyrogalllic acid solution as a hair colorer may be somewhat darkened by combining it with sodium hyposulphite, as in the following formula:

Pyrogalllic acid	30	grains.
Dilute alcohol	1	ounce.
Sodium hyposulphite	1 1/2	ounce.
Water	3	ounces.

Dissolve the pyrogalllic acid in the alcohol and the sodium hyposulphite in the water and mix the solutions. See also answer to "O. R." elsewhere in this department.

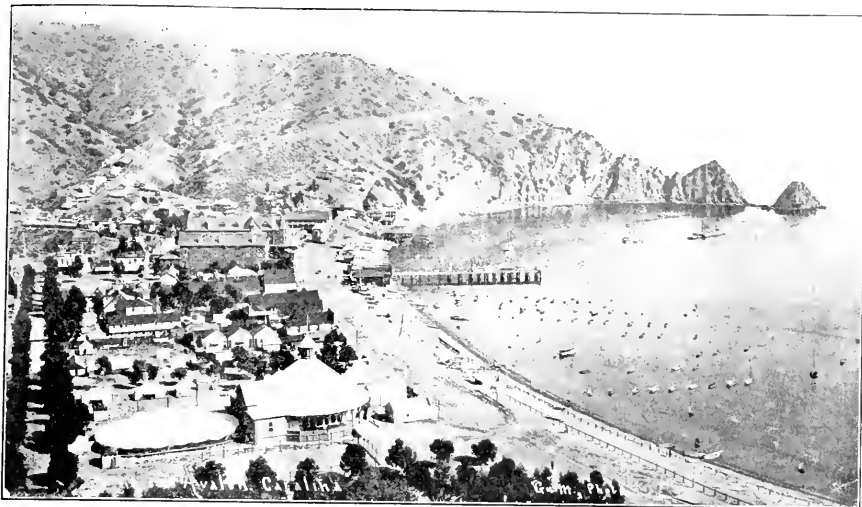
#### Books on Poisons and Their Antidotes.

(J. W. P.)—The following are named as being "medium priced" standard works on poisons and their antidotes: Kobert, "Practical Toxicology for Physicians and Students," \$2.50; Brundage, "Manual of Toxicology," \$1.50; Riley, "Nature, Effects and Detection of Poisons with the Diagnosis and Treatment of Poisoning," \$1.50.

#### Was He a Prophet?

Laurence Sterne died in 1768; but he appears to have foreseen what it would oftentimes mean to "compound" a prescription in the present intellectual age. In "Tristram Shandy" he used the following words: "Shall we forever make new books, as apothecaries make new mixtures, by pouring only out of one vessel into another?"

**AVALON BAY, ON FAMOUS CATALINA ISLAND, WHICH A.P.H.A. MEMBERS WILL VISIT NEXT AUGUST.**



*Entertainment Committee having in charge the forthcoming Los Angeles convention has planned a trip to these wondrous sea gardens, on the Pacific Ocean. The distance is 60 miles from Los Angeles and of it 50 miles will be traversed on the ocean. The natural beauties of the scene are said to completely baffle all attempts at adequate description.*

LOS ANGELES, May 8.—Local pharmacists, through their committees chosen for that purpose, are actively arranging for the coming conventions of the California Pharmaceutical Association and the American Pharmaceutical Association, which will be held in Los Angeles in August. The dates for the State meeting are Friday and Saturday, August 13 and 14, and the National meeting, August 16 and 20, inclusive.

The railroads have made special rates for delegates, the round trip tickets having been fixed at one and one-third the regular charge for one way ticket. A large sum of money will be required to carry out the plans already outlined and a committee is at present at work securing this fund to which many business houses have already contributed.

Hotel Alexandria has been selected as the official headquarters, and special rates have been granted by the management. Other hotels, including the Lankershim, Angshus, Hayward, Westminster and Hollenback, have also given special rates to the delegates. In addition the Alexandria has contributed its banquet hall as an exhibition room.

The entertainment committee, of which Alden W. Skinner is chairman, has arranged for one day's excursion to Catalina Island, and one day in Pasadena, with numerous short trips to beaches and the near-by missions.

Business sessions will be held in Blanchard Hall. It is anticipated that these conventions may bring about the largest gathering of pharmacists ever held. Numerous inquiries are arriving daily asking for information as to local accommodations, climatic conditions, railroad rates, etc. T. W. Jones, secretary, at 300 North Los Angeles street, is busily engaged executing the plans of the executive committee.

#### Meetings of State Associations.

Arkansas State Ph.A. is in session this week at Pine Bluff. The local druggists made preparations to give the visitors a royal entertainment.

Montana Ph.A. meets next Monday at Bozeman. In addition to the regular business there will be a visit to the Government fish hatcheries at Bridger Canyon, a reception, promenade and concert, pharmacists' ball, smoky, refreshments and visit to the Pharmacy School of Montana University.

Louisiana Ph.A. is meeting this week in New Orleans. Missouri Ph.A. will meet at Joplin June 15-18. Chairman V. B. Kerns, of the transportation committee, predicts that this will be the banner meet of the association.

## Original and Selected

### COMMENTS ON SOME FEATURES OF THE NATIONAL FORMULARY NOMENCLATURE.

By I. F. Kebler, Chief, Division of Drugs, U. S. Department of Agriculture, Washington, D. C.

*(Continued from page 420, ERA, May 6, 1909.)*

#### Priority in Name.

The Federal and a number of State laws specify that if an article is sold under a name recognized by the National Formulary, such article is adulterated if it differs from the standard of strength of this authority, excepting in such cases where its own standard of strength, quality or purity is plainly stated upon the box, bottle or other container. From this it follows that a preparation bearing a National Formulary name must be prepared either in accordance with the formula recognized by this authority, or give its own standard of strength, quality, etc., upon the label. If, for example, "Essence of Pepsin" (or "Pepsine") should be prepared by any other method than that prescribed by the National Formulary, there appears to be only one course left, and that is to plainly state its own standard of strength, quality or purity upon the label. Soon after the enactment of the law several manufacturers who had marketed preparations under certain trade names many years before the third edition of the National Formulary was published raised the question as to the status of such names. There appears to be no difficulty whatever in supplying authentic information to the effect that certain trade names had long been in use by certain manufacturers at the time the titles were incorporated in the National Formulary; for example, "Plenol Sodique" according to United States trade mark No. 47,704 has been in use since 1863; certainly sufficiently long to acquire a property right that a court in equity would protect. It is well established that a proper trade mark, whether registered or not, is protected by common law and it is highly questionable whether any court

in equity would entertain a case in criminal prosecution where such a trade mark had been appropriated for use by the National Formulary, and subsequent legislation required either that the manufacturer disclose the nature of his manufacturing process or employ the National Formulary formula. It should be noted that in "errata" issued by the committee in 1907 it is directed to strike out "Phenol Sodique" but whether this will relieve the difficulty is not clear. In a number of instances the State courts have held that in case the United States Pharmacopoeia is specified an authority by law the edition in force at the time the law was passed is legal and no other.

Another trade name similar to the one above found its way into the National Formulary, namely, "Essence of Pepsin." This name cannot be trade-marked in the United States because of its descriptive or generic character. The name, however, has been long in use by at least two different manufacturers for distinctive products, in one case for about 30 years. An article made according to the National Formulary formula is furthermore not an "Essence of Pepsin" but a solution of pepsin and rennin. Many labor under the impression that owners of proprietary remedies deserve little consideration, but I submit that they have rights which should be respected and which are deserving of at least a square deal. The Federal as well as a number of State laws are mandatory relative to the proper use of National Formulary names and those directed to enforce them have no option. It is the plain duty of the committee to apply a suitable remedy.

#### Geographical Names.

It has been a common practice to use a geographical name as part of a trade name even though the preparation to which such name is applied has no connection whatever with the geographical locality indicated by the name. For example, "German Diphtheria Remedy," "Swedish Asthma Cure," "Japanese Oil," etc. The use of such names is misleading and a number of regulations were promulgated forbidding their use. One regulation permits the use of any name recognized in the United States Pharmacopoeia or National Formulary, while another forbids the use of a geographical name in connection with a drug product which is not manufactured or produced in the place where such name indicates that it is manufactured or produced. On referring to the National Formulary we find two geographical names, viz., "Canada Linctum" and "French Mixture," which complicate the regulations referred to above. There appears to be little justification to retain these names.

In order to indicate the attitude of the courts relative to the improper use of geographical names, many years before the Food and Drugs Act became effective, extracts from several court decisions will be cited.

In *Connell vs. Reed*, 1880, 128 Mass., p. 477, an effort was made to establish an exclusive right to the words "East Indian." The opinion of the court in disposing of this case contains the following statement:

"The conclusive answer to this suit is \* \* \* that the plaintiffs have adopted and used these words to denote, and to indicate to the public, that the medicines were used in the East Indies, and that the formula for them was obtained there, neither of which is the fact. Under these circumstances, to maintain this bill would be to lend the aid of the court to a scheme to defraud the public."

In a Supreme Court decision, *Manhattan Medicine Co. vs. Wood*, local citation, the above case with others is cited with approval in the following language:

"The doctrine enunciated in all these cases is founded in honesty and good sense; it rebukes fraud and encourages fair dealing with the public. In conformity with it, this case has no standing before a court of equity."

The United States Supreme Court (1883), *Manhattan Medicine Co. vs. Wood*, 117 U. S. Reports, 108, p. 218, in its opinion relative to granting the exclusive right to a certain trade mark, says:

"A court of equity will extend no aid to sustain a claim to a trade mark or an article which is put forth with a misrepresentation to the public as to the manufacturer of the article, and as to the place where it is manufactured, both of which particulars were originally circumstances to guide the purchaser of the medicine."

It is admitted that whatever value the medicine possesses was given to it by its original manufacturer, Moses Atwood. He lived in Georgetown, Massachusetts. He manufactured the medicine there. He sold it with the designation that it was his preparation, "Atwood's Vegetable Physical Jaundice Bitters," and was manufactured there by him. As the medicine was tried and proved to be useful, it was sought for under that designation, and that purchasers might not be misled, it was always accom-

panied with a label, showing by whom and at what place it was prepared. These statements were deemed important in promoting the use of the article and its sale, or they would not have been continued by the assignees of the original inventor. And yet they could not be used with any honest purpose when both statements had ceased to be true. It is not honest to state that a medicine is manufactured by Moses Atwood, of Georgetown, Massachusetts, when it is manufactured by the Manhattan Medicine Company in the City of New York."

The extracts contained in this communication, taken from the court decisions, are clear, succinct, to the point and do not need any comment.

#### Suggestive Therapeutic Names and Habit-Forming Drugs.

A number of preparations are named either after some anatomical portion of the body or suggest some diseased condition; for example, "Pectoral Tincture," "Mistura Pectoralis," "Anti-Neuralgic Pill," "Catarrh Powder," etc. Are these suggestive names intended for the benefit of the physician or the druggist? In either case they are unequal for, particularly in view of the fact that most of the preparations contain habit-forming agents. The practice of concealing these insidious drugs by various innocent names should be looked upon with disfavor. In my opinion, preparations of this class are responsible for many cases of drug addiction.

#### Medicine versus Bracers.

There is a host of commodities on the market which owe their virtue chiefly to the alcohol contained therein. They are usually sold under general names, such as medicinal wines, bitters, tonics, vermuths, etc., many of which contain only traces of certain medicinal agents, such as extract of cinchona, gentian, beef, columbo, various combinations of iron, etc., or very small amounts of one or more of the cinchona alkaloids. One of the products recently examined was found to contain not more than 1-40th of a grain of total alkaloidal matter to the fluid ounce. Another preparation contained very small amounts of cinchona extract and iron salts. The dealer was requested to show cause why his preparation should not be adjudged a misnomer. One of the arguments presented to justify the use of his name was the National Formulary "Beef, Wine and Iron" product. A careful comparison showed that the amount of actual iron compound present in the product under consideration was less than the amount represented by the National Formulary product but not sufficient to warrant holding one misbranded if the other was not. The former was intended largely for beverage purposes and it is well known that the Commissioner of Internal Revenue seriously considered classing "Beef, Wine and Iron" as a beverage also. The point raised in connection with these two products is an exceedingly important one and requires adjustment. If it is permissible to add simply enough of an agent to merely suggest a certain physiological action, be it ever so remote, primarily for the purpose of using the name of a substance possessing recognized medicinal properties, in conjunction with the trade name of a commodity, one helpful feature of the law would be largely negated and an ever increasing number of so-called medicinal products of the most absurd character can be placed upon the market. When it is remembered that the best element of the pharmaceutical profession is making strenuous efforts to remove the odious name "liquor dealers" from their ranks it is difficult to comprehend why products of the type referred to above should be retained in an authorized publication of any pharmaceutical organization. The above should not be construed in any manner as referring to liquor proper when sold and used as such for medicinal purposes.

In conclusion, I desire to state that the National Formulary nomenclature contains many excellent features which are not referred to in this communication, because its chief purpose is to call attention to the shortcomings of the nomenclature, leaving the good features to others. I fully realize that the criticisms are largely of a general character, but if carefully applied will rectify many undesirable features existing at present.

#### Her Way.

"I can always beat my husband in an argument."  
"Indeed! You must be a great logician."  
"No logic about it. I just cry."

The mental condition of the successful druggist is midway between the inert and the volatile.



# ADVERTISING for DRUGGISTS

## Screen Window Trims.

Recently we described several window trims that were well adapted for warm weather use in windows of limited area or in windows through which it was desirable to admit the light unobstructed. Opposite conditions often prevail and it is sometimes wise to lessen the glare of summer sunlight and by so doing lessen the damage which may be caused by flies, or fading of goods, and conduce to the coolness of the store. We will endeavor to give a few descriptions of a number of simple trims of the class indicated.

## Circle Recesses.

Cover the window with green or yellow tissue paper set close to the glass. The colors suggested are the tints least likely to fade. In the lower part of the window within the average line of vision, cut circles from the paper. The diameter of these circles depends upon the size of the articles to be exhibited behind them. Twelve inches behind the glass make a network of wire, cord, or strips of wood, sufficiently close to hold a contrasting cover of tissue, such as purple or orange. Upon this paper backing fasten the articles to be exhibited, one article opposite each aperture in the front paper. The articles should be small and the openings so far apart that only one object may be seen through each. Toilet goods, medical specialties and stationery novelties may be advantageously displayed.

## Fairyland.

Cover the window glass with irregular pieces of contrasting tissue of brilliant colors, so as to give the glass a stained or mosaic effect. At a proper height for easy observation cut an eight-inch circle in this paper. Over the floor of the window make irregular piles of clear and smaller boxes and cover them with white tissue or two or three thicknesses of white cheese-cloth. Press the paper or cloth into the irregularities of the box piles. Next, place a number of pocket mirrors or broken pieces of looking glass, with their edges so covered with white paper that they will appear as pools of water in the interstitial spaces between the boxes. In other interstices place a few articles of small, daintily encased merchandise and over and around the whole entwine artificial vines of ivy, morning glory or clematis. Such vines may be bought for a few cents per yard and used repeatedly. Over all scatter mica dust. Close the back of the window with a lath trellis painted white or covered with white paper, and entwine it with artificial vines. When viewed through the small opening this display, under the various colored lights reflected by the many tones of tissue, presents a most beautiful appearance.

## A Bank of Disks.

Secure a number of barrel heads or other wooden disks and cover them with contrasting colors of tissue. Pleat the paper from center to circumference as described in the ERA of February 4, 1909 (page 112). Fasten to the center of each disk one of the articles to be exhibited. The exhibit may consist of different toilet articles, or articles of a similar kind, such as bottles of a drive line of remedies or cakes of a special line of soap. Small price or information cards may be attached as desired. Stand a row of these disks close to the front of the window, another row back of and above the first, and upon stands or suspended from wires continue to place other rows of disks until they are banked from front to the rear top of the window.

## The Bill-poster's Dream.

Cover the floor of the window with excelsior or saw dust dyed green. Upon it place a sleeping doll dressed in paste-spattered overalls and shirt, with a miniature bucket of paste and brush by its side. Make a cheese-cloth covered frame sufficiently large to almost close the back of the window. Upon this paste all sorts of advertisements of things sold in the store. Use show cards, circulars, calendars and magazine advertisements and covers, anything that will do for a "bill."

## POST CARDS DEPICT BEAUTIES OF NEW STORE.



*Prospective patrons could scarcely resist such an invitation to become better acquainted with E. M. Roeder and his new pharmacy, recently started at Cedarhurst, L. I., as reported in the ERA. Mr. Roeder appears in the picture. W. B. Myers is the manager. Only one corner of the pharmacy is shown.*

Place the advertisements in irregular mosaic with edges overlapping. So far as may be possible, arrange them to make ridiculous statements. For example: Paste a dog-soap advertisement over a chewing-gum poster so that the reading will appear: "Chew Smith's Dog Soap."

When the bill-board is ready fix it across the back of the window. Use a show card on which appears "The bill-poster's dream," or a similar phrase. "He is a little mixed, but we have everything he dreams of. Come in and we will interpret the dream for you."

## Big and Little.

Take any line of goods in boxes you wish to drive and of which you have a large stock. Empty boxes, if you have them, may be used as well as boxes which contain goods. Soaps or cigars answer well, or you may even use the wooden cases of some proprietary specialty. With the boxes of goods or containers, such as we have suggested, make a solid, high wall at the back of the window. Upon this wall hang a large card of a color contrasting with the prevailing tone of the wall. Letter the card "Great in quality and quantity, but in price really insignificant. Only." Have the phrase "Great in quality and quantity" in large letters; "but in price" in even larger letters, and the words "really insignificant" and "Only" in very small letters. Beneath the Only fasten a coin or coins to represent the price.

## Hot and Cold.

Upon the glass of the upper left-hand corner of the window paint the single interrogative word "HOT?" with red, water paint. Make the letters at least a foot high. Cover all of the window glass with a dark, contrasting paper, such as purple or olive. From the lower, right-hand corner cut a 12-inch square of this covering paper. Take a wooden box measuring 12 inches across the inside and line it with white crepe paper and whisks of cotton upon which mica dust has been scattered. On the bottom, or back, of the interior of the box, letter

the one word "COLD!" Within the box stand a soda glass with dummy contents such as has been described several times in both the *ERA* and *The Soda Fountain*. Place the box and its contents so that the open side of the box corresponds with the edges of the paper where the square was cut out.

If desired, the box may be lettered "Cool off!" and toilet waters and other bathing requisites may be used in place of the soda glass.

#### Keep It Dark.

Directly against the window glass, at a proper height for close inspection, fasten a single package of some very small article to be advertised. This may be a corn plaster, headache powder, or some other small specialty. Beside this fasten a small or calling card, lettered "Keep it dark! This corn cure really cures and it only costs—". Attach a dime to the card to show the cost. After the article and card are fastened to the glass, drape the entire window with black or dark paper or cloth.

#### A Waterfall Window.

A Savannah druggist had his window so arranged that it was one of the sights of the city. The floor of the window was lined with sheet lead and the edges turned up and soldered at the corners so as to form a tank or aquarium about nine inches deep. The outlet pipe was connected so that it permitted the water level to stand about an inch from the top of the tank.

Across the top of the window, set close to the glass was a thin, perforated pipe with the perforations so placed that the minute streams that issued therefrom struck the glass with a downward flow and prevented splashing. When turned on there was a thin, rippling film of water constantly flowing over the glass. At the bottom of the window the water flowed into the tank, the edges being so turned against the frame that the water could not pass between glass and lead.

#### A Beautiful Sight.

In the center of the tank was an ornamental rockery, with aquatic plants surrounding it and gold fishes swimming in the water. Above the inner edge of the tank a long, narrow box held growing vines. These vines were trained up the sides of the window and then allowed to droop from the ceiling a few inches behind the film of flowing water. Whether viewed from within or without the store, the sight was truly beautiful.

In cold weather the fishes, plants and rockery were removed, the water turned off and the window used for general purposes.

#### Mrs. Calver Visits Cincinnati and Pittsburgh.

CINCINNATI, May 8.—Mrs. Nanette Calver, of Washington, D. C., official organizer of the W.O.N.A.R.D., spent several days here recently, having come here to address the members of Queen City Chapter, and to inspect its work. The meeting was the largest in the history of the organization here, all the members and many of their friends and prospective members wishing to hear Mrs. Calver's address. Mrs. Calver spoke of the good work which is being accomplished by the Philadelphia, Chicago, St. Louis, Boston, Mobile and other chapters of the W.O.N.A.R.D., along literary and other lines, and complimented the Cincinnati members upon the work they have accomplished. The chapter announced that it expects to broaden the scope of its literary work next winter. Mrs. Calver was entertained by Mrs. Otto Groenland, an officer of the local chapter, and enjoyed her visit very much. She left Cincinnati Monday for Pittsburgh and other way points on her return home. The local chapter has decided to attend in a body the N.A.R.D. convention in Louisville in September.

#### Commencement of Mercer School of Pharmacy.

MACON, Ga., May 8.—Dean M. A. Clark delivered the address at the recent commencement of the School of Pharmacy of Mercer University. Diplomas were awarded to E. T. Arnold, Philomath, Ga.; I. C. Barnett, Commerce, Ga.; P. H. Carmichael, Goodwater, Ala.; J. L. Green, Wilmington, N. C.; Livingston Henry, Macon; I. G. Prim, Saltpa, Ala.; J. B. Warthan, Warthan, Ga.; G. W. Williams, Juliette, Ga.

The Bayne medal in materia medica, given by S. E. Bayne, of Macon, and the faculty medal for general excellence, were both won by G. W. Williams. The speakers from the class were Messrs. Green, Henry and Williams. The graduating class attended a banquet given by the faculty in honor of the graduating young men.

## The Battle for Success.

*Thomas Reese, Jr., Wins Era \$5 Prize.*

*In Contest No. 4 of the ERA'S Cash Prize Competitions this week the judges have unanimously awarded the cash prize of \$5 to Thomas Reese, Jr., of 409 West Berrien street, Savannah, Ga. This contest, as will be observed by reference to advertising page 35, is for the best article of practical helpful value to drug clerks. Mr. Reese's prize article is concise and to the point. It is as follows:*

A man starting out with a mortar and pestle to battle for success must carry ambition and honesty with him.

Winning his employer is his goal, for therein lies his success. As getting customers is the chief way of gaining the appreciation of his employer, a drug clerk should fortify his battlefield (the store) to wage his campaign to get customers.

Cleanliness is the fortification he must employ; ability and attention will finish his conquest as a victory.

Nobody appreciates attention more than the lady customer, and unusual stress should be laid in showing her this.

Such attention as opening and closing the doors, and proffering the wrapping of packages (of convenient size) bought elsewhere with packages purchased of him are remembered by the drug store's best advertisers, the ladies.

Children should be treated with as much consideration as the older customers, then the future will make them good adult customers.

Modesty is admired by refined people.

Accuracy is another customer winning possession.

No more time should be taken than is absolutely necessary to properly fill a prescription, as customers are generally anxious to return to their sick ones as soon as possible, notwithstanding how slight their illness might be. In fact, customers like quickness intelligently used in all work.

Being able to wrap neatly is of great benefit, as people often buy articles from a drug store solely because of the expectancy of a neat package.

The great customer winner confidence, is hard enough to gain without the handicap of a lack of sobriety.

A drug clerk who thoroughly understands the line, can by the ready answers as to the nature of the drug, habit, dose and last but by no means least the price when goods are delivered makes a satisfied and call again patron.

Abstinence from smoking while in the store should be maintained as smoking is offensive to many, and it must be remembered that smoke remains in the store to nauseate long after the tobacco is in ashes.

As he is liable to lose the chance of making a customer, the drug clerk should not let his stock run low, which can be prevented by frequent recourse to the want book.

The show window when properly dressed is a magnet that attracts people into the store. So if time is available, window dressing is a help.

A drug clerk cannot win his employer if he does not show confidence in him who enables him to earn his daily bread, and gives him the reward of merit when reward is due, and the drug clerk should defend him at all times.

Using that precious, unregainable (when lost) time the employer pays him for in useless talk to friends, is poor taste to win his employer by.

A conscientious regard as to profit on all goods pushed should be had.

Punctuality is also appreciated by the employer, and upon the arrival of the hour that he is expected to start to work, a drug clerk should let that hour find him on hand ready for work.

#### City Chemist a St. Louis C.P. Trustee.

ST. LOUIS, May 10.—Thomas A. Buckland, city chemist and an alumnus of St. L.C.P., was elected a trustee of that institution at the annual meeting this month. He succeeds Henry Fischer, who death was noted in the *ERA* a few weeks ago. There were no other changes at the annual meeting. L. A. Seitz is president; Dr. R. E. Schlueter, vice-president; Wm. K. Illhardt, recording secretary; Sol. Boehm, treasurer; Dr. J. C. Falk, corresponding secretary; Edward Mallinckrodt, Thomas A. Buckland, Edmund P. Walsh, Dr. F. Claus, H. F. Rohlfing and Theo. Hazenow, trustees.

## PERSONAL MENTION

—WALTER McCURDY, of Lane, S. D., is happy in the possession of a new automobile.

—CALVIN KARLINS has accepted a position with H. F. Burke, of Clarksburg, W. Va.

—SAMUEL BRIDGES, pharmacist at Crystal Falls, Mich., was a recent visitor at the Milwaukee Drug Company.

—JOHN S. DAVIS, formerly of New Brighton, Pa., has accepted a position with A. W. Tetric, Clarksburg, W. Va.

—WALTER MYERS, of Morgantown, W. Va., has purchased an automobile and is getting more enjoyment out of life than formerly.

—CHARLES A. SMITH, manager of the Jacobs Pharmacy Company, of Atlanta, Ga., visited several friends while in New York City last week.

—JOHN ROBINSON, Southern representative of the Powers-Weighman-Rosengarten Company, was a caller in the New York City last week.

—CARL G. BUCHTA, formerly in charge of a pharmacy at Clinton, Wis., is now connected with the drug store of J. F. Collins, at Lodi, Wis.

—W. E. DAY, whose pharmacy was recently burned at Hopkinton, Mass., will travel in New England for the Chamberlain Medicine Company.

—CHARLES J. LYNN, general manager of Eli Lilly & Co., was in Chicago recently making one of his periodical visits to the local Lilly branch house.

—LEO HANNON, formerly connected with the O. N. Falk & Sons pharmacy, at Stoughton, Wis., will soon enter the employ of a druggist at Neenah, Wis.

—J. T. DOSTER, president of the Doster-Northington Drug Company, Birmingham, Ala., visited friends in the New York City wholesale trade last week.

—VERN J. FULLER, proprietor of the Pepin Pharmacy, at Pepin, Wis., was a recent guest at the home of his brother, O. L. Fuller, at Merrillan, Wis.

—LEE DUNN, a druggist of Masontown, Pa., will spend his spare time this summer in automobilizing, as he has recently purchased a fine new touring car.

—C. V. NEWELL has been engaged to represent Sharp & Dohme in southern Iowa, and B. W. T. Tobin will represent the same firm in southern New Jersey.

—A. J. KEARCHER, a prominent druggist of Pittsburg, Pa., is in a hospital in that city as the result of injuries sustained in an accident in his store a few weeks ago.

—DAN M. CHAMBLISS, manager of the W. D. Kuhlman & Co.'s stores of Knoxville, Tenn., was in Indianapolis recently and visited the laboratories of Eli Lilly & Co.

—HENRY SCHIEWE, employed in the Weichman Pharmacy, at Wausau, Wis., was a recent visitor at Merrill, where he was formerly connected with H. E. Kluetz, druggist.

—FRANK BLAND has resigned his position with the H. B. Gilpin Company and will hereafter be found at the H. B. Harrison Company's store in Clarksburg, W. Va.

—AUGUST WEINGARTNER, a druggist, 1751 Wrightwood avenue, Chicago, was knocked down by an automobile in Clark street last week, but fortunately escaped serious injury.

—LAWRENCE KELLMURRY, formerly with the John H. Sheehan Company, wholesale druggists of Utica, and lately in Buffalo, is now a traveling salesman for Daniel Sabine.

—JULIUS LOOK, of Milwaukee, formerly with the Herman Emmerich pharmacies at Milwaukee, is now doing relief work at the drug store of Frank Kretlow, at Rhinelander, Wis.

—W. A. CAPERTON, manager of the traveling service of Eli Lilly & Co., has returned to Indianapolis from one of his regular visits to the Lilly salesmen and jobbing trade of the Southeastern States.

—EUGENE RINGLER, for many years engaged in the drug business on the west side of Saginaw, Mich., but now retired, recently celebrated his 54th birthday. He is in good health and active for his years.

—D. E. BRANSOME, the hustling chairman of the entertainment committee of the Drug Club of Philadelphia, announces an entertainment and dance for the members and their friends at the club house on the evening of May 19.

—J. A. REXBOAT has been made drug clerk at the J. E.

Wilkinson pharmacy, at Walworth, Wis., taking the place of Claude Aleyr, who was obliged to resign because of ill-health.

—GEORGE H. BREUER, a Pittsburg pharmacist, with his wife, was called to Mount Clemens, Mich., recently on account of the death of Mrs. Breuer's father, L. A. Guette, a prominent citizen and one of the pioneer settlers of that section.

—JOHN HADLEY, JR., of the Opera House Drug Company, at Superior, Wis., is taking a three months' course in pharmacy at Minneapolis. Mr. Hadley later expects to take the examinations before the Wisconsin and Minnesota boards.

—DR. WILLIAM JAY SCHIEFFELIN, president of the 'Citizens' Union, was among those present at the meeting held in this city on Tuesday to start a movement for the election of an anti-Tammany Mayor at the next New York City election.

—C. F. CURTIS has succeeded R. L. Winchester as manager of Sharp & Dohme's St. Louis branch office. Mr. Winchester resigned to devote his time and energy to the further development of some valuable mining property near Phenix, Ariz.

—A. R. MILBY, who for years conducted a pharmacy at Lexington street and Fremont avenue, and later served as manager for the Reservoir street store of Downes Brothers in Baltimore, has accepted a clerkship with Dr. George W. Truitt, in Roland Park, a suburb.

—J. M. MILLER, who was recently elected president of the McLean County (Ill.) Druggists' Association, is a prominent pharmacist of Bloomington, having been in business in that city for 30 years. He is 54 years old and his drug trade experience dates back for 40 years.

—DR. LOUIS HERGENRATHER, JR., a druggist of Towson, Baltimore County, cut a big figure at the annual convention of the Baltimore County Volunteer Firemen's Association on Wednesday of last week. He turned out in the parade, and was elected treasurer of the association.

—WILLIAM LOW, regarded as the dean of retail druggists in western Pennsylvania, as far as length of time in the business is concerned, has disposed of his store at Mount Lebanon, Pa., to L. B. Finley. He was also the proprietor of a grocery and filled the office of postmaster at Mount Lebanon.

—CLARENCE M. KLINE, who has charge of the laboratory of the Smith, Kline & French Co., of Philadelphia, and is a son of Mahlon N. Kline, president of the company, was painfully but not seriously injured recently by being thrown from the carriage he was driving when his horse ran away.

—THOMAS VOGELI, of Minneapolis, and ex-president of the N.A.R.D., was a visitor in New York City last week and called upon many friends in the trade. Mr. Vogeli is a member of a committee of business men from Minneapolis, out investigating various water works systems of a number of eastern cities.

—H. R. SAUNDERS, head of the promulgation department of the New York branch of Parke, Davis & Co., with which house he has been connected for more than 13 years, recently resigned to take a similar position, together with that of assistant manager, with the Hoffmann-LaRoche Chemical Company, New York City. Mr. Saunders enters upon his new duties on May 17.

—LOUIS K. LIGGETT, president of the United Drug Company, of Boston, recently gave a dinner to Detroit friends and business associates at the Pontchartrain Hotel. Mayor Breitmeyer was among the 25 guests. The occasion for the dinner was the opening of a new store in which the company is interested in Detroit. President Liggett at one time resided in Detroit and has many friends there.

—W. H. LAMONT, of St. Louis, chairman of the entertainment committee of the Missouri Pharmaceutical Travelers' Association, spent several days in Joplin last week looking over the arrangements for the Mo.Ph.A. meeting which will be held there June 15 to 18. Every indication is for an excellent meeting and many strange faces are expected among the attendants, as this is the first session to be held in that part of the State for a number of years.

—A. J. STEPHENS, Lou Treat and George M. Dorrance, of New York; C. A. McCormick, E. Ross, L. Leitheiser, J. Carberry and E. Morris, of New Brunswick, N. J., with D. E. Bransome and A. Swisher, of Pennsylvania, representative of the financial department and the general superintendent's office of Johnson & Johnson, constituted a jolly party which last Friday laid aside the cares of business and spent three days at Mr. Dorrance's bungalow at Branchville, near Silver Lake, N. J. The trip was made in several big touring cars. Mr. Treat this year was the guest of honor.

## PURE FOOD LAW DECISION IS FAR-REACHING.

"Mapleline" Case Relating to Misbranding, Regardless of Purity, Considered of Great Importance.

CHICAGO, May 10.—The jury in the "Mapleline" suit, heretofore reported in the ERA, has found a verdict against the manufacturers, by direction of Judge Sanborn in the United States District Court, which is expected to have a far-reaching effect in the enforcement of the Federal Pure Food and Drugs Act.

When a suffix, such as "line," is added to the name of a food product to designate some other food product which contains no part of the product bearing the name to which the suffix has been added, the derivative name cannot be legally allowed on the container and the product so named is misbranded, according to the result in this case.

The case grows out of the seizure of 10,800 bottles of Mapleline at the W. H. Nicholas & Co. docks, Chicago. The bottles, which were contained in 300 cases of three dozen bottles each, were shipped by the Crescent Manufacturing Company, of Seattle, to the Louis Hilfer Company, Chicago, agents of the Crescent Company, who are the manufacturers of Mapleline. The entire shipment was declared misbranded and ordered condemned, but the execution of the judgment was withheld, pending the 60 days' time allowed for appeal.

The case presents a new phase in the food controversy and has a most important bearing on the future enforcement of the Food and Drugs Act. It also forms a precedent which in the future may be used in governing the sale of many kinds of commercial products.

The trial by jury, a rather unique departure in such cases, was demanded by the defendants, who endeavored to prove that the suffix "line" conveyed the impression that the product was an imitation, which was all they claimed for Mapleline. They admitted that the product contained no particle of maple, but was a substitute used to give a maple flavor.

The Government admitted that the product was harmless, and the trial of the case was based entirely on the implied meaning of the suffix "line." Hence the chemical composition of the product did not enter into the case at all. The main question involved was how far a manufacturer may go in using the name of a food product by adding a suffix such as "line" to that name, and using the derivative word of two or more syllables thus formed as the name of another food product which may contain little or none of the product designated by the word when used without the suffix.

Attorneys Long and Lamson, representing the company, vigorously attacked the constitutionality of the Food and Drugs Act in general, especially in relation to the provision in Section 8 governing misbranding. The court held the law constitutional and so instructed the jury.

It was indicated that an appeal will be taken based on a technical ground growing out of the court's charge to the jury, which involved the purity of the product, wherein there was no testimony on either side bearing on the purity, and, it was declared, the labeling was the only point involved.

### Maryland Druggists' Joint Meeting on May 20.

BALTIMORE, May 8.—The projected joint meeting between the Maryland Pharmaceutical Association, the Baltimore Branch of the American Pharmaceutical Association, the Baltimore Drug Exchange and the Baltimore Retail Druggists' Association will be held May 20 in the rooms of the Merchants' and Manufacturers' Association, and promises to bring out a large attendance. President William M. Fouch, of the Maryland Ph.A., is expected to preside and legislative matters will doubtless be the principal subject.

### Can Sell Pure Alcohol to Druggists.

LYNCHBURG, Va., May 8.—Judge Christian, in the Corporation Court here, on an appeal, decided on Tuesday that the Strother Drug Company, a wholesale house, is not breaking the Ryd Law by selling pure alcohol to druggists to be used in compounding drugs.

### Baltimore Wins in Bowling Tournament.

The tournament of the Inter-City Drug Trade Bowling League held at Atlantic City last week, resulted in victory for the Baltimore team, the standing being: Baltimore, first; Philadelphia, second, and New York, third.

## EBERT MONUMENT TO BE DEDICATED MAY 21.

Prominent Pharmacists From Various Sections of the Country Will Participate in the Ceremonies.

CHICAGO, May 8.—The monument erected under the auspices of the Chicago Veteran Druggists' Association to the memory of the late Albert E. Ebert will be dedicated at the grave in Graceland Cemetery on May 21, at 2 p. m. Mr. A. E. Ebert was born in Bavaria, Germany, December 23, 1840, and died in Chicago November 20, 1906.

The programme includes the presentation of the monument by the president of the Chicago Veteran Druggists' Association, O. E. Fuller, and its acceptance on behalf of the trustees of the Ebert estate, by Dr. T. N. Jamieson, naval officer at the port of Chicago. An acceptance on behalf of the American Pharmaceutical Association will be made by the president, Prof. Oscar Oldberg, dean of Northwestern University School of Pharmacy.

The following brief addresses will be delivered: "The Trustees U.S. Pharmaceutical Convention," by Dr. Henry M. Whelpley, St. Louis; "The Illinois Pharmaceutical Association," by the president, J. E. Huber, Peoria; "The Chicago College of Pharmacy," by Prof. Carl S. N. Hallberg; "The Philadelphia College of Pharmacy," by Prof. Joseph P. Remington; "The Pharmacists of America," by Prof. J. H. Beal, Pittsburg.

The exercises will close with an address by the historian of the Chicago V.D.A., Wilhelm Rodemann.

### Secretary Potts at Rock Island Meeting.

CHICAGO, May 8. Secretary Potts, of the N.A.R.D., and George P. Mills, the chairman of the State U.S.P. and N.F. committee, attended the first get-together meeting of the Rock Island County Medical Society and the Rock Island County Retail Druggists' Association at Rock Island May 6. After a very excellent banquet those present discussed the relations between physicians and druggists from their different points of view and every one present profited from the talks. The meeting was considered very successful from every standpoint.

### New Medical Journal in Chicago.

CHICAGO, May 8.—A new medical journal of a unique character has appeared in the Chicago field. Its title is *Hygiene, Diet and Long Life*. Dr. Karl von Klein is the managing editor and Dr. Horace Bird Frost is the associate editor. Its object according to editorial announcement is "to be the medium between the medical profession and the laity, teaching the duty of the public to the physician and of the physician to the public."

### Actress Gets Judgment for Loss of Voice.

CHICAGO, May 8.—Miss Grace Reals, an actress, has secured a verdict for \$5000 damages against A. W. Adamick, a druggist, at 233 North Clark street, for an injury to her vocal chords alleged to have been caused through a mistake in the filling of a prescription for her by one of Adamick's clerks. She alleged that ammonia was mixed with castor oil. Miss Reals sued for \$25,000 damages. The case will be appealed.

### Druggists to Oppose Free Antitoxin.

CHICAGO, May 8.—The following special committee has been appointed by Chairman Sandkoetter, of the legislative committee of the C.R.D.A., to appear before the appropriations committee of the Legislature in opposition to the free antitoxin bill: S. C. Yeomans, T. E. Cannon, James P. Crowley, I. M. Light and Mr. Sandkoetter.

### Two Store Ownership Not a Success.

CHICAGO, May 8.—The South Park Drug Company, operating two stores, one at 35th street and South Park avenue, and the other in 43d street, have been closed on a chattel mortgage. The 43d street store has been taken over by H. C. Michaels, a former Chicago druggist.

### Ladies' Night for Social Drug Club.

CHICAGO, May 8.—The Social Drug Club is arranging for a "ladies' night" May 24 at the Masonic Temple drill hall. The programme will consist of a vaudeville performance, after which there will be a dance.

## TWO MEMBERS OF N. A. R. D. PROPAGANDA COMMITTEE—CHAIRMAN OF CHICAGO R. D. A. WORKERS.



W. C. GORDON, Wheeling, W. Va., member propaganda committee of the National Assoc. Retail Druggists.



J. B. SCHMIDT, Omaha, Neb., member propaganda committee of the National Assoc. Retail Druggists.



H. P. SANDKÖTTER, of Chicago, Chairman U.S.P. Com. Chicago R.D.A.

## MANUFACTURERS ARGUE AGAINST BROWN ACT.

**Large Delegation of Representative Pharmacists From All Over the State Supports the Measure at Hearing Before Governor Hughes, Held at Albany on Tuesday Afternoon.**

ALBANY, May 11.—A large and representative assemblage of pharmacists from all parts of the State appeared this afternoon at the hearing given the Brown All-State Pharmacy Act by Governor Hughes, most of them favoring the enactment.

Representatives of the manufacturers and of the new Greater New York Society appeared against it. The opposition was first heard. Assemblyman Conklin, whose similar bill was defeated, argued that the Brown Bill was loosely drawn and would permit the free sale of cocaine. Charles M. Woodruff, of Detroit, attorney for Parke, Davis & Co., representing the drug manufacturers, argued against the Act on account of the effect of the guaranty clause and will submit a brief later. Thomas P. Cook, of the Drug Trade Section of the New York Board of Trade, opposed the measure for similar reasons. Wm. A. Jenner, of the Anti-Narcotic League, and Messrs. Crenshaw, Lamb, Gehris and Hill, of the Brooklyn Greater New York Ph.A., also appeared in protest.

In support of the Brown Act, which was declared to be a model of pharmacy legislation and a great advance in reform, there appeared among others, the following pharmacists:

Peter Diamond, of New York City, president of the New York State Pharmaceutical Association; Dr. William Muir, of Brooklyn, N. Y., representing the State Ph.A. and Kings County Pharmaceutical Society; Thomas Stoddard, of Buffalo, for and with resolutions passed by the Erie County Ph.A. favoring the measure; Fred S. Rogers, ex-president State Ph.A., for Orange County Ph.A.; Felix Hirsman, president of the German Apothecaries' Society of New York City; George Page, representing Rochester R.D.A.; Chas. L. McBride, ex-president State Ph.A., and for Kingston Drug Club; H. C. Connolly, Jr., of Kingston, for the Ulster County Drug Club; E. S. Dawson, president Syracuse R.D.A.; Frank Richardson, treasurer State Ph.A., for Cambridge pharmacists; Warren L. Bradt, for the Albany Drug Club; George Kleinman, for the German Apothecaries' Society of New York City.

The reform features of the bill were exploited by those in favor of the measure. It was declared that the sale of narcotics would be made free and the objections to the guaranty clause made by the manufacturers were answered by the statement that they were not well-founded. One of the objections made by the opponents that the bill was unconstitutional in giving the appointing power to the Regents was ridiculed.

## BROOKLYN OPPOSITION TO PHARMACY REFORM.

**New Associations Formed to Fight Against the All-State Act of the Legislature—Protests Sent to the Governor at Albany—Secret Meetings Held by Mysterious Protective Association.**

Following the open attack on the Brown All-State Pharmacy Bill in a circular which was distributed among the Brooklyn druggists last week by the new Brooklyn Greater New York Pharmaceutical Society, as reported in last week's ERA, a meeting for the purpose of taking further and immediate action against this bill was held Wednesday evening of last week over Cunningham's beer saloon, State and Smith streets, Brooklyn.

Thomas Lamb, of 84 Court street, and H. P. Hill, vice-president of the society and associated with the Paddock Drug Company, of 392 Gates avenue, were prominently active in looking after the details and enlisting the co-operation of the other members. Besides Messrs. Lamb and Hill, the numbers present were reinforced by eight other members, among whom were: George J. Duerr, 66 Wyckoff street; P. S. Gehris, 72 Henry street; S. L. Neier, 122 Schoenckady avenue; S. Rubin, 961 DeKalb avenue, and Andrew H. Witze, secretary, associated with Mr. Lamb.

After a discussion regarding the most effective method to use to defeat the bill, it was decided to have copies of the following letter printed and sent to every drug store in Kings County, together with a request that the druggist sign and mail the same to Governor Hughes:

*Gov. Chas. E. Hughes, Executive Mansion, Albany, N. Y.*  
Excellent Sir.—The passing of the Brown Bill by the Assembly and the Senate is a great disappointment to me, as I believe it to be to my fellow druggists, inasmuch as it provides that the Board of Pharmacy shall be appointed from men named by the organization to which so few of us belong. This denies to us any voice in the selection of men who will have supervision over our business.

The use of Wood alcohol in medicinal preparations which would be made legal in this State by said bill is I believe detrimental to our profession and harmful to the public.

You are earnestly petitioned to use your executive power in vetoing this bill. Respectfully,

The following resolution, carrying the signatures of the president and secretary and the seal of the society, was unanimously adopted and a copy ordered sent to the Governor:

Resolved, that we the members of the Greater New York Pharmaceutical Society do unanimously protest against the act of the Senate and Assembly known as Assembly Bill 2285 introduced by Mr. C. E. Brown, believing that it would injure the best interests of the druggists for the following reasons:

First. The bill provides that the Board of Pharmacy shall be appointed from men named by the New York State Pharma-

ceutical Association, the membership of which comprises a very small portion (about 10 per cent) of the active retail druggists in the State. This fact deprives the large majority of druggists the right to a voice or vote in the selection of the men who regulate their profession.

Second.—The bill permits the use of methyl or wood alcohol in medicines or toilet preparations for external use (sec. 237—adulterations).

Third.—Under sec. 240, (violations,) a druggist may be sued for any number of violations before he has had the knowledge that he has committed one offense; and, he is further—

Resolved, that the Greater New York Pharmaceutical Society do as a body and individually, petition the Governor to use his powers to prevent the bill becoming a law.

S. L. Gehris, chairman of the legislative committee, announced that he would attend the hearing on the bill and appointed Messrs. Lamb and Hill to accompany him to Albany. The opinion was expressed that possibly it would be a wise thing to take along a good speaker, and it was decided to secure the attorney of the society, Peter P. Smith, to prompt the members and also make a strong argument against the bill.

#### Brooklyn Retail Druggists' Protective Association.

Following the stir that has recently developed in pharmaceutical circles and the activity on the part of a number of Brooklyn Borough druggists, especially in the lower downtown district, it has been learned that in the Retail Druggists' Protective Association there really centers the powers which have brought about considerable of the commotion in connection with the opposition to pharmacy reform at Albany.

This association is composed of 40 to 50 members, according to the statement of Thomas Lamb, who is the treasurer and the only member known as officially connected with it. Names of the other members are kept secret as well as all that transpires at the meetings which have been held at frequent intervals during the winter. The purpose of the association, as stated by the treasurer, is simply to fight so-called technical violations brought by the Board of Pharmacy against members and to take care of other matters which could not be divulged. Mr. Lamb stated that checks were pouring in and that there was a neat sum in the treasury.

In giving a history of the organization, Mr. Lamb said that it was a continuation of the Campaign Committee of the Brooklyn Pharmaceutical Association, which some five months ago placed in nomination as a candidate for a member on the Board of Pharmacy the name of William T. Creagan. This committee, however, has been abolished, as it was considered that more efficient work could be accomplished by working more "on the quiet," as it might be stated. The following were the officers of this committee: Samuel Rubin, manager; Emil C. Krausche, poll clerk, and Thomas Lamb, secretary.

About January 1, by a resolution, the committee resolved itself into the Retail Druggists' Committee, and became a secret organization. At a meeting held on April 29, it was decided to adopt the name of the Retail Druggists' Protective Association, because of being more in harmony with the purpose of the association. At this meeting a number of druggists, pledged to certain principles, were admitted to membership. The place of meeting of the association is not made public.

One of the matters brought about by the Retail Druggists' Committee was the organization of the Greater New York Pharmaceutical Society, which was incorporated February 18 by the following, all of whom are drug clerks: Andrew H. Witze, James F. A. Dawson, Charles G. W. Reid, Charles L. Webb and Henry M. Borchers. There are, however, a number of proprietors who are members, and it seems dominate the society.

It is claimed that the society has 125 active members scattered about in all of the various counties under the jurisdiction of the Eastern Branch of the Board of Pharmacy, and only licensed pharmacists of these counties are eligible to membership. The purpose of the society is to secure the privilege to vote for candidates for membership on the Board of Pharmacy. It has been stated that a number of its members were unable to secure recognition of their views on some matters in the Brooklyn Pharmaceutical Association and the Kings County Pharmaceutical Society, and therefore formed the new association. There is only one regular meeting a year, that being on the first day of January, when officers are elected. The monthly meetings which have been held are known as special meetings.

Following are the names of the officers: Ulrich Wiesen-danger, president, Yonkers, N. Y.; Henry P. Hill, first vice-

president, 332 Gates avenue, Brooklyn, N. Y.; Frank Parker, second vice-president, Islip, N. Y.; Thomas Johnston, third vice-president, Freeport, N. Y.; S. Rubin, treasurer, 961 DeKalb avenue, Brooklyn; A. W. Witze, secretary, 84 Court street, Brooklyn; Peter P. Smith, attorney, 44 Court street, Brooklyn.

#### 21ST STORE OF RIKER CHAIN IN BOSTON.

Useful Souvenirs for Patrons at the Opening—Oil Paintings Above the Fountain.

Boston, May 8.—The eighth drug store in the Riker-Jaynes group in Boston, and the 21st in the chain throughout the country of this combination, was opened today at 128 Tremont street, opposite the Park street entrance to the Subway. Liberal advertising had its reward, and the store, spacious though it is, was packed full of people all day long. Souvenirs were given away to every purchaser. The scheme was as follows: To every purchaser of goods to the amount of 25 cents, was given a small box of Foss' chocolates; to every purchaser of goods at the toilet counter to an amount of 25 cents was also given a box of tooth powder; to every purchaser of 25 cents' worth of goods at drug, patent medicine or sick room supply counters, was also given a cake of violet soap, while at the cigar counter every purchaser of 25 cents' worth of goods was given a 10-cent cigar.

William J. Coughler, who was assistant manager of the Bedford street store of the Riker-Jaynes Company, has been appointed manager of the new store. Over 30 clerks were employed on the opening day. The soda fountain, of original design and of the iceless system, made by the L. A. Becker Company, of Chicago, is a feature. It has a 30-foot counter and is 12 feet high. It is largely of onyx, with the numerous pillars of onyx supported and capped with bases and capitals of bronze. Large mirrors occupy the back, while above them are oil paintings. The counter top is of onyx, and the side of pavanazzi marble, while the base is of alps green marble. All the doors to the cabinet are of wired glass. Umbrellas form one of the lines of the new store.

#### Preparing for Massachusetts Ph.A. Meeting.

Boston, May 10.—The annual convention of the Massachusetts State Pharmaceutical Association will be held again this year at the New Ocean House, Swampscott, under the same delightful auspices as last year. The dates will be June 22 to 24. The Traveling Men's Auxiliary will also hold their annual convention at the same place and time, and at meeting of the executive committee held Saturday plans were projected for making the entertainment feature a bigger thing even than that of last year, when the traveling men fairly astounded the druggists by the wealth and cordiality of their reception. The committee is as follows: George H. Thompson, chairman; Thomas F. Mullen, Fred P. Wright, D. E. Lochman, C. H. Thompson, W. H. Henderson, F. S. Lovis, M. E. Murray, J. A. Baader, C. H. Perry and Chas. H. Field.

#### N.Y.C.P. Commencement at Carnegie Hall Tonight.

At the commencement exercises of the New York College of Pharmacy, Columbia University, this evening, M. P. Gould, of New York, will deliver the address to the students. Rev. Edwin F. Hallenbeck, minister at the Fifth Avenue Presbyterian Church, will offer prayer, opening the exercises of the evening. The degree of Ph.G. will be conferred upon about 70 students, who have completed the two year course. The students of the food class do not graduate until June and have the degrees conferred at the university exercises. As usual, the exercises will be held at Carnegie Hall, Seventh avenue and 57th street, Borough of Manhattan, New York City. The graduates will enter at 8.30 o'clock.

#### B.C.P. Commencement and Alumni Reception Tonight.

The commencement exercises of the Brooklyn College of Pharmacy will be held this evening at the Baptist Temple, Third avenue and Schermerhorn street, Brooklyn. Between 50 and 60 graduates will receive the degree of Ph.G., while the Ph.D. degree will also be conferred upon some of the students of the advanced classes. Immediately following the exercises, the Alumni Association will hold its annual dinner at Cafe Ramb, Nevins street and Flatbush avenue. The dinner will be followed by a dance.

## TOBACCO TRUST FIGHTS THE NEWSDEALERS.

United Cigar Stores Company, a Subsidiary Concern, Inaugurates Methods Similar to Those Which Were Practiced Against Independent Dealers and Once Menaced the Retail Druggists.

The American Tobacco Company has gone into the business of newsdealing in New York City, says the *Editor and Publisher*, and the small dealers who have spent years building up their small trades are intensely aroused. They say they are face to face with destruction, for they cannot alone combat the millions of capital in the Tobacco Trust.

The United Cigar Stores Company, which is a subsidiary concern of the American Tobacco Company, has commenced the invasion of the newsdealers' field by opening five stores in the Riverside and Harlem sections of Manhattan.

It is said they propose to open 200 stores in New York where magazines and periodicals will be sold together with cigars and tobacco. With each purchase of a periodical, "certificates" or "coupons" are given the purchaser exactly as in the purchase of cigars, cigarettes and tobacco. The same coupons are used for cigars and magazines. The great majority of the small cigar stores have managed to keep alive against the competition of the Trust by selling periodicals and stationery. It is not concealed that the purpose of the United Cigar Stores Company in going into the news business is to kill all competition in the cigar business.

The newsdealers held a meeting and asked the American News Company to state its attitude toward the newcomers. The company declared itself strongly opposed to the Tobacco Trust entering the news field. General Traffic Manager Dean, of the American News Company, is quoted as follows by the *Editor and Publisher*:

"The United Cigar Stores Company is operating its newsdealing stores under the firm name of Davis & Cline. When this was called to our attention by the publishers, we immediately stopped supplying them with periodicals. The publishers do not want the retail price to be cut. The United Cigar Stores Company, by giving free 'coupons,' is actually cutting the price.

"They show that they do not care about the profits on the sales of periodicals. They only care about the cigars. The newsdealers say that the Tobacco Trust, by this move, is attempting to cut the heart out of their business and drive them out entirely.

"I do not know where the United Cigar Stores Company is getting its supplies of periodicals. We have tried to trace the source of the supply, but cannot find out. At present, with but a few stores, the supply is inconsiderable."

"If the charter of the United Cigar Stores Company limits its business to the selling of tobacco, will there be litigation over the practice of selling periodicals in those stores?"

"I imagine there will be."

## Riker Drug Company to Quit Retailing of Cigars.

Announcement has been made by the Riker Drug Company that it will stop the retailing of cigars, cigarettes and tobacco in its stores as soon as the present stock of this class of goods is disposed of. It is said that the space in the various stores required for the transaction of the cigar business was not bringing as large returns as those devoted strictly to the display and retailing of drug merchandise, and it is understood that the other departments are to be extended into the extra space afforded by this change.

## Bad Failure of a Virginia Druggist.

NORFOLK, May 8.—P. Gating, pharmacist, has filed a petition in voluntary bankruptcy. Liabilities, \$7621.43; assets, \$75.

## PHILADELPHIA A.R.D. FOR PURE DRUG ACT.

Association Overrides Executive Committee's Action and Urges Governor to Sign Measure—Fight With Newspapers Not Settled—Progress Made for Propaganda—To Name Delegates.

PHILADELPHIA, May 8.—The newspaper situation and the straightening out of a rather embarrassing tangle caused by the association endorsing the Pure Drug Bill now in the hands of Governor Stuart for his signature or veto and the executive committee later, asking him to veto it, were the features of the May meeting of the Philadelphia Association of Retail Druggists held yesterday at the Philadelphia College of Pharmacy. The attendance was above the average for there had been general discussion prior to the meeting on both questions.

When the Pure Drug Bill (House Bill 225) came before the meeting in February, the association endorsed it and instructed its legislative committee to work for its passage. This was done and the bill passed both houses with little opposition. At the April meeting of the executive committee, upon the representation that the bill was solely in the interests of the jobber and the manufacturer, the executive committee passed resolutions urging the Governor to veto it.

When the legislative committee heard of this action, the members expressed themselves emphatically and the result was that yesterday Chairman William L. Cliffe moved that the report of the executive committee referring to House Bill 225 be referred back with instructions to rescind its action. After much discussion this motion prevailed and in the interests of time, a telegram was ordered sent to Governor Stuart, informing him that the original action of the P.A.R.D. endorsing the bill had been reaffirmed, canceling the protest. Another motion which was carried, directed that a committee of three, consisting of Frank W. Fluck, president of the association; William T. Burke, chairman of the executive committee, and Theodore Campbell, of the legislative committee, wait upon the Governor and explain how this reversal of the position of the association came about.

The opposition to the bill at the meeting of the executive committee, it appeared, resulted from the claim that but six preparations, viz., those of opium, iodine, peppermint, camphor, ginger and ethyl nitrit, had to be made according to the U.S.P. and N.F., and that all other preparations could be made up as the manufacturer pleased, provided the percentage was stated on the label. The stipulation on these six drugs was made because they were the preparations commonly sold by country store-keepers and others having no knowledge of the ingredients. For other preparations such as were not generally sold by others than druggists the latter would be guided entirely by the statement on the label. It was claimed that there were practically no preparations regarded as household remedies and which were generally sold by druggists, which were not included in the above-named preparations.

It was this bill, as explained by Mr. Cliffe, which was originally formed in 1907 by representatives of practically all of the pharmaceutical institutions and organizations of Pennsylvania. He denied that the jobber and the manufacturer had received any more consideration in the work for the bill than that to which they were entitled as parties interested. The retail interests had predominated in the personnel of the committee and it was the public and the retail druggist that had received first consideration. The situation was thoroughly discussed by Theodore Campbell, Charles Rehffuss, S. B. Davis, W. T. Burke, F. M. Apple, S. W. Strunk and others.

The majority of the 90-odd branch offices of the newspaper that has broken away from the contract between the dailies and the druggists who received want advertisements on a com-



E. A. RIDGELY, Ph.G., proprietor of Ridgely's Prescription Pharmacy, East St. Louis, Ill., was recently elected president of the St. Clair County R.D.A. He takes an active interest in the welfare of his fellow druggists and spurs no efforts in furthering the work of the organization.

mission of 25 per cent, no commission on any one ad. to be less than 7½ cents per insertion, were represented either by the proprietors or by their expression when Chairman Charles Rehfuss, of the telephone and press committee, reported on the matter. It was evident that not only were the agency members standing solidly in opposition to any change, but that the newspapers needed the assistance of the druggists and that the attitude of the papers was by no means unalterable. The impression prevailed very strongly that if the druggists stood together in their opposition to any reduction in commissions the newspapers would see the danger of injuring their business by the methods proposed.

Secretary N. A. Cozens read several letters from physicians showing the high regard they have for the propaganda movement. Chairman J. E. Marsden announced that the profits on the recent entertainment would be slightly over \$400, information which was greeted with applause. It was announced that the Italian pharmacists of the city had organized and wished to be recognized and to affiliate with the P.A.R.D., as an organization. The request was referred to the executive committee.

Harry R. Binn was elected to membership and the resignation of B. C. Waterman, who has retired from business and who made a generous cash contribution to the association, was accepted. Delegates to the Pennsylvania Ph.A. will be named at the June meeting of the P.A.R.D. The nominating committee will meet during May to name the delegates to the N.A.R.D. convention.

### DRUGGISTS AND SALESMEN ENJOY ATHLETICS.

Opening Day of Season of Philadelphia Association is Well Attended and Proves Thoroughly Enjoyable.

PHILADELPHIA, May 8.—Retail druggists and the salesmen who supply them took a day off on Tuesday to attend the opening events of the summer season of the Philadelphia Drug Athletic Association on Stenton Field. The aim of this organization is to get the hard-working druggist away from the confinement of his store and give him an opportunity to take needed exercise in the fresh air with congenial companions. It was evident by the size and the enthusiasm of the gathering on Tuesday that these policies are most popular with the retailers.

The principal event was a ball game in which the original players were early relieved by substitutes, who in turn were replaced by others, for there were few besides "Charley" Willis who were able to last an entire game. The latter pitched, batted and circled the bases with his accustomed skill. John B. Scheinberg, attired in a natty uniform, started off well in his effort to take off 20 pounds during the summer, while W. A. Johnson was just as well satisfied with the result of his opening attempt to take on that amount of avoirdupois before October 1. The rendition of "Barbara Freitchie" between the innings by John Duffy, the veteran, in his well-known masterly manner, was all the more impressive by the declaration by Mr. Duffy's press agent, Edward T. Hahn, that "John knew the heroine of the poem when she was a little girl." One of the loquacious and most popular men on the field was "Dapper John" Kelley, who in addition to his duties as secretary, acted as steward.

These outdoor meetings will be held every Tuesday afternoon. During the past year, the association lost by death its president, W. Fred Steinmetz, one of its most popular and active members, and his successor has not yet been elected. Dr. A. T. Pollard is the treasurer of the association, which has about 100 hundred members.

### Preparing for Commencement Phila. C. of P.

PHILADELPHIA, May 8.—Arrangements are already being made for the reception of prominent alumni of the Philadelphia College of Pharmacy from all over the country who will attend the annual commencement exercises which start on Sunday, May 16, with the baccalaureate sermon to the 88th graduating class. As usual, this sermon will be preached at the Church of St. Luke and the Epiphany by the rector, Rev. David M. Steele. From then on until Thursday afternoon, there will be meetings and exercises in which the alumni will participate. Thursday the commencement exercises proper will be held in the Academy of Music at 8 p. m. A feature of the week will be an exhibit at the college of articles of particular interest to pharmacists.

### REVISION INFORMATION FOR N. Y. BRANCH.

Interesting Discourse by Professor Coblenz—Invitations Received to Attend Meeting of Pharmacists at Atlantic City During Convention of A.M.A.—Joint N. Y. Meeting.

Some of the difficulties encountered, together with a number of interesting facts involved in a revision of the chemical features of the Pharmacopoeia, were ably presented by Professor Virgil Coblenz, chairman of the section on chemicals of the U.S.P. Revision Committee, at the meeting of the New York Branch of the American Pharmaceutical Association last Monday evening.

Professor Coblenz's introductory remarks related to the text, and the difficulty of preparing this so that it would be practical and concise. As to atomic weights, he explained that at the time of the last revision the majority of eminent chemists considered that the adoption of hydrogen as 1 instead of oxygen as 16 would be the better unit to use, and the former was therefore adopted as the standard for the Pharmacopoeia by the revisors. However, said the speaker, this standard will probably be reversed in the next edition as oxygen as 16 is coming into general use.

The attitude of the manufacturers toward the revision committee previous to the enactment of the Pure Food and Drugs Act was commented upon and Professor Coblenz said that it was either indifferent or antagonistic, but that the condition of affairs had changed considerably during the past three years and now the manufacturing interests were extending valuable assistance in every way and working in co-operation with the committee.

Several tests for the detection of impurities in various chemicals, especially those for arsenic, were explained in detail, and Professor Coblenz stated that several of the best tests were too sensitive for the use of the pharmacist and required expert chemists to accurately carry them out. He intimated that some of these tests would be dropped or modified in the next revision.

Afterward the subject was discussed and Dr. George C. Dickman stated that in regard to the re-bagging of synonyms to the index he thought that this act of the revision committee a very unwise one, and the system had proven in several instances to be a handicap for the work itself as well as the people who had to use it. Professor Coblenz coincided with Dr. Dickman in the matter, as did several other members who expressed opinions.

The subject of the relegation of all formulae from the Pharmacopoeia to the National Formulary and the U.S.P., to be kept as a book of simples, which was recently discussed at the Baltimore Branch, was also brought up and several phases of the subject were brought out by Chairman Jacob Diner, who highly favored such a course. Otto Raubenheimer, a member of the Revision Committee of the National Formulary, in a humorous way stated that he opposed it on the ground that the members of the committee would have to burn too much midnight oil.

William C. Alpers declared that the phenol on the market at present required more water for liquefaction than that in common use several years ago. It was stated that the difference was due to the present product being made artificially from benzol while the acid made by the older process from coal tar contained more cresols rendering the crystals softer.

Several communications relating to the coming meeting in Atlantic City at the time of the A.M.A. convention and a telegram from the Philadelphia Branch inviting the members of the New York Branch were read. The section of pharmacology of the A.M.A. is to meet on June 10 and the Philadelphia Branch the following day. Members were invited to take in both meetings.

George H. Hitchcock, chairman of the special committee on the joint meeting of the branch with the New York County Medical Society reported that all the arrangements were complete for the meeting which would be held in the Academy of Medicine May 19, commencing at 8:30 p. m. The announcements were being printed, said Mr. Hitchcock, and about 2400 would be sent to the members of the Medical Society, while arrangements would be made to supply the various pharmaceutical associations. Treasurer Joseph Weinstein reported a balance on hand amounting to \$46.55.



## RECENT APPOINTMENTS MADE TO BOARDS OF PHARMACY IN LOUISIANA AND WISCONSIN.



GUSTAVE SEEMANN, New Orleans, chairman examining committee of the new Louisiana State Board of Pharm.



EDW. H. WALSDORF, New Orleans, recently appointed a member of the Louisiana State Board of Pharmacy.



OTTO J. S. ROBERG, of Eau Claire, whose reappointment to Wisconsin Board was announced in the Era.

## NEW BOARD AND NEW DRUG LAW IN IOWA.

**Commissioner Eaton Elected President—Druggists Must Hereafter Number Liquor Sales Consecutively.**

DES MOINES, May 8.—At the organization meeting held by the new Iowa Pharmacy Commission, Harry E. Eaton, of Shenandoah, was elected president and Clarence W. Larson secretary. The latter is not a member of the board. The other two new commissioners are David E. Hadden, of Alta, and I. W. Clements, of Marengo. Resolutions were adopted praising the retiring secretary, C. W. Phillips, who was not a candidate for reappointment.

Commissioner Hadden is a scientist of considerable note. He is a member of the Royal Astronomical Society of London, a fellow of the Iowa Academy of Science, and a contributor to scientific journals. He is a graduate of Morningside College at Sioux City.

Receipts of the commission for the year ending April 30 reach \$34,567, an increase of \$1655.50 over those of last year, according to the figures of Expert Accountant Charles Heer. Itinerant vendors' licenses at \$100 each yielded \$28,000. The next largest item was \$392 annual renewals at \$1. \$4392.

Senator Hammill's bill requiring druggists to number consecutively all applications for liquor has been signed by the Governor, the last of the temperance measures to pass through his hands. It provides that after July 1 the numbered applications must be filed each month with the county auditor, and they must correspond with stubs to be kept by the druggists open to inspection at any time.

By looking over the numbered applications a county attorney will be able to discover just how much liquor has been sold by each druggist, and how many times sales have been made to the same person. The bill specifies the form or application that must be used. Unknown applicants must have witnesses.

No more misbranded or adulterated drugs can be sold in Iowa without risk of prosecution. The Newberry Pure Drug Act gave druggists until April 1, 1909, to dispose of goods not complying with the law, and it is now in full force. Under the Iowa law any preparation containing alcohol must state the exact amount on the package. A similar provision is made as to morphine, chloroform, opium, acetanilid, heroin, chloral hydrate and cannabis indica. A penalty is provided for removing the contents of a package and replacing them with another preparation or for placing any misleading statements concerning ingredients on the label. The sale of any preparation containing wood alcohol or denatured alcohol is absolutely prohibited. A penalty of not exceeding \$100 is provided for violation of any provision of the law.

## BOARD EXAMINATIONS

## New York—Western Branch.

BUFFALO, May 8.—Secretary George Reimann announces that at the last examination of the New York State Board of Pharmacy held in Buffalo, April 21 and 22, the following were granted licenses to practice pharmacy in New York:

PHARMACISTS.—Henry P. Diehl, Buffalo; Damon W. Walrath, Syracuse; Grace W. Wilson, Buffalo.

DRUGGISTS.—A. H. Bender, P. S. Demers, W. W. Farnum, H. P. Hawks, G. B. Heckman, A. F. Hendrickson, A. G. Hoffman, B. C. Leenhuis, L. H. Rice, H. H. Rider, F. G. Rounds, Nathan Sandler, H. A. Trotter, B. M. White, all of Buffalo, and H. S. Mosher, of Niagara Falls, and C. F. Wood, of Batavia.

## Virginia.

ROANOKE, May 8.—Of 82 applicants only the following 22 passed the recent examinations of the Virginia State Board of Pharmacy:

REGISTERED PHARMACISTS.—M. V. Ponce, Charlottesville; G. N. Harrison, Petersburg; P. D. Williams, Sowers; W. G. Overstreet, Roanoke; A. L. Winne, Manchester; R. C. Rice, Marion.

ASSISTANT PHARMACISTS.—L. B. Jones, Charlottesville; J. A. Florence, Manassas; C. R. C. Johnson, Manassas; R. H. Behler, Rocky Mount; P. C. Wray, Danville; R. L. Yves, Norfolk; Harry G. Murphy, Norfolk; Joseph A. Catlin, Norfolk; S. D. Hope, Jr., Norfolk; Horace C. Hadle, Norfolk; Percy M. Massie, Richmond; Robert A. Klor, Newport News; Wm. P. Harrison, Richmond; H. J. Davis, Norfolk; S. C. Bowman, Harrisburg, and J. B. Perry, Macon, N. C.

## Minnesota.

ST. PAUL, May 8.—Eleven candidates for full registration as pharmacists passed the April examination of the State Board of Pharmacy held at the College of Pharmacy, University of Minnesota. Twenty-five others passed the examination for assistant registration. The list of successful candidates follows:

FULL REGISTRATION.—Harry Broachirmer, St. Paul; John A. Bush, Exota; V. J. Haydon, Minneapolis; August E. Jaehn, Minneapolis; Charles M. Jacobson, Hankinson, N. D.; W. A. King, Minneapolis; S. M. Kennedy, Minneapolis; R. R. Lam-

bert, Royalton; N. L. Larson, Minneapolis; A. E. Lenz, Osakis; L. R. Lord, Minneapolis.

**ASSISTANT REGISTRATION.**—Rudolph Berghund, Minneapolis; R. E. Butterfield, Minneapolis; W. A. Bohland, St. Paul; E. A. Holton, Elgin; M. J. Hodapp, Mankato; W. A. Kerker, Minneapolis; Miss Cora I. Norris, Detroit; R. O. Pfefferle, New Ulm; Miss A. M. Remes, New Prague; J. M. Sansby, St. Paul; W. H. Schram, Herman; William Nelson, Minneapolis; C. W. Zemlin, Minneapolis; John A. Anderson, St. Paul; E. A. Biersdorf, Minneapolis; A. H. Clements, Minneapolis; F. F. Couche, Winona; E. A. Engebretson, Hendricks; A. R. Hall, St. Hilaire; E. H. Hubbard, Minneapolis; B. Jansen, Minneapolis; E. E. Komstadus, Hoffman; E. H. Perry, Minneapolis; F. W. Riesland, Milaca; Le Roy Sweet, River Falls, Wis.

#### Oklahoma.

**ARMORE, May 8.**—Secretary J. C. Burton announces that at the April examination conducted by the Oklahoma State Board of Pharmacy there were 38 applicants for registration as pharmacists. The following were successful: M. J. Buford, Sulphur Springs, Texas; R. L. Bowyer, Chickasha; I. L. Cummings, Oklahoma City; J. P. Cox, Ardmore; Joe M. Davis, Hugo; Gay W. Elkins, Hackett, Ark.; M. S. Faulkner, Oklahoma City; Edward L. Henry, Westville; William M. Hamilton, Buckner, Ark.; Earl L. McBride, Stillwater; Jesse C. Mooney, McLoud; Paul M. Mooney, Booneville, Ark.; Ben F. Payne, Caddo; H. C. Plummer, Oklahoma City; F. M. Pearson, Oklahoma City; William C. Pendergrast, Carney; J. J. Reed, Hulbert; O. B. Sheery, Shawnee; O. N. Stogsdill, Waukomis; E. C. Sherer, Coalgate; R. E. Sawyer, Bokchito; James W. Twigg, Choctaw, Ga.; O. S. Thompson, McAlester; H. W. Weedin, Norman; Glenn S. Webber, Oklahoma City.

The board granted registration on diplomas from recognized schools of pharmacy to the following: Schooley D. Ault, Charleston, W. Va.; James C. Andrews, Carl Junction, Mo.; Allen P. Bethel, Pittsburg, Pa.; George R. Bible, South Pittsburg, Tenn.; Otto W. Bergmeyer, Dayton, Ky.; William A. Crawford, Forest City, Mo.; Frederick J. Cernak, Cleveland, Ohio; A. Stinson Coody, Oxyka, Miss.; Marion S. Dantzer, Elmore, S. C.; Morris Dunn, Oakdale, Pa.; M. D. C. Dunaway, Concordia, Kan.; O. L. Ferrell, Gilmer, Texas; Paul Grace, Grayville, Ill.; Guy Hall, Wilkinsburg, Pa.; Joseph B. Hecker, Kansas City, Mo.; Charles R. Housh, Hobart; Annie Kirksey, Cache; C. L. Katz, Anthony, Kan.; Netaniah Link, Oklahoma City; W. L. McBeth, Charlotte, N. C.; J. E. McDennell, Sidney, Iowa; Charles L. Perry, Peebles, Ohio; E. S. Patten, Carbondale, Ill.; G. O. Steyh, Burlington, Iowa; J. W. Stewart, Spadra, Ark.; R. W. Shaffer, Basin, Wyo.; R. C. Wright, Parsons, Kan.; J. R. York, Kingsfisher.

An examination will be held at Muskogee on May 18.

#### Montana.

**HELENA, May 8.**—At the April examination of the Montana State Board of Pharmacy 20 of the 24 applicants were successful, as follows:

**PHARMACISTS.**—F. C. Sheeran, of Butte; A. Crawford, of North Dakota; C. J. Knox, of Big Timber; A. C. Hawley, of Harlowton; L. C. Schen, of Glasgow; Benjamin Borreson, of Mondak; A. W. Lindstadt, of Butte; G. A. Dunn, of Big Timber; William F. Fagan, of Anaconda; Gus Swander, of Butte.

**ASSISTANTS.**—J. S. Ellis, Hillyard, Wash.; W. Fred Hornecker, Anaconda; N. P. Walters, Jr., Helena; W. W. Harris, Butte; Fred Cullen, Livingston; O. E. Potter, Great Falls; Charles E. Rice, Butte; Chester E. Pool, Townsend; S. L. Burnvold, Butte.

The next meeting will be held in Helena in October.

#### Indiana.

**VALPARAISO, May 3.**—A. F. Heineman, secretary of the Indiana Board of Pharmacy, announces that the following qualified as registered pharmacists at the April examination: G. D. Alward, Ann Arbor; Sam W. Applegate, South Bend; Carl Baker, Greenville, Ohio; Harvey R. Belton, John G. Borrey, Indianapolis; Edw. W. Brandt, LaFayette, Ind.; K. A. Brewer, Greenwood, Ind.; Hubbs E. Brown, Ada, Ohio; Thos. L. Cantrell, Valparaiso; Ralph S. Cosner, Greencastle, Ind.; H. B. Crabbs, Ada; W. E. Darnell, Indianapolis; Harry Dickson, Jamestown, Ind.; Charles Dittman, Indianapolis; R. J.

Drew, Argos, Ind.; Robert Etter, R. R. Feagans Indianapolis; Andrew Fraser, Elkhart; Herman J. Fritz, Indianapolis; H. A. Gladish, Oakland City, Ind.; Cecil Gough, Muncie; A. F. Hazinsky, South Bend; Frank D. Hastings, Indianapolis; Alice Held, Martin, C. Hoban, South Bend; R. E. Hoover, LaFayette, Ind.; Arthur Illingsworth, Muncie; L. Interblitzen, Indiana Harbor, Ind.; Walton Joachims, Belmont, Ill.; August L. Johnson, Lancaster, Ohio; George W. Johnson, D. A. Keffler, Indianapolis; Charles J. King, Terre Haute; Charles E. Phelps, Indianapolis; Thurman E. Porter, Parker, Ind.; Marti Regadan, Fort Wayne; Carl E. Reichel, Indianapolis; Earl S. Ritter, LaFayette; J. C. Roe, Valparaiso; Herman Riebling, Indianapolis; Roy Skinner, Hudson, Ind.; Frank W. Snelker, Lake Odessa, Mich.; Byron B. Thorpe, Michigantown, Ind.; Lawrence P. Upton, Evansville; S. D. Weldy, Noblesville, Ind.; E. E. Williamson, Ward Wilson, Indianapolis; H. H. Woodruff, Bone Gap, Ill.; Carlos A. Wooley, Ada, Ohio.

**REGISTERED ASSISTANT PHARMACISTS.**—E. C. Crider, Jess Dunwoody, LaFayette; Earl Forrest, Huntington, Ind.; Chas. Jones, Mitchell, Ind.; John A. Kahn, Michigan City, Ind.; Bessie Koon, Logansport; Harry C. Matthews, South Bend; H. B. Miller, Martinsville, Ind.; Albert M. Mitchell, Terre Haute; C. C. Riddell, Fred Schoeneman, Indianapolis; Earl Shields, Bainbridge, Ind.; James E. Stoops, Greencastle, Ind.; Oren A. Walker, Lerna, Ill.

#### Vermont.

**BARRE, May 8.**—D. F. Davis, secretary of the State Board of Pharmacy, has given out the names of the successful candidates, who recently took the examinations at Montpelier. Certificates as registered pharmacists have been granted to J. F. Beaulac, of Montpelier; Harry P. Woodman, of Barre; A. G. Vincent, of Burlington, and James W. Field, of Hinsdale, N. H.

#### New Hampshire.

**CONCORD, May 8.**—Secretary Frank H. Wingate, of the New Hampshire State Pharmacy Board, announces that of the class of 12 present at the recent examination, all being in the senior grade, only these two were successful: Ernest E. Haglund, of Manchester, and Edward W. Clark, of Boston.

#### California.

Secretary Whilden announces that the next meetings of the California State Board of Pharmacy will be held at Los Angeles July 19 and at San Francisco July 26.

Governor Gillett has reappointed H. O. Buker, of Fresno, as a member of the board.

#### Maine.

**LEWISTON, May 8.**—The following list of successful candidates out of the 46 who recently appeared before the Board of Pharmacy for examination has been announced: J. Fred Riley, Bangor; Ernest W. Everard, Bath; Orrin L. Miller, Carmel.

#### Aids in Enforcement of Local Option Law.

**LANSING, Mich., May 8.**—The State Board of Pharmacy is making an effort to assist in the enforcement of the local option law which recently went into effect. With that end in view, Inspector F. L. Henderson and his aides have been touring the State.

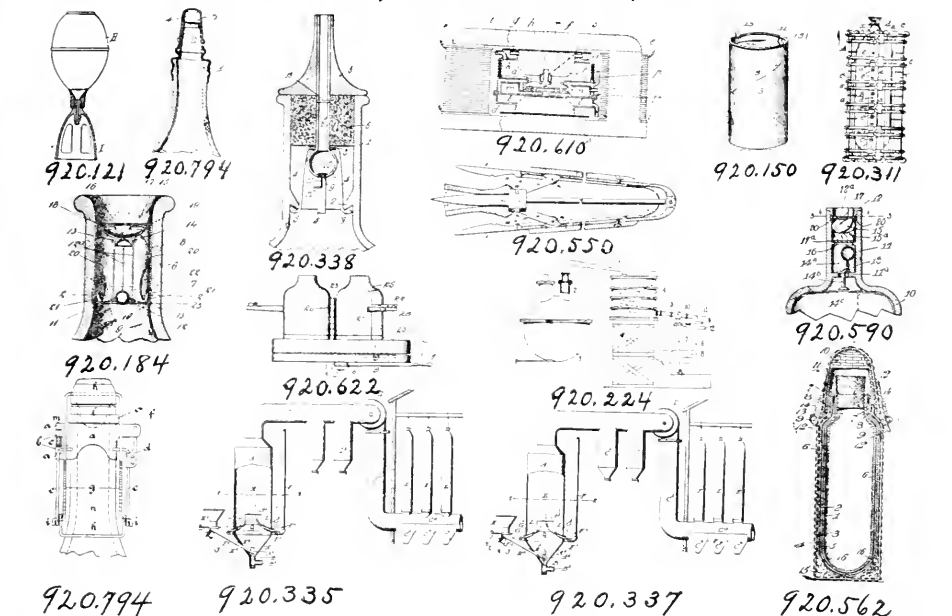
#### Charges Not Sustained Against Druggist Breitman.

David Breitman, a druggist at 156 Vernon avenue, Brooklyn, who was arrested some time ago on a charge of felonious assault and held in \$1500 bail, on the charge of having compounded a prescription of ten times the strength specified by the physician, was recently discharged and pronounced innocent of any negligence in connection with the filling of the prescription. It was alleged that the prescription called for only one tablet of morphine and atropine, with the directions "take at once," but was compounded by Breitman with ten tablets, which the patient swallowed.

#### Burglar Walks Away With Telephone Cash.

**DETROIT, May 8.**—The drug store of J. Lipsinski, 156 Gratiot avenue, was entered by a burglar, who climbed in through a transom, unlocked the door and walked out with two telephone cash boxes, which he broke open and rifled in the alley. He secured only a small sum.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted May 4, 1909.

920.121—Arthur J. Farmer, Detroit, Mich. Means for extracting the contents of bottles.

920.150—Charles F. Jenkins, Washington, D. C., assignor by mesne assignments to Single Service Package Corporation of America, a corporation of New Jersey. Liquid-holding paper vessel.

920.184—Albert L. Rudolph, Jr., Camden, N. J. Non-refillable bottle.

920.224—Friedrich S. Valentiner, Leipzig-Plagwitz, Germany, assignor to the firm of Valentiner & Schwarz, Leipzig-Plagwitz, Germany. Process of manufacturing nitric acid.

920.306—Emil Fischer, Berlin, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Strontium salt of dibrom-benzenic acid.

920.335—Louis S. Hughes, Joplin, Mo., assignor to Picher Lead Company, Joplin, Mo., a corporation of Missouri. Method of manufacturing litharge.

920.336—Louis S. Hughes, Joplin, Mo., assignor to Picher Lead Company, Joplin, Mo., a corporation of Missouri. Method of manufacturing zinc oxide.

920.337—Louis S. Hughes, Joplin, Mo., assignor to Picher Lead Company, Joplin, Mo., a corporation of Missouri. Method of manufacturing zinc oxide.

920.338—Charles A. Hunt, Jr., Lexington, N. C. Bottle stopper.

920.550—William S. Dorman, Brooklyn, N. Y. Bottle-neck-forming tool.

920.562—Paul O. E. Friedrich, New York, N. Y., assignor to Caloris Manufacturing Company, a corporation of Delaware. Heat and cold non-conducting bottle or receptacle.

920.564—Sigmund L. Goldman, Chicago, Ill., assignor to E. Goldman & Co., Inc., Chicago, Ill., a corporation of Illinois. Bottle-soaking machine.

920.590—Michael Lofrus, Chicago, Ill. Non-refillable bottle.

920.598—Bulow W. Marston, Shreveport, La. Insecticide.

920.601—Otto Meurer, Cologne, Germany. Process of making metal sulfates.

920.610—Ignacy Moscicki, Freiburg, Switzerland. Process and apparatus for producing oxides of nitrogen by means of a rotary flame.

920.622—Michael Nester, Kansas City, Mo. Turn table for bottle molds.

920.771—John Melisch, Granite City, Ill., assignor of one-fifth to Steve Santha, one-fifth to Alek Ory, one-fifth to Steve Lazlo and one-fifth to Charles Hedrich. Bottle closure.

920.791—August Tonini, Grand View, Ind. Bottle strainer.

920.794—Georg Waldmann, Geestemünde, Germany. Closure for bottles.

920.824—Eva J. Clark, Glendive, Mont. Face bleach.

920.881—Johannes Reitz, Schmargendorf, near Berlin, Germany, assignor to the firm of Paul Simon, Plauen, Germany. Radium compound and process of making the same.

## TRADE MARKS.

Published May 4, 1909.

33,693—Luke H. Logan, Loco, Okla. Class 6. Remedies for catarrh, lung trouble, head ailments and stomach trouble.

36,395—Vereingte Chininfabriken Zimmer & Co., Ges. mit beschränkter Haftung, Frankfurt-on-the-Main, Germany. Class 6. A remedy for arterio-sclerosis and attendant diseases and a diuretic.

37,421—George N. Payette, Washington, D. C. Class 6. A remedy for the treatment of eczema and other skin diseases.

38,441—Arthur H. Leach, Chicago, Ill. Class 6. Remedies for excessive alcoholism.

38,786—Vereingte Chininfabriken Zimmer & Co., Ges. mit

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G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

(Continued on Next Page.)

beschränkter Haftung, Frankfurt-on-the-Main, Germany. Class 6. A remedy against gonorrhea and cystitis.

29,012—Edgar Levy, Natchitoches, La. Class 6. A tonic and stimulant for the hair and scalp.

29,057—Eletero Company, New York, N. Y. Class 6. Toilet ammonia.

29,058—Eletero Company, New York, N. Y. Class 6. Sea salt for the bath.

29,059—Eletero Company, New York, N. Y. Class 6. Toilet water.

29,069—Same as preceding.

29,213—Wallace A. Briggs, Sacramento, Cal. Class 6. Tooth washes, tooth paste, tooth powder.

29,221—Frank G. Ramey, Dallas, Tex. Class 6. A remedy for asthma and catarrh.

29,900—Lemare Pharmaceutical Company, New York, N. Y. Class 6. A remedy for catarrh and headache.

40,371—E. W. Vacher, New Orleans, La. Class 6. A remedy for croup.

40,416—Julius Roder, Union Hill, N. J. Class 6. Pharmaceutical preparation for treatment of the hair.

#### FORTY DRUG STORES EXPECTED TO CLOSE.

**Police Chief Predicts a Great Diminution in Pharmacies Under New Kansas Prohibition Law.**

TOPEKA, May 8. "There will not be over ten drug stores in town a month after the new prohibition law goes into effect," said Chief R. W. Eaton recently. "At present, there are nearly 50, 41 of which have permits to sell liquor. Three druggists, all of which are alleged to have been carrying on an extensive liquor business, have left the last week, and many more are preparing to close out their stocks."

"On June 1 there will be a host of bargains in Kansas drug stores. A real estate man told me today that he has 300 Kansas drug stores listed with him for sale. The hasty manner in which the druggists are quitting the business proves conclusively that a large part of them have lived entirely from their liquor trade."

#### Mr. Dawson Again President—Changes in Syracuse.

SYRACUSE, N. Y., May 10.—The Retail Druggists' Association met Friday in annual session. Edward S. Dawson was re-elected president, E. L. Weston, vice-president, and George E. Thorpe, secretary and treasurer. Herbert Walker, George Hourigan and H. E. Plum were elected an executive committee.

The past few weeks have witnessed more than an ordinary number of changes in the drug business in this city. F. B. Sherman has moved his stock from the corner of East Adams and South State street to Savannah, N. Y., and the Price Drug Company has established a store at Grape and Cedar streets. Weston & Cook, who have a store in the Empire House block in North Salina street, have established a second store, located at Court and Spring streets. H. D. Dwight & Co. has been transferred to the Dwight-Nye Drug Company; Thomas W. Dalton's store to the Weld-Dalton Drug Company; and Charles S. Ives' store to his head clerk, Charles F. Holley. Robert Bodden, who had a store at 709 South Geddes street, now has the store at Midland avenue and West Colvin street, formerly conducted by R. B. Jones.

#### Veteran Druggist Champions Patent Medicines.

MADISON, Wis., May 8.—Patent medicines came in for more than their share of opposition at the recent annual conference of the Dane County physicians and druggists held at Turner Hall. In fact, patent medicines would have received the worst of the discussion had it not been for Edwin Sumner, the veteran Madison druggist, who acted as a staunch champion against the onslaughts of the doctors.

Dr. M. P. Ravenel, of the University of Wisconsin, marshaled the opposing forces with a paper on patent medicine advertising in which careful aim was directed toward fraudulent information offered to the unsophisticated concerning causes, symptoms, seriousness and results of ailments and diseases. The relation of the druggist to the physician and vice versa was ably discussed by Mr. Sumner.

#### To Oblige the Patron.

"Waiter, there's a chicken in this egg!"

"Right, sir. I'll fetch a knife and fork, sir."

#### PROPRIETARY ASSOCIATION IN SESSION.

**Membership is Now 212, Including 168 Actives—Business All to Be Finished Within the Four Days.**

The 27th annual meeting of the Proprietary Association of America was called to order by President Frank J. Cheney, in the East ball room of Hotel Astor, New York, last Tuesday morning, shortly after 11 o'clock. President Cheney made no formal address, but in a few remarks requested prompt transaction of business and called the attention of the members to the fact that it was the intention to clean up all pending matters, for which purpose the time of meeting had been extended to four days, instead of two.

The report of Secretary Orient C. Pinckney showed a total membership of 212, of which 168 are active, and 44 associate members. During the year the following firms were admitted to membership: Orator F. Woodward, Le Roy, N. Y.; C. G. Hanford Manufacturing Company, Syracuse, N. Y.; The Judge & Dolph Phar. Co., St. Louis, Mo. It was stated that there were several applications for membership to be acted upon by the executive committee at this meeting. The resignations of Andrew Jergens Company, Cincinnati, Ohio, and Olney & McDavid, Clinton, Iowa, were reported.

President Cheney appointed W. A. Talbot, of Warren, Pa., chairman of the nominating committee which is to report this morning the names of the candidates for next year's officers.

Tuesday afternoon was devoted to the reports of the various committees and several informal discussions.

David Watson, president of the Proprietary Association of Canada, addressed the meeting yesterday on the subject of the Canadian Proprietary Act and explained a number of disputed phases of the law.

There is a fair-sized attendance, and considerable work has been accomplished, so an early adjournment is looked for tomorrow. The informal dinner is to take place tomorrow evening.

The officers of the association whose terms expire this year are: President, Frank J. Cheney, Toledo, Ohio; first vice-president, John W. Kennedy, Chicago; second vice-president, A. H. Beardsley, Elkhart, Ind.; secretary and treasurer, Orient C. Pinckney, New York.

#### Medicine Company Sued for Death Damages.

MILWAUKEE, May 8.—Suit will be started at once by Shelby County against a patent medicine company of Jackson, Mich., to recover damages for the death of Martin Hilger, aged 24 years, of Adell, Wis., alleged to have been caused by the taking of a medicine advertised by the Michigan company.

It was revealed at the inquest of Mr. Hilger that he had given up treatment under his family physician after receiving circulars of the marvelous cures made by the patent medicine in question. It is claimed that he sent for several bottles of the mixture and began taking the doses as directed, but that he continued to fail rapidly, according to the testimony of witnesses at the inquest. An investigation by the coroner and relatives of the deceased revealed the fact that the physician at the head of the medicine company was not registered and at the advice of the Michigan State Board of Health, suit will be brought by the coroner of Shelby County.

#### Fort Worth University Has Commencement.

FORT WORTH, Tex., May 8.—At the graduating exercises of the Medical and Pharmacy Departments of Fort Worth University held in St. Paul's M. E. Church on Tuesday evening, the degree of Ph.D. was conferred upon the following students who had successfully completed the course of study: Harry T. Thornberry, Young R. Anderson, Robert M. Russell, John T. Carlton, William David Butler, Edward E. Crawford and J. Howard Christian.

#### Prof. Jurrjens Made Laboratory Assistant.

MADISON, May 8.—John C. Jurrjens, a graduate of the School of Technology, Amsterdam, Holland, has been made laboratory assistant in the department of feed and fertilizer inspection in the College of Agriculture at the University of Wisconsin. Professor Jurrjens has specialized in sugar chemistry and has held the position of chemist in sugar factories in Austria, Germany and at various points in the United States.

## GERMAN APOTHECARIES DISCUSS THE N.F.

**Paper by E. C. Goetting and Otto Raubenheimer Displays Samples of Preparations to Be Included in the New Edition—All-State Pharmacy Act of Legislature Unanimously Approved.**

The meeting of the New Yorker Deutscher Apotheker-Verein, held last Tuesday evening, was one of interest from start to finish. The subject under consideration was an exhaustive paper on the preparations of the National Formulary, presented by E. C. Goetting, and which was afterward actively discussed by a large number of the members present, among them several who took a leading part in the compiling of the original work, the New York and Brooklyn Formulary, which subsequently developed into the National Formulary.

Emil Roller, chairman of the scientific committee, introduced Mr. Goetting after a brief reference to the importance of the subject, which he referred to as especially timely, due to the fact that revision was now going on and recommendations together with criticisms of value to the revisers could be discussed. Mr. Goetting reviewed in a most exhaustive manner the history of the work from its inception down to the present and quoted opinions and various views written about the work by eminent pharmacists and scholars. Mr. Goetting also stated that there were different opinions as to whether the book was recognized by law and stated that with the exception of the supplement the other parts of it were.

Most of the members who took part in the discussion coincided with Mr. Goetting regarding what he brought out in his paper. President Felix Hirsman and W. C. Alpers, as well as others, favored a revision of the Formulary at least every three or four years, considering that period lengthy when it was considered that the book should contain the newer medicines. The injection into the Formulary of imitations of proprietary remedies was strongly condemned, and H. L. Reiss referred to a lecture held several years ago before the society in which the speaker expressed the opinion that there were too many professors on the revision committee and too few practical pharmacists, and this view was indorsed by a number of members.

Otto Raubenheimer, the New York member of the National Formulary Revision Committee was present, and exhibited a number of samples of preparations to be included in the forthcoming edition of the work. Mr. Raubenheimer stated that he attended the recent meeting of the revisers in Philadelphia and outlined what was accomplished. Through Mr. Raubenheimer, invitations were given the members by Professor Remington to attend the annual convention of the American Medical Association in Atlantic City on June 11.

Mr. Roller requested members to join the scientific committee, of which he is chairman, and Mr. Alpers, Mr. Goetting, Mr. Raubenheimer and Carl F. Schlössner did so.

A communication from President Peter Diamond, of the New York State Pharmaceutical Association, relative to the All-State Pharmacy Bill, evoked a discussion on the merits of the bill. George Kleinman, chairman of the legislative committee, offered several objections to the measure but withdrew opposition on being informed by Dr. Alpers the meaning of the paragraphs which did not suit him at first. President Hirsman stated that he was heartily in favor of the measure and also believed that it would be signed by the Governor. The bill was finally unanimously indorsed, after a strong recommendation by President Hirsman.

Otto P. Gilbert, chairman of the entertainment committee, announced that arrangements were being made for the annual summer outing of the society, at Witzel's Pavilion, College Point, L. I., on July 8. The committee will visit the pavilion on June 10 for an informal outing and requested the members to attend.

Dr. Alpers urged all members to be present at the joint meeting between the New York Branch of the American Pharmaceutical Association and the New York County Medical Society in the Academy of Medicine, on May 19. The tentative programme of the papers to be presented at this meeting was read by Dr. Alpers.

An invitation written in a humorous style from William Bodemann, of Chicago, requesting the members to be guests of himself and John Block, referred to as the two Dronio secretaries of the Chicago V.D.A., on Jamieson Day, June 21,

elicited considerable laughter. President Hirsman advised the members to accept the invitation.

The memory of Gustav Bischoff was honored by the members, who rose in a body while President Hirsman made several remarks and gave some reminiscences of the life of the deceased, who was the messenger and collector of the society for more than 23 years.

A warrant for \$50 was ordered sent to the treasurer of the State Association to help defray expenses during the coming meeting at Richfield Springs. Emil A. Bischoff, of Bay Side, L. I., was elected a member.

## OBITUARY.

**Conrad D. Maurer.**

PHILADELPHIA, May 8.—Conrad D. Maurer, head of D. Maurer & Son, manufacturers of insect powders, died at his home at Abington on Wednesday, aged 46. Too close attention to business is attributed by his friends as the primary cause of his breakdown two weeks ago. Originally the business was at 119 Race street, but as it grew the present building at 329 North Eighth street was purchased. He is survived by his widow and two children.

## Obituary Notes.

—H. J. ARTHUR, Webster City, Iowa, is dead.

—W. H. COLLINS, Kansas City, Mo., is dead, aged 60.

—H. F. C. BIERMANN, Taylor, Texas, is dead. He was from Indiana and leaves a wife and child.

—BUNTING S. HANKINS, retired, Bordentown, N. J., is dead, aged 78. He leaves a widow and two children.

—DR. FRANCIS HENRY PUTCHOFF, Civil War veteran and former druggist, is dead at Hamilton, Ohio, aged 68.

—DR. HENRY MARSHALL PINKARD is dead in Washington, D. C., aged 72. He was a Confederate Veteran and a Mason.

—FREDERICK G. CORBIN, formerly of Binghamton, N. Y., is dead in Brooklyn, aged 53. A widow and three children survive.

—EDWARD C. PARAMORE, a widely known chemist of Philadelphia, is dead as the result of injuries sustained by being struck by an automobile.

—CHARLES DUNHAM DESHLER, who died recently, aged 90, at New Brunswick, N. J., was a druggist early in life, but became a newspaper man.

—FRANK A. SIDLES, retired, is dead in Lincoln, Neb. He went West from Pennsylvania in 1871 and was 68 years old. A widow and two sons are left.

—C. A. LAMBRUM, DeFuniak Springs, Fla., is dead. Mason and Confederate Veterans attended his funeral. A widow and six children survive.

—WALTER L. RUSH, prominent druggist of Bessemer, Ala., is dead, aged 42. He recently resigned as mayor on account of ill-health. He leaves a widow and four children.

—DR. DAVID H. MILLER, for 40 years engaged in the drug business in Franklin, Ind., is dead, aged 67. He served in the Civil War and leaves a widow and married daughter.

—W. W. CUBBISON, for many years proprietor of a drug store in New Castle, Pa., is dead of pneumonia. He had been fire chief and held other offices. A widow and three children survive.

—MAJOR JULIUS G. RATHBUN, aged 75 years, long one of the best-known druggists in New England, died in the home of his daughter, Mrs. Charles G. Stone, in Hartford, Conn., recently. Besides the daughter, a widow and one son survive him.

—WILLIAM W. KNEESHAW, a veteran druggist of Philadelphia, died at his home at Wissahickon, aged 66. He was a graduate of the Philadelphia College of Pharmacy, class of 1866, and was formerly in the chemical firm of Kneeshaw, Norris & Co. His widow and two daughters survive him.

## Baltimore Men at Medical Association Meeting.

BALTIMORE, May 8.—The local branch of the American Pharmaceutical Association will be represented at the meeting of the section on pharmacology of the American Medical Association in Atlantic City by Dr. John P. Hancock, Dr. E. F. Kelly, the secretary of the branch; William M. Fouch, Charles L. Meyer and H. A. B. Dunning. These five were appointed delegates of the branch. Some other Baltimoreans are expected to go, however.

# THE DRUG MARKETS

## FEW NEW FEATURES SINCE LAST REPORT.

### Opium Higher in Primary Markets. But Lower Here Owing to Competition—Inquiry Good on Quinine.

NEW YORK, May 10.—Market conditions are practically as noted in our last report, and general business continues of moderate volume. Opium is easier here, but higher in primary markets. Serpentina root is scarce on the spot, and with a good demand, tendency is upward. Juniper berries of good quality are decidedly firmer, with sales of large lots at advanced prices. Insect powder is more active, and conditions are favorable for a higher market. Citric acid is easier in the open market, but manufacturers' prices are unchanged. Refined camphor is in demand but no change in prices; Cannabis indica is firmer, and an advance in values may be looked for. Buchu leaves, short, are tending upward; Norwegian cod liver oil quiet. Sulphate of quinine is unchanged, but there is some inquiry for good-sized lots.

OPIMUM.—Cable advices from Smyrna report the weather as unfavorable for the crop, and the market there is fully 10 to 15 cents per pound higher. Our own market, however, is weaker, owing to competition, and the price for case lots for the present is \$4.25 per pound, but this may be advanced at any time. Powdered and granulated remain at \$5.25 per pound for lots of 25 pounds or over. The arrivals in Smyrna for the week ending April 16 amount to 2047 cases, against 1378 cases at same period last year.

QUININE SULPHATE.—Manufacturers' prices are unchanged, and the demand has been confined to jobbing parcels only, and while there has been some inquiry for 5000-ounce lots, no orders have been reported as being executed for these lots. The regular monthly sale of cinchona bark was held in Amsterdam last Friday, and the unit price reported \$2.20, as against 3.15 for the previous auction. The quantity sold was said to be three-fourths of the offerings, and since the sale went off firmer it is inferred in some local circles that the remainder was withdrawn. The trade does not look for any material change in value. The shipments of cinchona bark from Java to Europe for the month of April amount to 1,280,000 pounds, against 1,305,000 pounds for the corresponding month last year.

NORWEGIAN COD LIVER OIL.—The market is very quiet, which is not unusual for this season of the year. There is no change in value, and an active market is not looked for until the fall season. The total yield of all the fisheries in Norway to the 3d instant amount to 45,700,000 fish, producing 38,035 barrels of oil. The result as compared with previous years is as follows, 1907, 38,500,000 fish, producing 32,940 barrels; 1908, 37,900,000 fish, producing 42,330 barrels.

BUCHU LEAVES, SHORT.—The market is not well supplied and consequently prices have an upward tendency. The quotations are at present 32¢@35¢, per pound in bale lots for green, as to grade and seller. At the regular drug auction in London last Thursday, only seven bales were offered, and nearly all was purchased for American account at 1s. 3d.

VANILLA BEANS.—An active demand continues with strong markets reported for all descriptions, and similar conditions are noted at primary sources of supply. Advices received recently from Mexico indicate unfavorable weather conditions for the 1909-10 crop, owing to drought, and it is estimated that the output will be only 25 per cent of the preceding crop.

CANNABIS INDICA.—Under the influences of decidedly stronger markets abroad, local dealers recently advanced prices to \$1.25 for prime East India tops and report sales at this figure.

JUNIPER BERRIES.—A limited stock is still available at 4¢@4½¢, as to quantity, but the tendency is upward, as there is a fairly good consuming demand, and supplies of desirable grades are steadily diminishing.

CITRIC ACID.—Owing to keen competition among sellers this article is easier. Manufacturers continue to quote 39¢, per pound for barrels and 39½¢, for kegs, but there figures are more or less nominal, as business is being done by second hands on a lower basis.

ASA-FETIDA.—Desirable grades are reported very firm at 25¢@26¢, in large quantities, and bids only a shade under the inside figure were recently refused.

MENTHOL.—A better demand is reported and the tone of the market is slightly firmer. Quotations, however, are unchanged at \$2.15¢@2.20, as to brand and quantity. All cheap lots recently offered are said to have been bought up.

BALSAM FIR, CANADA.—This article is again higher and now held at \$7.50 per gallon in 5-gallon cans. Oregon balsam is in better supply and the market is lower, the price for barrels being now 90¢, per gallon; in 5-gallons cans, \$1.00 per gallon, inclusive.

## DRUG TRADE SECTION OPPOSES BROWN BILL.

### Fear Expressed That State Guaranty Would Work

#### Hardship to Accused Jobbers and Manufacturers.

The Drug Trade Section of the New York Board of Trade and Transportation at its meeting on May 5 discussed legislation. As certain provisions of the Brown Pharmacy Bill relating to the guaranty of proprietary medicines were objectionable to the jobbing and manufacturing trade it was decided to offer opposition to the measure at the public hearing announced to take place on May 11.

The members of the section are opposed to what is known as the "State Guaranty," which they say will necessitate an additional guaranty on their goods if properly enforced, in conjunction with the National guaranty. The sponsors of the bill, however, state that a guaranty on the invoice will be all that is necessary in order to live up to the provision if the Act becomes a law.

The feature relative to having all articles under U.S.P. names of the strength specified in the Pharmacopoeia, and allowing no deviation even if so stated in the label, as is permissible under the National law, is also one that conflicts with the views of the manufacturing interests who want the provision affecting this matter to be similar to the Federal Pure Food and Drugs Act.

The manufacturers also contend that there is a possibility of other States enacting legislation along the same line which would require them to secure different guarantees in every State in order to do business. When the Brown Bill was amended in the Senate and the provision stricken out requiring outside manufacturers to appear in New York courts to defend violations it was thought by the local interests acting for the manufacturers, that the chief objectionable features had been eliminated, but on a closer study of the bill the manufacturers say that the amendment did not relieve them from requirements with which it will be impossible to conform.

Relative to propositions submitted to the section by G. O'Neill to establish a special committee to promote trade with Latin-America the executive committee to whom the matter had been referred reported adversely to the appointment of such a committee, as it was considered an undertaking impracticable of accomplishment at the present time.

Thomas P. Cook presided in place of Chairman George W. Kemp, who was unable to attend.

Chairman Kemp has appointed a committee to revise the official rates. This committee consists of Irving McKesson, of McKesson & Robbins; Joseph H. Velsor, of Peck & Velsor; S. M. Monneypeuny, of National Aniline & Chemical Co.

### Too Overdose Strychnine, Summons Aid With Pistol.

Herman Powers, a research chemist, and graduate of the New York College of Pharmacy, recently saved his own life in a most novel manner. Powers had been ill for several months and one evening last week was taking strychnine under the care of a physician. He largely increased the dose himself and became too weak to summon aid. Before becoming unconscious he managed to secure his pistol and fire several shots, which attracted attention so that an ambulance was secured which took him to a hospital where antidotes were administered. The physicians say that it was a narrow escape. Powers was formerly a druggist.

### Druggist Wartman an Advocate of City Parks.

The Bay View Civic Club, of Milwaukee, recently held a successful meeting at the Wartman Pharmacy, the proprietor of which is interested in the work of outdoor art and is advocating park improvement for his section of the city.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, MAY 20, 1909

No. 20

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John.

Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago

Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the

Philippines, and Mexico . . . \$2.50 a Year

To Canada, postpaid . . . 3.00 a Year

To Foreign Countries in Postal Union . . . 4.00 a Year

Single Copies . . . 10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

*Entered at the New York Post-Office as Second Class Matter*

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### A CASE OF TOO MUCH SECRECY.

It is a hopeful sign that the Proprietary Association of America is awakening to the fact that too much secrecy and too much aloofness is standing in the way of the advancement of the interests of its members and that means are being devised to remedy this ill advised condition. At the session just ended in New York, which was as secret as any of its predecessors, resolutions were passed proclaiming the importance of publicity and arranging for an aggressive campaign for elevating the business and raising the qualifications for membership in the association. This ought to have been done years ago and it would have done no harm to have shown evidence of sincerity last week by opening the doors of the convention to the newspaper men.

Retail druggists have always viewed the secret meetings of the proprietors as being productive of compact of and by the manufacturers that might be expected to work to the disadvantage of the retailers. Whether true or false in this suspicion the secrecy gave color to the thought and the refusal to give any information even to the trade journals set the druggists to conjuring up what might have happened, when the simple telling of the truth would have prevented all misunderstanding.

### INTRODUCING PROPRIETARY REMEDIES.

Both clumsy and costly is the old way of introducing patent medicines to the general public through the means of enormously expensive advertising campaigns in the newspapers. The new way is exactly the reverse, for it is as simple as it is inexpensive and contemplates the use of the natural agent in introducing remedies, the same being the retail druggist. In one of its forms, that of selling the goods at auction to the druggists of the country there is offered an excellent way of making attractive profit producing inducements to druggists who are invariably inclined to push the remedies of the proprietors who work the hardest to fill the pockets of the retailers with the increment of wealth.

One concern that has tried the new auction method of introduction has found that it pays better to give the money to the retail druggist rather than to pay it to the newspapers for advertising. It is a custom that can be used with equal advantage by the manufacturers of old remedies as well as by the promoters of new articles. Those employing it are in the position of enjoying some advantage over their rivals by practically paying their selling agents more for their services and it need not require a wise mind to discern the inevitable results. The value of general newspaper advertising for medicines has never been

absolutely demonstrated. No doubt some sales are made solely through this medium, but the great bulk of the public is only influenced in a collateral way by these announcements. Almost everybody who wants a remedy, advertised or unadvertised, goes to the drug store to obtain it and is more often than not amenable to the advice of the druggist. The druggists themselves sell fully 90 per cent of the proprietary medicines and as a matter of fact these retailers should enjoy the profits instead of the newspapers. There is food for thought in all of this for the proprietors who are now bent on "elevating the business."

#### HOW TO ACHIEVE A REPUTATION.

In the drug trade, manufacturing, wholesale and retail alike, one of the chief factors in continued success is reputation. It is a jewel of intrinsic worth, it can never be fully measured by the money standard, but it is as indispensable as the air we breathe. Acquiring a good reputation is a work of long continued effort, especially in business. Essentials of equal importance are fair dealing and advertising. Neither alone can win. In the matter of advertising the ERA has aided many important firms in obtaining the recognition which reputation gives to those who acquire it. In all efforts in that direction the best means is constant iteration. In a terse epigram, which strikes a key-note in successful advertising, Arthur Brisbane, the famous New York editor, says:

..... :  
: Reputation :  
: is :  
: Repetition. :  
..... \*

These three words give both cause and effect in a nutshell explanation of the presence in our advertising columns week after week, year after year, of the announcements of the leading merchants who have trade dealings with the retail druggists of the country. No more triteful truth has ever been so concisely expressed.

#### A TYPE OF THE UNIVERSITY REGENTS.

The recent election by the Legislature of Chester S. Lord as a member of the Board of Regents of the University of the State of New York is of particular interest to pharmacists in view of the relation which that body will have to the New York State Board of Pharmacy, if the Governor approves the new Pharmacy Act. Mr. Lord was born in Seneca County, New York, his father having been a Presbyterian clergyman and a fighting chaplain in the Civil War, serving in the 110th Regiment. Chester Lord finished his education in Hamilton College, '73, and after a short service on newspapers in Oswego, Utica and Syracuse came to this city. In 1880 he was made managing editor of the New York *Sun*, a post which he continues to hold. Mr. Lord is one of the few men who have made conspicuous successes of whom it may be said that he has thousands of friends, but no enemies. Able to a supreme degree, he has been both kind and just in his intercourse with others. The

*Sun* is a monument to his untiring, conscientious and well-directed efforts.

With men like Chester S. Lord on the Board of Regents there is much more than a mere assurance that appointments to the Board of Pharmacy will be well considered and eminently satisfactory.

#### INTERNAL REVENUE AND THE DRUGGISTS.

Mr. Pritchard, of Pittsburg, by his paper on the Internal Revenue Department and the druggists, has brought forth from the Acting Commissioner a very direct and comprehensive statement of the relations of the two in the matter of dispensing alcoholic compounds, as will be found on page 477 of this issue of the ERA. The fact that the department is not a police bureau, but is solely a medium for the collection of revenue, is clearly set forth and at the same time the communication describes what must be done to enable druggists to avoid conflict with the law in the handling of articles containing alcohol.

One noteworthy result of the controversy is the declaration of Washington City Branch against the use of "booze" in all medicines. The position taken is emphatic and if followed by a large number of druggists will do much to clear away the clouds created by the traffic in alcohols and near-alcohols which is carried on by many of them under the guise of selling legitimate medicines.

#### STRANGLING THE BROWN ACT?

If Jacob Diner's prophecy that the Brown Pharmacy Reform Act will be choked to death in the Executive Chamber shall be fulfilled nobody will be greatly surprised, although thousands of earnest workers for the betterment of professional conditions will be grievously disappointed. With practical politicians arrayed against it, with men who fear the imposition of penalties opposed to it and with wounds made by secret thrusts in what ought to be the house of its friends there will be cause for wonder if the measure survives all of the assaults upon it and becomes a law.

But perhaps Mr. Diner, who is credited by many with the paternity of the ill-fated Conklin Bill, may be looking through opaque glasses, for the Brown Act was drawn to meet Governor Hughes' wishes, was submitted to him for approval several times and was revised under his direction before it was presented for passage in the Legislature. If he shall now see any faults in the Act it will be due to the activities of the opponents of the reforms which the measure seeks to bring into existence.

If the "Mapleine" Pure Food Law decision, reported in the last issue of the ERA, is appealed to a higher court the result will be watched with interest, for the verdict marks a new step forward in the fight against adulterations. Purity of product was conceded and the only issue was whether the label was misleading, which the jury decided in the affirmative.

Propaganda work by the New York State Ph.A. is progressing satisfactorily if the recent up-State meetings of physicians and druggists can be taken as a criterion. Under the leadership of Dr. Anderson the results obtained are distinctly practical.

Dr. Wiley, who sailed for England last week, will be a nota-



ble figure in the Chemical Congress to be held in London. It is by no means surprising to learn that he is expected to divide the honors with King Edward in opening the great gathering.

Rockford (Ill.) is growing better, if we are to judge by the decrease of liquor sales by druggists in that city. For March the number was 628 less than in the corresponding month of 1908.

One effect of Canada's new law prohibiting the distribution of samples of medicine either by messengers or through the mails will be either a considerable saving of money to the manufacturers or its availability for other and more valuable forms of publicity. It is doubtful if the promiscuous scattering of free samples has ever been really remunerative.

The worst enemies of a book, theory or drug are those who claim infallibility for it.

Willard A. Smith, of Richfield Springs, N. Y., who is the local secretary for the forthcoming meeting of the New York State Pharmaceutical Association at that interesting point, was one of the original members of the organization, his connection with it dating back to 1870. Mr. Smith has been an earnest worker in behalf of the association and for the elevation and advancement of pharmacy, as is also shown by the fact that his membership in the American Pharmaceutical Association dates back to 1890. Mr. Smith needs no introduction to the pharmacists of the State and they all are expecting the hearty greetings that will be extended by him and his associates to the sojourners at Richfield Springs during the convention period of June 22-25.

Associated with Mr. Smith on the committee, as heretofore announced in the ERA, are W. H. French, of Worcester; George S. Shinde, of Ontario; Charles A. Scott, of Cooperstown; Wm. H. Whitehead, of Herkimer; J. V. Downs, of Ilean; Frank H. Howard, of Mohawk; Charles J. Zipp, of Utica; J. G. Black, of Richfield Springs. The membership committee also is working vigorously to recruit the ranks, and taken altogether the coming convention of the New York State Pharmaceutical Convention at Richfield Springs next month promises to be one of the largest, most interesting and best in its history. As the showmen would say: "The report of the legislative committee alone will be well worth the price of admission."

With each succeeding year scientists are giving more attention to the house fly as a menace to health, and in New Jersey the Department of Labor has gone so far as to issue an order that on or before May 20 of each year all bakeries in the State shall have doors and windows screened so as to keep flies from coming in contact with foodstuffs in course of preparation. The Legislature of Kansas has enacted a law of similar purport.

In dealing with flies the first consideration is to keep them off the premises, and to do this screens are all important. In addition, this precaution may be supplemented by keeping the rooms dark, for darkness forces a fly to seek a safe landing place, in which he will remain until he sees daylight again.

But, in spite of all this, flies will enter the house, and they must be caught. Unsightly as it is, the old-fashioned fly paper is the most effective thing that comes for the purpose. The sweetened, sticky stuff is a certain lure to the insects, and they never escape from the entanglement. The paper has its drawbacks, for many a time and oft have the grown-ups of the house inadvertently placed hands or elbows on it, and baby has often eluded the mess to its hands or face. One excellent way of meeting these objections was described under the caption "Fly Drums" in the ERA of April 22, page 376.

The poisoned black paper which is placed in a saucer of

water, which becomes impregnated and is supposed to kill the fly that slips it, is not a great success, for the fly, even if it takes the poison, lives long enough to get behind a picture or something else out of sight, where it lies indefinitely after death.

But fight the fly in the house as you would a pest, for that is exactly what it is.

American girls who wear puffs, curls, switches, rats and so forth will be interested to know that these contrivances are made mostly from the hair of Chinamen, gathered in the interior of China and exported from Hong Kong. Interesting also is the fact that the vogue of false hair has increased to such an extent in America that, while in 1907 there were 56,133 pounds of human hair shipped from China, in 1908 the shipments increased to 207,214 pounds.

These facts are made public in a special report of Vice-Consul General Stewart J. Fuller, of Hong Kong. After quoting the figures given above, Mr. Fuller says: "In 1907 all the hair was stored before shipment, but in 1908 the demand was so much greater that a heavy proportion of the shipments were fumigated and disinfected instead of being stored."

One hundred immense floats, which, it is said, will surpass the splendor of any ancient or modern spectacle, are to be displayed in the processions attending the Hudson-Fulton celebration in New York City this autumn. As a part of the celebration, which will commemorate the 300th anniversary of the discovery of the Hudson River and the 100th anniversary of the application of steam to navigation by Fulton on the same river, one historical pageant and a carnival parade will be held on Tuesday, September 28, and another on Saturday night, October 2. Each parade will have 50 immense floats. The first 50 are nearly finished.



W. A. SMITH, Richfield Springs, N. Y., Local Secretary for the meeting of the New York State Pharmaceutical Association June 22-25.

HAS FRIENDS.  
"Don't fool yourself."  
"I won't. I don't have to."

Having rejected the American quick-bunch with scorn, the Londoner is to be given an opportunity of trying the British quicker bunch—in other words, the automatic quarter-bunch, as supplied by the New Automatic Food Supply Company. This British invention consists of a machine which, when a shilling is inserted, delivers a paper mache tray containing a meal of several courses and the necessary condiments and table implements. Each machine holds 30 trays, which the customer may inspect before purchasing. The machine tests the inserted coin, and if it is a bad one cuts it in halves and throws out the pieces.

The menus include salmon, salmon mayonnaise, oysters, cutlets, chops, steaks and sausages. In the summer there will be ices, fruits and cream, and cooling drinks. The machines are to be installed, for a start, on race courses, in music halls, railroad stations, trains and big city offices.

The chief of one of the leading hotels in Berlin states that kangaroo flesh is the delicacy now most in demand by pampered palates. As the carcasses have to be brought from Africa, and never can be procured in large quantities, exorbitant prices are charged for a portion.

One of the many novelties exhibited at the Chicago electric show was the time-a-phone. Attached to one of the posts of a booth was a small device about the size of a watch case, but looking like a small telephone receiver. This receiver was connected to a small green cord of insulated wire, says the Philadelphia Record. When this device was held to the ear and a button pushed the listener could hear the exact time of day.

A set of musical chimes strike the hour, a set of double gongs give the quarters and a high pitched bell tolls off the

minutes. To a man in the dark the time-a-phone tells the time to a minute. It is planned to use this invention in hotels where each room will be provided with one of the instruments, connected to a master clock in the basement. The time-a-phone is placed under a pillow, and any patron wishing to know the hour has only to apply the receiver to the ear and press a button.

Every ambitious drug store clerk will find something worth his while in the following words from a recent issue of the *Grocery World*, which are in the main even more applicable to the retail drug trade than to the grocery business:

"One of the first things I am reminded of is the use of the telephone and the many, many customers and friends of the store that are lost each year by reason of the treatment they have received over the 'phone."

"I have been in stores all over the country, and the impatience displayed by some clerks when taking orders or answering questions about deliveries, is something awful. A customer won't stand for it. You shouldn't expect him to. You wouldn't yourself. It's the unpardonable sin."

"It is not only necessary not to be gruff, or short, or show signs of impatience, but it is absolutely necessary for the good of the business, which means your good, to go out of your way to be just as pleasant as possible over the 'phone."

"The customer likes it—the chances are you will hear of it, for people will naturally boast if you please them, and they can't help but say to their friends or to the boss, 'It's a pleasure to give an order to so-and-so over the 'phone,' or something to that effect. And little things like this count big in your favor."

"I talked with a clerk once with whom I am pretty well acquainted who had just been guilty of knocking the store and himself over the 'phone, and tried to show him the error of his ways. He replied: 'If you knew the man I was talking to you would have been just as gruff. And we've got a half dozen more just like him.'"

"We went into it a little deeper then, and he admitted that he was badly out of line. He had never tried to be a little more than pleasant with any of them over the 'phone."

"Sometimes a customer will complain of his treatment over the 'phone, and in rare cases the trouble is remedied, but more frequently the customer says nothing, but simply quits trading with you and goes elsewhere."

"There are two ways of talking to a customer over the 'phone—a right way and a wrong way! When you answer a ring don't grab the receiver and yell 'well?' or 'what is it?' Never under any circumstances address a person over the 'phone any different than you would if you met them face to face in the store."

"The proper way would be to say, with a rising inflection of the voice, either 'yes?' or (according to the spirit of the store), 'hello!' or 'what can I do for you?' or 'what is it, please?' or something equally polite and agreeable to listen to. Be sure to remember the rising inflection."

"You are certain to find that the customer's reply will be just as polite and agreeable. The rest of your conversation, whatever may be the subject, should be along the same lines. Even if he is as mad as mad can be, your gentlemanly and polite manner in opening the conversation drives his mad away. In straightening out the kick your battle is already half won."

"If you are in doubt about the system working, just try it out."

"It pays to make friends over the 'phone, and it's easier done than in the store."

H. Gordon Selfridge, of Chicago, whose great stores at a single bound have taken a premier position in the forefront of London's finest establishments, has taken such an uncompromising firm stand on the "tipping" question that something very like a revolt began to spread among the employees, especially among those in the tea room and restaurant. On pain of instant dismissal every penny pocketed was instantly to be disgorged.

The employees protested and threatened to walk out in a body. Mr. Selfridge insisted and asked whether they preferred losing permanent situations for the uncertainty of a few charitable coppers. Gradually the Selfridge argument prevailed and a pile of coppers and small silver was placed on a table. Altogether some \$30 was collected, which was promptly

sent by Mr. Selfridge to a prominent children's charity. This welcome destination for the "tips" inspired the waitresses and now, when any monetary tribute to the excellence of the service is left behind, it is promptly dropped into a box and devoted to Mr. Selfridge's pet charity.

Four-year-old Paul Montfort, who was killed recently by falling through a window of a South Side elevated train to the sidewalk in Chicago, was known among his friends as "the most photographed boy in America."

His father, A. W. Montfort, is a photographer, who does a large amount of commercial work, and whenever a firm wished a baby boy's picture to advertise its goods Mr. Montfort used his little son as a model. Some of the firms using the boy's picture are National advertisers, and thus the face of the lad has looked from streets, newspapers, magazines and billboards upon residents of hundreds of cities and towns. In one of his most widely known poses the boy is smiling as a brand of soothing powder is being shaken over him. In another noted pose he is playing with a safety razor and laughing. Millions of persons have seen his picture taken while seated upon a tin bath tub amusing himself with a cake of soap.

Some druggists are so busy discovering the weaknesses of their clerks that they have no time to discover and develop their own strength.

To recent volcanic disturbances is attributed the appearance of "the well of death" in a stream near Puebla, Mexico. The Mexicans are terrorized by it. The place has been known as a bathing resort for many years, but recently when a man jumped in for a swim he sank and was drowned almost immediately. Two psons on the bank jumped in to save him and also perished. Investigation disclosed that a gas spring has broken out in the bottom of the pool and the waters are full of its poison. Now the natives avoid it as if it were a devil's creation.

Though "one-half the world doesn't know

How the other half lives," no doubt

The feminine half of that half

Is doing its best to find out.

Boston *Herald* gives the following interesting account of liquor sold in a "dry" Massachusetts city: "With the close of Worcester's first year of no license the police liquor squad has made a report of liquors brought into the city by express companies; also the number of sales of liquor made at the license drug stores, of which there were seven until May 1."

"The figures show that the shipments of liquors by express through wholesale dealers, who have an agreement out of the city for shipments, average 650 cases and 130 eight-gallon kegs of beer a day for 306 days, Sundays and holidays being eliminated. Added to these figures are 150 gallons of hard liquors, all being classed under the head of whiskey."

"The slips from the licensed drug stores show that to persons who signed for the liquor to be used for medicinal purposes there were 110,000 sales, which the police say mean 29,080 quarts, 87,243 pints."

A druggist who is doing business on a tallow candle standard may have plenty of "tass," but it is never of the illuminating sort.

The Radium Institute of Heidelberg will be the first to commence actual work, as an endowment has been secured for it, and it is to be opened for work before the end of the year. Radio-active material is close at hand, as there are sedimentary deposits in the springs in Kreuznach, from which radium-containing substances can be obtained.

The London County Council has taken a dislike to ragtime music and has barred it from the programmes of the park bands. To make up for the loss of these popular items the public is to be supplied with gramophone performances. The Council is spending several hundred dollars per season on the hire of talking machines and records.

The drug store clerk who talks about the ease with which he fools women patrons is the one who fools away a great deal of time with them.

## The Prosperity of Zwebend.

By Emma Gary Wallace.



The rocky island of Zwebend had been independent such a little while that strong men bent zealously over their labors in order to supply the public need, and thrifty women toiled cheerfully at their housewifely tasks.

Each worker for the public good chose him a Cell in which to work, entirely apart from his fellows, and fearing further distractions placed the windows quite too high for any purposes of outside observation. In this condition of isolation they labored with great industry from week's end to week's end, until many of the strong men became less strong

and all looked like unto vegetation which had grown under a board. A strange and mysterious ailment began to develop which the men of much learning pronounced to be the fearsome disease known as Grouch.

The products of this system of individual labor were of varying degrees of excellence. Some of it was carelessly planned and executed in a slipshod manner. Some of it was exceedingly good and honestly wrought, but few—very few produced their best. "What is the use?" the majority inquired, "these stupid Zwebenders will never know the difference, much less appreciate our most highly skilled efforts!"

Just at a time when ennui had overtaken all, a fine traveler appeared wearing a gold-laced coat, a hat with a long white feather, and riding a coal-black steed. He stopped at each Cell, shook hands heartily with its lone occupant, wiped away a frequent fear of sympathy, and then drawing forth from his capacious saddle-bags attractive samples of whatever style of goods his host had been in the habit of making, urged in lulet tones the advantages of buying from him. He pointed these out so convincingly and in such a charming manner that his hearers were invariably impressed and they straightway bought and then sat them down to rest.

Next came a tall silent man, who although quietly attired, also rode a dark horse. He cantered slowly along, pausing at the Cell doors and gazing earnestly into each. In some of them he saw men who regarded him sleepily, in others those who were entirely indifferent to his presence, and in still others those who appeared altogether too busy to give him a thought.

"Those who are asleep have no trade to lose," he murmured, "those who are indifferent do not care, and those who are so rushed that they cannot even glance up should be willing to share with others and even be grateful for the assistance."

At the Inn where he paused for refreshment he registered as the Prince Serve-All, Philanthropy Park. Continuing his journey he came into his own estate and calling forth his steward gave orders for the erection of a Mammoth Emporium, which was to offer under one vast roof all the wares offered by the small bazaars. He then created a brand new office and electing a proper incumbent caused him to be called the Lord of Publicity. This personage was instructed to let every person on the island know that the new Emporium was to be stocked with absolutely the best and lowest priced goods on earth, and that each dame who did herself the honor to deal with the Emporium should have her picture enlarged free of cost. There would be a trifling and not-worth-to-be-mentioned charge for a massive frame of dazzling brightness.

Now as the homes of the Islanders were exceedingly bare, even to baldness, and as the strong men and the pale men and the men with the awful disease Grouch were seldom at home—for which latter fact the Lord of Publicity was all on account of the habit they had formed of staying continuously at the Cells, the women took great heed of this fine offer.

It was a pious and worthy object, the dames decided, to make their homes beautiful by getting something for nothing. So well did the Lord of Publicity do the work assigned to him that the Emporium aisles were promptly blocked with an eager throng.

The silent Prince Serve-All rubbed his hands gleefully and

prepared a new gift (oh, when all should have secured the "speaking likeness." To be sure, some complained that the pictures looked strangely alike and insisted that they were inartistic, but they were silenced by the argument that art could not improve on nature. Others grumbled that the frames quickly tarnished and the goods were no better nor cheaper than those in the little bazaars, and yet the throngs continued to come, grumblers and all.

Many of the keepers of the Cells did not see the crowds going thitherward nor that their own wives and daughters were among the number. Again a stranger came. It was an emissary of the honorable government of Zwebend, who announced a heavy tax on all that the roads to the Emporium might be made more passable. Then indeed some awoke and wailed loudly finding not the wherewithal to pay the tax to pave the way to their competitor's door.

Many men with gold-laced coats now traveled the country and more Emporiums were opened and the man became rich and powerful who composed the beautiful song.

Pray, make not for yourselves the goods you can buy.

You can't do as well, however hard you may try.

The day of things that are home-made is over.

The ready-made user lives in deep clever.

So, it was not strange that skilled hands lost their cunning and more taxes were demanded for more roads to the new Emporiums. Great was the discouragement in the land and some declared that the knife was not only being driven deep into the vitals of commerce but that it was being twisted ruthlessly around.

Then arose six or seven of the suffering ones and cried out: "Truly, alone we are weak, but united, who can measure our strength!"

Some answered heartily to the call, many sulked behind closed doors and beneath cob-web hung windows. A jealous one said snarlingly: "He who talks, would feather his own nest!" Some vowed that "it was better to let well-enough alone." Others said indignantly: "We have endorsed these wild ideas three whole weeks and we have received no appreciable benefit, we will have no more of it." Still others, "Why should we pay eleven gold pennies a year to support a forlorn hope, and that, too, when our children need shoes?"

Those who labored heed not, and lo, as they worked their own sense of hopelessness slipped away like a garment. They called in the workers in wood and stone and had their windows lowered so that they could see out and the sun could shine in upon them.

They found some willing to labor for the common good and they found many more who were like horses in a burning building, refusing to be led out of danger into safety. The keepers of the Emporiums and the men in the gold-laced coats at first paid little heed to the agitation, but after a time it was noticed that they redoubled their efforts to hold their own and this encouraged the little band of earnest men nightly, and they were often heard to whistle and sing.

Quality products with service to match

Unlulls the stout string of Prosperity's latch.

The women ceased to be fascinated with the sniffling pictures and the scatchily-voiced talking machines, and having listened to their husbands and fathers they said: "These are indeed strange things. Can it be possible that the high standards of Zwebend have been thus lowered? We women-folk will likewise awake and form a Circle which shall embrace every woman on this green island, and such was their earnestness that they did it right speedily.

"Now," said they, "we will appoint a Committee of Seven of the fairest minded dames of Zwebend, and shall ask them to establish a 'White List,' and nowhere else shall we purchase our hominy or linsey woolsey or the Hiera Piera for our children than of these good men and true whose names appear on this honorable List. This List shall be our guarantee."

At first many laughed, others pranced excitedly to and fro in their offices, but in three weeks 80 per cent of the retail dealers of Zwebend had complied with the requirements of the "White List," and the other 20 per cent were so nearly dead with the Grouch by this time that it did not matter about them anyway.

Trade being thus turned into its normal channels, the organization for the Readjustment of Business Conditions and

the Maintenance of Public Confidence became so strong that much good was accomplished for themselves and for others.

They came to see that the man who lives in a Cell with the windows too high to see out of, is little better than a blind man. That to consider self alone is usually to be left to self—and too often the company is none of the best. That the public good often demands temporary sacrifice to insure future safety. That the most symmetrically rounded personalities can never be developed by isolation. That the best work is done by the best equipped, and proper equipment calls for the association of a BROTHERHOOD OF UNITED INTEREST.

They also recognized that merchant princes, middle-men and taxes all have a part in the evolution of conditions. That if an individual goes to sleep or sits calmly by while some one else appropriates his means of support, he has no one to blame but himself. That Progress, Publicity and Preparedness are all in the same class, and that the help of the women who are the buyers for the homes is not to be underestimated.

The evil days had passed forever in Zwobend, simply because its people had awakened to the Power of Organization. No legitimate business could be hand-shipped if it complied with the regulations of the "White List."

Long live the Prosperity of Zwobend.

## FORMER PUPILS HONOR LATE PROF. PARRISH.

Interesting Exercises at Presentation of Picture to Philadelphia C.P., of Which He Was President.

PHILADELPHIA, May 15.—In the presence of many former pupils of Prof. Edward Parrish, who died in 1872, and who at that time was president and professor of pharmacy at the Philadelphia College of Pharmacy, on Monday gathered at the college to honor his memory as well as to participate in the exercises which marked the presentation of a large crayon portrait of Professor Parrish by Prof. James M. Good, of the St. Louis College of Pharmacy. The same day a party consisting of representatives of three generations of descendants of the well-known educator, as well as former associates, attended the anniversary of the laying of the corner-stone of Swarthmore College, of which institution Professor Parrish was the first president.

The formal presentation of the picture was made by Professor Good. It was accepted by President Howard B. French, Prof. H. P. Hynson, of the Baltimore College of Pharmacy, paid a beautiful tribute to the memory of Professor Parrish and referred to his accomplishments. Thomas McElhenie, of Brooklyn, a former pupil, and Thomas Wiegand, librarian of the college, gave some interesting reminiscences of 40 years ago, while members of the Parrish family from Brooklyn also spoke briefly.

Professor Parrish was elected to the chair of materia medica at the College of Pharmacy in 1864. In 1867 he became professor of theory and practice of pharmacy, which position he held until his death at Fort Sill, Indian Territory, in 1872, when he was succeeded by Prof. Joseph P. Remington, the present dean. He was widely known as the author of Parrish's Practical Pharmacy.

## Prescriptions Compounded While the Trains Pass.

SYRACUSE, N. Y., May 15.—George E. Thorpe, proprietor of the Yates Pharmacy, has acquired a rapidly growing popularity with New York Central railroad trainmen who apparently seem to know where to stop to have a prescription filled when in a hurry. Four times recently trainmen have jumped off the front end of an eastbound passenger train in front of Mr. Thorpe's store and run in to have a prescription filled in a hurry. Each time the man had his purchase in his pocket when he jumped onto the rear end of his train. One prescription contained four drugs. A fifth prescription Mr. Thorpe had to refuse because of a short train and a lengthy prescription.

## Wedgeood Club Entertains Dr. Caspari.

BALTIMORE, May 15.—At the Wedgeood Club's last monthly social session Dr. Charles Caspari, Jr., was the guest of honor and made an address, others following with remarks in a light vein. John R. Thomas presided. Charles Steyer, Jr., the Baltimore representative of the Whitall Tatum Company, was initiated to the entertainment of all the Wedgeoodites who have gone through the mill.

## Sky-Lights and Brick-Bats.

By Joel Blanc.



Once upon a time there was a husky youth who was enjoying himself by throwing brick-bats upon the roof of his home. After having thrown an unusually large slice of baked clay, he rushed into the house to get a slice of bread and lasses. He got the slice all right! The slice of brick crashed through the sky-light and fell through the stair-way just in time to take a slice out of the young athlete's scalp, keeping him under the influence of its forceful anesthetic while a peck of falling glass traced a map of Boston on his phiz. This reminds me of

some druggists who are very glib in handling the "clerk problem." I shall now interrogatively and hypothetically proceed to exhibit a choice collection of broken sky-lights.

A number of years ago there was a boy who was clerking, or rather, "boy-ing," in one of the Mississippi Valley cities. He appeared to be a bright chap and I came in contact with him often enough to watch him grow. For a year he worked for six dollars per month because he was being "prepared for college" by his employer. From all I could see and learn, the "preparing" consisted of delivering packages and cleaning the store. At the end of the year the boy entered college and his wages were reduced to five dollars per month on account of the time used in college attendance. But it did not matter much about the pay, for the boy's mother had some money and was determined that he should be a professional man and she considered it a rare privilege to have her boy employed by one who sported Phar.D. after his name. At the end of the year the boy left college. He could not keep up with his classes and his employer told him that he could pass the board just as well after he had made his time by two years more service in the store. Other druggists said that the boy would have had as much pharmaceutical training in a glue factory as he received under that Phar.D. He went before the board and failed, and then tried and failed again. Then he jumped the traces and secured a position with a lawyer who was neither a gronch, a grafter nor a "skin." That boy came out of law school as an honor man and is now a brilliant lawyer with a large practice. Does the history of this case prove that competent young men are tempted from the drug business by shorter hours or that the employer of this boy was merely a grafter of cheap labor?

I have in mind the dean of a small college of pharmacy who, at the time of which I write, was the occupant of the chair of commercial pharmacy. He was supposed to teach the young men how to keep store. The dean's own store was looked upon as a joke by many and as a shame by a greater number. The front part of this store was kept in only fair condition; but the back room, which was nearly as large as the front, was indescribably filthy. Every student in the college knew what sort of store-keeping was done by his dean. Will you tell me that examples of this kind have nothing to do with making clerks "disorderly, unclean and generally deficient in business knowledge," as they are said to be?

In another part of the country I heard a druggist say that clerks as a class were so deficient in chemistry that urinalysis was beyond most of them. The man who made the statement was a trustee of a college with a toilet room so unsanitary and unclean that it would not have been tolerated in a railway station. In this room was gathered the material for instruction in "practical work" in urinalysis, the manipulations being performed with ancient, heavy, acid-stained hydrometer jars through which the readings of the urinometer scale could not have been seen with a microscope and a search-light. Is not that which is permitted in a college, virtually taught? May I ask if pharmaceutical etchies—But perhaps we had better pass this.

Some time ago I read a letter in which the writer complained that clerks do not take a lively interest in the affairs

of their employers, that they resent instruction and avoid the acquirement of knowledge of business details and that their only thought is to avoid both mental and physical effort so far as that may be possible.

The gentleman who made this accusation keeps no books except upon his check stubs and his memoranda of credit sales are dotted down in a ten-cent, manila paper scratch book. He has no cash register, his stock has never been inventoried, he has no store index or any stock system, he never checks prices on his merchandise invoices and he tells travelers not to call between 11 and 3 or after 5.30, because he is trying "to make up for the rest and recreation he lost when he was a clerk." Will some one kindly tell me what sort of business instruction such a man is qualified to impart?

Some months ago a certain successful druggist complained that clerks were becoming specialists and were unwilling to make themselves generally useful as he claimed he had to do when he was a clerk. This druggist has a large business in a small city. He employs from six to eight hands. He has two registered men and two qualified assistants at all times and says that his prescription business demands them. He rarely keeps a clerk for three months or, to be exact, it is rarely that a clerk stays with him three months. In his store there is a work table upon which there are at all times labels to be trimmed, specialty materials to be assembled, drugs to be measured into counter-sales packages, and so on. Employees are expected to be occupied every minute while on duty, and as there is generally a shortage of help registered man, assistant, soda dispenser, boy and colored porter are compelled to work side by side at that work table. Will those gentlemen who are in favor of a post-graduate course in pharmacy kindly inform me if such a course should include bottle-capping, cork-pressing, powder-folding and label-trimming?

A member of a board of pharmacy states that evidence of the general deficiency of clerks is shown by their low averages in practical pharmacy in board examinations. I have seen this board member jam a filter paper into a funnel without folding it. I have seen him use an acid-tainted graduate for a prescription containing an alkali and then get in a rage about "impure drugs." In his store, the blades of the spatulas are as black as the handles. Mortars, graduates and pill tiles are dumped into the sink and left there until wanted and the sink faucet furnishes all the "aqua destillata" that is used in the store.

I was fairly familiar with the criticisms heaped upon those who may be said to have been included in the past generation of clerks and they were criticized just as much as the present generation is. But although many of them are now store owners they appear to have forgotten past criticisms. Were they better than the present generation? Did the majority of them experience some miracle of eldritch when they became store owners? Did the toppers become saints and the dopers become deities? If the standard of intelligence of the clerks of 15 and 20 years ago was no higher than the standard of clerks of today, is it safe to assume that the standard of the druggists of today is relatively higher than the standard of clerks when the druggists were clerks or of clerks now?

Is not the standard of the instructed dependent upon and controlled by the standard of their instructors? Is a faculty better than its college or a business better than its owner?

If the human product of pharmaceutical theory is inferior to the ideals of the theorists, who is responsible, the theorists or the product? Does the druggist who does not train his minor help properly expect some other druggist to properly train senior help for him? If the store training and the college training fail to balance each other is not one or the other detrimental instead of advantageous to the candidate for board examination? Is not each generation mobbed by the example of its teachers as well as by the character of their instruction? Is it not human for the boys to copy the practices of the men who pay them rather than to follow the theories of the instructors whom they pay?

Is it not true that clerks as a class suffer by comparison with their exceptional degenerates while druggists as a class profit by comparison with their exceptional pargons?

#### Druggists Guests of the Doctors.

COVINGTON, Ky., May 15.—Druggists were among the guests at the recent joint meeting of the Campbell and Kenton County Medical Societies. F. C. Hauser, of this city, read an interesting paper on the "United States Pharmacopoeia."

## QUESTION BOX

**THE OBJECT** of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

#### Syrup of Garlic; Syrup of Onion.

(W. H. C.)—Syrup of garlic was formerly official in the U. S. P. of 1890 and the formula appears in the appendix of the N. F. (See page 229). A so-called "artificial syrup of garlic" may be made from the following formula, credited to Thomson's practice:

Tincture of asafetida .....	1 fl. dram.
Concentrated acetic acid .....	6 fl. drams.
Simple syrup .....	16 fl. ounces.

According to King's American Dispensary, a syrup of onions is often prepared extemporaneously for coughs by slicing one or two onions, and laying the slices upon each other with sugar between. This is set by the fire in a saucer or glass vessel, and kept there until the juice of the onion and the sugar have, by the aid of heat, formed a syrup in the vessel. It may be given freely.

#### Lotion for Removing Freckles.

(N. W. R.)—Try one of the following:

(1)	
Ammonium chloride .....	2 drams.
Zinc sulphocarbonate .....	20 grains.
Glycerin .....	2 fl. ounces.
Orange flower water .....	5 fl. ounces.
Elder flower water .....	20 fl. ounces.

(2)	
Mercuric chloride .....	10 grains.
Glycerin .....	2 fl. drams.
Rectified spirit .....	2 fl. ounces.
Rose water .....	20 fl. ounces.

(3)	
Lactic acid .....	1 fl. dram.
Glycerin .....	2 fl. drams.
Ammonium chloride .....	30 grains.
Boric acid .....	15 grains.
Tincture oforris .....	1 fl. ounce.
Tincture of benzoin .....	2 fl. drams.
Elder flower water .....	20 fl. ounces.

Mix the tinctures and pour them into the elder flower water in which the other ingredients have been dissolved.

#### Thymol as a Taenicide.

(J. M. Y.)—"Will you kindly publish in the Question Box of the next *Era* what vehicle is the best to use in the administration of thymol to infants from one to five years old. I desire to know in what liquid the thymol could be used most favorably. The child is the victim of tapeworm and I would like to know the maximum dose for an infant two years old."

This seems to be a case for the physician rather than the pharmacist, for while thymol as an anthelmintic is especially recommended for the destruction of the tapeworm, its use is attended with some danger. The usual method of administration outlined by medical authorities is for the patient to begin by taking four teaspoonfuls of castor oil in the evening, following it the next morning by two drams of thymol, well triturated, in 12 doses, 15 minutes apart, and giving 20 minutes after the last dose four teaspoonfuls more of castor oil. Of course, this dosage is recommended for an adult, but according to Roth (*Modern Materia Medica*) "such large doses are risky, even when, as is recommended, their administration is combined with stimulants such as rum or brandy, in

order to prevent a lowering pulse, temperature and respiration."

Thymol may be suspended with acacia in almost any aqueous syrupy liquid, but its administration should be under the direction of a competent physician. The average adult dose as given by the Pharmacopoeia is two grains; on the basis of Young's rule for computing the dosage for children the average dose of thymol for an infant two years old would be two-sevenths of a grain.

#### Face Powders.

(J. S.)—"Fatty" face powders have a small percentage of fat mixed with them in order to make the powder adhere to the skin. "Pharmaceutical Formulas" gives the following formula for "lanoline toilet powder which is good and workable, and fairly typifies the manner in which any powder may be made 'fatty.' It is theatrical people generally who require this class of powder."

Anhydrous lanoline .....	1 dram.
Magnesium carbonate (light) .....	3 drams.
Ether .....	4 drams.

Put the lanoline in a mortar and dissolve in the ether, add the magnesia, and mix well. Dry and add the following:

French chalk .....	2 ounces.
Starch .....	1½ ounces.
Boric acid .....	1 dram.
Perfume .....	a sufficiency.

Mix well. A good perfume is:

Coumarin .....	2 grains.
Otto of rose .....	2 minims.

Here are two formulas of the type of face powders in general use:

#### (1)

Zinc oxide .....	3 pounds.
Precipitated chalk .....	18 pounds.
Talcum .....	3½ pounds.
Rice flour .....	6 pounds.
Perfume .....	4 ounces.

For flesh tint color with a little carmine, while brunette is produced by burnt umber. This should be bolted through cloth to get the best results.

#### (2)

Precipitated chalk .....	23 parts.
Powdered talcum .....	24 parts.
Bismuth subcarbonate .....	7 parts.
Zinc oxide .....	17 parts.
Corn starch .....	30 parts.
Oil rose (or rose geranium to suit).	

#### Compound Elixir of Glycerophosphates.

(D. H. H.)—The following formula which appeared in the ERA last year produces an elixir which contains no sugar:

Calcium glycerophosphate .....	128 grains.
Sodium glycerophosphate .....	128 grains.
Iron glycerophosphate .....	16 grains.
Manganese glycerophosphate .....	16 grains.
Quinine glycerophosphate .....	8 grains.
Strychnine glycerophosphate .....	1 grain.
Glycerin .....	4 ounces.
Alcohol .....	1 ounce.
Lactic acid .....	45 minims.
Water, sufficient to make .....	1 pint.

Rub the calcium glycerophosphate to a smooth paste with 1 ounce of glycerin; add 3 ounces of water and 30 minims of lactic acid. Dissolve the iron and manganese glycerophosphates by heat in 1 ounce of water, to which 15 minims of lactic acid has been added. In this solution dissolve the quinine salt and add the whole to the calcium glycerophosphate solution. The sodium glycerophosphate is dissolved in about one ounce of hot water; the strychnine glycerophosphate is also dissolved in a little water, and both are added to the above solution. The remainder of the glycerin and all of the available water and alcohol are mixed and then added to the solution of the glycerophosphates.

#### Fined \$200 and Jailed for Sixty Days.

Str. Johns, Mich., May 15.—Clifford U. Smith, an Elsie druggist, pleaded guilty in Circuit Court to having violated the local option law, and was sentenced by Judge Searl to 60 days in the county jail in addition to paying a fine of \$200.

## Original and Selected

### THE COMPARATIVE COLOR VALUE OF TURMERIC

By W. A. Pearson, Philadelphia.

Turmeric enters our market in two forms, as "fingers" and as "splits." The so-called fingers are the rootlets and the splits are the roots.

Four samples were furnished us by Mr. H. B. French. No. 1, splits; No. 2, Pubna fingers; No. 3, Madras fingers; No. 4, Pubna fingers from another firm.

The samples were powdered separately. The splits gave a yellowish brown powder. The powders from the Pubna fingers were both brownish red and a much deeper shade than either of the other varieties. The powder from the Madras fingers was of a bright yellow color and of much superior appearance to any of the other samples.

Five grams of the powder from each sample was placed in a Gordin extraction percolator and extracted with alcohol, about 125 cubic centimeters was required in each case. The percolates were all made to a volume of 125 cubic centimeters and the colors compared.

The tincture from sample No. 1 splits is the least colored of all and resembles the tincture made from sample No. 3 Madras fingers in intensity and color, with the exception that it has a slight greenish shade and is not so bright a yellow.

The tincture from sample No. 3 Madras fingers is a beautiful bright yellow. The tinctures from both samples of Pubna fingers were of a brownish red appearance and the color was about two and one-half times as intense as the other two.

The Madras fingers are of a much higher price and gave a better color to alcohol, but only about two-fifths as intense as Pubna fingers. The color of the powdered Madras fingers is also more desirable.

We have been informed that powdered turmeric is now on the market artificially colored with a yellow aniline dye. This adulteration could undoubtedly be detected by applying the double stain test given in Official and Provisional Methods of Analysis of the Association of Official Agricultural Chemists, and by noticing the characteristic changes with boric acid and ammonia.

### AROMATIC ELIXIR.

By Ralph R. Johnston, Phar.D., Bucyrus, Ohio.

Aromatic elixir is officially recognized in the U.S.P. as an aromatic, sweetened, spirituous preparation, containing compound spirit of orange 1.2 per cent, syrup 37.5 per cent, alcohol 23.8 per cent and water 37.5 per cent. This elixir has an agreeable taste and odor, and was introduced into the U.S.P. to be used as a pleasant vehicle with therapeutic value almost nil.

While this elixir was intended to be used in U.S.P. and N.F. preparations and in prescription work simply as a pleasant and harmless diluent, it is actually true that in many instances the principal activity of the elixir is due to the alcohol and this has often proved injurious. This objection has also prevented an extensive official recognition of elixirs, the U.S.P., 8th Revision, recognizing but three, only one of which—elixir of iron, quinine and strychnine phosphates, is intended to be used for its therapeutic value.

Aromatic elixir contains 23.8 per cent of alcohol and this proportion of so active an ingredient will at once be recognized as rendering it objectionable for use as a harmless diluent and vehicle. With this thought in view, a series of experiments were conducted to develop a preparation which should be equally as efficient as the official aromatic elixir, yet one which should contain so small a proportion of the objectionable ingredient as possible.

First a quantity of aromatic elixir was made according to the U.S.P. and used as a standard for comparisons. Then 1000 Cc. of elixir (Sample No. 1) was made in every respect according to the official formula for aromatic elixir except that glycerin was used in place of the alcohol. This preparation was found to be very sweet and syrupy, and decidedly unpleasant to the taste.

Sample No. 2 was made in a manner entirely foreign to

the U.S.P. method. Instead of making a solution of the compound spirit of orange and the alcohol and to this adding the syrup in small portions at a time, and afterwards adding the water and mixing the tale with this liquid and filtering, the method was changed by adding the compound spirit of orange to the tale and triturating thoroughly. To this was added the glycerin (238 Cc.) in several portions, triturating after each addition. In like manner the syrup (375 Cc.) and finally the water (375 Cc.) were in turn incorporated with the solution. The liquid was then filtered through a wetted filter. Lastly the filter was washed with a mixture of one volume of glycerin and three volumes of distilled water. In making the elixir in this manner the method was found to be very expeditious, simple, practicable and altogether satisfactory, producing as fine a preparation as the U.S.P. method and that in considerably less time.

This method of manufacture being found to produce such satisfactory results, it then remained to find the right proportions of glycerin, alcohol and water to be used in attaining the desired purpose of making a preparation which should contain the least possible alcoholic contents. On the other hand, the elixir was required to contain enough alcohol to make its "keeping qualities" permanent and its taste agreeable. In order to ascertain this point a large number of samples of aromatic elixir were made. Four were made by adding the glycerin to the U.S.P. formula; that is, glycerin was added to 12 Cc. compound spirit of orange to make 250 Cc., then syrup (375 Cc.) was added to this solution in divided portions, the mixture being agitated after each addition, after which there was added to it in the same manner, a mixture of glycerin, alcohol and water in various proportions, as follows:

Sample No. 4. Alcohol 5 per cent, glycerin 20 per cent, water 75 per cent.

Sample No. 5. Alcohol 10 per cent, glycerin 15 per cent, water 75 per cent.

Sample No. 6. Alcohol 15 per cent, glycerin 10 per cent, water 75 per cent.

Sample No. 7. Alcohol 20 per cent, glycerin 5 per cent, water 75 per cent.

The tale was then added to this liquid, the solution filtered through a wetted filter, the first portions of the filtrate being returned to the filter and run until a transparent liquid was obtained. The filter was then finally washed with a mixture of alcohol, glycerin and water in the same proportions as those used in the previous sample, to make 1000 Cc. None of these four samples (Nos. 4, 5, 6 or 7) were found to be as aromatic or nearly so satisfactory as Sample No. 2, which was made according to the "revised" method.

Four more samples were then made according to this "revised" method, the ingredients varying only in the quantities employed. In these samples the compound spirit of orange was added directly to the tale, triturated thoroughly, the syrup added to make 375 Cc. and finally adding glycerin, alcohol and water, not in a mixture, but in proportions as used in the previous lot of four samples, as follows:

Sample No. 8. Glycerin 20 per cent, alcohol 5 per cent, water 75 per cent.

Sample No. 9. Glycerin 15 per cent, alcohol 10 per cent, water 75 per cent.

Sample No. 10. Glycerin 10 per cent, alcohol 15 per cent, water 75 per cent.

Sample No. 11. Glycerin 5 per cent, alcohol 20 per cent, water 75 per cent.

These solvents were added in the order named, the solution, after each addition, being triturated thoroughly. It was then filtered and the final product brought up to the required amount (1000 Cc.) by mixing the glycerin, alcohol and water in the proportion previously used.

In order to test the "keeping qualities" of these preparations a "bacteriological" method was used. In this, conformity to the conditions which these elixirs would be under in the average drug store, was the principal object. This was accomplished by testing about 5 Cc. of each of the last eight samples of elixirs and one sample of the U.S.P. aromatic elixir in as many test tubes. Six specimens were taken from each of these nine elixirs. Two of these six specimens were inoculated with a spore-producing organism, two were inoculated with an organism which would produce a mold growth, using *Bacillus subtilis* for this purpose, while the remaining two were not inoculated. Six specimens of each of the nine

elixirs were taken, making a total of 54 test tubes in the lot. These were then plugged with cotton and put into a closet, where they were kept at a temperature of 30° C. for two months. Two specimens of each sample were used for comparison so that one would act as a check on the other.

Another lot of these specimens, each selected from the nine samples of elixirs, was treated in the same manner, in sterile test tubes only, the object being simply to ascertain if sterilizing the container enhanced the keeping qualities of the contents. These experiments not being conducted "under drug store conditions," but little stress was put on the results.

At the end of two months, after having been kept in the heated closet continually, the specimens were taken out and the following results noted: Samples Nos. 4, 5, 6 and 7 were all found to have developed mold growth in both of the specimens which had been inoculated with the spore and the *B. subtilis*, while the specimen which was not inoculated also showed a mold growth but not to such a marked degree. These specimens ranked from a very pronounced mold growth to one not so noticeable, the growth apparently depending upon the per cent of alcohol each contained, the quantity of mold decreasing as the alcoholic strength increased.

The other series of specimens, Nos. 8, 9, 10 and 11, showed far better results. These contained besides the syrup and compound spirit of orange, alcohol 5, 10, 15 and 20 per cent, and glycerin 20, 15, 10 and 5 per cent, respectively, and water 75 per cent, used in the menstruum. The first one (containing 5 per cent of alcohol) was a little cloudy from mold growth, but all of the others were in excellent condition, showing that they had withstood the tests and were permanent preparations.

Sample No. 9 was the first one containing the least amount of alcohol to come through these series of tests in a perfect condition. This was taken as the basis of the final experiments which contained 12 Cc. of the compound spirit of orange, 363 Cc. of syrup, and alcohol 10 per cent, glycerin 15 per cent and water 75 per cent, to make 1000 Cc.

With one more step overcome, a large number of elixirs were made in order to improve their aromatic properties. In all of these preparations the "improved" formulas with the above percentages of alcohol, glycerin and syrup were used. Oils of cinnamon, clove, nutmeg, orange, lemon, cardamom, etc., were used in all possible proportions and combinations in order to take the place of the compound spirit of orange. The aromatic qualities of these preparations were tested by numerous "martyrs of the cause" who happened to come into the laboratory. As a result of these tests the consensus of opinion was that the aromatic qualities of the compound spirit of orange used in the official preparation could hardly be improved upon.

Finally, in summing up all of these points the following formula and method of preparing an "improved" aromatic elixir is submitted:

Compound spirit of orange.....	12 Cc.
Purified tale .....	30 Gm.
Syrup .....	363 Cc.
Glycerin .....	98.7 Cc.
Alcohol .....	62.5 Cc.
Water .....	468.7 Cc.
Mixture of alcohol 10 per cent, glycerin 15 per cent and water 75 per cent to make .....	1000 Cc.

To the 30 Gm. of tale add the compound spirit of orange. Triturate thoroughly and then add the syrup in several portions, triturating the mixture after each addition. In the same manner add the glycerin, alcohol and finally the water. When thoroughly mixed, filter the liquid through a wetted filter, returning the first portions of the filtrate until a transparent liquid is obtained. Lastly wash the filter with a mixture of alcohol 10 per cent, glycerin 15 per cent, and water 75 per cent, until the product measures 1000 Cc.

### A Popular Dye.

A small boy was one day sent for a pennyworth of indigo dye. He stopped to play marbles on the way, and quite forgot what he was sent for. As he was determined to get it, he went into the chemist's shop and said to the assistant:

"What have people been dyeing with lately, please?"

"Influenza," was the answer.

"Ah! that must be it," said the boy. "Please give me a penn'orth!"—*Illustrated Bits.*

# LETTER BOX

## "Question of Veracity at C.R.D.A. Meeting."

Editor The Pharmaceutical Era:

In your issue of the 6th instant you publish an article dated Chicago, May 1, stating in part as follows: "Mr. Cannon, of the executive board, asserted he had seen a letter from President Ryan, of Parke, Davis & Co., approving the stand taken by Manager Bartlett." In this worthy Chicago informant has misstated the facts.

Mr. Cannon, however, did state that he had seen a copy of a letter written by President Ryan, of Parke, Davis & Co., in which Mr. Ryan had endorsed the action of Mr. Bartlett. The article further states that Mr. Carr denied that Mr. Ryan approved Mr. Bartlett's position. The undersigned can hardly believe that so careful a man as Mr. Carr would make such a statement under any circumstances and particularly when he knows that the facts are out.

I quote you in part from an article written by Mr. Carr and intended for *Notes* publication, but later suppressed by Mr. Putts, as follows: "Notes wrote P. D. & Co., requesting a Cascara Tablets, 5 grain, the druggist pays the jobber 24 cents. Most fair minded druggists will testify that a charge of 65 cents when an unbroken bottle of tablets costs 24 cents is simply handed out over the counter is *too much*."

Mr. Bartlett says in his letter to Mr. Born, which has since become notorious as the "P. D. Letter": "Any druggist who charges you 65 cents for 100 Tablets in our original bottles, overcharges you." Now, kind reader, if Mr. Ryan does not sustain Mr. Bartlett, what does he do?

The writer would gladly call your attention to the statement of your Chicago informant which proves his total disregard for the truth. He says: "The incident was finally referred to the executive board for such action as may be deemed expedient." What actually happened at this stage of the proceeding was this: It was voted on motion of Mr. Cannon to concur in the action of officers in connection with the publication of the "P. D. Letter." There was but one dissenting vote on this proposition. In conclusion, I would respectfully commend the author of your information to the tender mercies of Theodore Roosevelt for final disposition as a ranking member of the Ananias Club. Yours truly,

Chicago, May 10.

T. F. CANNON.

## "Wanted—A Man."—Qualifications a la Oswego.

Editor The Pharmaceutical Era:

Noticing the very interesting address delivered before the Prescott Club at Ann Arbor of a successful man in the drug trade I am moved to ask you to insert the enclosed advertisement for me.

A. B.

Oswego, N. Y.

### MAN WANTED!—A THINKING DOER.

I want to hire a man I want him to know more than I do but he must be careful so that he doesn't let me know that he THINKS he knows more; also he must be a good salesman and sell more of My Remedies than I do; I want one who is a quick, handy man anywhere, one who never loses his temper, must be a good dresser and mixer but of course I expect him to work the same hours that I do. I, personally, never have time to mix much because I'm always tending to business.

I don't want a steady man or one that has been long out of a job; it's the steady worker that does the most. I don't want a man just from college, they're too smart and haven't had long enough experience; I'd like one that had been a manager or head man in some big city store so I could really learn from him. I think maybe, that the man who wrote about things sometimes almost as they ought to be, might do, but I don't suppose he's got a N. Y. State license.

I don't want any fellows, or any sickly fellows, but I want a good live MAN, one that knows when to talk and when to shut up and if I can get such a man, why darn the expense, I'll go as high as fifteen dollars a week. Address, Me, HERE.

## Mr. Bacon Resides in Roland Park.

Editor The Pharmaceutical Era:

On page 431 of your issue of May 6 I find an article written in reference to myself which is misleading. It stated that our Governor gives Baltimore three members of the Board of Pharmacy, leaving out the central part of the State. I wish you would correct that in your next issue, as I live at Roland Park, Baltimore County, Md., and have lived there for

the last ten years, with the exception of about one year, and then in 21st street, Baltimore City.

Roland Park, Md.

EPHRAIM BACON.

[The Era correspondent did not say specifically that the Governor had given three members of the board to Baltimore, but mentioned the fact that Mr. Bacon conducts drug stores both in Baltimore and in Roland Park, which is a suburb of Baltimore. Mr. Bacon's residence is in Roland Park. He has given most excellent service in the board and the question of residence with such a pharmacist ought not to be material.

Ed.]

## Sees Trouble Ahead in the Propaganda Evolution.

Editor The Pharmaceutical Era:

I do not believe in the N.F. propaganda and base my reasons for such disbelief upon admissions made by its warmest supporters.

I was recently in a county-seat which has six drug stores and 17 physicians, and the physicians dispense to such an extent that the druggists do not average one prescription a day. One of the druggists of this town declares that it is possible to convince the physicians that if they would stop dispensing and write prescriptions for N.F. preparations that they would secure as patients a large number of those who now buy patent medicines from the druggists. But this druggist acknowledges that the additional patients which the doctors would thus gain would not yield so great an income as is now received from the medicines which the doctors themselves dispense. I do not believe the physicians will go into any such self-sacrificing scheme.

I was recently in a city which has about 200 druggists and in which it is claimed that the N.F. propaganda is making great headway. I know that many N.F. prescriptions are being written in that city. However, the leader of the propaganda acknowledges that about a third of the druggists are too ignorant or too stoutheaded to make their own preparations. He says that they are buying the N.F. preparations which they dispense and he acknowledges that such purchased preparations are fully as good and even more uniform than the store-made preparations. This gentleman furthermore acknowledges that the small druggist can buy the manufactured N.F. preparations just as cheap as he can make them.

Finally, this propagandist says that when an N.F. preparation of a certain make is prescribed that he feels in honor bound to dispense that make.

Considering these admissions and the well-known fact that large and reputable proprietary manufacturers are already soliciting physicians to prescribe certain brands of N.F. preparations and also considering the fact that the propagandists are urging physicians to prescribe N.F. preparations in place of well-known proprieties which, it is claimed, are similar to or precisely like the N.F. preparations, I can only reach one conclusion, and that is: The N.F. preparation is already becoming a proprietary with its advertising value dependent upon the name of the maker instead of a trade marked name; that it will be prescribed as a proprietary with the make specified; that many druggists do not now and never will consider it except as a proprietary and that as a proprietary it will be sampled to and sold to self-dispensing physicians. The obvious conclusion is that this propaganda will merely result in adding more proprietaries to the stocks of the already over-burdened druggists and make it easier and more profitable for the self-dispensing physicians to continue their practices.

Yours truly,

Optimism, Iowa.

DOUBTING THOMAS.

## Thirty-five Graduates at Kansas City.

KANSAS CITY, May 15.—Thirty-five graduates were given diplomas at the 24th annual commencement of the Kansas City College of Pharmacy. Rev. G. P. Baiy, pastor of the Westport Avenue Presbyterian Church, delivered the address. The names of the graduates follow:

Joseph Amatorelli, Frank B. Bengelman, James E. Buckner, Frank R. Cole, Benson C. Culp, Earle E. Devosse, Charles P. Dykes, Herbert P. Eastman, George T. Frank, Joseph Freedman, Benjamin A. Gillespie, Ralph E. Gray, Archibald A. Hale, Samuel A. Harshaw, Harold B. Hedrick, John P. Hinkle, Russell L. Hodge, John M. Hogan, Elmer E. Jones, Otto H. Keuther, Edwin L. Kinder, Charles G. Martin, Lathrop L. Milligan, Jay C. Neal, Randolph S. Parker, Philip S. Pope, Hal T. Robertson, Salvatore A. Romeo, Amos Saunders, George A. Scott, Parker B. Thomas, Walter T. Walker, William C. White, George M. Whitney, John R. Williams.



# ADVERTISING for DRUGGISTS

## "Cutting" and Cutting.

As a general proposition we do not believe in price-cutting nor do we believe in advertising prices of goods which bear a printed price and which are supposed to cost all druggists the same price for the same quantity. In fact, it is only upon such goods that real cutting can be done. Neither do we believe that retail druggist readers should be advised to aid their giant competitors by a taboo placed upon the money-making advertising methods used by their competitors. A careful perusal of the advertisements of the so-called "cutters" shows that much of their loudly acclaimed "cutting" is not cutting at all. How far these advertisements deceive the public we do not know; but so far as the deception may go, it is often self-deception, for many of the strongest and most alluring statements made in such advertisements are not untruthful in fact, and therefore they are not in themselves deceptive. Really, the value of these advertisements is owing chiefly to the fact that the men who write them understand typesetting and a great part of the merit of such advertisements lies in their typographical make-up.

In this article an effort will be made to describe some of

the profitably peculiar points of such advertisement, and readers must judge for themselves whether this class of advertising is worthy of being employed by them.

## Free Lime Water.

As part of a full page advertisement appeared the following:

*LIME WATER GIVEN AWAY*

*Free! Any quantity! Free!*

*We only charge for the bottle*

"We only charge for the bottle" was in 10-point, the other lines in 36-point type. The "charge for the bottle" was 10 cents a pint and 17 cents for a quart. Here is another of similar make-up:

*Hand and Face Lotions at Cut Prices*

This line was set in bold-faced type and following it were enumerated several of the largely sold face preparations without mention of price. Then followed:

*Handi Lotion      Facio Lotion*

*Regular 25c. size, two for 25c.*

"Handi" and "Facio" were the names of the druggist's own preparations and he probably put them up expressly to sell at half the printed price, which would still permit him to make a good profit, but the staple preparations which were men-

WINDOW DISPLAY ILLUSTRATING THIS FORM OF ADVERTISING FOR DRUGGISTS TAKES \$5 PRIZE.



In the ERAS Cash Price Competition this week the judges have awarded the \$5 cash prize in Contest No. 2 to B. A. Cueny, druggist and pharmacist, 903 Main street, North, Chicago, Mich. Mr. Cueny submitted the accompanying photograph of a window display which was prepared by his clerks, George Gable and Anthony Koschek. Mr. Cueny writes us follows:

"The window represents a miniature blacksmith shop, with three moving figures. One man is employed pumping the bellows, another is hammering on the anvil and the third is shoeing a horse. The goods displayed are stock foods placed on the floor of the window and also at the sides of the shop to the right, making the background. The power to run the figures is furnished by a 1-10th H.P. motor, geared to reduce the speed. I hope this window will interest ERA readers."

tioned in the advertisement were sold at 22 cents for 25-cent sizes.

.....  
 \* ROSE OR VIOLET TALCUM 23 CENTS A POUND \*  
 \* Contains four times as much as the average 25-cent \*  
 \* box. Why pay for a fancy box? \*  
 \* WE WEIGH IT BEFORE YOUR EYES \*  
 \* .....

And the druggist weighed the package before the customer's eyes and it weighed 18 ounces. They explained that the box weighed two ounces. That performance made an excellent impression. The box, a tight, mill-board, slip cover box, was cheap, and the perfumed talc had been bought in bulk. Over 500 pounds were sold in a week and it gave a liberal profit.

.....  
 \* STANDARD CATARRH REMEDIES AT \*  
 \* CUT PRICES \*  
 \* Among others is DOBELL'S SOLUTION. Doctors \*  
 \* prescribe it \*  
 \* A full pint for 30 cents \*  
 \* .....

How is that for a "cut price"? Examine the following:

\* 30 cents for a full bottle—100—Bland's Iron Pills. \*  
 \* A blood tonic. One bottle may do you more good \*  
 \* than a dozen bottles of St. Sarsaparilla. But if you \*  
 \* prefer Sarsaparilla, we sell dollar size for 69 cents \*  
 \* .....

Can you not sell Bland's Pills at that price? Can you not make money on your own Sarsaparilla "at 69 cents for dollar size"?

Is the following entirely untrue? Can you not avoid even the appearance of prevarication, meet the price and make money?

\* Other druggists prefer to sell Castile Soap by the \*  
 \* cake. They can charge a higher price that way than \*  
 \* by the pound and they say that they have to charge \*  
 \* for the waste and labor of cutting. Why not cut it \*  
 \* yourself and see if there really is any waste. We are \*  
 \* offering \*  
 \* GENUINE IMPORTED CASTILE SOAP \*  
 \* AT 23 CENTS PER POUND BY THE BAR \*  
 \* .....

A department store manager thought it worth while to give two inches of double-column space to the following:

\* COUGH CURES AT AMAZING PRICES \*  
 \* .....

(Several leaders were named at average prices  
 of 45 cents for 50-cent sizes and 23 cents for 25-cent  
 sizes.)

\* SPECIAL!! SPECIAL!! \*  
 \* We have purchased a large quantity of the \*  
 \* GENUINE BROWN MIXTURE \*  
 \* which we offer at the before unheard of price of 40 \*  
 \* cents for the full pint size. This is an old, reliable \*  
 \* and much used cough remedy. \*  
 \* .....

Are you not willing to make and sell brown mixture at that price?

#### Not So Much Baiting as Formerly.

If readers will carefully peruse the so-called "cut-rate" drug advertisements of department store and store-chains of the present, they will find that the naming of well-known proprietaries as baits has largely passed. In the average two-column or larger advertisement, old-line goods or those now being hoarded have but little space given to them. When they are advertised with price, it is rarely that they are quoted extremely low.

The competing druggist is apt to pay more attention to a single line in eight-point type announcing some staple dollar patent at 67 cents than he is to two inches devoted to a non-secret. Not so with the public, however. The very make-up of the advertisement proves that. Aggressive advertisers have learned by experience that they sell most of that which they

most prominently advertise. If the consumer demands something other than the prominently advertised article the demand is for a well-known article, no matter what the price may be.

The character of the bait has therefore been reversed. Instead of using the widely known specialty to make trade for non-secret substitutes, it is the non-secrets that are advertised so that whether the sale be for the advertised article or a well-known patent, a profit can be made.

#### Substitution Not the Real Object.

Public agitation in the lay press and otherwise, has made it exceedingly difficult to substitute against trade-marked goods, especially in the larger stores.

The successful advertiser of today advertises only what he wants to sell and that only at the price he is willing to sell. He may, it is true, advertise a leader or so at less than actual cost; but the object is not to sell substitutes for it, but to induce sales in other lines.

If there is any class of druggists who should not advertise, they are the ones who sneer at side lines. An examination of over a hundred large advertisements of department and other stores of "cut-rate drugs" shows an average of 80 per cent of the space given to confectionery, cigars, stationery, fancy goods and things in no way used as remedial agents within or upon the human body.

A superior quality of genius and rare intelligence were not required to make up an advertisement that consisted merely of a schedule of well-known patent medicines at cost prices or less, for such as was the custom eight or more years ago. Today, however, the advertising of the cutters shows the work of real experts and the retail druggists who feel such competition should carefully study the advertisements of these experts.

The individual must judge for himself how much of these methods he can conscientiously and profitably adapt to his own use.

There seems to be little doubt, however, that some druggists are permitting an artificial standard of pharmaceutical and commercial ethics to make their advertising ineffective.

#### Informal Supper Ends Dancing Season.

PHILADELPHIA, May 8.—The Druggists' Dancing Class which has been such an important and enjoyable a factor in the many social events of the retail drug trade of Philadelphia during the past winter, last evening held its final session and disbanded for the summer. An informal supper was served. Professor and Mrs. Fricke, who have been so successful in instructing the druggists how to "skip the light fantastic," were the guests of the members. The successful termination of this new feature of the social life of the drug trade in this city reflects great credit upon the committee, Mrs. Charles and Mrs. J. E. Marsden, ably assisted by Mrs. William E. Lee, president of the W.O.N.A.R.D., as well as of Chapter No. 6, of this city.

#### Local Handbook an Advertising Medium.

Thomas Ross, proprietor of the Economical Drug Store, Elgin, Ill., has compiled and had printed a complete handbook of Elgin containing 100 pages. It is full of valuable information and contains four maps of Elgin and vicinity, and will be valuable especially to autoists and visitors. It is neatly made up and is bound with a handsome cover.

#### Roses Frozen in a Block of Ice.

A. E. Curtis, of Rock Falls, Ill., recently arranged a novel window display for his pharmacy, consisting of a large bunch of roses, tied with a dainty ribbon and frozen in a huge block of ice. A drain pan was arranged to catch the water that dripped from the melting ice display.

#### Alligators Used to Advertise a Pharmacy.

Salmon A. Darrow, of Columbus Junction, Iowa, have originated a new scheme for advertising their pharmacy. They have secured two large alligators about six feet long which attract the attention of every stranger who visits Columbus Junction.

#### The New School.

The doctors used to bleed mankind  
 For every ill that they could find,  
 But now they're wiser, so 'tis said,  
 And "bleed" the pocketbook instead.

—Trenton Times.

## PERSONAL MENTION

—E. C. YETTO now represents Sharp & Dohme in northern Illinois and Indiana.

—FRED J. CARTER, of Meyer Brothers Drug Company laboratory, St. Louis, was a recent New York visitor.

—F. P. O'BRIEN, of Parke, Davis & Co.'s Chicago branch, is home from a short spring vacation spent in Wisconsin.

—EDWARD PITROWSKI, of Pitrowski & Kowalski, Grand Rapids, Mich., is recovering from a recent operation for appendicitis.

—O. C. STOCKMEYER, a former druggist at Two Rivers, Wis., now located at Fond du Lac, Wis., was a recent visitor at Two Rivers.

—MILTON WREN has resigned his position with the Lukenbach Pharmacy at Marinette and is now connected with a drug store at Neenah, Wis.

—E. J. GALLOWAY is a recent addition to the sales force of Parke, Davis & Co., and is covering the territory in and about Syracuse, N. Y.

—GEORGE KOELLER, who has been in the employ of a pharmacy at Wausau, Wis., has resigned and will accept a traveling salesman position at Milwaukee.

—WALTER LUKENBACH, a former resident at Oconto, Wis., and lately employed in a Chicago wholesale house, is now connected with his father's pharmacy at Oconto.

—C. H. DEFORD, formerly representing Parke, Davis & Co. in Connecticut, is now devoting his energies to the Progressive Drug Company, of his home city, New Haven.

—HARRY T. CARVER, of Farrand, Williams & Clark, Detroit, has just returned from South Londonderry, Vt., whither he was called by the serious illness of his father.

—HON. CHARLES L. DEAN, ex-mayor of Malden, Mass., and a member of the firm of Dean, Foster & Co., has been elected a member of the Boston Merchants' Association.

—DR. J. HARVEY SPURANCE, candidate for the Democratic nomination for mayor of Wilmington, was for 12 years a member of the Delaware State Board of Pharmacy.

—C. S. CAMERON, a well-known Philadelphia druggist, is serving his neighbors and fellow-citizens as the president of the Fifty-second Street Business Men's Association.

—MAX HOUCK MATTHEWS, son of a Shenandoah druggist, and a nephew of Paul W. Houck, has been appointed an assistant engineer of the Pennsylvania State Health Department.

—E. T. CURTIS recently succeeded R. L. Winchester as manager of Sharp & Dohme's St. Louis branch. He is a brother of C. E. Curtis, who represents the same concern in Chicago.

—W. C. SHURTLEIFF, of Morrison, Plummer & Co., and F. L. De Witt, of Fuller & Fuller, Chicago, are in St. Louis attending a meeting of the Supreme Council of the Royal Arcanum.

—W. W. SOLLIDAY, sales manager for E. R. Squibb & Sons, was a recent visitor to Washington, and he toured the parks and drives of the National capital in the motor car of Druggist S. L. Hilton.

—FREDERICK C. KURZ, druggist at Rush street and Walton place, Chicago, has gone West for a time on account of his wife's health. In his absence the business is in charge of Adolph Reeder.

—CLARENCE RAETZ, a recent graduate of the College of Pharmacy of the University of Illinois, visited at his home in Appleton, Wis., last week. Mr. Raetz has accepted a position with a Chicago drug firm.

—JAMES STEVENSON, of Robert Stevenson & Co., is spending a few days at French Lick Springs, Ind., recuperating after his exciting experience when he broke an arm in stopping a runaway horse, as reported in the ERA of May 6.

—E. W. McKEOWN, who was manager for the Bancroft store at Park Place and Washington avenue, Borough of Brooklyn, this city, for nine years, is now with Bernhard von Rappaport, Rogers and Leferts avenues, Brooklyn.

—ALBERT BONDI LAMBERT, president of the Lambert Pharmaceutical Company, St. Louis, and widely known as an aeronaut, has been ill at his home for ten days from a very painful attack of neuritis, complicated with an attack of the grip.

—THOMAS VOEGELI, of Minneapolis, was recently a visitor

to the National capital. He is a Park Commissioner of his home city and visited Government officials in connection with matters concerning the water supply for Minneapolis parks.

—WILBER B. HUMPHREYS, president of the Humphreys' Medicine Company, of Baltimore, has returned to his desk after a trip to Chicago, Ill., where he spent two weeks, having been called there in regard to establishing a branch office.

—E. F. TOWNSEND, a former druggist of Detroit, Mich., has returned from a sojourn of several months in Florida, much improved in health. He will engage in the drug business out in Michigan as soon as he can find a desirable location.

—WILLIAM G. COOK is the happy father of a son which was born last week. Mr. Cook is all smiles and reports that mother and child are both doing very nicely. Congratulations are also being showered upon Thomas P. Cook, who is now grandfather.

—MRS. ADELAIDE M. GODDING, wife of J. G. Godding, one of Boston's best-known druggists, and who is president of Boston Chapter No. 1, W.O.N.A.R.D., has been elected vice-president of the Daughters of New Hampshire, whose headquarters are in Boston.

—HENRY RENZEL, well-known Milwaukee druggist and a member of the Wisconsin Board of Pharmacy, has been elected vice-president of the Milwaukee Western Electric Railway Company, a corporation which will erect a new line from Milwaukee to Beaver Dam, Wis.

—S. J. CLARK, of Cornwall, N. Y., is not only a druggist and a dentist but devotes some of his time to raising poultry. One recent achievement of his henery was the hatching of 15 chickens from 12 eggs, a case, his neighbors say, of there having been twins in the bunch.

—DR. W. B. CHRISTINE, a prominent physician and pharmacist of Philadelphia, with Frank W. Smith, secretary of the Drug Club, was among the Philadelphians who visited Atlantic City and witnessed the matches rolled in the annual tournament of the American Drug Trade Bowling Association.

—B. W. T. TOBIN is in charge of the offices opened by Sharp & Dohme, at 510 Arch street, Philadelphia. John L. Wertz has been selected to succeed Mr. Tobin as traveler in southern New Jersey. H. F. Ross and J. E. Douglass are newly appointed Philadelphia salesmen for the company.

—FRANKLIN M. APPLE, Dr. J. A. Bolin, Dr. A. S. Erney, Dr. C. H. Gubbins, H. A. Nolte and G. S. R. Wright, were well-known Philadelphia druggists named to act as vice-presidents at a mass meeting of the citizens to protest against the withdrawal of the six-for-a-quarter tickets by the Philadelphia Rapid Transit Company.

—A. C. MEYER, of Meyer Brothers Drug Company, and George R. Merrell and Murrell T. Wallbridge, of the J. S. Merrell Drug Company; Charles E. Lane, of the Allen-Troffler Chemical Company, all of St. Louis, were among the business men of that city who started last Sunday to tour the South-west on a special train in the interests of the jobbing trade.

—JOHN COLEMAN, the Wheeling (W. Va.) pharmacist, is in Philadelphia this week attending the graduation of his son, George J., at the Philadelphia College of Pharmacy, where the young man has won high honors, including a \$200 microscope offered for the highest average in chemistry. George will have charge of the chemical laboratory in the Coleman Pharmacy.

—DR. ALBERT OETTINGER, who for 22 years conducted a retail drug store at 967 North Fifth street, Philadelphia, has retired from business and will in the future devote his attention to Christ's Home for Children, of which he is one of the founders and most active supporter. The institution recently attracted considerable attention by refusing a State appropriation, preferring to carry on its work entirely by the voluntary subscriptions of an appreciative public.

—IN recognition of his appointment as a member of the Pennsylvania Pharmaceutical Examining Board, the faculty of the Department of Pharmacy of the Medico-Chirurgical College, of Philadelphia, tendered a reception and dinner to Christopher Koch, Jr., at the Bellevue-Stratford Hotel. Dr. I. V. S. Stanislaus, dean of the department, presided, and those present were Dr. George H. Meeker, Dr. Soneca Egbert, C. H. Kimberly, C. E. Vanderbloed, Dr. F. E. Stewart, Joseph L. Turner, W. F. Ritter, Willard Graham, W. A. Pearson, F. A. Genth and Ambrose Hunsberger. J. G. Carruth, a member of the board of trustees, was also present.

## BROOKLYN COLLEGE OF PHAR. COMMENCEMENT.

Degrees Conferred by Dr. Anderson on Seventy-four Graduates in Baptist Temple.

Brooklyn College of Pharmacy, class of 1909, held its 18th annual commencement in the Baptist Temple, in that borough, on Thursday evening, May 13. Dr. William C. Anderson, dean of the faculty, conferred the degree of Graduate in Pharmacy on 68 members of the graduating class, among them being four ladies, and also conferred the degree of Doctor of Pharmacy on six members of the post-graduate class.

Alexander Jabrow won the post-graduate gold medal for having the best general average of his class. The senior gold medal was awarded to Paul Rademacher, who also won the junior silver medal last year; the senior silver medal for second general standing, Zachary Sagalowitz; the senior bronze medal, Boris Malisoff. The Anderson gold medal, offered annually by Dr. Anderson, for the highest standing in the theory and practice of pharmacy, was won by Miss Elvira Kalkbrenner, and the alumni prize by Nathan Kantrowitz.

The honor roll, comprising those members who have attained a general average of 90 points or over for the year, and in the final examinations, is as follows:

Elvira Kalkbrenner, Pasquale Aquaro, Philip Garasch, Israel Ross, Frank J. Beck, Meyer Briggan, Louis Cooper, Edwin C. Gay, (valedictorian), Victor Gayda, Louis H. Goldstein, Alexander Holzborg, Nathan Kantrowitz, Max Levy, Morris Lipschitz, Ralph P. Litchman, Davis Litvin, Boris Malisoff, Herman Nishewitz, Paul Rademacher, Zachary Sagalowitz, Meyer Shepard, Jacob Spector, Nathan Spector, Samuel Wolf.

Hon. Norman S. Dike, in an address to the graduates, paid an excellent compliment to the profession. He said: "In the course of my official duties as a judge with criminal jurisdiction, I have been called upon many times to pass sentence upon 'rich-man, poor-man, beggar-man, thief, doctor, lawyer, merchant chief,' but I have never had to sentence a pharmacist." The music was excellent, the soloists being Mme. Maris Steinhart and Mme. Mulford-Hunt, sopranos; Mr. Paul Du-fault, tenor, and Mr. Frank Croxton, bass, Kleins's Orchestra furnishing the instrumental music.

Edwin C. Gay, the valedictorian, chose as his topic "True Success," and delivered a very timely address. The following is a list of the graduates:

Post-Graduate Class, David Baker, Henry Bramower, Nathan Gellberg, Richard L. Heaslip, Alexander Jabrow, Philip Mininberg.

Graduates of Pharmacy, Isabella M. Bonden, Emma M. Jacke, Elvira Kalkbrenner, Sarah Rosenfeld, Samuel Adler, Isaac Altshuler, Pasquale Aquaro, Philip Garasch, Israel Ross, Frank J. Beck, Edward W. Benjamin, Nathan Berner, Louis Berker, Meyer Briggan, Abram Cohen, Edwin D. Cook, Louis Cooper, John E. Denny, Nathan Ellenberg, Joseph E. Esposito, Karl England, David R. Fraser, Edwin C. Gay, Victor Gayda, Joseph F. Gennaro, Louis H. Goldstein, Frank Gotsman, Koren R. Hayman, David Herschberg, Alexander Holzborg, Harrison M. Jones, Israel Josephberg, Joseph H. Kohnsky, Nathan Kantrowitz, Frank S. Knappe, Herman M. Kriep, Otto Lappal, Samuel Laxerlied, Max Levy, Morris Lipschitz, Ralph P. Litchman, David Litvin, Boris Malisoff, Solomon Mamlikin, Joseph M. Mandel, Thomas A. Murphy, Herman Nishewitz, Andrew D. Philip, Philip H. Pipher, Benjamin Green, Paul Rademacher, Joseph Reifman, Max Rosenfeld, Jacob Spector, Philip Spitzer, Zachary Sagalowitz, Meyer Shepard, Benjamin Silberstein, Leopold Sisselman, Jacob Spector, Nathan Spector, Max Spitzer, Louis Stemple, Michael E. Troy, Hove R. Turnbull, Paul H. Wagner, Samuel Wolf, Moses I. Zeffin.

Following the exercises, the Alumni Association held its annual dinner at Cafe Raub, Nexius street and Flatbush avenue. The covers were raised at 11:30 and all present had an enjoyable time. William H. Weygant acted as toastmaster. During followed.

### Penobscot Valley Druggists in Session.

BANGOR, ME., May 15.—At the recent annual meeting of the Penobscot Valley Pharmaceutical Association the following officers were elected for the ensuing year: Charles A. Fowler, president; Ara Warren, vice-president; F. H. Tunper, secretary, and treasurer; C. H. Davis, member of executive committee. The meeting was well attended and the members enjoyed a banquet.

### Automobile Proves an Unwelcome Visitor.

PICACU, KAN., May 15.—A large automobile dashed into Harry Schulz's Red Cross Drug Store without waiting for any ceremony. The machine smashed through the door and damaged the fixtures inside \$300.

## PROPAGANDA WORK IN DISTRICT OF COLUMBIA.

Working Also for Better Remuneration for Handling Telephone Business—Joel Blanc Honorary Member.

WASHINGTON, May 15.—The District of Columbia Retail Druggists' Association held its regular monthly meeting Tuesday, May 9. A large and enthusiastic number were present. The report of a committee on preparation of samples was taken up and the recommendations of the committee discussed as to methods of preparation of the six N.F. preparations selected for propaganda work at the present time. It was recommended that no coloring matter be used in making these preparations except where directed in the formula proper, in order to insure uniform appearance of these preparations in the District of Columbia.

The consensus of opinion was that Elix. Gent. Glyc. was too sweet and that the use of saccharin therein was not wise. But no changes seemed possible until the formula was officially changed.

Chairman S. L. Hilton, of the telephone committee, reported that the resolutions in favor of increased remuneration for druggists had been sent to the telephone company, but thus far there had been no time to carry negotiations farther. He also stated that copies of the resolutions had been sent to the Baltimore R.D.A. and plans were being formed whereby the two cities might co-operate in telephone matters.

There was some discussion upon the low prices made by some Washington druggists and there were those who suggested retaliation. However, decisive action was deferred to enable Chairman Hurlbans to hold further conferences with the discrediting parties.

Mr. Hilton made a motion that the first honorary membership of the organization be conferred upon J. Leyden White (Joel Blanc). The motion was unanimously carried. Mr. White, who was present, acknowledged the honor in an appropriate speech, saying he would feel more at home, if possible, now that he is one of the association.

### Planning to Go to N.A.R.D. Meeting at Louisville.

EVANSVILLE, Ind., May 15.—At an enthusiastic meeting of retail druggists Tuesday night it was decided to charter a steamboat and attend the N.A.R.D. convention in Louisville, September 5, with a big delegation from all parts of southern Indiana and the adjacent towns in Illinois and Kentucky. A band will be secured and the delegation will sleep aboard the steamboat during the week they are in Louisville.

A committee was appointed to awaken interest in the project. Louis Tepe, John F. Petersheim and Theodore Gerke were appointed. This committee will visit all nearby towns and urge druggists to join the Evansville delegation. The officers of the local association are: John Wyttenbach, president, and Louis Tepe, secretary.

### Norman H. Colby Elected President.

MANCHESTER, N. H., May 15.—At the recent 25th annual meeting of the Manchester R.D.A., L. G. Gilman, of East Manchester, president, and the following officers were chosen: President, Norman H. Colby, of Jamaica; vice-president, Leon D. Tufts; secretary and treasurer, Fred G. Porter; executive committee, A. J. Prescott, J. H. Marshall and Henry Boire, of this city proper, Charles G. Dunnington, East Manchester, and J. Albert Marshall, West Manchester. The membership of the association is large and the financial condition is good.

### Alabama Druggists Elect Officers.

FLORENCE, Ala., May 15.—The druggists' association of Florence, Sheffield and Tusculum met recently in the Tri-Cities Park and elected the following officers for the coming year: James Miller, of Florence, president; G. M. Drisdale, of Tusculum, vice-president; A. D. Givens, of Tusculum, treasurer; R. W. Butler, of Sheffield, secretary.

### Retailers of Temple Meet to Organize.

TEMPLE, TEX., May 15.—A meeting of the retail druggists of the city was held recently with a full attendance to effect a local organization. Fred P. Hamill was elected president and C. L. Reynolds secretary. A committee composed of J. J. Booker and J. V. Dallas was appointed to draft a constitution and set of by-laws.

## COMMENCEMENT OF COLUMBIA UNIVERSITY COLLEGE OF PHARMACY AND SENIOR CLASS OF 1909.



Carnegie Hall was a scene of splendor last Thursday evening, on the occasion of the 34th annual commencement exercises of the New York College of Pharmacy of Columbia University, and many favorable impressions were carried away by those who saw the programme carried out and the class of 1909 pass into history.

The large audience cheered as the graduates entered. Prayer was offered by the Rev. Dr. Edwin F. Harlebeck. Vice-president Prof. Charles F. Chandler briefly reviewed the history of the institution and told about the present satisfactory condition of the college and the advantages to pharmacists of being among the ranks of university men. The college, said Professor Chandler, had graduated over 2500 trained pharmacists. The degree of Graduate of Pharmacy was conferred upon the members of the class by Professor Chandler, following the reading of the roll by Secretary Thomas F. Main:

Graduates: (Residents of New York City where not otherwise specified.) Maurice Ackerman; Le Roy R. Adams, Plainfield, N. J.; Otto Alpers; Fred E. Barth, Greenpoint, L. I.; James J. A. Bauman, Maupert, N. J.; Francis L. Bean, McGray, N. Y.; Samuel Bernsteih, Louis E. Boehme, Ernst F. A. Boffeler, Malsboroug, Prussia, Germany; James J. Brady, Woodcliffe, N. J.; George I. Branover, Solomon Branover; Clarence J. Brett, Newport, N. Y.; Jacob Burstam, Middletown, Del.; Alexander Cohen, Abraham Cooper; Stanley D. Cornish, Carmel, N. Y.; Leonard D. Nolfo; Jacob Egerman, Yonkers, N. Y.; Jacob Etlar; Jacob Feldman; Gerald Frucht; Vincenzo Giacalone; Harry Gluckman; Max Golob; Joseph Gordon; Hyman Grodinsky; Joseph Guardi; Lewis Gussman, 1291 Rockaway Avenue, Brooklyn; Herman Hosen; Chester A. Heuss, Ossining; Samuel Hines; Nelson Y. Hull, Plainfield; Ralph C. Jennings, Summit; George Johnson, Jr., West New Brighton, S. I.; Benjamin Karpman; John J. Kinder-garn; Kurt R. Klebe, Yonkers; Mortimer V. Kleinmann; Emil

F. Krapp; Anthony Lacovari; Frances Levitch, Brooklyn; Isidor Liehtenstein; Seman Linnick, West Hoboken; Leon J. Lindsley, Coney, Pa.; Morris Low; Charles A. McBride, Rutherford, N. J.; John M. McFarlane, Fishkill-on-Hudson; James P. McManis, Towners, N. Y.; Anthony Martocci; Noah Minkin, Brooklyn; Wilson B. Morrison, Lisbon; Oliver Thill A. Mundano; William Master, Paterson; Edward B. Oates, Paterson; Samuel Pearl-mutter, Dominick M. Pischli; Kenneth B. Pryor, Wappingers Falls, N. Y.; Constantine Psakki; George C. Reed, Oswego; Morris Regelson; Michael Rosenblum; Nicholas Salinitto; Samuel W. Salomons; Isidor A. Saphiro; John Scharer; Moses Soud, Newburg, N. Y.; John A. Steffens, Brooklyn; Raymond J. Stockhammer; Herman J. Stockhoff, Rutherford, N. J.; Samuel Stroder; Frank P. Stroel; Paterson; Leon Tartak; Nicholas Tow, Siegfried Tow; Meyer Tinnan, Brooklyn; Francis J. Lland; Harvey Weinschenk; Elmsing; Frieda C. A. Westermeyer; Port Chester, N. Y.; Benn Windt; Solomon Zevay.

II. A Herold, president of the Alumni Association, awarded the alumni prizes, consisting of gold, silver and bronze medals, to the three students having attained the highest averages. They were Siegfried Tow and Nicholas Tow, to whom were awarded the gold and silver medals, respectively, and Leon J. Lindsley, who received the bronze medal.

There was much cheering following the announcement of each name on the roll of honor, which was read by Dr. Anton Vorisek. On this roll were the names of the 13 students whose general averages were the highest during the last course of study. Their names and percentages follow:

Siegfried Tow, 93.04; Nicholas Tow, 92.06; Leon J. Lindsley, 90.58; Samuel Stoller, 90.25; George I. Branover, 89.55; Francis E. Bean, 88.11; Jacob Etlar, 88.27; Noah Minkin, 87.95; Ernst Boffeler, 86.60; Benn Windt, 86.50; Solomon Branover, 86.00; John A. Steffens, 85.95; Jacob Burstam, 85.78.

In his address to the students, M. P. Gould advised them

to employ long hours in thinking rather than manual labor, and cited examples of successful persons in the pharmaceutical field and in other callings who had progressed by using their brains.

Considerable enthusiasm was shown when Dr. George C. Diekmann awarded the trustees' prizes of \$100 each to the students qualifying as the highest in the following subjects: Materia medica and pharmacognosy, pharmacy and chemistry. The presentation of the first two were made to Siegfried Tow and Nicholas Tow, respectively, and evoked great applause from the audience, as did also the award of the chemistry prize to George I. Branover.

Preceding benediction and the distribution of flowers which completed the programme, John A. Steffens delivered the valedictory address, bidding the faculty, trustees and officers farewell, as well as dwelling both on reminiscences and possibilities of the future.

The stage was beautifully decorated with flowers, palms and the class and national colors. On the edge were numerous bouquets and floral designs, the presents of friends to members of the class. Music was furnished by the Seventh Regiment Band. The commencement committee was composed of Hieronimus A. Herold, Ph.G., chairman; William C. Alpers, D.Sc.; Thomas P. Cook, William H. Ebbitt, Ph.G.; Charles S. Erb, Ph.G.

The students who are taking the Food and Drug Course were among the numbers on the stage, but they will not graduate until June, when the regular university commencement will be held. They are: Edwin M. Davis, Elizabeth; George A. Geiser, West Orange; Charles F. Gaspard, New York City; Laura E. Hornby, Phillipsburg; Edgar A. Prosser, New York City.

#### Prizes Awarded to New York College Juniors.

The annual reception given to the junior class by the Alumni Association of the Columbia University College of Pharmacy was held in the lecture room Wednesday evening of last week. There were over 700 present and an excellent programme, consisting of musical numbers by the Columbia University Philharmonic Orchestra, together with features by professional talent, was carried out.

The roll of successful juniors was read by Dr. F. A. Leslie and the roll of honor by Dr. George C. Diekmann. The following alumni prizes were awarded to the three highest: A torsion balance, copy of the National Dispensary and a copy of Culbreth's Materia Medica. The names of the students on the roll of honor, with their percentages, are as follows: Walter Reznant, 95.42; Earl W. Blake, 93.08; Alvin Kuhlmann, 92.50; Samuel Baron, 91.92; Alexander Lamouree, 89.00; F. Yappa, 88.33; C. R. Hanks, 88.17; H. T. Cartwright, 86.08; C. W. Lindsey, 85.50; Herman Vogel, 84.25; Arthur E. Cole, 83.75; Harry B. Hansen, 83.50; L. H. Richless, 83.17.

Dancing followed at the close of the entertainment programme and refreshments were served.

#### University College of Medicine, Richmond.

RICHMOND, VA., May 18.—At the commencement of the University College of Medicine in the Academy of Music this evening the address was by Joseph D. Eggleston, Jr., State superintendent of education. Dr. Stuart McGuire, the president, conferred the degrees. The graduates in pharmacy are:

Degree of Ph.G.—Samuel Otis Blair, St. Albans, W. Va.; Jacob T. Blount, Ayden, N. C.; Harry M. Burch, Danville, Va.; E. Crawley Williams, Amherst, Va.

Degree of Ph.B.—W. Marion Ballard, Copeland, Va.; Landon W. Burbage, Como, N. C.; Charles Reddin Butler, Salesburg, N. C.; Frank D. Cuipepper, Spring Hope, N. C.; Frederick F. Fletcher, Jr., Richmond, Va.; Lucy Floraton Ford, Roseville, W. Va.; Percie M. Massie, Bryant, Va.; Roger E. Monroe, Purcellville, Va.; J. Brame Perry, Macon, N. C.; Henry Magnum Pettus, Chase City, Va.; Ralph Mortimore Thompson, Purcellville, Va.; Landon L. Whitman, Edinburg, Va.; John Walter Wilson, Lewisburg, W. Va.

Class officers—E. C. Williams, president; S. O. Blair, vice-president; H. M. Burch, secretary and treasurer.

#### Gasoline Explosion Wrecks Pharmacy.

TOMAH, WIS., May 15.—The explosion of a gasoline lamp at the Rosshardt drug store recently narrowly missed starting a serious fire. As it was, the entire prescription department of the pharmacy was destroyed and the rest of the building was saved by the timely arrival of the fire department.

#### TWENTY-THREE AT MASSACHUSETTS C. OF P.

Extremely Interesting Exercises at Graduation of New Class—Attendance at Hop More Than 400.

BOSTON, May 15.—Twenty-three young men and women filed upon the platform of the assembly hall of the Massachusetts College of Pharmacy Thursday afternoon and received from the hand of President Irving P. Gammon the degrees which represented that their efforts in college had been successful. Eighteen, among whom were two young women, received the degree of Doctor of Pharmacy, and five received the degree of Pharmaceutical Chemist.

The address of welcome at the class exercises was fittingly spoken by Daniel Oliver Wolf, of Boston, the class history was told by Walter Adam Kruszyna, of North Adams; the class oration was by William Alexander Burlbert, of Provincetown; the class poem by Winthrop Morris Quinlan, of Needham; the class prophecy by John Grant Molineaux, of Somerville; the class will by Frank Graham Sherman, of Calais, Me., and the farewell address was by Lloyd Henry Webster, of Grafton. Musical selections were interspersed, an orchestra playing the opening and closing numbers, and the graduates singing two class songs. One of these, "Boys from M.C.P.," was to the tune of "Solomon Levi," and the other, "Alma Mater," was sung to the tune of "Juanita."

Light refreshments were served in an adjoining hall at the close of the class exercises and half an hour later the company and grades assembled for the formal and dignified commencement. Hon. Robert Luce, of Somerville, gave the address, in which he called attention to the peculiar temptations which would beset the graduates who were about to enter the profession of druggist, and that the temptation would come from the victims of drug and liquor habits, who, for money, would tempt them to give them more of the things which were causing ruin.

William H. Puffer, of Milton, called the roll of graduates and each received from President Gammon the coveted parchment. Music brought the exercises to a close. The list of graduates is as follows, the added honor of having taken elective courses in bacteriology, in addition to the requirements for graduation, being mention in the case of Miss Cullinan:

Degree of Doctor of Pharmacy.—Thomas Leslie Aiken, Maurice Brody, Katherine Mand Cullinan, Robert Aloysius Grimes, William Alexander Harbert, Walter Adam Kruszyna, John Grant Molineaux, Winthrop Morris Quinlan, Sagie Ibrahim Saad, Frank Douglas Salisbury, Jennie Hosmer Sargent, Frank Graham Sherman, Philip Monroe Smith, Leon Albert Thompson, Clarence Hathaway Upton, Lloyd Henry Webster, Charles Walter White, Daniel Oliver Wolf.

Degree of Pharmaceutical Chemist.—Peter Philip Mitchell, Elos Albert Ray, Arthur Winfield Scott, Lewis Olds Tayntor, Howard Graves Tuttle.

The graduating class became the guests of the Alumni Association of the college in the evening, at a dinner given at Young's Hotel, which was attended by about 150. President William H. Doherty presided and addresses were made by Hon. William J. Bullock, mayor of New Bedford, and by Robert Luce. Vocal and instrumental music formed part of the programme.

On the night before, Wednesday, the class of 1909 held the commencement hop in Horticultural Hall. It was a magnificent success, the attendance reaching 400. The patronesses were Mrs. Irving P. Gammon, Mrs. J. W. Baird, Mrs. W. H. Puffer, Mrs. Elie H. LaPierre, Mrs. J. G. Godding, Mrs. F. S. Schmidt, Mrs. W. F. Sawyer, Mrs. H. J. Perry, Mrs. C. A. Stover, Mrs. Arthur Tripp, Mrs. T. J. O'Brien and Mrs. C. F. Nixon. The hop committee consisted of Daniel O. Wolf, Frank G. Sherman, Miss Jennie H. Sargent, William H. Harbert and John H. Crowley. Other committee members were as follows: Reception, L. A. Thompson, George A. Bridges, Thomas Aiken, C. W. White and H. G. Tuttle; executive, E. A. Ray, Walter A. Kruszyna and L. H. Webster.

#### Druggist Saves a Boy From Drowning in River.

DALTON, MASS., May 17.—Charles H. Cooper last Wednesday plunged into the Housatonic River and rescued Martin Fox, aged 10, who had fallen into the stream while fishing for trout. The current at the point of accident is very swift and the lad would surely have drowned had not the druggist, who is an expert swimmer, made his leap into the stream without waiting to divest himself of any clothing. Mr. Cooper's friends consider him a candidate for a Carnegie medal.

**A. B. HUESTED, VETERAN DRUGGIST, RETIRES.**

**Had Been in the Business Since 1856 in Albany and Was an Organizer and President of the N.Y.Ph.A.**

ALBANY, N. Y., May 15.—A. B. Husted & Co. will be dissolved, and Mr. Husted, head of the house, is to take a long rest. His son, James E. Husted, of the firm, is at present undecided as to his future. G. V. Dillenbeck, the third member, is to continue the business, having as his partner Edward Loeb, brother of William Loeb, Jr., Collector of the Port of New York.

The name of Husted has long been identified with the drug business in this city. The first store was at Hudson avenue and Eagle street. For the past 21 years it has been at State and Eagle streets. Recently it was visited by a fire, which did damage to the extent of \$10,000. The insurance was \$8000.

In 1856 Mr. Husted became a drug clerk in the store of Dexter & Nellegar, at State and Pearl streets, and remained there for four years, when he took up the study of medicine. At the breaking out of the War of the Rebellion he enlisted in the 113th Infantry (Seventh Heavy Artillery), and left for the front as hospital steward. He was mustered out in 1863 and returned to Albany, where he finished his course in medicine, graduating from the Albany Medical College. He again entered the army and became first lieutenant and assistant surgeon in the 25th Cavalry. He served with this command until 1896, when he was discharged at the expiration of the regiment's service. He entered the retail drug business in 1897.

Mr. Husted was one of the charter members and was the second president of the New York State Ph.A. He also was president of the old New York State Board of Pharmacy and has been a member of the A.Ph.A. since 1879.

**KINGS COUNTY SOCIETY MEETS.**

**Changes in By-Laws Proposed and Paper Read by Mr. Raubenheimer.**

Adrian Paradis, reporting for the committee on supervision of the Brooklyn College of Pharmacy at the meeting of the Kings County Pharmaceutical Society held Tuesday, May 11, announced that a very satisfactory condition of affairs had prevailed in the institution for the class year just concluded. Mr. Paradis stated that there would graduate 68 students from the senior class and six from the advanced three-year course, besides a class of 91 juniors had been advanced to the second year.

The trustees and faculty of the college were complimented by President Jacob H. Rehfuss, of the society, for the good showing. Mr. Paradis also stated that the trustees of the college favored amending Article 5 of the by-laws relating to the election of officers and introducing a resolution that the number of officers be increased from 9 to 12, and abolishing the office of third vice-president. Under the rules the subject was laid over to be acted upon at the next meeting.

Oscar C. Kleine requested the members to attend the joint meeting of the New York branch of the A.Ph.A. with the New York County Medical Society and outlined the tentative programme agreed upon by the committees in charge.

The report of the treasurer, Mr. Kleine, showed the balance in the society account to be \$147.84 and the college treasury \$2817.47.

Otto Raubenheimer, chairman of the committee on pharmacy and a member of the N.E. Revision Committee, read a paper entitled, "Suggestions as to the Improvement of U.S.P. and N. F. Formule." He stated that descriptions of galenic preparations should be included in the next Pharmacopoeia and the temperature of making determinations reduced from 25° to 15° because it was difficult to secure apparatus graduated to conform with the higher temperature. An interesting discussion followed the reading of the paper.

**STRONG ACTION AGAINST "BOOZE" MEDICINES.**

**Dr. Wiley and Internal Revenue Officers Discuss Mr. Pritchard's Attack—No Liquors in Pharmacy.**

WASHINGTON, May 15.—The May meeting of the Washington City Branch, A.Ph.A., was devoted to a discussion of National Formulary questions, not the least interesting of which was the desirability of eliminating from the up-to-date pharmacy, certainly from the pages of the National Formulary, every preparation that might be classified as "booze" medicine.

A communication from B. E. Pritchard, of Pittsburg, entitled "The Pharmacist vs. the U. S. Internal Revenue Department," in which the latter was accused of dealing unfairly with retail druggists, was read and a set of five resolutions, emanating from the Pittsburg Branch of the A.Ph.A., were submitted for discussion and approval.

The communication was discussed by Messrs. Hilton, Bradbury, Mankin and Dr. Wiley, who denounced "alcoholic fakes." P. S. Talbot, a representative of the Internal Revenue Department, read a communication from Deputy Commissioner J. C. Wheeler, which is as follows:

"This office acknowledges receipt through you of copies of an article which appeared in the *Western Pennsylvania Retail Druggist*, a paper read before the Pittsburg Branch of the A.Ph.A., and resolutions adopted by said Pittsburg Branch.

"The matter under consideration relates to the action of this office in enforcing the law requiring the payment of special tax by liquor dealers. That law defines such dealers as every person who sells, or offers for sale, foreign or domestic distilled spirits, wines or malt liquors." It will be noted that there is no question of alcoholic percentages, or use to which the spirits sold are to be put, but every person who engages in such business must pay the tax, including druggists, unless they bring themselves within the exemption under Section 3246 R. S., by first compounding the wines or spirits into medicines.

"This office has uniformly held that in order to secure the benefit of this exemption the spirits or wines used must be compounded with drugs sufficient in character and amount to have a therapeutic effect other than would be obtained by the use of spirits or wine un compounded, and sufficient to render the compound unsuitable for use as a beverage.

"It is a fact, known to every person in the slightest degree cognizant of existing conditions, that the spread of prohibition has induced unscrupulous manufacturers to place upon the market numerous alcoholic compounds insufficiently medicated to render them unfit for use as beverages, to be sold for such use in places where liquors cannot be openly purchased, under the guise of medicines.

"It seems hardly necessary to state that it is this change of conditions which has forced this office to take cognizance of the situation and to scrutinize more closely the alcoholic patent and proprietary preparations on the market, and not the unworthy motives attributed to the officers of this bureau by the author of the address.

"His ire appears to have been especially aroused by the action of this office relative to the widely sold preparation known as Beef, Wine and Iron. A number of samples of this compound were forwarded to this office, which on analysis were found to contain little beef or iron, and which were in fact little more than a poor quality of port wine. In view of the widespread manufacture, sale and use of this compound, it was deemed necessary, in the interests of druggists as well as this office, to fix a standard of what would be considered sufficient medication in such a preparation. Analyses were therefore made of samples of the preparation, as put out by some of the leading manufacturing chemists, and also of samples prepared according to the formula given in the U.S. Dispensatory. Based upon the results of these analyses, it was held in Treas-



F. P. HAMILL, Temple, Tex.,  
elected president of new Temple Retail  
Druggists' Association.

ury Decision 1358, not that Beef, Wine and Iron should be made in accordance with the formula in the National Formulary, as stated in the newspaper clipping, but that, in order to be classified as a medicine, it should contain at least the percentages of beef and iron which that formula called for.

#### Official Standard is the U.S.P.

"The question of what constitutes sufficient medication of spirits or wine to change its character and render it unsuitable for use as a beverage is a very difficult one to determine in many cases, and in order to be perfectly fair and impartial to all, this office has adopted as a rule of guidance the principle that in a medicinal compound an ordinary dose should contain at least approximately a U.S.P. dose, either singly or in combination, of some drug or drugs recognized by materia medica as having a genuine medicinal value, and giving a therapeutic effect apart from the ordinary effect of the spirits or wine used, and that the percentage of alcohol present should be no more than is necessary to extract the properties, and preserve or hold them in solution, since the use of alcohol noticeably in excess of the amount necessary naturally creates the presumption that it is used for its own sake, and not for the legitimate purposes intended.

"The paper submitted seems to admit an axiomatic truth that the Executive Departments are created for the purpose of enforcing all laws upon the statute books.

#### As to Attacks Upon Public Officers.

"It is an easy matter and quite popular with some people to assail executive officers for performing their sworn duty, especially when such officers are not in a position to defend themselves. This is common in cases where enforcement of the laws comes in conflict with the unlawful practices of persons acting in utter disregard of consequences in violation of existing statutes.

"The Internal Revenue laws are enacted for the purpose of securing revenue for the support of the Government. They are not police laws aimed to correct the morals of the people. This is left for local authorities, State, county and municipal. In the execution of the Internal Revenue laws no interference with local authorities is intended or permitted.

"The slurs cast upon executive officers, direct and indirect, in the paper sent me can be ascribed to one of two conditions, malicious misrepresentation or lack of knowledge of what the writer is talking about.

#### Unbiased Treatment of All Taxpayers.

"Impartiality in the collection of Internal Revenue taxes is a cardinal principle with the Internal Revenue Bureau and all concerned in the administration of the laws. All taxpayers look alike to and are so treated by Internal Revenue officers. When the law provides exemption of any particular class from taxation those exemptions are as carefully guarded as possible in order that the favored class may have the full benefit.

"The law, while requiring every person who sells or offers for sale foreign or domestic distilled spirits, wines or malt liquors to pay special tax as retail liquor dealer, makes an exemption in the case of apothecaries as to wines and spirituous liquors which they use exclusively in the preparation or making up of medicines. If undue advantage is sought to be taken by reason of this specific exemption it becomes the duty of revenue officers to use their best efforts to protect the interests of the Government."

"The question was freely discussed and, on motion, the following resolutions were approved:

#### Would Divorce Liquors and Pharmacy.

Resolved, That the sale of intoxicating liquors, whether simple or compounded, for beverage purposes, should be entirely divorced from the practice of pharmacy, and that it is the duty of members of the A.P.A. to give their efforts to the accomplishment of this end.

Resolved, That we recognize the propriety and justice of such proper restrictive measures as may be necessary to prevent the surreptitious sale of alcoholic liquids for beverage purposes under the disguise of medicinal or pharmaceutical compounds, and that the members of this branch will give their aid and support toward the enactment and enforcement of all just laws for this purpose."

The second, third and fourth paragraphs of the Pittsburgh resolutions were rejected and the members of Washington City Branch went on record as being opposed to the sale of any alcoholic liquids that could be or are used for beverage purposes, quite irrespective of what they might be sold for in good faith.

A vote of thanks was extended to Deputy Commissioner

J. C. Wheeler and to Mr. Talbert for their courtesy in defining the methods of the Internal Revenue Department.

#### "Commercial" Alcohol Defined by Dr. Wiley.

A member inquired regarding the difference between alcohol and so-called "commercial" alcohol, asserting that some dealers mark all of the alcohol furnished to retail druggists commercial.

Mr. Talbert explained the revised regulations regarding alcohol and pointed out that the material that is usually labelled "commercial" consists of the heads and tails, or the beginning and the end of the ordinary run of a still.

Dr. Wiley pointed out that "commercial" alcohol does not respond to all of the tests of the Pharmacopoeia and the pharmacist should not allow himself to be imposed upon. He asserted that for but a slight increase in price it is possible to secure a spirit, or pure alcohol, that will comply with all of the requirements of the U.S.P.

### SUGGESTIONS FOR BETTERMENT OF THE N.F.

#### Valuable Papers Read on Subjects Pertinent to Revision at May Meeting of the Washington Branch.

WASHINGTON, May 15.—Valuable papers were read at the May meeting of the Washington City Branch of the A.P.A. One of these was by Lewis Flemer, whose subject was "The use of fluidextracts in elixirs of the National Formulary and some suggestions on the National Formulary in general," in the course of which he pointed out that the three cardinal requisites, for all medicinal products, from a pharmaceutical point of view, should be uniformity in potency, permanency and appearance. He doubts if all or any of these requirements can be obtained in elixirs if fluidextracts are used in their preparation.

Augustus Carrier Taylor presented a communication on "Some Superfluous Preparations in the N.F.," in the course of which he pointed out a number of actual or apparent duplications of formulas and asserted that the National Formulary could be much simplified by eliminating all of the formulas that are but seldom used or for which no distinct need is evidenced.

M. I. Willert presented a communication on "Some of the changes that have been proposed by the Committee on the National Formulary," in which he pointed out that unless the pharmacists of this country took an active interest in and co-operated in the revision of the National Formulary this book cannot be made more representative of the best in American pharmacy and will not reflect, as it should, the most advanced practices in the science of medicine.

#### Invitation to Atlantic City Meeting is Accepted.

WASHINGTON, May 15.—An invitation from Philadelphia Branch to the members of the Washington City Branch to take part in the meeting of the former in Atlantic City, during the week of June 7, was accepted with thanks at the last meeting of the Washington Branch.

#### Massachusetts Likely to Legalize Sunday Soda Water.

BOSTON, May 15.—The bill to permit the sale of soda water, confectionery and fruit on Sundays had a most unusual experience this week, at the hands of the State Senate. The House had passed the bill by a large majority, after a debate which ranks as one of the warmest of the session. The bill came up in the Senate on Wednesday, when, without a word of debate the bill was refused a passage. Before night the cars of the Senators were made to tingle, and on Thursday a motion to reconsider was made and carried, and then the Senate passed the bill to be engrossed by a vote of 21 to 14. It is generally expected now that the bill will become a law.

#### Directory Swindlers Are Under Arrest.

MILWAUKEE, May 15.—With the capture of Frank Burton and Charles Neff, the Milwaukee police believe that they have secured two of the principals of an organized band of swindlers who have been operating in large cities of the United States, gaining thousands of dollars by employing the "directory swindle." Few druggists were "roped in" by the game, but the E. Dohmen Company, wholesale druggists, were the losers for the price of a small advertisement in the fake "directory."



## ASSEMBLYMAN CONKLIN HITS STATE BOARD.

**Tells Manhattan Ph.A. That Health Department and Regents Will Replace Board of Pharmacy—Cream of Tartar Case Explained by Lawyers—Delegates to Los Angeles and Richfield.**

Assemblyman Robert S. Conklin made a short address relating to the recent agitation in pharmaceutical legislation to the members of the Manhattan Pharmaceutical Association at its meeting last Monday evening. He referred to the controversy over his bill as being a most unfortunate matter and predicted that developments would now lie in the direction of placing the inspecting and police power of the Board of Pharmacy under the Health Department and the examining branch in the hands of the Regents.

Jacob Diner, chairman of the legislative committee, reported that the Conklin Bill had died a lingering but not peaceful death in committee and by inside information he had learned that the Brown Bill was being slowly and silently choked to death in the executive chamber.

George H. Hitchcock predicted that the Board of Pharmacy would not make many more prosecutions, for he had learned, he asserted, that steps would be taken to have some other State department usurp this function of the board.

Counsel for the Board of Pharmacy, Jerome Steiner and Henry A. Petersen, explained the recent decision of the Court of Appeals in the grocers' cream of tartar case, declaring that had the case been prosecuted as a violation of Section 164 of the agricultural law the defendant would probably have been fined \$100 as provided in Sections 40 and 41 of the public health laws. This was the decision of the court, which simply held the defendant immune from prosecution as not being a violator of the pharmacy law. The board could give evidence of violation to the department of health, said Mr. Steiner, and treat the grocery cases in that manner.

The portions of the Brown Act and also those of the Conklin Bill, relating to adulterations were declared by counsel to be very defective and under the provisions, they stated, it would be almost impossible to secure conviction for adulteration, while a pharmacist could easily comply with the law and if he wanted also easily violate it and remain immune from prosecution. The present pharmacy law was a much superior measure to the Brown Act, said Mr. Steiner. It was easier to secure convictions than it would be under the new Act, should it become a law. A resolution was adopted that the association recommend to the State organization that the various incongruities and imperfections in the pharmacy laws be remedied as soon as possible, and a careful revision be made so that a pharmacist would not be placed at any disadvantage, compared with a grocer, in the sales of chemicals and other articles enumerated under Section 199 of the present pharmacy law.

The following committees were appointed by President Dickman: Legislative, Jacob Diner, chairman; Joseph Weinstein, Charles S. Erb; finance, Messrs. Enelin, Bakst, Porr; trade interests, Messrs. Alpers, Conzelton, Porr; grievance, Messrs. Weinstein, Blomder, Collins; membership, Messrs. Lascoff, R. K. Smith, Elbbitt; press, Messrs. Tobin, Timm, Sprigues; entertainment, Messrs. Berger, Borggreve, Klingman.

The delegates appointed to attend the meeting of the New York State Ph.A. at Richfield Springs are: C. O. Bigelow, J. Diner, J. L. Lascoff, G. H. Hitchcock, L. Berger. Those appointed delegates to the A. P. Ph.A. convention are Dr. William C. Alpers, C. O. Bigelow, Arthur C. Searles.

It was decided to dispense with the meetings during the months of June, July and August.

Druggists find Erc's Price List to be invaluable.

## PROPRIETORS RE-ELECT THEIR OLD OFFICERS.

**More Publicity Favored—President Watson, of Canadian Association, Explains New Dominion Law. Advertising Subjects Discussed—Not Much to Fear by Honest Manufacturers.**

One of the most important matters acted upon by the Proprietary Association of America, at its 27th annual meeting, held at Hotel Astor, New York City, last week, related to extending the scope of work of the association in a way that is calculated to bring about many effective results. It is understood that an aggressive campaign for elevating the proprietary business will be instituted and the qualifications for membership in the association also will be materially raised. In other words, the members intend to place their business above reproach and beyond attack from every side. Economies in advertising and continuance of friendly relations between the association and newspaper publishers, and the bringing about of such plans as will enable press representatives to obtain whatever information they may desire from the association itself and its members. Resolutions were unanimously adopted in this direction and J. A. Patton, secretary of the Chattanooga Medicine Company, Chattanooga, Tenn., was appointed chairman of a committee with power to appoint sub-committees which are to become active at once.

In order to clean up all business it was announced at the time of calling the meeting that a four days meeting would be held if found necessary, but matters were hastened and adjournment was taken late Wednesday afternoon. There were no entertainment features outside of the several addresses. The informal dinner was eliminated because the majority of the members left before any arrangements could be made and those remaining decided that their number was too small for such an affair.

George L. Douglass, counsel for the association, occupied the entire session of Wednesday forenoon and gave an extended resume of legislative matters, covering all of the important bills and acts of the various State legislatures during the past year. Mr. Douglass dwelt upon the importance of securing uniform food and drug legislation and called attention to several important acts relating to the advertising of proprietary remedies.

The work accomplished at the Chicago headquarters was reported by Mr. Douglass and E. F. Kemp, chairman of the press committee. Regarding publicity and advertising the opinion prevailed that inasmuch that publishers were not opposed to proprietary medicine advertising when a product was placed on the market in good faith and by reliable manufacturers, no concern need be entertained in that direction. It was brought out that as a general rule the tendency was toward clean, conservative advertising copy in all lines of business and that the advertising used by proprietary houses was on par with that employed in other lines of trade. Mr. Douglass was presented with a handsome gold watch at the session on Wednesday afternoon. J. A. Patton made the speech of presentation.

David Watson, president of the Canadian Proprietary Articles Association, explained various provisions of the new Canadian Patent and Proprietary Medicine Act. It was the opinion of Mr. Watson that the Act had considerably improved the proprietary business, placing it on a better basis than ever before because of strict regulation of a beneficial nature to legitimate manufacturers.

According to Mr. Watson's interpretation of the guaranty, the law will not permit the sale of goods in Canada bearing a United States guaranty, and in regard to samples, Mr. Watson explained that with the exception of supplying a person at his own request either personally or by mail, this practice was absolutely prohibited. The ban was on against indiscriminate sampling either by distribution by means of agents



FRANK J. CHENEY, of Toledo, O., who was re-elected president of the Proprietary Association of America.

or through the Dominion mails, said Mr. Watson.

L. S. Levee, secretary of the Canadian Proprietary Articles Association, also addressed the committee and a few of the members on the subject of trade conditions in Canada. Mr. Levee stated that the Dominion was enjoying an era of prosperity and that the influx of people of the better classes continued unabated. He looked for an extensive business in the near future and said that a good impetus had been given to trade in the development of the farm land of the country.

The officers whose terms expired were all re-elected with the exception of H. E. Bucklen, president of H. E. Bucklen & Co., who is replaced by J. H. McPatrick, M.D., of the Murine Eye Remedy Company, both of Chicago. The officers and members of the executive committee are as follows: President, Frank J. Cheney, Toledo, Ohio; first vice-president, John W. Kennedy, Chicago; second vice-president, A. H. Beardsley, Elkhart, Ind.; secretary and treasurer, Orient C. Pinckney, New York; executive committee, Frank J. Cheney, John W. Kennedy, A. H. Beardsley, Orient C. Pinckney, John R. Hinds, Baltimore; R. R. Land, Binghamton, N. Y.; D. M. Newbro, Detroit; T. W. Chelf, Richmond, Va.; J. A. Patten, Chattanooga; William H. Gove, Lynn, Mass., and J. H. McPatrick, M.D., Chicago.

An informal address was delivered to the members at one of the sessions by F. E. Holliday, of the National Wholesale Druggists' Association.

The advertising conditions of today and those of the past were interestingly reviewed by J. T. Wetherald, of the Chester Kent Company, of Boston. Mr. Wetherald also told about numerous of his experiences in the handling of various patent medicine advertising.

The executive committee passed upon various recommendations and applications for membership, which were laid over.

Several of the officers expressed themselves as well satisfied with what had been accomplished and intimated that considerable good would result from the meeting as there was a representative attendance and members took much interest throughout.

## PHILA. BRANCH TO MEET AT ATLANTIC CITY.

**Suggestions Wanted for Formulary Revision—Interesting Papers are Discussed at the May Meeting.**

PHILADELPHIA, May 15.—Every member of the Philadelphia Branch of the American Pharmaceutical Association will be asked to submit suggestions relative to changes to be made in the National Formulary at the coming revision. This course was decided upon at the final meeting before the summer recess. The committee on National Formulary was instructed to send out a circular letter immediately and it is expected that the replies will be of considerable value in the work of revising.

It was also decided to hold a meeting of the local branch at Atlantic City in connection with the exhibit of U.S.P. and N.F. preparations there during the coming annual meeting of the American Medical Association. Members of other branches as well as the visiting physicians will be invited to attend the meeting. In reply to a communication from the Philadelphia County Medical Society it was decided to take up the subject of the declaration of the prescription upon which the local branch has already committed itself, each organization being represented by special committees.

The committee of the local branch consists of Prof. Joseph P. Remington, Prof. I. V. S. Stanislaus and Franklin M. Apple.

Upon motion of William L. Cliffe, a committee will be appointed to draft suitable resolutions upon the death of Jacob H. Rodsecker.

The topic of the evening was "Some Additions and Corrections in the Coming Edition of the National Formulary," and the following interesting programme was discussed: "The Compound Powder of Pepsin and the Compound Elixir of Pepsin of the National Formulary," by George M. Beringer; "The Syrups of the National Formulary," by Prof. E. Fullerton Cook, and "Foreign Formularies Compared with Our National Formulary," by Otto Raubenheimer, of Brooklyn. Mr. Raubenheimer exhibited the formularies of nearly every country in the world and in a most interesting manner discussed their features and compared them with that publication in the United States.

## BOARD EXAMINATIONS

### Illinois.

SPRINGFIELD, May 15.—At the April meeting of the Illinois State Board of Pharmacy, in Chicago, 30 out of a class of 80 applicants for registered pharmacist, and 40 of the 71 candidates for assistant pharmacist passed successful examinations. Their names follow:

**REGISTERED PHARMACISTS.**—Francis L. Abbott, G. A. Anderson, Bruno A. Bolz, Leo E. Elliott, Clyde Gardner, Aaron Gekofsky, Edward H. King, Abraham Kohn, Michael L. Leon, Otto J. Lorenz, C. A. Loefelbein, Paul L. Matthei, Thomas Osborne, Adolph V. Pavlicek, Hans C. Petersen, Andrew V. Plummer, Samuel G. Prentice, Herman L. Ranschert, Alexander C. Rizos, Herbert W. Smith, M. A. Stahlfeldt, Emmet B. Switzer, M. W. Thompson, James A. Toomey, Richard Van Dusen, G. R. Waskow and John W. Zea, all of Chicago; A. L. Adams, Winnetka; Ralph H. Walker, Kankakee, and Abbie N. Thorsen, Newark.

**ASSISTANT PHARMACISTS.**—Arthur S. Arnold, George Eckhardt, Charles F. Fruehling, Edw. C. Glennon, Raymond Greeley, James S. Honeyman, H. Frank Isted, Adolph M. Kishon, Chris W. Lee, Harold J. Lincoln, Solomon Loeffel, Sophus Lynch, Irvin H. Miller, Edward Miller, J. J. Michalak, Wm. J. Mueller, Walter I. McEbrath, Olof H. Olsson, Edw. J. Pelikan, Martin A. Roth, Felice J. Savoie, Rose P. Schmid, Wm. A. Schoen, Walter C. Seibert, Charles A. Shuntan, T. C. Stiles, Earl E. Sweet, James B. Simpson, Abraham Victor, D. T. Walker and Oscar Woltersdorf, all of Chicago; C. C. Cummings, Lena; Joseph D. Ernest, Joliet; Cyril C. Folkord, Quincy; Lloyd Goveia and Henry A. Herter, Springfield; M. A. Lapijansky, Toluca; Jacob Sanford, Du Quoin; Brewster C. Sawyer, Springfield; George A. Williams, Gardner.

The next meeting for the examination of assistant pharmacists and registered pharmacists will be held in Springfield on Tuesday, May 25. The following meeting for the examination of assistant pharmacists will be held in Chicago on Tuesday, July 13. An examination will be conducted the following day, July 14, for registered pharmacists. The next apprentice examinations throughout the State will be held on Friday, July 2.

### South Dakota.

DELL RAPIDS, May 15.—The results of the examination recently held at Brookings by the State Board of Pharmacy were as follows:

Passed as licentiates in pharmacy with full registration and relative standing: Edward Hoffelt, Esteline; Christian Flugum, Watertown; Guy S. Abbott, De Smet; A. N. Clement, Flandreau; N. J. Sauter, Minneapolis; Mrs. Jean M. Kenaston, Homestead; F. M. Wilson, Brookings; J. A. Bush, Rochester, Minn.; E. R. Buck, Brookings; P. J. Enlberg, Dell Rapids; I. L. Hamby, Miller; W. C. Voight, Corona; L. J. Crosby, Hirtshoeck; H. J. Werner, Wesley, Iowa; J. W. McCarthy, Meadow; J. W. McCann, Dallas; M. E. Crockett, Bird Island, Minn.; G. A. Runkill, Madison; E. S. Bowman, Clarinda, Iowa; F. R. Gibson, Esmond; H. C. Trowbridge, Minneapolis; Roy Woodman, Mitchell; B. T. Dett, Salem; A. L. Walker, Bird Island, Minn.; C. T. Schweitzer, Mapleton.

Passed as assistants: L. F. Chladek, Tyndall; Neil Thompson, Watertown; H. C. Smith, Raymond; Seeley Bennett, Aberdeen; Earl Owen, Vienna; Ed. Schenkenberger, Avon; O. R. Hiltibrille, Miller; M. P. Even, Humboldt; Miss A. Austin, Milbank.

### California Board Aids Anti-Opium Fight.

SAN FRANCISCO, May 15.—Inspired by a desire to act in harmony with the Federal Government in suppressing the smoking of opium in this country, the State Pharmacy Board caused inquiries to be made of Collector of the Port Stratton as to the exact amount of the drug arriving just before the law prohibiting its importation went into effect on April 1. Under the recent State law any one found with smoking opium in his possession after May 1 is guilty of a misdemeanor, and it is the purpose of the board to search all drug shops of the Oriental quarter and enforce the statute.

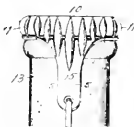
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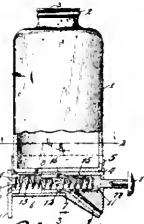
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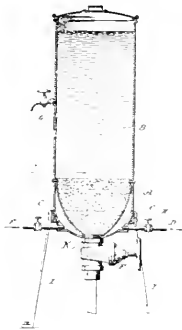
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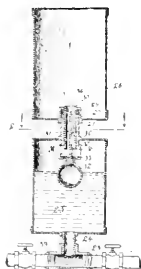
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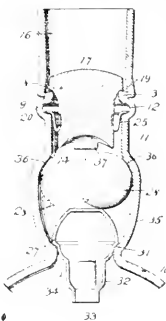
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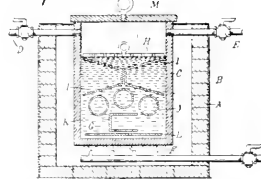


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## PATENTS.

Granted May 11, 1909.

920,902—Thomas H. Bartlett, Los Angeles, Cal. Hair tonic.  
 920,931—George A. Donnelly, Chicago, Ill. Dispensing apparatus.

920,968—George J. Lewis, St. Paul, Minn. Perfumed pin-cushion.

921,000—Isaiah L. Roberts, Lockport, N. Y. Manufacture of water, acid and alkali-proof articles.

921,009—William L. Schulz, New York, N. Y. Non-refillable bottle.

921,055—Moses Aliber, Des Moines, Iowa, assignor of one-fourth to Edward D. Lewis, Chicago, Ill. Bottle stopper.

921,130—Benjamin F. Lockwood, Newburgh, N. Y. Syringe.  
 921,251—Elton M. Howell, New York, N. Y. Process of extracting essences and tinctures from vanilla beans.

921,329—Oskar Zahn, Berlin, Germany. Process of making sodium sulfate and sulfuric acid.

921,387—Edward E. Erer, Turtle Creek, Pa. Nursing bottle.

921,654—Henry Pein, Jersey City, N. J., assignor by direct and mesne assignments to United Condrink Manufacturing Company. Liquid measuring apparatus.

## Claim Pineapple Extract Was Not Pure.

MOBILE, Ala., May 15.—Affidavits have been filed in the United States Court against the Mobile Drug Company, charging it with a violation of the Pure Food Laws. It is alleged that the company sold an extract of pineapple to be pure, and that an examination by a chemist showed it to be otherwise. This is the first arrest in this district under the Pure Food Law.

## Only One Pharmacy Open Each Sunday.

BOZEMAN, Mont., May 15.—An arrangement has just been completed by the Bozeman drug stores by which all but one will be closed each Sunday. Formerly all the drug stores kept open during certain hours on Sunday. Hereafter only one of the stores will be open. The owners will agree during the week as to which store shall be kept open.

## TRADE MARKS.

Published May 11, 1909.

36,818—C. D. Smith Drug Company, St. Joseph, Mo. Class 6. Insecticides and disinfectant used for destroying lice and other vermin, a powder for killing lice, mites and cock-  
 roaches, preservative for meats, a remedy against flies and mosquitoes and a dip remedy for live stock.

37,478—Ochobless Chemical Company, Providence, R. I. Class 6. Cleansing, deodorizing, antiseptic toilet wash for external application.

38,827—Amanda Moffett, Gordon, Wis. Class 6. Salve.

38,876—Waterbury Chemical Company, Des Moines, Iowa. Class 6. Tonics, diuretics, antiseptics, cathartics, poultices, and remedies for asthma, bowel irregularities, external pains and eczema.

39,098—Elsto Company, New York, N. Y. Class 6. Toilet cream.

39,689—The King Manufacturing Company, Topeka, Kan. Class 6. A poultry powder, a hog-cholera remedy and a condition powder.

40,691—Louis A. Mackintosh, Philadelphia, Pa. Class 6. System tonic and blood purifier.

40,767—F. E. Attieaux & Co., Boston, Mass., and Jersey City, N. J. Class 6. Hyposulfite of soda and sulfid of sodium in their various crystalline forms as chemicals for technical purposes in the industrial arts and manufactures.

40,828—F. W. Hovey & Co., Worcester, Mass. Class 6. A remedy for rheumatism, colds, earache, acne in the face, dysentery, corns, blains, chapped hands, sprains, lame joints, want of sleep, weak back, and bites and stings.

40,870—Herman Faul, Baltimore, Md. Class 6. A cough remedy.

40,987—Pond's Bitters Company, Chicago, Ill. Class 6. Ginger-zin, a remedy for diseases of the bladder and kidneys.

41,218—Sharp & Dohme, Jersey City, N. J., and Baltimore, Md. Class 6. A granular effervescent salt.

41,336—Rochester Germicide Company, Inc., Rochester, N. Y. Class 6. Disinfectants.

41,357—Same as preceding.

41,345—Rochester Germicide Company, Inc., Rochester, N. Y. Class 6. Insecticides.

## Bright Thing to Do.

"Would Columbus know what to do with a modern boat?"  
 "Sure. Sell it to the trust."

Copy of any PATENT or TRADE MARK, 10 cents.  
 Author of copyrighted work on Protective Trade Marks,  
 Food and Drugs Act, and Valid Patents.  
 G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## ACTIVE UP-STATE PROPAGANDA WORK.

**Big Attendance of Both Doctors and Druggists at Banquet in Olean—Meetings Soon in Other Places.**

More than 50 pharmacists and physicians from Olean, Salamanca, Portville and several other places in the immediate vicinity were present at a banquet held in Olean on Tuesday evening of last week for the purpose of a joint discussion on U.S.P. and N.F. preparations. The doctors were guests of the druggists.

The subject was introduced by Dr. William C. Anderson, of Brooklyn, chairman of the propaganda committee of the New York State Pharmaceutical Association and dean of the Brooklyn College of Pharmacy, who read a paper entitled "The Relation of the Pharmacist to the Physician."

A reply to this paper on behalf of the physicians was made by Dr. Edward Torrey, of Olean, who stated that he endorsed the propaganda work being carried on by the pharmacists. In a general discussion following the banquet, those taking part expressed themselves also in the same vein as Dr. Torrey.

There was exhibited a line of U.S.P. and N.F. preparations made by the Olean druggists which won favorable comment several times during the evening, the physicians declaring that they were on par with those from various supply and manufacturing houses. The physicians were a unit in expressing themselves in favor of returning to more ethical conditions and stated it was their opinion that the work was of great benefit to the patient, physician and pharmacist.

The tables were decorated with carnations and greens and during the banquet music was furnished by an orchestra. F. R. Brothers, chairman of the committee of the local druggists, acted as toastmaster. The following ladies were present: Dr. S. P. McGraw, Salamanca; Dr. Mary Jepson, Olean; Miss Gertrude Keenan and Miss Anna Hearons, of Olean, pharmacists.

Arrangements are now under way for the holding of meetings at Auburn, Ithaca and Corning during the latter part of this month. These meetings will be held under the auspices of the State association with the propaganda committee in charge.

## One Dead, One Ill—Took Medicines Improperly.

MILWAUKEE, Wis., May 15.—Pills eaten by mistake caused the death of one child in Wisconsin last week and nearly resulted in the death of one other. Edna Carlson, the two-year-old daughter of a farmer living near Beloit, died from eating pills which she thought were candy. The two-year-old son of Frank Lupter, also of Beloit, discovered a bottle of morphine pills and the work of several doctors were required to save his life. In neither case was the blame attached to the distribution of free medicine samples.

## Druggist's Baby Dies of Acid Burns.

Murray Goldstein, the year-and-a-half-old son of Leo C. Goldstein, druggist at 107 Avenue C, Manhattan, New York City, recently picked up a bottle of carbolic acid from the floor of his father's pharmacy and toddled out in the street with it in his arms. The baby was a block away from the store, when he held the bottle above his head, the stopper came out and the acid poured over his face. Several persons standing near heard the child's screams and physicians were called, but he died shortly afterward.

## Obituary Notes.

—JONATHAN JONES, former druggist until 1884, and later a well-known pastor of Mazomanie, Wis., is dead, aged 77 years, of apoplexy.

—JAMES EMBERT, probably the oldest active druggist in northern Ohio when he retired recently, is dead of rheumatism of the heart at his home in Sandusky, aged 80.

—LOUIS M. MAXXEN, a druggist, is dead at his home, 650 Washington street, Brooklyn, N. Y. He was born in Germany and studied chemistry in Heidelberg. He had to give up all business two years ago because of ill-health. He was 53 years old.

—RICHARD E. CALAHAN, of Wyandotte, Mich., died suddenly of apoplexy, Friday, at the age of 57. He had been engaged in the drug business in Wyandotte for 30 years. He came to this country from Ireland with his parents when six years old. He never married.

## CHICAGO RETAILERS PUSHING PROPAGANDA.

**Association Votes \$500 More for Work and Closes the Bartlett Letter Incident With Dr. Helfman.**

CHICAGO, May 15.—The executive board of the Chicago Retail Druggists' Association met at the Northwestern University Building May 11. Otto Neithammer, treasurer of the U.S.P. and N.F. Committee, made a report showing the excellent progress of the work and as the appropriation had been about exhausted he requested an additional \$500. This was unanimously voted. Chairman Holthofer, of the committee, also made a statement about the work of the committee and said that the physicians were more alive to the benefits of the movement than many of the druggists.

Dr. Helfman, of Parke, Davis & Co., appeared before the board by invitation to explain the position of the firm in relation to the so-called Bartlett letter incident. Dr. Helfman stated that Parke, Davis & Co. had about 8000 products in their catalogue and on not one of these was there a price fixed at which the retailer should sell. President Yeomans asked Dr. Helfman about the firm's discounts and the speaker stated that preferred customers who had qualified by a \$500 purchase during a single year received 40 per cent off the list; others who had made larger purchases receive something more while the other trade bought on the basis of 25 per cent off.

Dr. Helfman maintained that no sales were made to doctors direct, but were always billed through the preferred customers whom the doctor nominated. As a remedy to prevent future controversies, Dr. Helfman said he would recommend to the board that a letter be sent to all branch managers stating the position of the firm in such clear terms that such another instance as the present could not arise. The discussion resulted in the satisfaction of all concerned and the matter is now considered at an end.

## Druggists Have a Base Ball League.

CHICAGO, May 17.—U. R. Herzberg, president of the Chicago Retail Druggists' Base Ball League, states that six clubs compose the league and they will play ball every Thursday afternoon in Washington Park on the South Side and on St. Vincent's grounds on the North Side. Nines representing the North, South and West Sides, as well as Englewood and the Social Drug Club, are entered.

## Drug Trade Outlook is Encouraging.

CHICAGO, May 17.—Representatives of a number of jobbing drug houses were in Chicago during last week, coming from Illinois, Wisconsin and Iowa. They took the opportunity to meet together and discuss the general outlook which they found encouraging and satisfactory.

## Convicted on Second Trial of Selling Cocaine.

CHICAGO, May 17.—Adolph Brendelcke, the druggist, in a second trial, has been found guilty of selling cocaine in violation of the law and has been fined \$200 and costs. A new trial has been demanded and arguments will be made on May 22.

## Big Riker Store for Pennsylvania Tunnel Zone.

The William B. Riker's Sons Company last week leased for a term of 21 years, with renewal privileges the building at 433 and 435 Seventh avenue, New York, and a small house at 168 West 24th street, the entire parcel surrounding the southeast corner of the thoroughfares mentioned. It is understood that the rental considerations will amount to between \$25,000 and \$30,000 per year. The buildings are old ones and will probably be replaced by a modern structure which will contain a large drug store. The Riker interests do not take possession until January 1910.

## Detectives Catch Three Cocaine Vendors.

Oscar E. Allen, of 4 Doyers street, Manhattan Borough, New York City, was arrested last Sunday on a charge of giving away cocaine and held in \$500 bail for examination. Allen was shaking some crystals from a bottle labelled cocaine, onto a paper held by a man who lives in the same building. Two detectives were in hiding and secured the bottle and contents, and analysis is being made of the crystals to ascertain their composition. Last week two other arrests were made in the same building, as reported on page 484 of this issue of the Era.

# London Drug Market

## Effect of the Budget on Prices.

LONDON, May 1.—(*Delayed in transmission*).—The one topic of conversation is the Budget, and the proposals outlined by the Chancellor of Exchequer on Thursday will result in a material advance in the prices of a large number of drugs and medicinal preparations. In addition to the customs and excise duties now payable on spirit there will be an additional duty of 3s. 9d. per proof gallon, but on perfumed spirit the duty will be 6s. per gallon and on liquors, cordials, mixtures and other preparations entered in such a manner as to indicate that the strength is not to be tested, 5s. 5d. per gallon. The result of this increase in duty will be an advance in the price of tinctures, spirituous preparations and all preparations in which pure spirit is used in the manufacture. Ether (B.P., S.G., 755) has been advanced from 5s. to 6s. 5d. per pound; ether (Purified, B.P., S.G., 720) from 5s. 8d. to 7s. 2d. per pound; ether (rectified, S.G., 750), 4s. 10d. to 6s. 2d. per pound; Acetic ether, 3s. 3d. to 3s. 10d. per pound. Compound spirits of ether, sweet spirit of nitre, and aromatic spirit of ammonia have been raised in proportion. Infusions have been advanced 2d. per pound, rectified tinctures 10d. per pound, decoctions 4d. per pound, liquid extracts in proportion. In addition to the increased tax on Spirit the customs duty on certain articles in the manufacture of which spirit is used has been proportionately raised; the old and new duties are as follows:

	Old Customs duty.	New Customs duty.
Chloral hydrate, pound,.....	1s. 4d.	1s. 9d.
Chloroform, pound,.....	3s. 3d.	4s. 4d.
Collodion, gallon,.....	6s. 3d.	£1 11s. 11d.
Acetic ether, pound,.....	1s. 11d.	2s. 7d.
Butyric ether, gallon,.....	16s. 5d.	£1 11s. 10d.
Sulphuric ether, gallon,.....	7s. 5d.	£1 16s. 6d.
Ethyl iodide, gallon,.....	14s. 3d.	19s.
Ethyl bromide, pound,.....	1s. 1d.	1s. 5d.
Ethyl chloride, gallon,.....	16s. 5d.	£1 1s.

Industrial alcohol is not affected by the new tariff and the above may therefore be regarded as protective taxes.

## Predicted Advances Materialize—Consternation in Market.

LONDON, May 8.—The advance in the customs and excise duty on spirits of wine and the consequent advance in the prices of all spirituous preparations mentioned in the last report, has caused considerable consternation among pharmacists and from all parts of the country the Chancellor of Exchequer has received requests to grant a special rebate on all spirit used in medicines. The Chancellor of Exchequer would no doubt be willing to do this if it were shown that there was a way of doing it without running a very great risk of loss to the Revenue as a result of the use of medicinal spirit for other purposes. It has been suggested that tinctures, etc., should be manufactured in bond, but retailers are not keen on this proposal, for it would be impracticable for them to take advantage of such a concession. At a representative meeting of manufacturers held this week it was decided by a large majority not to approach the Chancellor. In many districts pharmacists have decided to advance the price of tinctures 2 cents per ounce.

The price of Chloroform made from duty-paid spirit is now 5s. 8d. per pound, but the price of Chloroform made from Methylated Spirit is unchanged. Chloral Hydrate has been advanced to 4s. 1d. per pound of which 1s. 9d. is customs duty. Apart from prices affected by Budget, changes in value have been few. It is interesting to note that the Convention which, for some years past, has regulated the selling prices and terms of Morphine and its salts has come to an end, and makers are consequently free to quote their own figures to intending buyers. Makers are therefore asking for enquires and in the course of a few days we shall see how the market is likely to go, for as the arrangement has only just terminated it is hardly possible to give any idea of the trend of prices at present. On the spot a small business has been done in Opium at barely steady prices for shipping kinds; druggists' kinds, however, tend dearer. The Camphor market

is quieter and the spot price for China crude is 145s. per cwt. Business has been done in Boujee Japanese tablets at 1s. 9d. per pound.

American Peppermint Oil is quiet at 8s. 9d. per pound for H.G.H. and 6s. 3d. for Wayne County in tins. Essence of Lemon is easier at about 3s. 7d. per pound "spot." A small business has been done in Menthol at 7s. 1d. per pound for "Kobayashi." Buchu Leaves are badly wanted and high prices would be realized for any good green offered. Cold Liver Oil is dull. Gum Tragacanth is in good demand for Persian kinds at fair prices. Oris Root is again dearer at 37s. 6d. for good bold Florentine. Quinine continues quiet. Cream of Tartar tends easier.

At the Spice sales forced sales of Jamaica Ginger were made at about 2s. per cwt. cheaper. Oil of Cloves is lower at 3s. 2d. per pound. Higher prices are expected to be asked for the new crop of French Lavender Oil when it comes along, and the same applies to Oil of Neroli. Shellac is lower.

Fairly heavy supplies were brought forward at this week's drug auctions, the main feature of which was the large offering of Sarsaparilla, of which 150 packages were catalogued. Notwithstanding the large supply good prices were obtained and gray Jamaica realized up to 1s. 5d. per pound, native up to 1s. 2d. and Lima up to 1s. 1d. Honey was also in good supply and practically all sold at firm prices. Cape Aloes was in small supply and not in request and only one lot sold. For Curacao 34s. per cwt. was realized for dark brown. Soft to liquid Zanzibar in skins sold cheaply at 30s. per cwt. Balsam Tolu sold cheaply at 92d. per pound for fair hard slightly drossy. Oil of Casarea Sagrada 100 bags (1907) sold at 40s. per cwt. Dominican Cassia Fistula realized 17s. 6d. per cwt. Guava realized 5s. per pound for fair Bombay tops. Gamboge sold at 214 15s. per cwt. for fair Siam pipe, part blocky. Ipecacuanha realized 5s. 1d. to 5s. 2d. per pound for Rio. Gentian Root sold at 19s. per cwt. for fair. Tinnevely Senna, of which 250 bales were offered, sold at later rates for common specky leaf, but find hold realized up to 7d. per pound, good greenish 42d. and fair 3d.; fair pods sold at 4d. to 42d. per pound. Gum Benzoin was slow of sale. Cardamoms were easier for Ceylon, but dearer for Indian. A case of Clondy Balsam Copiba sold at 1s. 8d. per pound. Jamaica Wax was 2s. 6d. to 5s. per cwt.

## DRUG IMPORTERS GET BENEFIT OF DOUBT.

### Federal Pure Drugs Act Governs in Case of Conflict With the Customs Act of 1848 in Philadelphia.

PHILADELPHIA, May 15.—Complications on the hembane question which had been caused by the holding up of several importations of that drug by the Customs House officials because it was found upon analysis that it did not conform to the standards of the U.S.P., has been adjusted for the time being at least by the importers placing themselves under bond and certifying that the importations in question were not to go into the open market but were to be made up into tinctures and other preparations at once.

This decision conforms with the regulations of the Pure Food and Drugs Act of 1906, but, it is declared, is in opposition to the ruling of the Act of 1848, which would have made it impossible for any drugs that did not conform to Pharmacopoeial standards to come in at any port of the United States.

The solution of the matter is entirely satisfactory to all concerned, although some claim that this inconvenience to importers must eventually be done away with, as it is not always possible to get certain drugs which meet all the Government requirements.

## Big Seizure of Cactus Beans is Burned.

LAREDO, TEX., May 5.—William H. Johnson, chief special officer of the United States Indian Office, recently seized 200,000 peyote cactus beans, known as the mezcal bean, which had been shipped from Mexico to the Indian tribes in this country, at the little town of Los Ojuelos, 30 miles from Laredo. He has condemned and destroyed them, paying \$2.50 per thousand.

These beans have been shipped under the name of Japanese buttons. They are not only a strong intoxicant, but produce partial anesthesia as well. The Government will prosecute in the future any one found selling this peyote, the penalty being two years in the penitentiary.

# THE DRUG MARKETS

## DEMAND ROUTINE AND FOR JOBBING LOTS.

**Normal Business for This Season of Year Yet Unreached; Tariff a Restraining Influence.**

NEW YORK, May 17.—Nothing of special interest or importance has transpired in the drug and chemical market during the week with the exception of an advance in glycerin and jalap root. Other leading articles are practically unchanged, but holders generally are firm in their views with no disposition shown to reduce quotations. There is a fairly good demand for seasonable goods in a jobbing way, but little inquiry for large parcels. Conservatism, due to the uncertainty of tariff legislation, is generally noted and it is hoped that Congress will soon be able to agree on the schedules.

**OPICUM.**—The market has a quiet appearance, but there is some inquiry for case lots, and sales are being made at \$4.25 per pound. Powdered and granulated in lots of 25 pounds are held at \$5.25 per pound. The arrivals in Smyrna for the week ending April 23 amount to 2050 cases, against 1392 cases at same period last year. About 150 cases have changed hands in Smyrna, 125 of which are for this country. The market there is very firm with no disposition shown to dispose of further lots at the moment, and unless favorable news concerning the crop should be received, an easier market cannot be expected.

**QUININE SULPHATE.**—The monthly sale of cinchona bark held in Amsterdam on the 6th instant went off at unchanged prices. About seven-eighths of the quantity offered was sold at 3¼ Dutch cents. In Batavia last Thursday about 120,000 ounces of Java brand of quinine were sold at florins 10.50, the same as previous sale in April.

**COD LIVER OIL, NORWEGIAN.**—There is no change in quotations, but the primary markets are easier owing to the good result of the fishing. Cable reports to 10th instant give the total yield as 48,700,000 fish, producing 39,050 barrels of oil. As compared with previous years the figures are as follows: 1907, 40,900,000 fish, producing 34,360 barrels of oil; 1908, 39,000,000 fish, producing 42,870 barrels of oil. The total product this year to the 10th instant is now only 3820 barrels less than last year, and as the fishing will be continued until late in June there is a probability of the total yield being equal to the year 1908, which was a record-breaker.

**CITRIC ACID.**—The demand is quite active, probably owing to the expected increase in the consumption as the season advances. Manufacturers are holding firmly at 39c. per pound for crystals in barrels, and 39½c. per pound for kegs. There does not seem to be any probability of a decline in price at the present time, as crude material is reported higher.

**GLYCERIN.**—The market is very firm and higher prices may be established later on. The demand is unusually good for this season of the year when a quieter market is generally looked for. A slight advance has been made on drums.

**JALAP ROOT.**—An advance to 43c. per pound in 200-pound bales has been made and it is the lowest market price at the present time. Some holders are asking 50c. per pound, and the general market may move up to this figure. There is very little stock outside of a few holders.

**EGG CUCUMBERS.**—As intimated in previous reports, an advance has taken place. Choice green leaves are held at 35c. per pound by the bulk, an increase of about 3c. per pound.

**SANTONIN.**—Crystals are scarce, and much difficulty is experienced in obtaining supplies from the primary market for prompt delivery.

**PITCH HERB.**—After a long period of dullness there has been quite an active demand for this article, which has advanced from 18c. to 30c. per pound; and as the market is being cleared of all cheap lots it is now very firmly held at 30c. per pound in bales of 112 pounds.

**CANNABIS INDICA.**—An advance in the price of this article for which there has been an unusually large demand may be looked for. The market in India is much higher and the London market without stock.

**BALSAM PERU.**—A stronger market is noted owing to tight available supplies, and also to scarcity in the country of

production. Local dealers have advanced quotations for prime to \$1.70/\$1.75, as to quantity.

**COLOCYNTH.**—Spot prices are firm but unchanged at 25¢ @ 28c. for Trieste, U.S.P., but the London Market is stronger with the bulk of the stock held at advanced prices.

**BALSAM OF PIR.**—The market for Oregon balsam is firmer, and after making sales of several barrels at 90c., the sellers advanced their quotation to \$1.00 and for cans to \$1.10. Canada balsam is unchanged and continued scarcity influences a decidedly strong feeling among holders of the limited stock, as they can offer only in a small way at the ruling quotation of \$7.50 in large quantities.

## TREASURY RULINGS REGARDING ALCOHOL.

**"Alcoholic Compounds" Need Not be Stamped on Porto Rican Product—Five-Gallon Decision Modified.**

Two Internal Revenue rulings recently issued are of interest to the drug trade. Treasury Decision 1481, provides that "tax-paid stamps, issued for alcohol or other uncompounded distilled spirits, brought from Porto Rico, are not required to have marked thereon the words 'alcoholic compounds.'" The decision says in part:

You are informed that these distinctive tax-paid stamps are required by regulation issued pursuant to an Act entitled "An Act to impose a tax on alcoholic compounds coming from Porto Rico, and for other purposes," approved February 4, 1909, and are not intended to be so distinctively marked for alcohol, or other uncompounded spirits, brought from Porto Rico, as all such spirits are, under the provisions of Section 3 of the Act of April 12, 1890 (known as the Foraker Act), taxable as distilled spirits, the same as if produced in the United States.

Ordinary tax-paid stamps, having imprinted thereon the words "Porto Rico," or the letters "P. R.," heretofore prescribed, may therefore be used for all such uncompounded spirits; and the collector of your district will be so notified.

Treasury Decision 1489 modifies Decision 1476 requiring "all packages capable of containing 5 gallons or more of spirits to be stamped." So many protests have been made that Acting Commissioner Williams has issued this modification:

This office is unwilling to enforce a regulation which is not an imperative requirement of the law and which the interests of the Government do not seem at this time to absolutely demand, the ruling is hereby modified and glass and earthenware containers, wicker covered or otherwise, will be exempted from the operation of T. D. 1476.

It should be understood, however, that the law will be rigidly enforced in the case of any unstamped container of 5 gallons or more which is found filled with distilled spirits to its full capacity.

Of course, also in any case where there is reason to believe the spirits are untaxed and they will be subject to seizure and forfeiture without regard to the kind of container.

## Three Arrests Follow Raids on Cocaine Vendors.

Detectives of the Health Department of New York City recently made three arrests in connection with raids on alleged vending places of cocaine in the Chinatown district, Borough of Manhattan. Following the purchase in a Pell street apartment of what is alleged to be cocaine by a lobbyist whom the detectives furnished with a marked dollar bill, a woman known as Mattie Smith was seized and 25 bottles labeled cocaine and valued at \$200 were found in a hollowed-out place in a window sill. The woman was held in default of \$1000 bail on the charge of selling cocaine. The detectives are looking for a negro, George Patterson, who is alleged to be an accomplice of the woman.

The other two arrests were those of Chu Wah, of 4 Doyers street, and George Murray, a janitor, of 42½ Division street, who were also held in \$1000 bail each for trial on charges of selling cocaine.

## Will Be No Overproduction of Ginseng.

WAUSAU, Wis., May 15.—That there will soon be an overproduction of ginseng is a popular fallacy in the opinion of J. H. Koehler, president of the Wisconsin Ginseng Gardeners. The reports show that the quantity of ginseng exported in the year ending June 1, 1898 was 2.25 times as much as that exported in 1908.

## Bill to Print Formulas on Paint is Killed.

LANSING, Mich., May 15.—The Waters Bill, requiring paint manufacturers to print on the labels on packages of their products the formula of the contents, has been killed in the House. It was alleged that the bill would benefit the so-called "white lead trust."

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLJ.

NEW YORK, MAY 27, 1909

No. 21

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John.

Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago

Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the offices is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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For Era Album

90 WILLIAM ST., NEW YORK.

## A KNOCK-OUT FOR PHARMACY REFORM.

In disapproving the Brown Pharmacy Reform Act, as reported in our news columns on page 498, Governor Hughes says it is unnecessary to consider any objections to the measure except the one which gives the New York State Pharmaceutical Association the privilege of nominating a list of pharmacists from which the Board of Regents shall appoint members of the State Board of Pharmacy. That seems to be the vital, paramount objection in the mind of the executive, an objection overshadowing all of the good features of this reform measure.

The Governor's course is quite as incomprehensible as was his disapproval a year ago of the Whitney-Wainwright Act which provided for up-to-date legislation in the sale of drugs. His reason for disapproving that measure was that a board elected by the pharmacists of the State was not a proper body to enforce the pure drugs provisions of the Whitney-Wainwright measure. Now he objects to the Brown Act because he does not believe in the policy of entrusting the power of enforcing the law to "persons designated by a private organization," meaning the New York State Pharmaceutical Association.

At this time extended comment is unnecessary, but these questions are bound to arise: Why does the Governor object to having the pharmacists of the State, either in local incorporated organizations, or through its State association, have a voice in maintaining the high standard of this important board? Are not the practical politicians, who want the spoils of office, really behind all of this opposition to measures which would take the board out of party politics? Or can it be that prospective law breakers are interested in tearing down the safeguards that should protect the integrity and ensure the efficiency of the board?

## TWO SIDES OF PROPAGANDA MOVEMENT.

Both friends and critics of the U.S.P. and N.F. Propaganda will peruse with interest Mr. Kaczorowski's paper read before the Louisiana State Ph.A. this month and printed on page 494 of this issue of the ERA. While all will not agree with much that is said by the New Orleans pharmacist there are several suggestions which he makes that are food for thought. Theoretically the propaganda work is a good thing and should aid in advancing the interests of both the professions of medicine and pharmacy, but in practice there are many difficulties to confront the propagandists.

As a basic principle education of the physicians must be considered and there is a hopeful augury in that respect in the expansion of the curriculums of

the leading medical colleges. To break the old timers of their bad habits is a difficult task, particularly at long range and through pedagogic application of principles. Local effort of the friendly, co-operative, personal nature is almost invariably essential to success in conducting a crusade of this kind, for unless diplomatically approached professional men in any line are not eager to admit, in fact they will rarely confess, that men in other professions are qualified to assume a pedantic or dictatorial attitude when preaching to them that methods taught in their alma maters were all wrong.

Properly approached, the average physician is willing to listen to argument presented in a courteous and convincing manner by an acquaintance, but the same man is likely to resent being bombarded with stock literature emanating from strangers and inferentially reflecting upon his professional attainments. Primarily the best results are based upon the pharmacists' efforts with physicians of their acquaintance and next through the conferences or get-together meetings arranged under local auspices, or by city, county or State associations, these assemblages affording the personal introductions which are essential in most cases to the advancement of propaganda work. Campaigns conducted on these lines have been very successful in New York State and the propaganda committee of the State Ph.A. has made remarkable progress through the activity, earnestness and diplomacy of its members.

#### THE INTERNAL REVENUE AND DRUGGISTS.

Commissioner Wheeler's letter ament the Beef, Wine and Iron controversy, published on page 477 of the last ERA, furnished a clear and comprehensive exposition of the relation of the Internal Revenue Department to the druggists of the country, as well as to the citizens and taxpayers generally. It reiterates what has been said before and should be carried in mind, that the department is merely an agency of the Government for the collection of taxes and that it is not a moral censor, nor a police power. Its function in the matter of imposing and collecting a tax upon the use and sale of alcohol and its compounds is simply to see that the Government gets what the law provides shall be paid in the way of revenue. In doing this Mr. Wheeler makes it clear that there is no disposition to impose any hardships, but, on the contrary, fairness and impartiality are "cardinal principles" with all concerned in the bureau in the enforcement of the law.

In dealing with the Beef, Wine and Iron matter the commissioner throws new light on the causes which led to the promulgation of Treasury Decision 1358. There is not much that can be said in defense of druggists or others who palmed off inferior brands of port wine with little or no medicinal content as being a curative agent and it appears to have been impositions of this kind prepared for use as beverages which provoked the order. The status of the real article, used medicinally and not as a beverage, does not appear to have been disturbed, for the communication points out that pharmacists by compounding the wines or spirits into medicines, bring themselves

within the exemption provided by Section 3246 R. S., but to secure the benefit of this exemption the spirits or wines must be compounded with drugs sufficient in character and amount to have a therapeutic effect other than would be obtained by the use of spirits or wines uncompounded, and sufficient to render the compound unsuitable for use as a beverage.

So long as druggists or others shall undertake to evade the revenue or local option laws by selling tonics and other preparations containing alcohol in quantities sufficient to furnish the means of intoxication just so long will there be trouble of this description. If a druggist wishes to sell Beef, Wine and Iron or any similar preparation let him comply with the Formulary requirements and with any local or other laws governing the sale. Except in wide-open communities there is danger in catering to the alcoholic trade, for the tendency toward heavy fines and jail sentences for doing a liquor business is growing throughout the country.

#### SELLING PERIODICALS IN PHARMACIES.

With the approach of the vacation season special attention is freshly directed to the reasonable demand for magazines and periodical literature and the peculiar adaptability of the average pharmacy for satisfactorily handling this attractive and profitable side-line. We have on several occasions pointed out the many advantages to be derived by pharmacists from carrying magazines in stock for their patrons and many drug stores have installed this feature. All that has previously been said applies at the present time, but with the additional argument that the approaching summer season will witness a larger sale than heretofore for light, interesting and entertaining literature of the magazine variety.

In our advertising pages some timely and pertinent announcements are made this week by the American News Company and by the *Ladies' Home Journal*, both of which are commended to the consideration of druggists who sell periodicals as well as to those who have yet to be introduced to this side-line. To the latter we would add that there is no time like the present to make the plunge into this branch of trade.

According to one who is in a position to speak with authority, the two, four, eight propaganda of the N.A.R.D. has cost the druggists a great deal more than it has benefited them. This individual states further, that in his judgment fully twenty proprietary preparations have been advanced to conform to this schedule where one has been reduced, and the unfortunate part of the matter is that most of the preparations advanced were not large sellers and were generally sold by druggists at their full retail prices, so that the additional cost comes out of the druggists' profits.

If the meeting of the Brooklyn Pharmaceutical Association the other night restores harmony in the ranks of the druggists of that borough there will be cause for congratulation. Evidence of a disposition to "let the dead bury the dead" was noticeable. Let the outsiders do the fighting.

A wasted winter at Albany has taught some of the pharmacists that when the politicians are after spoils one excuse is as good as another.

It is doubtful if Congress will go any further than it has in the way of paternalism for denatured alcohol and the two



bills recently introduced, one providing for a bounty and the other for a new experimental station, will probably rest in committee, to which they have been consigned with the understanding that nothing will be done prior to the regular session which assembles in December. Meanwhile the denatured alcohol industry is making strides, the April production having reached 444,965 gallons, a gain of 43 per cent over a year ago. With this exhibit of increase there does not appear to be any necessity for giving a bounty to the producers.

The druggist who boasts that his first impressions are always right, is merely bull-headed.

"The Two Largest Diamonds in the World"—both found within the last twenty years, are the stones known as the Excelsior and the Cullinan. The romantic story of their finding, cutting, and disposition has been written for the *June Century* by Dr. George Frederick Kunz, gem expert and one of the authors of "The Book of the Pearl."

It does not pay to be too busy. Intelligent actions only follow the devotion of time to intelligent thought.

As a pharmaceutical center Baltimore has claimed and still can claim many pharmacists whose influence has extended far beyond her geographical boundaries. A list of their names would be a long one, but it would be sure to include that of Dr. Henry P. Hynson, of the retail drug firm of Hynson, Westcott & Co., a member of the American Pharmaceutical Association, professor of commercial pharmacy in the Maryland College of Pharmacy, president of the American Conference of Pharmaceutical Faculties, ex-president of the N.A.R.D., ex-president of the Maryland Pharmaceutical Association, in fact, any complete record of his professional affiliations would take up more space than is usually devoted to such enumerations in the *Era*.

With all the duties devolving upon him as a member and officer of these many organizations, he still devotes much time to the practical affairs of a successful retail drug business. His friends also say that he is a big man in Baltimore County and de facto mayor of Roland Park, a palatial suburb in which he lives. Only recently he was made foreman of the Baltimore County Grand Jury for the May term, his duties for the present requiring his presence most of the time at Towson, the county seat.

Professor Hynson is a native of the Eastern Shore of Maryland and practically has been identified with pharmacy most of his life. He graduated from the Maryland College of Pharmacy in 1877, winning both the first college prize and the alumni prize. Besides conducting a drug business he delivered lectures before the College of Physicians and Surgeons and the Women's Medical College, later becoming a member of the faculty of his alma mater, the Maryland College of Pharmacy. In this position he has devoted much energy to impressing upon his students the value of a thorough mastery of business detail and practical drug store work. In a biographical sketch it would be difficult to name the predominating characteristics of Professor Hynson's personality, but his versatility and interest in the progress of pharmacy are reflected in the many papers he has each year presented to the American Pharmaceutical Association and other organizations with which he is affiliated.

A rubber ball weighing 1118 pounds, the biggest in the world, was shown in the window of a rubber company in Broadway, New York, recently, on its way to the first rubber exhibition in London. It had been exhibited previously in Para. It was prepared by the rubber cutter Henrique I. Dos Santos and his two sons, both under age, and they used 800 bottles or 1800 pounds of rubber juice or milk to make the prize ball. Dos Santos and his boys are experts and work in

Seringal da Boca do Rio Zinho for Señor José Maria Dias Pereira, who owns plantations in the Acre region and sends 250 tons of rubber annually to Para. It took 25 days to transport the big ball from the plantation to the river bank of the Acre and it was the only cargo of a small boat.

"It is astonishing to note how some men can imbibe the most fiery liquids as easily as the average citizen can toss down a glass of lemonade," said Capt. George F. Rainey, of Del Rio, Tex., at the Hotel Kernan, says the *Baltimore American*. "I have a neighbor who is so used to drinking whisky of extraordinary high proof—130—that when he indulges in that blistering essence of rye he follows it up with a glass of 100 proof—the standard—as a 'chaser,' quite as most men take water to mitigate the ardent stuff. In my country it is no uncommon thing for old frontiersmen to drink alcohol that has been slightly diluted, and I have seen not a few who could pour the raw article down their throats in seeming enjoyment."

Sir Robert Ball, in an address on "Modern Views of the Origin of the Earth" at the University College, London, recently, said that the general truth of the nebular theory of the origin of the earth was becoming more and more firmly accepted every day. The great difficulty about it was the enormous periods of times they were called upon to consider. They could look through the universe and see objects here and there which exhibited various phases through which our own system had gone in its transformation from the original fire mist to the form in which they now had it. The existence of the whole human race was but a flutter compared to the stupendous periods which geology opened up to their vista.

The fire mists flattened down and contracted and began to revolve, and then 16 take spiral form. In the central part of the spiral nebulae the sun formed. It was now generally believed that the sun and the earth all formed part of a spiral nebulae.

The theory of Dr. Herman Swoboda, a noted Viennese physician, that all men suffer from physical exhaustion at regularly recurrent periods of 23 days, or multiples thereof, and that nearly all natural deaths occur at one of these critical periods, is attracting much attention in London.

Dr. Swoboda says that men suffer one of these "bad days" without having committed any excess of any kind. A "bad day" comes to a man without any appreciable external cause. He may suffer from headache, palpitation of the heart, indigestion, nervous excitability or lassitude. An eminent London specialist says Dr. Swoboda's theory is consistent with his own experience and observation.

"Is he given to blowing his own horn?"

"Oh, no. He has a chanfleurr."

A substitute for oyster shells, ground, for stimulating the egg-laying proclivities of the American hen, is being sought by Prof. J. G. Halpin, of one of the departments of the University of Michigan, and Dr. Alfred C. Lane, head of the geological survey.

The absent-minded professor returned home one evening, and, after rining his front doorbell for some time to no effect, heard the maid's voice from the second-story window: "The professor is not in."

"All right," quietly answered the professor; "I'll call again." And he hobbled down the stone steps.—*Jour Lippincott's*.

Among the German Crown Prince's most treasured possessions is a scrapbook containing over a thousand pages of adverse newspaper criticism. The first 500 pages are in



DR. HENRY P. HYNSON,  
of Baltimore, Md.

scribed with a gold lettered heading "I hope I am not like this!" Some of the most outspoken comments, says the *Gentleman*, are accompanied by marginal notes in the Prince's own handwriting—such as "the enemy's voice is no less interesting than the friend's."

The second and third parts of the book deal respectively with the Crown Princess, her children and the Grand Duchess Anastasia, the Princess' mother. This volume is considered of too private a nature to be available to all and sundry, so it is sealed by a massive lock, keys of which are possessed only by the Crown Prince and his wife.

Dr. Fox: "Now, my dear sir, I can't cure you unless you promise to do everything I tell you."

Mr. Sickeligh: "I promise."

Dr. Fox: "Good! Now, first of all, pay me my last year's bill."

Someone has well said that "advertising should contain little black matter, more white matter, but a great deal of gray matter." It is pathetic to see how many advertisers crowd their space in order to economize, not realizing that less text, more display, and selected material will "pull" infinitely more.

Judge—What? Aren't you the man I let off yesterday on your promise to keep sober?

Prisoner—Yes, your honor. I celebrated the event.

A feature of a recent convention in New York was some interesting information about the oyster industry. Said A. F. Merrill, of this city, president of the National Oystermen's Association:

"During all the investigations at Washington of oysters from the Gulf of Mexico to the State of Massachusetts, the oysters which carried the best, had the best flavor and showed the best condition at the end of the long journeys, came from within a radius of 100 miles of New York.

"In round numbers there were handled in the State of New York last year 1,000,000,000 bushels of oysters, valued at \$5,275,000, and the total amount of money invested in the industry is estimated at \$10,000,000.

"In 1875 there was shipped by one concern to California, 3250 barrels of oysters. In 1907 there was shipped by the same concern to California 66,000 barrels of oysters. The greater portion of this seed came from Long Island Sound, whereas formerly they were caught in Staten Island Sound."

Mrs. Jones—And she told me not to mention it to a living being.

Mr. Jones—Huh! And you tell it to me.

Mrs. Jones—Yes. She said nothing about dead ones.

Consul General William H. Michael, of Calcutta, reports that there are eight paper mills in operation in British India, and that most of the white and blue foolscap and much of the blotting paper, note paper and envelopes used in the government offices are obtained from the Indian mills. Nevertheless, the native mills produce only about one-third of the entire amount consumed, and this in spite of the fact that India has better and cheaper raw materials than most paper manufacturing countries.

The fellow who brags of his college

And all his great learning's a bore;

The man who is "proud of his knowledge"

Is badly in need of some more.

Considerable surprise and great interest have been caused throughout England by the discovery in Cornwall of large quantities of pitchblende, from which radium is produced, after the extraction of uranium, says the *Boston Globe*. Heretofore the tailings from the Cornwall mines have been regarded as useless, but it has recently been found that the residuum is the mother of radium.

Pitchblende ore is chiefly obtained in the Erz-Gebirge, in Bohemia, and so valuable are the finds that the Austrian Government has prohibited further exportation from that country.

The process of extracting radium from the ore is extremely tedious and expensive, tons of pitchblende yielding only the minutest quantity of the precious metal, which is theoretically worth \$30,000,000 a pound. The total world production thus

far has not equalled one grain, or 1-480th of a pound. To be appreciably cheaper it must be derived from uranium minerals, when obtainable in large quantities from surface deposits. The Cornish mines are already fitted with machinery for the treatment of the residuum as ore, and the company contemplates the treatment of pitchblende.

"I believe in sticking to my job," remarked the sheet of fly-paper complacently.

"I don't," retorted the glass graduate, "my theory is to have a rattling good time, so here goes!" and he took a header into the stone sink.

A society having for its purpose the extermination of such rich land owners and merchants as have incurred the enmity of its members has been formed at Manzanillo, Mexico. When the death of a person has been determined upon the members meet, and from a basket of lemons each takes one in turn until a marked lemon is taken out. The man who draws this lemon is the one to slay the selected victim. The lemon is then sent to the doomed person as a notice that he is to die. Comisario Político Nicasia Gonzales, of the town of San José del Gonzales, was the first victim of the society. Juan Cincac Ria has been arrested as his assassin.

"I'm two edged," bragged the spatula.

"And a dull proposition at all," sneered the lance.

One of the most curious instances of longevity is found in Miss Louisa Courtenay's "Notes of an Octogenarian," says the *Denver News Times*. A witness in a will case in which Belden-Ker, the great English conveyancer, was engaged, was asked if he had any brothers or sisters. He replied that he had one brother who died 150 years ago. The Court expressed incredulity and documentary evidence was produced in support of the statement.

This showed that the witness' father, who was married first at the age of 19, had a son who died in infancy. The father married again at the age of 75, and had a son who lived to appear in the witness box at the age of 94, and made the above startling statement.

Friedrich Theil, a peasant of Randa, in Saxony, whose leisure hours have been devoted to the study of Greek, Latin, Hebrew, Sanskrit, Arabic and Gaelic, is 75 years old. He is beginning to study the English language. Theil is in correspondence with some of the leading philologists of the day.

"Did you ever meet any one more conceited than Bragg is?" "Well, there's one thing about him. He certainly has a loyal tongue."

"Loyal tongue?"

"Yes. It's always saying nice things about its owner."

As a result of the almost bloodless conflict with Spain, the actual hostilities of which lasted less than six weeks, the United States paid in 1908 \$3,471,157 in pensions, with assurance of an annual increase for many years to come, and the rolls of the Pension Office today bear the names of 24,000 pensioners, over 19,000 of whom are invalids and survivors of this war. More than 18,000 addition claims are now pending, although the total of the Cuban army of invasion was only 20,000 men. In 1907 the United States paid in pensions a total of \$116,000,000. For 1908 the appropriation was increased to \$151,000,000.

In all the wars in which the United States has engaged disease has been responsible for more than 70 per cent of the mortality, more than one-half of which could have easily been prevented through organization and preparedness.

Preventable disease, more than wounds, swells the pension lists. Through the Museum of Safety and Sanitation, it will be shown how to lessen this loss. Statistics of the Pension Office prove that if this unnecessary loss had been avoided the saving in pensions alone would have paid the cost of the resulting wars every 25 years. Aside from the sorrow of the homes made desolate, consider the economic value of the 70 per cent of lives now uselessly sacrificed that might be saved as bread-winners in industrial pursuits.

Some clerks appear to believe that they can increase their pharmaceutical knowledge by studying the "form sheets" of horse racing.

## The Anton Partnership.

By Emma Gary Wallace.



Jeremiah Anton had held forth at the same old stand for forty years. For some reason or other he felt that the change in his local surroundings and the change in business methods generally were a sort of personal affront to himself, and that only as he—Jeremiah B. Anton—stood his ground and waved the flag of defiance at the grand march of the endless procession of modern ideas, did he prove his loyalty to his own somewhat meagre success of earlier years.

Business was not even what it used to be, however, and that fact coupled with the scarcity of satis-

factory help caused Juliet Anton to enter her name as a student of pharmacy. In this decision she received no parental encouragement, neither did she meet any special opposition. Having inherited her father's temperament of dogged persistence together with his native love for the business, she pursued the course she had undertaken with studious earnestness.

In the meantime clerks came and went and Jeremiah Anton found himself taking his meals in his store with irritating frequency. Sam, the errand boy, was the only one who seemed to stay "put" with Anton, and even he referred nonchalantly to his employer as "The Headsman," "The Executioner" and "The Annihilator" when that worthy was well out of hearing. Sometimes Sam was at a loss to understand his own long and uninterrupted term of favor, but he had a theory, up to which he lived with praiseworthy diligence. This theory consisted in never doing anything unless specifically directed to do so, and then in doing his level best and that without any unnecessary delay. He had learned some lessons by watching his superiors in office come and go. Sam stayed.

There was Albright, for example, who had come highly recommended and he certainly was brimful of enthusiasm. He was chock full of what Anton called new-fangled, fool ideas and he, Anton—did not propose to be dragged at the tail of any such an uncertain kite. He had done business on the ground forty years and was strenuously opposed to attempting air-ship methods now.

Albright had rearranged the contents of the shelves in the Back Room in what he considered a sane and logical order. The confusion to others had been fairly good order to Anton who had made room for new purchases as occasion demanded. When he lost a sale because he couldn't lay his hand on the article wanted, he was provoked, and when the very next customer likewise went out without having her simple want supplied, he was, in the graphic but inelegant language of Sam, "Fit to be tied."

The new clerk returned from supper just in the nick of time to receive a somewhat heated statement of his own errors of omission and commission. He listened quietly without removing his coat, requested his pay and departed with the parting shot, "As an annihilator of honest enthusiasm, Mr. Anton, I hope never to meet your equal—Good evening."

The next man found the stock manufacturing in urgent need of attention, but the working apparatus was wholly inadequate to the performance of good work. He pointed this out gently to his employer and received the assurance that it had been good enough for him for 40 years, that it would do a while longer, and that it was a deal easier to call on new things than to pay for them, besides much of the stuff could be bought about as cheaply as made anyway. The subject was dropped, Margat deciding that he had no call to worry about it if the owner did not.

When he proposed a regular window cleaning day with a series of window trims, advertising the store's Own Specials, Jeremiah Anton expressed fresh disapproval at the wastefulness of time and goods likely to be involved, and declared that if people wanted a liniment or a tonic, they had tongues in their heads to come in and ask for them, and that if they

failed to do so it was not his fault, and as for spending a good half-day a week washing and dressing a window it was ridiculous, and an idea probably concocted by a parcel of folks who rather play than work any day.

Margat proposed no more innovations. When the window became altogether too shabby, it was cleaned and anything handy put in to fill up space. He did what came his way and was as leisurely about it as possible. "No use tiring one's self," he confided to Sam. "Anything I'd propose, he'd kill from force of habit. Might as well take it easy. That is what he seems to want and pay goes on just the same." Sam grinned. He had heard that argument before.

It was the calm before the storm and when the sky cleared, Margat found himself hunting for another place, smarting from a sense of injustice at the final thought of the kind of a recommendation he might expect to receive.

The next comer was a popular fellow with his numberless friends, to whom he was fond of giving inside prices, and he, too, soon lost his head. Then came the Smasher. He worked, Anton said, "like all possessed," but a trail of costly breakages blazed his path. The smashing of the second show case was the last straw that fractured the none-too-patient camel's back. It had been so unnecessary to slam down the great, heavy pile of Sunday newspapers on the fragile glass surface as though it had been made of iron.

Anton dined sumptuously off the office desk for a week. Juliet was graduated and although nothing could have dragged the acknowledgment from him, Jeremiah Anton was heartily glad that his daughter had elected to study pharmacy. She was daily expected home and would doubtless need a couple of days to rest, after which he'd see what sort of mettle she was made of.

Contrary to his expectations, the very next morning after her arrival she appeared at the store, and he noticed with admiration with what quiet confidence she bore herself, and observed for the first time how firmly her mouth and chin were molded.

"I have come to talk business," she said. "Are you willing to consider taking a partner, Father?"

Jeremiah Anton drew in his own bearded chin, and looked over his glasses with astonishment.

"I've got along forty years without any partner, and I reckon I can pull along without one the rest of the way. I'm neither a chicken, exactly, nor yet in my dotage, and so we'll drop that idea for good and all. I am in need of help, however, and I'll hire you at the same rate I paid that last one, the Smasher, a regular battering ram he was, too."

His daughter shook her head firmly. "I shall be satisfied with whatever interest in the business you think is fair," she said. "And I am willing to put in one-half of Grandmother Anton's legacy to me, but I must have an interest if I am to stay, or in fact to come at all. Demister across the Square is advertising for a capable, trustworthy assistant. I believe I am both. He pays more than you can afford to, and if I am to be merely a clerk here on a most uncertain footing, the proposition does not appeal to me at all."

Anton snorted with indignation and paced impatiently back and forth.

"What put such a crazy notion as a partnership into your head?" he demanded.

Juliet Anton opened her hand-bag without a word and drew therefrom a carefully folded paper. When opened out it was about four feet long and it was dated some five years before. Stepping to the wall she hung it upon the nail sacred to the office calendar. Her astonished parent advanced to inspect this strange document.

To the left were the names of all help employed in the intervening time and who had been either discharged or who had left of their own volition. To the right was a brief analysis of the qualifications, virtues and failings of each, also the real—not the assumed—reason why the business relationship had been severed.

Sometimes it hit the employer and sometimes the employee. Evidently the writer had spoiled no story for relationship sake. Juliet Anton smiled as she watched her father read line after line. She almost wished that she had not been quite so brutally frank in some cases, but she knew that she had told the truth. How good to her he had always been! The money to keep her in college had pulled. She knew, too well, how hard it had been, and yet he had spared her little

legacy intact. Bless his rough ways. He should have the benefit of it now, even if it had to be forced upon him. Perhaps—

"Well, what about it?" her father's tone was vibrant with accustomed resistance. Had she, too—his little curly-headed Juliet—turned against him with the rest?

The despairing note of that tone struck home to the girl's heart. For a brief moment it flashed upon her how a surgeon must feel, who for measures of future health must inflict present suffering.

"Father," she said evenly, "some of those men merited exactly what they got. Some did not. Encouragement, guiding and a real personal interest would have steadied many of them. If you had taken pains to understand them or had allowed them to come near enough to understand you, it might have made your business way much easier. One by one they were dropped, and every time you sent away a good man, or one in whom the possibilities for good existed, you strengthened competition against yourself by weakening your own position.

"I do not propose to join that list, nor yet to be unhappy in my chosen work. The business needs much new equipment to bring it up to date. We must get out of some of the deeply worn ruts that have given our competitors the advantage, but it will take money and energy to do it, and unless we are ready to work together in a spirit of hearty co-operation there is small hope of success. I believe that the opportunity is as good for us right here as for any retail druggist in this city. Let us go in together and develop it. I shall be ready to listen to the wisdom of your experience, and I shall expect you to listen to my plans for practical improvement. Do I stay?"

There was a twinkle in the old man's eyes. "How much interest do you want, Juliet?" he asked, using the pet name she had not heard for years.

"Whatever you say, Daddy," she responded happily. "It isn't the amount of my interest I care nearly so much about as it is security for some of my pet ideas. I don't propose to have them annihilated, and I just want you to watch the bank account of Jeremiah Anton and Company grow."

"No more Back Store meals, Daddy mine; your latest incumbent has come for keeps!"

And Jeremiah Anton passed out into the Front Store to wait on a customer who could have been taken care of equally well by the junior clerk. He wanted to hide the pride and delight which fairly radiated from his rugged countenance. Juliet was his own daughter, a chip of the old block, he told himself, and he was no end proud that the metal rang true.

#### "Shall Our Children Become Pharmacists?"

WASHINGTON, May 22.—The May meeting of Washington Chapter No. 4, W.O.N.A.R.D., was held at the residence of the president, Mrs. Charles J. Fuhrman, on the 20th. The chapter received a new member, Mrs. Boyer. Favorable collection of dues was reported. "The children of druggists" was the topic of conversation. In leading the discussion Mrs. Fuhrman was earnest in expressing her desire that her sons should become pharmacists. She stated her belief that by the time her boys should graduate that present progress would have led to a realization of the best ideals of real harmony and professional independence. Other members voiced their agreement in this belief. The frank conference which followed Mrs. Fuhrman's expression of bright optimism was of real value to those present and gave them a broader outlook upon the field of organization effort. Refreshments were served, after partaking of which the meeting adjourned subject to the call of the president for the purpose of electing delegates to the National convention in Louisville.

#### Respectfully Declined.

Uncle Zebulon was on a visit to his nephew in the big city, and the two had gone to a restaurant for dinner. They had given their order and were waiting for it to be filled when the younger man, who had been glancing at a paper that lay on the table, said:

"By the way, uncle, did you ever have cerebro-spinal meningitis?"

"No," replied Uncle Zebulon, after a few moments' mental struggle with the question, "and I don't want any. I'd rather have fried liver and bacon any day."—*Philadelphia Ledger*.

## Gathering of the Gods.

By Joel Blanc.



At the end of each Olympiad or four years, Jupiter gathers the gods around his throne on Mount Olympus to listen to reports upon their labors for the four years just closed. For each Olympiad he assigns them to some particular field for investigation and correction.

On this particular occasion the gods were slow to gather and as they arrived it could be seen that they were worn and weary and extremely ill-natured. For four years they had been on that planet of discord known as "The Drug World."

Icarus was the only one who smiled. Jupiter, noting his good nature, remarked that for once the wax must have kept his wings on.

"Oh, no," replied Icarus. "I came up in the elevator called Pharmaceutical Ethics. It makes it as easy to reach your Olympian throne as to ascend to a convention hall on the top of a Louisville hotel."

After Jupiter called the meeting to order with a new thunderbolt ravel which Vulcan had just forged for him, Venus made trouble by darting down the side of the mountain to embrace a handsomely dressed mortal who was ascending between Scylla and Charybdis. Venus was always looking for a new beau. This one was named Drummer and though he smiled upon Venus, he could not escape from between the Scylla called "Loss" and the Charybdis called "Customer." As they led Drummer up the mountain they alternately pummeled him and at the same time listened to the fish stories which he told them.

When the assemblage was at last in order Prometheus took the floor and announced that he had brought a box containing all the Drug Trade Problems. Prometheus was a pretty slick individual, so he put down the box and skipped. When Jupiter saw the box he turned pale, for he himself had loaded it and sent it to Prometheus as a punishment for stealing fire from the chariot of the sun. Before Pluto could get the box down cellar in Hades, Prometheus' sister-in-law, Pandora, prompted by a woman's curiosity, opened the box and out swarmed many noxious and venomous insects and reptiles. Among them were Cut Prices, Self-Dispensing, Best Quantity Discounts, Substitution and Dues Collections. Poor Pandora was all stung up and Venus was bitten on the hip by the serpent called Bargain. Although Venus and her sisters have worn the armor called Corsets, ever since that time, Bargains still pursue and sting them. Pandora's Box looked so much like a crate of vegetables and other hats that Juno said the whole business was a trick of mean man. So she took all the goddesses into the sun-parlor and organized a suffragette society known as the W.O.N.A.R.D.

After Neptune had restored order by turning the hose on Helen's beau Paris, who was scheming to be made an honorary member of the W.O.N.A.R.D., Morpheus took the floor and petitioned the throne to permit him to change his name some more. He said that he had no sooner registered in a Chicago hotel than an old mortal named Rodemann had him pinched for peddling dope and that after Phoebe bailed him out he wandered into Chinatown and was all smoked up. He said that all his party had had trouble. Icelus had gotten into a fight with each of the seventeen, "one and only originators" of the Iceless Soda Fountain. Somnus was mistaken for a breakfast food and carted off to the Department of Agriculture where they distilled him into a new sort of "Imitation Whisky" or saw-dust alcohol, and Oneirus was baled before the medical society for selling spectacles without an M.D.'s license because he tested eyes with a machine, instead of with ten days of atropin at four dollars per day.

"1," said Bacchus, "have a grievance not unlike that of Morpheus. I, too, have suffered for my name; for two of

them, in fact. I landed upon the mortal planet in a province named Prohibition and when I sent my cards into the druggists they sent back word for me to sneak in through the back door and keep my eyes open for strange beings known as 'Drys' and a vaudeville actress named Carrie Nation. But the populace approached me with strange winks and grimaces and when I attempted to cheer them with the juice of the grape a magician called Mazistree transformed me, first into a blind tiger and then into a blind pig. So I fled to New York and in that part which is in both Europe and Asia and called East Side I took one of my other names, that of Bromius. The intoxicated ones of the populace tried to swallow me, mistaking me for something called Bracer and they asked if my family was either Seltzer, Lithia or Caffeine."

While Bacchus was still speaking there was a chorus of harks and yelps from the rear and with the cry of "Dog fight," the gods rushed off to bet on the scrap. As might have been expected, the trouble came from Cerberus, that pup of Pluto's. As usual, its three heads, Retailer, Wholesaler and Manufacturer, were quarrelling as to which one should wag the tail named Public. The fight was ended when Esculapins and some other doctors cut off the tail and ran away with it.

Scarcely had order been restored when a mild-eyed Centaur named Chiron trotted up to the throne. This was the great physician who instructed Esculapins and Achilles. Said Chiron, "Great disappointment awaited me on the Drug World. I had supposed that druggists had something to do with physicians and that physicians had something to do with prescriptions. Great was my error! I found that the science of medicine consisted of tablets and politics and impossible surgical operations for newspaper purposes only. I found that the science of pharmacy was concerned chiefly with forcing the manufacturers to sell to retailers at jobbers' prices, and at the same time keeping the wholesalers and manufacturers from selling to the public and the physicians at retailers' prices. When I mentioned that there seemed to be something slightly inconsistent in the science I was told that I was only an old horse and that I had best go and eat grass. However, there was a new light dawning before I left. The organ of the National Retail Druggists' Association was vociferously demanding a 'Return to first principles.' As I originated the first principles and as they consisted of dried blood of a strangled infant, pickled toads' eyes, powdered monkey teeth and candied lizards' tails and other infallible simples, I hope to see them incorporated in the next Pharmacopœia along with pepsin and sorbims."

Castor, the god of Laxatives; Amalthea, the real discoverer of malted milk, and Aristæus, the discoverer of the process for extracting the oil of olives, were then appointed a Committee on Pure Drugs. Jupiter asked for their report. Aristæus said that all they had found out was that a Pittsburg concern was paying for half-space spaces in the papers to print a new version of "Ben Bolt," the refrain of which was:

"We don't"  
"Ben zoate."

Amalthea added that they had discovered that some one named Wiley was "One of the 57." Jupiter asked if Wiley was a pickle. Castor replied that he most certainly was not. He said that a number of embalmers had endeavored to hand lemons to Wiley, but that he was still a large jar of well-preserved Ginepro.

When Castor had finished, Jupiter noticed a long procession of Shades coming from the café. Their spokesmen came forward and addressed the throne thus: "Most High of the Enthroned! Great god of gods! I am the persimmons of this bunch. Get off the throne and let me sit there. We, the Shades whom you see were Earth Members of the American Medical Association, the National Association of Retail Druggists, the American Pharmaceutical Association, the National Wholesale Druggists' Association, the Proprietary Association of America and the Board of Revision of the Pharmacopœia. We never had a joint meeting in The Drug World, which the physicians owned, and we have therefore decided to hold one right here and now. You with your gods, goddesses and godlets may occupy the top gallery if you think that"—But already the gods were tumbling over each other to get out of danger. Apollo slid down the elevator cables, Saturn hid behind the radiator and Jupiter disappeared via the fire-escape. Only Mars, the god of war, remained. He was used to it.

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

### Emulsion of Balsam Fir.

(S. E. M.)—Some months ago Dr. J. T. Davidson contributed to an exchange the following formula for a balsam of fir emulsion which he highly recommended. A stock balsam mixture consisting of balsam of fir, 1 part; Venice turpentine, 1 part, and olive oil, 2 parts, is first prepared. Then take of this—

Balsam mixture	48 minims.
Oil of wintergreen	30 minims.
Powdered acacia	3 drams.
Spirit of chloroform	4 drams.
Tartar emetic	$\frac{1}{2}$ grain.
Diluted hydrocyanic acid	6 minims.
Syrup	12 drams.
Water, enough to make	8 ounces.

Make an emulsion. The proportion of balsam mixture may be varied somewhat to meet individual requirements.

### Carbon Tetrachloride.

(S. E. M.)—Carbon tetrachloride which has come to the front in recent years as a solvent and cleaning fluid, may be obtained from almost any jobber. For a description of it and its properties we can do no better than to reprint the following notes by Gane and Webster in a recent issue of *Drug Topics*:

As found in commerce it is a heavy, colorless, transparent liquid, usually having a rather objectionable odor due to the presence of sulphur compounds of carbon derived from the bisulphide from which it is manufactured. When these are removed the liquid has an odor somewhat resembling that of chloroform. Its specific gravity is about 1.62, so that a gallon of it will weigh about 13 pounds. It boils at 77° C. (170° F.) and does not freeze even below zero. It is non-inflammable, in fact, the vapor acts as a fire extinguisher and it has been recommended as a filler for the hand grenades used in putting out small fires. Carbon tetrachloride is insoluble in water, diluted alcohol and glycerin. It is readily soluble in acetone, glacial acetic acid, carbonic acid solutions, alcohol, fixed oil, chloroform, carbon bisulphide, benzole, ether, aniline, oleic acid, turpentine, kerosene and petroleum oils, and in fixed and volatile oils. It is one of the best solvents and is used largely as a solvent for fats in laboratory work and in the arts, especially in the manufacture of oil cake. It dissolves oils, fats, resins, some waxes, gutta percha, caoutchouc, cerasin, stearic acid, varnishes, paints, asphaltum, coal and pine tar, pitch, and some soaps. It may also be used to dissolve certain organic compounds like menthol, thymol, camphor, salicylic acid, etc. It is not decomposed by aqueous caustic alkali nor by strong acids, but alcoholic caustic alkalis convert it into potassium chloride and carbonate. It is coming largely into use as a solvent for many of the so-called varnish gums and we give herewith the solubility of the most important. Cammar, elemi, gutta percha, Venice turpentine, readily soluble in the cold; copal, kanri, softened but not dissolved, as with other solvents; benzoin, sandarach, shellac, insoluble, but soluble in a mixture of equal parts of alcohol and carbon tetrachloride; anime, dragon's blood, very slightly soluble.

Carbon tetrachloride is used to some extent also to reduce the inflammability of other solvents. It is unburnable itself and mixtures of turpentine or kerosene with an equal volume of the tetrachloride cannot be ignited under ordinary condi-

tions. An addition of 60 per cent renders gasoline unflammable at ordinary temperatures. Retail druggists find a ready sale for this substance as a cleaning agent for clothing of various kinds. A great advantage is that it does not affect even the most delicately colored fabrics. The purified product has further been recommended as a solvent for use in disinfecting the hands of surgeons prior to operations. Its penetrating power insures thorough disinfection, especially if about 1 per cent of iodine be dissolved in the tetrachloride and the hands well brushed with the solution. For pharmaceutical purposes in general it may be used in place of chloroform, except for internal use.

#### Compound Elixir of Sumbul.

(G. E. D.)—According to the Standard Formulary two quite dissimilar mixtures are dispensed under the name of "compound elixir of sumbul." You can take your choice:

Fluidextract of sumbul	2 fl. ounces.
Fluidextract of scullcap	1 fl. ounce.
Fluidextract of valerian	2 fl. drams.
Alcohol	1 fl. ounce.
Adjuvant elixir to make	16 fl. ounces.
Purified talcum	$\frac{1}{2}$ av. ounce.

Mix the fluidextracts and the alcohol, add the talcum, shake well, then add the elixir, shake again, and filter. Each fluidram represents  $7\frac{1}{2}$  grains of sumbul, about 2 grains of scullcap and about  $\frac{1}{2}$  grain of valerian.

Fluidextract of sumbul	2 fl. ounces.
Alcohol	1 fl. ounce.
Elixir of ammonium valerianate	8 fl. ounces.
Simple elixir	5 fl. ounces.

Mix the fluidextract and alcohol, add the two elixirs, and filter through talcum. Each fluidram represents 1 grain of ammonium valerianate and represents  $7\frac{1}{2}$  grains of sumbul.

#### Glove Cleaner.

(P. W.)—Try one of the following:

Curd soap	1 ounce.
Water	4 ounces.
Oil of lemon	$\frac{1}{4}$ dram.
French chalk	a sufficiency.

Shred the soap and dissolve in the water by heat, add the oil of lemon, and make into a stiff paste with the French chalk. If desired, the oil of lemon and chalk may be omitted, and replaced by finely powdered orris root.

White soap	4½ drams.
Hot water	2½ drams.
Rub into a paste and add,	
Solution of chlorinated soda	2½ drams.
Water of ammonia	20 minims.

Put the glove upon the hand and apply the paste with a piece of flannel, rubbing the kid from wrist to tip of fingers.

#### Reading an Obscure Prescription.

(B. B. F.)—We cannot satisfactorily reproduce the prescription you submit, owing to the fact that it is faintly written in pencil. However, we are satisfied that the following is a correct solution:

Fluidextract of glycyrrhiza	3 drams.
Ammonium chloride	3 drams.
Water, enough to make	3 ounces.

Directions, one teaspoonful every 4 hours.

This prescription closely follows the type laid down by many authorities, and Hare in particular (Practical Therapeutics), who states that ammonium chloride is preferably given with licorice and water to mask the taste. Mixtures of ammonium chloride are frequently employed in the treatment of bronchitis, the object being to stimulate the bronchial tubes and increase the volume of liquid poured out, thereby easing the inflammation of the mucous membrane of the bronchia.

#### Viavi Cerate.

(W. J. H.)—We cannot give you the formula for the proprietary article.

## Original and Selected

### SUPERNUMERARY FORMULAS OF THE NATIONAL FORMULARY.\*

By Augustus Carrier Taylor, Washington, D. C.

Oliver Wendell Holmes says: "Medicine appropriates everything from every source that can be of the slightest use to anybody who is ailing in any way or like to be ailing from any cause. It learned from a monk how to use antimony, from a Jesuit how to cure agues, from a friar how to cut for stone, from a soldier how to treat gout, from a sailor how to keep off scurvy, from a postmaster how to sound the eustachian tube, from a dairy maid how to prevent small pox, and was taught the use of lobelia by the American savage. It stands ready today to accept anything from any theorist, from any empiric who can make out a good case for his discovery or his remedy."

During one of the meetings of the American Pharmaceutical Association 'way back in the '70s, a speaker alluded to the then growing delusion as the "elixir nuisance." This expression, coming entirely from the pharmaceutical side of the question, meant that a detail man from any one of the manufacturing establishments would capture a certain number of physicians by his smart logic and his samples, and thereby create a demand which the pharmacist was called upon to supply. This nuisance grew from special formula elixirs until demands were created for special formula syrups, emulsions, solutions, pills, tablets and, worst of all, mixtures of every conceivable nature. The detail man had taught the physician a new school of medicine, "Price List Therapeutics."

It is not hard to show that the success of this nuisance was due to two factors, extensive advertising, and a certain convenience to the physician in having his prescription written and put up for him by a manufacturer who thus supplied him with his materia medica as well as with the therapeutics upon which it was to be applied.

It was the cupidity of trade and not true therapeutics that caused the National Formulary to be published in 1887 by the American Pharmaceutical Association. Another great factor to give use to the necessity of publishing the National Formulary was the enormous development of the United States. The vast increase in population has brought to our shores a great variety of people from every country in the world. They have brought with them ideas of every kind.

You must expect to feel the influence of the German Pharmacopœia in a section settled by Germans; of the British Pharmacopœia in an English settlement, and so of the Codex where you find the French predominating. These people are all acquainted with one or more preparations authorized by these books, and demand them when they arrive in this country. Demand governs supply. It is business for the pharmacist to supply that demand. This has caused a great confusion and duplication of formulas under different names. A condition that existed—not having a law to enforce the adoption of our National standard—was responsible for a great deal of the confusion. Since the Food and Drugs Act has made the Pharmacopœia and the National Formulary official, we may expect more radical changes in the future editions of these books.

The first edition of the National Formulary contained nearly 500 formulas for chemical and pharmaceutical preparations needed to supersede the many private formulas then in use. That committee did well to keep the number down to 500. I would have expected 5000.

This book is to supply the needs of physicians and pharmacists of this vast country of ours, not of one State, city or section of a city. In a recent paper read before this branch, a writer referred to Comp. Elix. of Tar as a formula he thought should be dropped because, as he said, he had not had a call for it in ten years. In my section, it is very popular, and called for almost daily. I mention this to call attention to the difficulty of selecting what formulas should be dropped from the National Formulary at the next revision. But while

\*Read at the meeting of the City of Washington Branch of the A.P.A., held May 11, 1909.

studying this book during the U.S.P. and N.F. propaganda work as carried on by the D.C.R.D. Association, I have run across a few formulas that I think are superfluous. In a very humble way, I beg to offer these few suggestions to the Revision Committee through the medium of this paper.

The first formula in the book, Aromatic vinegar, I do not believe, was ever prescribed by a physician, unless it was "Woodbury, the beauty doctor." I take the stand that the National Formulary is going to become more and more a text book in the medical schools, a therapeutic text book, a book that is to show the young student how to write prescriptions for combinations of various remedies, a book of suggestions on prescription writing, rather than a book of set prescriptions.

If I am right, formulas of this kind have no place in this book. This article belongs to a large class of toilet preparations that the pharmacist will have demands for from the public, and he must know how to prepare them. Possibly we need a third book—a druggist's receipt book, or are we to continue the Appendix and relegate all such formulas to that part of the book? I favor dividing the Formulary into two parts and designating them as Parts 1 and 2.

In speaking with a professor of therapeutics in one of the medical schools of the District on the subject of more attention being paid to the National Formulary in his branch of teaching, he said: "Simplify the book, separate the part you want the physician to know from that which is of no interest to him. We hesitate to give the medical student anything more to learn."

Following close upon the formula for aromatic vinegar is one for saccharated citric acid. This is strictly a pharmacist's working formula, and belongs in Part 2; likewise saccharated tartaric acid, saccharated sodium bicarbonate, all of the fluid-extract, unless it is the compound fluid-extracts of buchu and stillingia, cochineal coloring, and a number of others throughout the book.

Compound tincture of benzoin, U.S.P., is a simplified preparation intended to replace traumatic balsam, Tarrington's balsam, Friar's balsam, and is sold as such in nine-tenths of the pharmacies. This formula should be discarded, retaining the above names as synonyms of the compound tincture of benzoin.

The N.F. formula for boroglyceride should follow the U.S.P. formula as an alternative process, and be dropped from the Formulary.

Of colloidions, we find four in the Pharmacopoeia and four in the Formulary. They should all be in the Formulary. This situation is continually confronting you in a study of these two books, and I would like to state right here that I favor removing all compounds from the U.S.P. This separation of similar formulas in some cases borders on a dangerous situation, for example: In the Pharmacopoeia we have liquor sodii arsenatis, dose 3 minims, a one per cent solution of the dried salt. In the Formulary we have liquor sodii arsenatis, Pearson, just one-tenth as strong. If necessary to retain both of these formulas, which I do not recognize the need of, they surely should be in the same book, so that the physician cannot miss being made aware of the existence of both.

Compound decoction of aloes should be relegated to the Appendix or Part 2, as I will continue to call it throughout this paper.

The formula for elixir adjuvans, U.S.P., is fluidextract of licorice 120 cc. to 880 cc. simple elixir. Elixir licorice, N.F.,

is 125 cc. fluidextract licorice, 875 cc. simple elixir. They are almost identical, and one or the other could be dropped without being missed.

Must we continue to have elixir of phosphate of iron and elixir of pyrophosphate of iron, which are therapeutically identical?

But that brings us to another more serious confusion of formulas. We have in the Pharmacopoeia, elixir of phosphate of iron, quinine, and strychnine containing 1-60 gr. strychnine to the fluidram, while in the Formulary we have elixir of iron, quinine and strychnine containing 1-128 gr. strychnine to the fluidram. With this great variance in strength of such a potent ingredient as strychnine, I think it rather dangerous, to say nothing of the confusion that must arise in the mind of the physician who wishes to use one or the other of these. Mr. Flemer, as chairman of one of the committees of the District of Columbia R.D. Association, has made some inquiry among physicians to determine which they intend when writing for elixir, iron, quin. and strychnine, or elixir I.Q. and S., and finds that almost to a man they have wanted the elixir of the phosphates of iron, quinine and strychnine, U.S.P. I trust both N.F. formulas will be dropped at the next revision.

We have elixir of hypophosphites, and syrup of hypophosphites. The solution is an agreeably flavored preparation containing glycerin instead of sugar, very similar to the syrup, but differs a little in strength, and should replace the elixir, allowing the latter to be dropped. I would make the same recommendation as to compound syrup of hypophosphites, U.S.P., and compound solution of hypophosphites, N.F.

We have formulas for solution of phosphorus, dose 10 minims, representing 1-150 gr. phosphorus; spirit of phosphorus, dose 8 minims, representing 1-100 gr. phosphorus, and elixir of phosphorus, dose 1 fluidram, representing 1-60 gr. phosphorus. The trouble with all liquid preparations of phosphorus is the fact that phosphorus soon decomposes and you have simply a solution of phosphoric acid. This condition is least likely to occur in the spirit of phosphorus. I recommend that the spirit be retained and that the other two formulas be dropped. A weaker preparation can be made extemporaneously by simply adding the spirit to some of the elixir. Of the liquid preparations of pepsin, we have essence of pepsin, glycerite of pepsin, aromatic solution of pepsin, elixir of pepsin, and wine of pepsin. The two solutions, as well as the wine and elixir, are simply dilutions of the glycerite. In the case of the first three, some extra hydrochloric acid is added; could we not direct the physician's attention more towards the glycerite, and let him form his prescriptions therefrom, thereby doing away with these four unnecessary formulas?

Solution of strychnine acetate, N.F., is about 1-5th of 1 per cent in strength, while the British Pharmacopoeia gives solution strychnine hydrochloride with a synonym "solution of strychnia," a one per cent solution. It would be better not to have any official solution of strychnine, but impress upon the physician the necessity of always specifying the strength desired when writing for simple solutions of such strong remedies.

Mistura rhei composita, N.F., and mistura rhei et sodii, U.S.P., differ very little in combination. We can get along without the N.F. formula.

Syrupus senne aromaticus, N.F., contains senna, rhubarb and jalap; syrupus senne compositus, N.F., contains senna, rhubarb and frangula. Find which of these two is preferred



Group of University of Michigan Seniors (1909) taken outside of the Laboratory—In the Center is the Veteran "Mike" Condon.

by the doctor and drop the other.

I submit a list of preparations of which rhubarb is the important ingredient, and in most cases the only important ingredient: Extract of rhubarb; fluidextract of rhubarb; tincture of rhubarb; aromatic tincture of rhubarb; aqueous tincture of rhubarb; vinous tincture of rhubarb; tincture of rhubarb and gentian; elixir of rhubarb; elixir of rhubarb and magnesia acetate; compound mixture of rhubarb; mixture of rhubarb and soda; powder of rhubarb compound; unsated powder of rhubarb and magnesia; compound pills of rhubarb.

I think at least half of these formulas could be dispensed with, but if nothing better, put most of them in Part 2.

In the titles for the Dermatologic Pastes, I think the names of Unna and Lassar should be omitted; that is, instead of *Pasta Ichthyoli Unna*, it should read *Pasta Ichthyoli*. The physician writes for Unna's Paste or Lassar's Paste, compelling the pharmacist to call up the physician to find out which paste is intended.

Syrup of morphine sulphate, N.F., is not entitled to a place in the Formulary for the same reasons that I gave for dropping the solutions of strychnine.

There is no reason for continuing the formula for fluid-extract of cascara, bitterless, of the N.F., when the formula for fluidextract cascara, aromatic, of the Pharmacopoeia is almost identical. The U.S.P. formula contains magnesium oxide instead of lime as called for by the N.F. formula.

We have elixir of cascara and elixir of frangula—a useless duplication of formulas. While at this point, I would recommend that fluidextract of juglans be omitted from the formula for compound elixir of cascara. A fortified elixir is in demand, but this will never be popular while it contains juglans. Likewise elixir of gentian with tincture of chloride of iron, and elixir of gentian and iron phosphate are therapeutically identical.

Elixir of coca is never used. The doctor writes for the fluid-extract or for cocaine. If he wants a weaker preparation, he has it in the wine of coca, U.S.P., or the aromatic wine of coca, N.F. I even think the N.F. wine of coca is a useless duplication. Magendie's solution of morphine: The fact that this solution requires the addition of salicylic acid to preserve it, should be enough to condemn the formula. The hypodermic tablet has displaced such solutions, and even if we need a hypodermic solution of morphine, it should be and can be freshly prepared, and the doctor should state the strength desired.

We have aromatic syrup of yerba santa and aromatic elixir of yerba santa—both intended chiefly as vehicles for quinine. The syrup disguises the taste of quinine better than the elixir, because of the very small amount of alcohol that it contains. That being the case I would discard the elixir.

If I was writing a temperance paper, I would devote a good deal of time to the wine of beef and wine of beef and iron, both convenient tipples and that is all.

A thing that often occurs to me when preparing N.F. preparations is the need for better vehicles. I believe this point needs close observation during the next revision; I believe we need a class of preparations to be designated as vehicles.

## U.S.P. AND N.F. PROPAGANDA RUN MAD.\*

By A. O. Kaczorowski, Ph.G.

After considering all that has been said and done in reference to this much vaunted Propaganda work, I am prompted to take issue with those who look upon it as a panacea for everything that is wrong in the drug business at the present time. In taking up this discussion, I do not wish to speak disparagingly of any individual or set of individuals, because I believe that those who have taken part in the work have done their best, but I simply wish to point out to the advocates of this work the absolute fallacy, impracticability and injustice of the entire methods pursued and ultimate object aimed at.

Before entering into the discussion proper, however, I want to say that there is one great fault with druggists, and that is they are too prone to follow a few leaders who happen to stand high in association matters, and they do not give their individual thought to subjects which come up for consideration. In other words, they allow a few individuals to do their thinking and to execute matters in which, perhaps, a great many do

not concur, and simply because they will allow themselves to be led. Now this does not only apply to propaganda work, but to everything pertaining to association matters, and particularly as applies to the workings of this association. In other words, gentlemen, have an opinion of your own, and do not allow yourselves to be led by others, unless you really believe as they do. If you would only practice this doctrine of thinking, speaking and acting for yourselves, I predict that we would have a greater, more influential and better association than you have ever dreamed of before.

Now, to go back to the subject matter of this paper, I want to say that there are three fundamental reasons why the propaganda work cannot be successful. In the first place, gentlemen, you must not lose sight of the fact that doctors are constituted the same as anybody else, and, therefore, do not like to be told what they should do and what they should use in the practice of their profession, any more than you would like for them to tell you how to conduct your business. This being the case, I hold to the opinion that you cannot expect to go to physicians who have been practicing medicine for years and get them to take up the study of the U.S.P. and N.F. and familiarize themselves with something which should have been taught to them as students. Do not lose sight of the fact that doctors are governed by what they have been taught at college, and also by keeping up with current literature as obtained through the medical journals of this country and of Europe; that is the reason why the pharmaceutical houses spend so much money to introduce their specialties by advertising in such mediums. I claim, therefore, that the only practical way of introducing those two standard works to the medical profession is by the combined efforts of the American Medical Association and the American Pharmaceutical Association, which should see to it that these works are adopted as text-books by every school of medicine in this country and thereby educate the future doctors to formulating their own prescriptions. This, I say, is the only practical way to proceed with a work of this kind, and those behind the scheme should not try to accomplish wonders in a day by adopting the plan of pharmaceutical houses of detailing the doctors and only making a faint attempt at accomplishing results. In other words, this work is not different from any other, and therefore you must begin at the beginning and instill into the embryonic doctor that which you think is right and which ought to be part of his make-up.

Had this work been started ten years ago in the manner I have described, you would have today a large percentage of practicing physicians following your plan and who would be thoroughly familiar with it in every detail. But instead of doing that, you rush in on a campaign of education only to meet with failure and, worse yet, to have your very motive and sincerity questioned, as was done a short time ago right here in this city, and that editorially by the *New Orleans Medical and Surgical Journal*. Now, I have no doubt that some of you will say that if the pharmaceutical houses do detail work successfully, why can we not do it? In answer to the question I will say, because they are original in what they detail, because you have not gone at it in the right way, and because you have no money back of the movement; three very good reasons, I believe. So much for the introduction.

We now come to the next obstacle in the way of success, and that is originality. Remember, I said a moment ago that the specialty houses were successful in their work because they were original. What a contrast between that and what the propagandists are attempting. You go to the doctor and tell him that he should not prescribe proprietary remedies, but you offer him instead, as a substitute, an imitation of the real article which you condemn, and you actually expect a practitioner to discard remedies which he has used for years with good success and adopt your imitations, just simply because you present them.

Now, gentlemen, above all things, let us be fair and just to those who originally devised and discovered those new formulas and give them credit for their discovery, the same as you would expect to receive if you had a preparation which was being used by the medical profession, but do not condemn such remedies and then ask to have the same thing prescribed under another name.

In other words, the editors of the U.S.P. and N.F., with all due respect to their high attainments, should be original; they should not rely on imitations of standard proprietary remedies to make the works as successful as they would like to have them. You must either recognize or ignore those remedies, and

\*Read before the Louisiana Pharmaceutical Association, New Orleans, May 11-14, 1909.



I tell you that the physicians will never ignore or discard them, because they have merit, have given results and that is what counts with practitioners. Remember, too, that no article is imitated unless it possesses merit, and the moment you imitate it you acknowledge it to be good.

I am one of those who believe in giving credit where credit belongs, and therefore I cannot approve of this propaganda movement which consists chiefly in knocking meritorious articles and offering poor imitations as substitutes. You know as well as I do, that all those remedies have come to stay, so have the pharmaceutical houses with all their specialties. So that in order to get the co-operation of our medical friends we must offer them something original and not lay stress on the fact that most of our formulas are intended as substitutes for standard proprietary remedies. When we do that we defeat the very object that we aim to accomplish, by admitting that these very remedies possess merit. I want to emphasize the fact, that I believe in the N.E. as much as any of you, but I do not believe in copying all the most prominent proprietary preparations and then openly boasting of it. At any rate, there is no limit to where this thing will end; the object being, evidently, to imitate any new preparation which doctors seem to take to and accordingly, to discourage investigation and research instead of encouraging them.

Can it be possible that we are going backward instead of forward, and becoming imitators instead of originators? Don't you know that this condition of which you complain is a natural condition which you cannot stop, but one which will continue to grow in spite of your efforts to curtail it? Wake up to the fact that we are doing business in an advanced age and according to advanced methods, and do not expect to carry on your business as your forefathers did. Do not be blind to the fact, that as long as pharmaceutical or specialty houses continue to put up high-class preparations and to place them before the physicians in the proper way with their reputation back of them, that preparations will be very much in demand, because doctors will not hesitate to specify what they want, any more than you will when you give out your daily wares.

The next reason why you will not meet with the success you anticipate is, that while you have made a feature of substitutes for well-known and largely used proprietary remedies, your Formulary contains but an infinitesimal part of the number of such preparations used by the medical practitioners of today; therefore, even if it was the intention of doctors to discontinue the use of all such remedies, you could not offer a substitute for each and every one of these preparations, and as a consequence your efforts would only be in vain. Therefore, I reiterate what I have said before, that I cannot approve of this work, and in the name of justice and fair play I challenge any of you to tell me that those remedies should not be used because they are not good, or not reliable. In conclusion, I will say that whatever you do, confront the issue, but speak the truth.

#### Should Unite Against Enemies of Scientific Progress.

Boston, May 22.—That even the medical profession in Massachusetts with its society dating back for more than a century and a third, is not as strongly organized as it should be, was the opinion expressed by former President Charles W. Eliot, of Harvard University, in an address made to the Medical Alumni Association last night. He declared that a strong need existed for every member of the profession to organize and co-operate in the movement against persons and cults who oppose the progress of medicine and surgery. President Eliot said:

"There are now obstructions to scientific progress in medicine, new groups of persons who actually oppose, and the profession needs to work as one body against these opponents of medical and surgical progress. This is often difficult because the opponents are often called 'humanitarians.' It is for the medical profession to show that the members composing it are the real humanitarians. The obstacles to scientific progress must be subdued, and this can only be done by reaching the public through the channels of instruction."

#### New Members of Kings County Society.

At the last meeting of the Kings County Pharmaceutical Society, Clarence S. Abrams and Hyman Friedland were elected to membership, and applications received from Tracy E. Clark and John J. Gillen.



#### Home-made Racks and Stands.

From his inspection of dry goods, jewelry and other stores, the druggist has learned that an almost endless variety of novel and beautiful racks and stands for the exhibition of goods in interiors as well as windows may be purchased. Much as he would like to possess them, the average druggist feels that they are beyond his means. However, a little cheap material, ingenuity and a little labor may produce home-made substitutes which will answer every purpose.

#### Pyramid Bases.

As an aid in the erection of pyramids of bottles either in windows or upon counters or floor, the following simple contrivance will be found of great use. From a good, unwarping 12-inch board, one-half inch in thickness, cut triangles with 12-inch sides. To keep these from warping after being put to use, glue to each side a cleat of sufficient length and one-half by one-quarter inch thick. The triangular forms may be finished to match the store fixtures by sand-papering and staining. Or, they may be covered with gold paint or even temporarily covered for each separate use with crepe paper. In the same way, make other triangles with nine and six inch sides. To use, place three bottles so as to serve as legs for the largest triangular shelf. Upon this shelf place three bottles as legs for the nine-inch triangular shelf, and again on the latter stand three bottles to support the smallest or six-inch triangular shelf. Of course, the spaces between the bottle legs may be filled with other bottles of the same size, with smaller bottles, or with other goods. Two of these wood triangles placed edge to edge will form a diamond-shaped pyramid. Three of them placed around a fourth will form a three-pointed star pyramid and so on in endless variety and size.

For malts, mineral waters and other heavy, round bottle goods a very firm and attractive pyramid may be made by boring in each corner of each triangle a hole large enough to admit the neck of the bottle and thus permit the triangles to rest upon the shoulders of the bottles. In boring the holes in triangles of various sizes they should be so placed that when pyramided the bases of the second tier of bottles will stand within the necks of the first tier and the third within the second.

#### A Mushroom Rack.

Take a 10-inch piece of broom-stick or wood of about the same dimensions. Round off the ends and sand-paper carefully. Lengthwise around this stick fasten eight pieces of one-eighth inch brass or coppered iron wire. Do not use copper wire. For appearance sake brass wire is preferable; but if it is not procurable use copper-coated, stiff iron wire. If the latter cannot be procured, plain iron wire may be used and gilded. These strips of wire should be 30 inches long and fastened around the stick at equal intervals with small wire staples. The wires should extend six inches beyond one end of the stick and 14 inches beyond the other end. Bend the six-inch ends outwardly in one-quarter circles so as to form feet which collectively form a firm stand for the rack. Bend the 14-inch ends outwardly in one-half circles and turn the points upward so as to form small hooks. Either gild or bronze the stick to match the wires. Brushes, combs, cutlery and other light articles may be suspended from the hooks to produce a most attractive display. If considered desirable the number of wires may be increased until the stick is covered, and by making them of different lengths, two or even more tiers of the hanging arms may be made. When not in use the wires may be turned in the staples and brought close together, thereby permitting the stand to be stored in a small space.

#### An Adjustable Stand.

Take a piece of broom-stick eight inches long or any other length suitable for the purpose. Take a disk of wood one inch thick and five inches in diameter. Fasten the stick to the

center of the disk with a single screw or glue, preferably both. The disk forms the base of the stand. To the other end of the stick screw a washer of the same diameter as the stick. Sandpaper and paint, stain or gild the whole. Take several pieces of one-eighth inch copper wire, about eight inches long. Bend each wire one-quarter of an inch from one end so as to form a square or right-angled hook. Loosen the screw in the washer just enough to permit two or more wires being passed beneath the washer and the end of the stick; when the wires are properly adjusted tighten the screw so as to hold them firmly in place. To hold a box of stationery extend one wire from one side of the stick and two wires from the opposite side, in such a manner that their hook ends will be about four inches apart. Before tightening the screw see that the distance between the hook of the single wire and the hooks of the other two wires are the same as the length of the box to be held. When the screw is tightened the box may be put in place by springing the hooks over its upper and lower ends. The copper wires may be bent so as to hold the exhibited articles at any desired angle, or so as to face the glass of the window or outside edges of the show-case. When properly adjusted the wire hooks may be snapped around circular or rectangular slabs of glass or pieces of cardboard or wood to hold them in horizontal position, thereby forming small tables or shelves upon which small articles may be exhibited.

#### Adjustable Shelves.

Get from a blacksmith a four-foot iron rod, one-half inch in diameter. For this make a heavy base as follows: Take or make a circular cardboard box or mold, its inside dimensions being eight inches across and four inches deep. Place this mold on a level surface and then swing the rod above it so that it hangs in a perfectly perpendicular position, with its lower end just over and close to the exact center of the bottom of the mold. Carefully pour in plaster of paris paste and allow to set so that it will hold the rod in proper position; allow the base to become perfectly dry before moving the rod or tearing away the mold.

Cut six or more shelves of the desired dimensions from half-inch wood, and preferably in graduated sizes. The largest may be 12 x 18 inches and the smallest 4 x 6 inches. Across the grain of each of these shelves glue two thin cleats to strengthen and keep them from warping.

In the exact center of each shelf bore a hole an inch in diameter. Make a number of hardwood wedges an inch long and tapering from a sharp edge to a half inch base. Slip the top of the iron rod through the hole in the largest shelf. Hold the shelf at the desired height from the base and wedge it into position with two of the wedges, one on either side of the rod and inside of the hole. The wedges should point upward and the shelf be forced down upon them by alternately tapping the sides with a hammer. It is not necessary to use great force in fixing the wedges because the weight of the exhibited goods, when properly distributed upon the shelf, will maintain the pressure upon the wedges. Above the first shelf arrange other shelves in graduated sizes and at such distances apart as may be necessary to admit the goods to be exhibited. Paint or gild the whole contrivance.

With a single rod and base a variation of the display may be effected by having circular as well as square shelves. An arm rack also may be made by causing small, hardwood disks to take the place of shelves and attaching to them extending wire or wooden arms.

#### Attractive Exhibit of Herbs and Medicinal Plants.

Boston, May 24.—The show windows of the Woodward Drug Company at 102 Tremont street have been attracting unusual attention the past week by reason of a most creditable and educational exhibit of herbs and medicinal plants. The display included the plants in their growing state, and in the commercial form, and then in the manufactured state, either as a powder or extract. Countries the world over contributed to the display. Rolls of sarsaparilla, peruvian bark, cardamoms, gum of benzoin, pods of opium, Ceylon cinnamon, slices in the round, licorice, nut vomica, sage, tansy, hops, elm bark. The standard preparations of the drugs and herbs as made by Spillb and Parke, Davis & Co. were also shown.

Trouble conquers the man who looks for it fearfully. Yet one must look to find where trouble lies in order to overcome it.

## A-B-C's for Drug Clerks.

### G. W. Hague Wins the Era's \$5 Cash Prize.

In the ERA'S Cash Prize Competition this week the judges have awarded the \$5 Cash Prize in Contest No. 4 to George W. Hague, of Freeport, Long Island, N. Y., for his paper of suggestions to drug clerks. Mr. Hague has boiled his ideas down into small compass, thereby making each one tell its story convincingly, so that all drug clerks may at a glance easily absorb pointers that may be wholly or in part new to them. Every drug clerk should read the paper, whether he thinks he need to do so or not:

#### Practical Helpful Hints for Drug Clerks.

By George W. Hague, Freeport, L. I., N. Y.

How may the drug clerk improve his position and at the same time be of greater service to his employer? This question I will endeavor to answer, but not in the same old worn-out way that they all say, "Be honest, be steady, be faithful," and a lot of other axioms that every boy ought to know. We will assume that the clerk is honest, sober, polite to customers, of average ability, and desires to make himself more valuable to his employer. This is my advice:

1. Learn the location of every item in your employer's store.
2. Learn the price of every item in the store, so that you can give it to customers right off the reel.
3. Learn the names of the customers.

The clerk who possesses these qualifications to a greater degree than the employer really holds the latter at his mercy. A clerk with these qualifications can do as much work as two salesmen. An employer can trust his store to the clerk's keeping without worrying. It is an insult to customers to trade with a store for a long time and then not to have any one enough interested in them to remember their names. These are only a few of the good arguments.

Now, next in importance to the above, comes some other outside ability, which does not in any way conflict with what has been previously mentioned, and its importance I will rate as follows:

- a. Learning to speak some foreign language.
- b. To make attractive displays (windows and show cases).
- c. To write advertisements.

- a. Comparatively few pharmacists realize the value of controlling some foreign trade. Foreigners usually pay in cash, seldom ask credit and want goods delivered. Lastly, they always patronize those who can speak their language.

- b. The value of window and show case dressing is too well known to require any explanation at this time.

- c. To be able to write advertisements for your employer will in all probability increase your earning capacity 100 per cent. This is a thing very few can do, neither clerk nor proprietor, and if a clerk can accomplish this, he will soon outgrow his place in a small store.

*Conclusion.* There are, perhaps, as many ungrateful proprietors as clerks, but this does not exonerate the clerk from doing his duty. Two wrongs do not make a right. You, as drug clerks, ought always to do your best work, even if it is not appreciated by the boss. Some other druggist is doubtless watching you. A clerk might become lazy, indifferent or careless, but he is hurting himself more than his employer. If your position does not suit you, or if your employer is unreasonable, get another position; but do your duty and fulfill your end of the contract before you leave.

#### Druggists in Legislature Divided on 8-Hour Question.

Boston, May 24.—Druggists in the Massachusetts Legislature were divided the past week on the question of sustaining the Governor's veto of a bill to make eight hours a legal day's work for public employees. Although all four druggists are R-republicans, as is the Governor, they went on record as divided on the question. Representative Bonney, of Wakefield, voted to pass the bill over the veto, while Representatives Bonvier, of Fall River, and Whittemore, of Ashland, both voted to sustain the veto. Representative Thompson, of Somerville, who is still on the sick list, was absent and was unrecorded. The veto was sustained by a vote of 96 to 126, although among the 96 in opposition were not less than 42 R-republicans.

## PERSONAL MENTION

—JAMES B. PORTER has returned to Pittsburg from an extensive trip South and West.

—CHARLES A. SCHILLING has recently opened a new pharmacy in Franktown avenue, Pittsburg.

—S. B. DAVIS, of Philadelphia, spent a day with relatives and friends at Millville, N. J., last week.

—CHARLES E. RINGER, having sold his drug store in Pittsburg, is rusticiating in Texas and Oklahoma.

—DR. H. M. WHELFLEY, of St. Louis, was the guest of Chicago friends last week, including Sunday.

—J. W. SCOTFIELD, secretary of the Fuller & Fuller Co., Chicago, is in Mount Clemens, Mich., for a short stay.

—FRANK RYAN, president of Parke, Davis & Co., Detroit, visited the New York branch of the firm last Monday.

—MRS. C. G. BECHTA, wife of the druggist who recently located with J. F. Collins at Lodi, Wis., has also moved to Lodi.

—MIERS BUSCH, of Philadelphia, spent several days recently in Asbury Park, N. J., on business for his house, Shoemaker & Busch.

—JOHN S. MUTH, of Muth Bros. & Co., Baltimore, returned last week to his desk after spending ten days at Atlantic City.

—R. H. BOGGS, who looks after the interests of Frank M. Prindle & Co., in Pennsylvania and vicinity, was a Pittsburg visitor last week.

—A. F. MENGES, druggist at Madison, Wis., is erecting a handsome eight-room house which will be ready for occupancy by early summer.

—CHARLES KARNATZ, formerly druggist with the L. S. Walker Company, at Almond, Wis., is again connected with the establishment.

—CLARENCE HELLAND, formerly in charge of Dr. Holland's pharmacy at Mount Horeb, Wis., is now connected with a drug store at Fort Atkinson, Wis.

—CHARLES J. LYNN, general manager and secretary of Eli Lilly & Co., has returned to Indianapolis from one of his regular visits to the New York branch.

—LUKE B. CUBRAN, of Newport, R. I., and wife spent a vacation recently with Mr. and Mrs. William A. Halloran, of Rutledge street, Brooklyn Borough, this city.

—GEORGE M. KEECH, for the past three years pharmacist at W. H. Draper's store in Gouverneur, N. Y., has accepted a position with C. C. Herrick & Co., at Watertown.

—A. VON TROTT, well known former druggist of Milwaukee, has returned to Milwaukee after a six weeks' visit with his son in Alabama. Mr. von Trott is greatly improved in health.

—JAMES H. ALLAN, president of this year's graduating class of Philadelphia College of Pharmacy, has accepted a position to represent the H. K. Mulford Company in North Carolina.

—MAYLON N. KLINE, president of the Smith, Kline & French Co., of Philadelphia, last week attended and took a prominent part in the proceedings of the International Peace Conference at Mohonk, N. Y.

—OSCAR CROCKER, pharmacist at the City Drug Store at Superior, Wis., has returned from Spooner, Wis., where a house on his farm was recently burned. Another residence is now being erected by Mr. Crocker.

—GEORGE H. BENKHAUD, who is identified with the Smith, Kline & French Co., of Philadelphia, greeted old friends among the physicians who last week attended the annual meeting of the Maryland Medical Society at Baltimore.

—HENRY H. LAMB, representing the Michigan Drug Company, while in West Alexandria, Ohio, recently discovered fire in a building adjoining a hotel and by his promptness in giving the alarm prevented a disastrous conflagration.

—F. C. HUMPHRIES, who has been doing special work for the H. K. Mulford Company in Baltimore and other South-eastern cities, has been transferred to Richmond, Va., to succeed A. T. Gray, who is going into business for himself.

—L. L. WALTON, of Williamsport; Dr. Charles T. George, of Harrisburg, and Christopher Koch, of Philadelphia, members of the Pennsylvania Pharmaceutical Examining Board, on Friday last entertained about 35 pharmacists of that city

at a luncheon at the Bingham Hotel. The guests had acted as examiners at the State Board examinations at the College of Pharmacy on that day.

—J. W. PLYOR, of Barneveld, Wis., and Mr. Herries, of Herries Brothers, Muskegon, Mich., were among the visitors at the establishment of the Milwaukee Drug Company last week, with headquarters at Manistee, Mich., accompanied Mr. Herries.

—J. K. LILLY, president of Eli Lilly & Co.; William Scott, president of the Daniel Stewart Company, and John N. Carey, of the Stewart-Carey Glass Manufacturing Company, all of Indianapolis, are enjoying their annual May fishing trip at Lake Wawasee.

—PROF. HENRY CARLIHETT, head of the department of physics at the University of Michigan, has resigned and the title of professor emeritus of physics has been bestowed on him. He is the first one to make application to the Carnegie Foundation Fund at the university.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, was a member of the committee of the Merchants' and Manufacturers' Association of Milwaukee which entertained a party of 450 Michigan visitors, headed by Governor Warner, of Michigan.

—F. E. STEWART, M.D., director of the scientific department, and Charles E. Vanderkleed, Ph.D., chief chemist of the H. K. Mulford Company, attended the recent meeting of the American Therapeutic Society at New Haven, Conn. Dr. Stewart read a paper on the "Standardization of Materia Medica Products."

—WILLIAM S. PEARCE, retired, of Waukegan, Ill., and wife recently celebrated the 56th anniversary of their wedding, which occurred in Chicago. The planting of an arbor vitae tree was the feature. Children and grandchildren attended. Mr. Pearce is 86, hale and vigorous, and Mrs. Pearce is some ten years younger.

—MISS HELEN RYAN, daughter of Frank G. Ryan, of Detroit, who, with her father, attended the commencement exercises last week of the Philadelphia College of Pharmacy, was the guest of 13 ladies of Philadelphia at a box party at the Forrest Theater. The hostesses were the wives of fellow-graduates with Mr. Ryan in the class of '84.

—JOSEPH HEALY, manager of the H. K. Mulford Company's New York branch, has been elected president of the New York section, Georgetown University Alumni Association. In addition to being an alumnus of this well-known university, Mr. Healy is also a graduate of the Philadelphia College of Pharmacy and takes an active interest in the New York section of the alumni of that institution.

—J. HYL BOBBITT, president of the Bobbitt Chemical Company, of Baltimore, is a proud man these days, his son, L. B. Bobbitt, a sophomore in the Johns Hopkins University, having won the \$50 prize offered in the name of the International Arbitration Conference for the best essay on international arbitration by a student of an American college or university. The award and presentation were made last week.

—CHARLES REICHUSS, of Philadelphia, a well-known figure in pharmaceutical circles, has successfully qualified as the pilot of the motor boat Carolyn and expects to spend his summer vacation in navigating the waters of Barnegat Bay in the vicinity of Seaside Park, N. J. Other members of the same crew are "Rear-Admiral" Samuel B. Davis and "Steward" Otto Kraus, both prominent Philadelphia druggists.

—C. S. MCCANDLESS, who has represented the Crown Cordial Company for many years, making his home in Pittsburg, will move to Newnan, Ga., after June 1 and give his entire attention to the States of Georgia, Florida and Alabama, where he also has traveled during the last 15 years. After two years of severe illness from various kinds of fever he hopes to regain his former health in the sunny South.

—WILLIAM L. CLIFFE, of Philadelphia, entertained the following alumni of the College of Pharmacy at a luncheon at the Drug Club, of which he is the president: Frank G. Ryan, Detroit; A. L. Ballinger, Mendville, Pa.; J. J. Coleman, Wheeling, W. Va.; J. F. Williams, Burlington, N. J.; W. J. Kelly, Chester, Pa.; W. H. D. Headley, Lancaster, A. J. Wenner, Wilkes-Barre, Pa.; Joseph Crawford, Lansdowne, Pa., and C. B. Lowe, F. N. Moerk and W. A. Rumsey, of Philadelphia. All of these men who are prominent figures in pharmaceutical circles, were fellow-members with Mr. Cliffe of the class of '84 of the college and all of them were present at the commencement exercises last week of their alma mater.

## GOVERNOR DISAPPROVES THE BROWN ACT.

**Calls the New York State Pharmaceutical Association "a Private Organization" and is Unwilling to Entrust it With a Voice in Naming Members of the State Board of Pharmacy.**

ALBANY, May 25.—Governor Hughes has written a memorandum disapproving Assemblyman Brown's Pharmacy Reform Act, which was passed by the Legislature last month. The effect is to continue the present State Board of Pharmacy in office for at least another year and postpone the enactment of the pure drug legislation which the pharmacists of the State have been trying to secure for several years and which passed the Legislature of 1908, but was disapproved by the Governor.

The disapproval of the Brown Act comes as a surprise to those who have watched this measure, for it was only introduced after repeated conferences with the Governor and his legal adviser and was understood to meet all of his objections. The provision to which the Governor makes especial objection, it is understood, was inserted with his approval, if not at his suggestion, "to show," as he has been quoted, that he "entertained no personal feeling against the members of the old board," or against other pharmacists.

The memorandum of disapproval is as follows:

In my annual message to the Legislature at the beginning of the last session I recommended the revision of the laws relating to the State Board of Pharmacy and proper amendments to secure such additional restrictions with regard to the sale of drugs as might be advisable. It was pointed out that the present system of supervision was faulty, and that while it was not intended to criticize the present members of the board it was not compatible with a proper theory of State administration that there should be a State board exercising important State powers which was not properly accountable to State authority and over the selection of members of which the State had no proper control.

The present bill provides for a new Board of Pharmacy to consist of nine examiners to be designated by the Regents of the State University. While so far as examinations and licenses are concerned it might be proper to have the board constituted in this way, the advisability of investing such a board of examiners with the broad powers provided for in the bill is open to serious question.

It is provided, however, that the first examiners are to be designated from the members of the present board and that in appointing their successors the appointments by the Regents shall be made from the names of six candidates to be submitted to the Regents by the Pharmaceutical Association. Thus the powers given by the bill are to be exercised by a private organization. It is not believe in this policy. Even so far as examinations and licenses are concerned it is open to one of the objections upon which I disapproved the optometry bill of two years ago, which provided that the Board of Examiners in Optometry, to be appointed by the Board of Regents, should be selected from those nominated by the Optical Society. In the light of this objection it is unnecessary to consider the other grounds which have been urged by those who have opposed the bill.

## OBITUARY.

**Former President Jacob H. Stein, of Pennsylvania Ph.A., Succumbs After Wife's Death.**

READING, May 22.—Grieving over the loss of his wife, a son-in-law and a brother, all of whom died within four months, Jacob H. Stein, Reading's oldest druggist, passed away at his home, 1407 Hill road, on Monday. His age was 63 years.

Mr. Stein entered Mercersburg College in 1860. Some months later he secured a position in the drug store of Dr. Joseph L. Lemberger, at Lebanon. In this way he received much practical experience in the business. Later he attended Philadelphia C.P., from which he graduated in 1869. He was among the honor men of his class.

After spending several months traveling through the West, he settled in Reading, in 1870, and two years later opened his own pharmacy. At one time he owned five drug stores. Mr. Stein was president of the Pennsylvania State Ph.A. in 1890-91. He had been a member of the A.P.A. since 1878. Three daughters survive.

## Cancer of Tongue Kills Rexall Druggist.

CENTRALIA, W. T., May 22.—Will J. Blythe is dead of cancer of the tongue, a malignant developed while he was attending the Rexall meeting last August. He was born in Palmyra, Ill., June 16, 1850. In 1879 he entered the employ of Ward Brothers, wholesale druggists, Indianapolis, and in 1881 he bought the store of Dr. Roberts, in Centralia, which

he has since conducted successfully. A widow survives. He was a member of the Masonic fraternity and was frequently honored by local pharmaceutical societies.

## Druggist's Bride a Suicide.

WASHINGTON, May 22.—Mrs. Violet G. Nelson, who was married only six weeks ago to Dr. John H. Nelson, a druggist at First and C streets, northwest, gathered her letters and other mementoes prized by her together last Thursday, burned them in a bath tub and then took a fatal dose of poison. She left no explanation. Her body was found by a brother-in-law. It is believed her mind was affected. She was 35 years old and had been a trained nurse. On the evening before her death Dr. and Mrs. Nelson visited friends, and at that time she seemed to be in excellent spirits.

## Obituary Notes.

—DR. A. H. ROSCOE, formerly of Nashville, Tenn., died recently at his former home, Goodlettsville, aged 87.

—TRISTRAM H. BAILEY, of Toledo, Ohio, is dead, aged 61. Until four years ago he was engaged in the drug business.

—M. M. MANSON, who for 35 years had conducted a drug store at Hudson, Mich., is dead after an illness of less than one week. He was born in Centerville, N. Y., in 1831.

—HENRY JAMES HAYDEN, a druggist in Chicago before the great fire and afterwards a pension attorney in Washington, died recently and was buried at Indianapolis. He was 62.

—MRS. ELIZA H. WELLS, wife of E. W. Wells, pioneer druggist of Eureka, Cal., died recently. Mr. and Mrs. Wells went from Pennsylvania to California about 35 years ago. Willard Wells is their son.

—MILTON CULBERTSON, traveling salesman for E. R. Squibb & Sons, of this city, was found dead in bed recently in a hotel in Woodland, Cal. While the coroner thought death might have been due to poison there was no reason given for suicide. Mr. Culbertson's home was in San Francisco and he is highly spoken of by his employers. He was formerly a city salesman for Meyer Brothers Drug Company in St. Louis.

## MARRIAGE MENTIONS.

—GUY B. KINNEY, representing the crude drug department of the Chicago branch of Parke, Davis & Co., is to be married on June 1.

—IRA SWEET, a former resident of Big Spring, Wis., now engaged in the drug business at Crockett, Texas, was married recently to Miss Hortense LeGroy, of Crockett.

—E. J. SCHALL, proprietary buyer for Meyer Brothers, St. Louis, and Mrs. Schall, have announced the wedding of their daughter, Miss Leonora Rebecca Schall, to Jeremiah J. Murphy, a merchant of that city.

—JOSEPH COTTEREL, a well known young Pittsburg druggist, made two important moves recently. One was his marriage to Miss Lucella Doverspike and the other his purchase of the Daniel C. Baker pharmacy at Oakmont, Pa.

—JOHN DETTRY, who graduated with honors last week from the Philadelphia College of Pharmacy, also stepped from the ranks of single blessedness the day before commencement. Mrs. Dettry was formerly a leader in the younger social set in Germantown, Philadelphia. The young husband is assistant manager in the pharmacy of Charles Rehniss.

—EARL DONOVAN, of Appleton, Wis., recently a student in the School of Pharmacy of Marquette University, at Milwaukee, was wedded more than six months ago to Miss Laura Hayes, a popular young lady, also of Appleton, but the secret was kept until Mr. Donovan passed the examinations of the State Board of Pharmacy.

## River Outings of St. Louis Pharmacists.

ST. LOUIS, May 24.—The first outing given by the St. L. C.P.A.A. was a boat excursion May 20 and such a pleasant trip was enjoyed that arrangements were immediately concluded for a second and similar outing June 24. The first outing of the St. L. R.D.A. will be a boat excursion June 6. L. A. Seitz is chairman of the R.D.A. entertainment committee. The entertainment committee of the A.A. is: W. H. Lamont, chairman; Hy. O. A. Huegel, Theod. F. Hagenow, Henry F. Sinn, Eugene H. Kurtz, Robert J. Pfeffer, J. C. Thumser, Dr. Otto F. Claus, Lorenz A. Seitz, Charles W. Stockhausen.

## LOUISIANA STATE P.H.A. WITHDRAWS FROM N.A.R.D.—CONDEMNS GOVERNOR, ENDORSES BOARD.



E. L. McCLUNG, Natchitoches.  
Elected President of the Louisiana  
State Pharmaceutical Association.



ADAM WIRTH, New Orleans.  
Retiring President of the Louisiana  
State Pharmaceutical Association.



G. W. McDUFF, New Orleans.  
Re-elected Recording Secretary of the  
Louisiana State Pharm. Assc.

NEW ORLEANS, May 22.—One of the most important annual meetings of the Louisiana State Pharmaceutical Association ever held occurred last week in the rooms of the New Orleans College of Pharmacy, which had been decorated for the occasion. Adam Wirth, the president, introduced Mayor Martin Behrman, who, on behalf of the city, welcomed the members. A. di Trapani, chairman of the executive committee, delivered a response. Speeches were made by F. C. Godbold, president of the New Orleans Branch A.Ph.A.; Lucien Lyons, representing the National Wholesale Druggists' Association; John E. Scott, on behalf of the N.A.R.D.; M. Stolzenthaler, vice-president of the Orleans Ph.A., and F. A. Dicks, of the N.W.D.A. The addresses of welcome were answered by M. Bernstein, of Shreveport.

The following new members were elected: C. A. H. Otto, H. J. Bangoras, F. A. Hendricks, G. A. Flash, A. M. Monendez, Thomas E. Schafer, New Orleans; Ferrier Pierre Blanchard, Donaldsonville, and Max Wolfson, New Orleans.

The following were accepted as delegates from the N.W.D.A.: Lucien E. Lyons, Arthur D. Parker, F. A. Dicks.

Addresses were made by J. S. McDonald, of the Bell Telephone Company, Chicago; H. V. Army, of Cleveland, Ohio, a charter member of the L.S.P.A., and a communication was received from Secretary T. W. Jones, of the Los Angeles R.D.A., sending the greetings of that body.

The annual report of President Wirth was read and referred to the following committee: George V. Claren, M. Bernstein and Dr. A. Nohs.

At 2 p. m. the members were the guests of Parke, Davis & Co. at their store, 322 Common street, Manager S. G. Steiner, City Representative A. E. Breslin and the following representing the hosts: C. L. Kerr, F. J. Offer, Henry J. Gonzales, N. H. Georg. Refreshments were served by these young ladies: Misses Corallie Schuber, Grace Barrow, Mary Cannon, Nora Gschwing, Bessie Dolan, Anita Tesson, Aimee Tesson, Irene Johnson, Katie Kennedy, Alma Bartelley and Irene Discon. Speeches were made by President Wirth, Mr. Steiner, Mr. Breslin and M. Bernstein. The last named gentleman, overcome by the presence of so many young women, forgot his speech of thanks and confined himself to explaining why he is a bachelor and bald.

On the second day, Dr. D. Harvey Dillon, president of the State Board of Health, which is charged with enforcing the pure drugs code, outlined the policy of the board to be one which will inflict no hardships on the drug trade, and urged the druggists to co-operate with the board in securing the enforcement of the law, particularly in regard to the sale of narcotics except on a physician's prescription. Dr. Ham-

ilton P. Jones, chemist of the State Board of Health, spoke of the operation of the pure drugs code, explaining several technical violations for the information of the members.

J. A. Guidry, chairman of the committee on adulteration and deterioration of drugs, and the committee on president's address, reported. The latter endorsed President Wirth's suggestion regarding early and Sunday closing, and recommended adopting the suggestion making members of 25 years' standing honorary life members.

A paper, read by A. O. Kaczorowski regarding the propaganda work, was discussed at length. (It appears on page 494 of this issue of the ERA.—ED.)

The executive committee reported on the conditions for the Arthur D. Parker prize for the best essay on propaganda work, and recommended votes of thanks to L. L. Lyons & Co., Parker-Blake Company, Finlay, Dicks & Co., Sharp & Dohme, Eli Lilly Company, Parke, Davis & Co. and the New Orleans College of Pharmacy.

George V. Claren reported for the committee on trade interests, and H. V. Army read a paper on "Synthetic and Natural Perfumes."

Luncheon was served by Sharp & Dohme, at their store, the firm being represented by Manager J. A. Wellington, J. P. Ipsor, J. T. Davis, J. A. Ipsor, William Dohmeier, Joseph Seeley, Jake Seeley, Cornelius Masson, Charles Jengle, Harry Baxter, Tom Baxter and Misses Lydia Leroy and L. Courtney. Speeches were made by Messrs. Wellington, Wirth, Bernstein and others.

A snoker at the New Orleans College of Pharmacy, arranged by a committee of which W. J. Sbisá was chairman, was an interesting feature. The following were on the programme: W. E. Berryman, H. Michel, Jack Ryan, J. F. Ross, Ike Samuels, W. J. Sbisá, M. Gonzales, George Krumm, Ed. Fitzgerald, Harry White, Joseph Ipsor, "Billy" Summers, Caris, Schriever, Louis Smith and others.

On the third day the members and their friends boarded the steamer St. James and went 30 miles up the Mississippi River to a sugar plantation, where the day was spent picnicking. The arrangements for the outing were in the hands of John E. Scott, chairman; C. D. Sanyinet, George S. Humphreys, Adam Wirth, George V. Claren, George W. McDuff, J. B. Baltar, A. di Trapani and W. J. Sbisá.

Two features of the day were games of base ball between the country and city members and between the married and single ladies. The men's country team was composed of B. H. May, Ryan Sbisá, Jack Ryan, E. Ronnyson, J. Harly, A. E. Breslin, Dr. P. Deverges, J. T. Baltar, L. E. Blanchard, G. G. Duntrey, W. M. Levy, J. E. Picarte. The city men's

team was composed of J. Vigo, P. C. Weillacher, Irvine Lyons, A. Corcor, A. Purlos, Ed. Dammann, H. J. Gonzales, J. Lissio, Ben Shiba, George W. McDuff.

The married ladies' team was composed of Misses W. Kuhnell, A. Tropler, N. Stevens, J. Berry, W. Mason, J. Dupre, A. Tolodano, J. McCarthy, S. di Trapani, L. di Trapani, A. di Trapani. The young ladies' team was composed of: Misses A. DeLanza, J. Moss, M. E. Tesson, G. Szabary, J. Franchina, B. Dolan, Irene Johnson, N. McDuff, E. Potazou.

One of the principal discussions of the last day of the meeting was on the report of the committee on president's address. The address condemned Governor Sanders for disregarding the recommendation of the association relative to the appointment of the State Board of Pharmacy. A compromise resolution was adopted endorsing the new Board of Pharmacy but condemning the Governor for disregarding the recommendations of the association.

The association decided to withdraw from the N.A.R.D. because of excessive per capita taxes.

A paper on "Specific Examination of Water" was read by Mr. Lohmoller.

The following officers were elected and committees and delegates named: President, E. L. McHugh, of Natchitoches; first vice-president, John E. Scott, of New Orleans; second vice-president, Joe Baltar, of New Orleans; treasurer, George S. Brown (re-elected); recording secretary, George W. McDuff (re-elected); corresponding secretary, J. W. Patterson; executive committee (all re-elected), A. di Trapani, C. D. Sauvigne, George V. Claren, M. Stolzenhaller and J. N. W. Otto; delegates to the U.S. Pharmaceutical Convention, Dr. Philip Asher, F. C. Godbold and Adam Wirth; alternates, J. A. Legendre, A. O. Kaczorowski, M. T. Breslin; delegates to the A.P.A., M. Bernstein, Dr. Philip Asher and F. C. Godbold; delegates to the N.W.D.A., F. A. Dicks, A. D. Parker and J. W. Phillips.

## NEW ORLEANS COLLEGE COMMENCEMENT.

Dean Asher Praises Anti-Patent Medicine Crusade of the N.A.R.D.—Educational Facilities Increased.

NEW ORLEANS, May 22.—The ninth annual commencement of the New Orleans College of Pharmacy took place at Tulane Theater before a large audience, including members of the Louisiana State Ph.A. Following a preliminary address of welcome, Philip Asher, M.D., dean of the college, introduced George M. Eldredge, of Louisiana, who delivered the salutatory for the graduating class. Regarding the question of pharmaceutical education, Dean Asher said:

"In recent years it has become evident that the standard of pharmaceutical education must be raised; the march of progress has demanded that the pharmacist be given his proper position in the community."

As a result of increased attendance, Dean Asher said that the college had been able to add much new equipment, and the dispensary had been greatly facilitated in its work. During the year more than 2000 prescriptions were filled by members of the senior class. He applauded the N.A.R.D. for its work against the use of patent medicines and urged that the association be supported.

Degrees were conferred upon the following:

G. J. Comeaux, George M. Eldredge, A. V. Grenillion, C. Kette, S. B. Shurt, M. Montfomagne, A. Holloway, A. L. Landry, M. J. Vallon, H. C. Thomas, A. R. Taylor, J. A. Kelly, S. Lopez, J. A. Triche, L. C. Sess, E. B. Toup, A. Domestevy.

Certificates—J. A. Nelson, F. A. Perot, E. Caffero, E. C. Ellzey, E. Rothlinghouse, A. L. Frank, N. Parmentel, Jr. Annual gold medal, presented by J. R. Argel, to F. A. Kelly, of Texas; faculty medal, presented by Jules Lazard, M.D., to B. S. Beall, of Mississippi; L.S.P.A. medal, presented by Mike Bernstein, to George M. Eldredge, of Louisiana; certificate of membership in L.S.P.A., presented by Dean Asher, to L. C. Sess for scholarship.

The address was delivered by H. Garland Dupre, Speaker of the Louisiana House of Representatives. He declared that the pre-requisite graduation clause which the pharmacists last year sought to have incorporated in the pharmacy law, should be enacted, and urged that the pharmacists persist until the law be so amended. He promised his assistance in any effort tending to elevate the business of the pharmacist, which, he declared has, in the eyes of the world, ceased to be a mere business and is now a profession. The valedictory address was delivered by Joseph A. Nelson.

## BIG CLASS AT PITTSBURG UNIVERSITY S.P.

Dean Whelpley, of St. Louis, Delivers Address and Chancellor McCormick Confers the Degrees.

PITTSBURG, May 22.—At the annual commencement exercises of the University of Pittsburgh School of Pharmacy at Carnegie Hall, 94 young men and one young woman received diplomas for having successfully completed the two-year course of the school. Chancellor S. B. McCormick, in his address, called attention to the fact that the graduating class this year is the largest in the history of the university.

Dr. Henry Milton Whelpley, dean of the St. Louis College of Pharmacy, delivered the address to the class on "Keep Abreast of the Times."

The valedictory was delivered by Daniel Webster Livengood, who ranked fourth among the honor students. The class roll was called by Vice-Dean James H. Beal, and the degrees were conferred by Dr. McCormick. Miss Hettie Edna Byers, of San Francisco, is the only young woman graduate of the class. The male members are:

Graduates in Pharmacy—Howard Bergert, Clarence Russel Bonar, James Otto Cunningham, Walter Lovell Green, Lloyd Curtis Harlan, Samuel Willard Patton and Samuel Schimp, Jr. Pharmaceutical Chemists—Robert Clifford Hartung, Edward Monroe Nelson and Albert Ora Stephenson.

Certificates of Proficiency—Stanley Foster Caldwell, John Elliott Hamilton, Marmaduke Matuau, Joseph Charles Rovinsky and Albert Alvin Wohlwend.

Graduates—Arthur Wayne Allen, Leslie Earl Albert, Howard John Alexander, William Charles Arnold, Earl Bailey, Alfred Conrad Boerner, James Erroll Brown, M.D., Arnold Johnston Burkett, Edgar Reed Burns, Robert Franklin Campbell, Frank Patch Carter, Harry Adams Connell, Jacob Crantz, Ray Johnson Crowthers, William Dammiller, Willis Curtis Dice, Wallie Valentine Elder, Jr., John Joseph Eiben, Louis Emanuel, Jr., Stewart Patterson Ferner, Frank Fleckenstein, John Frank Grabowski, Grover Cleveland Garber, Frank Roger Griffith, Charles Jacob Grove, Emil August Grodecur, Samuel Joseph Hannum, Clarence Edwin Hartman, Wilson Donelson Hartman, Edward Francis Heinrich, James Harrison Henderson, Morris Honigberg, Leon Horvitz, Frank Elton Holme, Thomas Francis Jackson, Charles Emil Kuehling, C. C. Kuehling, Arthur Benjamin Lawrence, Ralph Lipton, Daniel Webster Livengood, Oscar Hunter Levler, Rudolph Alexander Lundgren, Ralph Marine, Alfred Russell Marshall, Frank Henry Mervis, Halsey Crawford McCholand, Harry Alexander McChompy, Charles Clair Osburn, Richard Coulter Osterwise, Edmund Thomas Parrish, Clarence LeRoy Payne, Harry Wilson Pegz, Robert Lee Peel, Harry Edgar Pontius, Edward William Pyfer, Raymond William Schoonover, Saul Seegmann, J. Raymond Shamb, Isadore Spann, Fred Earl Silvens, Floyd Howard Sont, Charles Philip Sohn, James Sutton Sutton, Paul Thomas Squitieri, Edgar Allen Swart, Raymond, LeRoy, Thomas, Frank Glenn Thompson, Robert William Timm, William Edgar Vanne, Charles Frederick Weyels, Burford Cecil Windom, Theodore Fredinghausen White, John Herman Wurdack, Robert Oliver Young, Harry Andrew Fowler, Chester Merle Rainley.

Chancellor McCormick awarded the J. H. Beal scholarship prize to John Herman Wurdack, who will receive the income of a \$5000 endowment.

## Commencement of Barnes College.

ST. LOUIS, May 22.—The usual round of banquets and class meetings preceded the annual commencement of the Barnes College of Pharmacy, but these exercises take place in connection with those of the medical school. The haccalaureate address was by Rev. Dr. William F. Andrews and the diplomas were delivered at the Olson. Dean Friedewald and other members of the faculty all have a good word for this class and each of those graduated had a position waiting for him. Those receiving diplomas were:

Graduates in Pharmacy—Henry A. Altheide, Peter J. Basler, Martin M. Bradley, William J. Bude, Charles A. Jost, Lillian K. Kohlberg, H. J. Lander, Thomas B. Mansfield, Martin Mehrie, Virgil H. Newell, George M. Rinehart, Charles F. Remington, E. C. Orchard, Frederick H. Rosenberg, Alex. H. Shore, C. F. Vernehl, E. E. Winor.

Bachelor in Pharmacy—Earl R. Bogan, Ralph Cook, James M. Dunaney, Frances Catherine Hameister, John Olsen, Frederick Rock, Robert S. Wilson.

There is still a prospect that the college will become a department of Missouri State University. At last report, half a dozen juniors had enrolled for next year.

## Dinner for Seniors After Plant Inspection.

The senior class of the Indiana University School of Medicine in Indianapolis recently visited the laboratory of Eli Lilly & Co. A half-day was spent in inspecting the plant. At 6 p. m. the class and officers of the faculty were guests of Eli Lilly & Co. at a dinner at the Claypool Hotel.

## JOINT MEETING IN NEW YORK A FINE SUCCESS.

Interesting Papers. Profitable Discussions and Convincing Demonstrations Mark the Proceedings at Academy of Medicine—Physicians Recognize Importance of Propaganda Movement.

There was a large and very enthusiastic attendance of physicians and pharmacists present at the joint meeting of the New York County Medical Society and the New York Branch of the American Pharmaceutical Association on Wednesday evening, May 19, in Hoosie Hall, New York Academy of Medicine.

The programme carried out consisted of papers and practical demonstrations, all bearing upon the efficiency and reliability of professional pharmacy, the standard remedies, and also the ability of the pharmacist to meet the physician's demands in the proper compounding of reliable drugs.

The first speaker of the evening was Dr. R. A. Hatcher, who in his paper entitled "The Sufficiency of the Standard Remedies for the Prescriber," reviewed a number of official remedies and compared them to various proprietaries in the same therapeutic class. The impression of most physicians regarding the pharmacists were that it was beyond the latter's domain to prepare a proper preparation or any equal to those placed on the market by manufacturing houses, said Dr. Hatcher, but it had been generally proven, he contended, that many preparations of the pharmacists were superior to the vast number of proprietary remedies. Dr. Hatcher stated that there was need of a careful study of the best of the standard remedies, but no necessity for any more new ones; and predicted that the physician who continued to use the various secrets and nostrums would finally find himself out-distanced by his colleagues who prescribed standard medicines.

Dr. W. A. Bastedo treated the subject of "The Physician's Demands of the Retail Pharmacist," and enumerated several, such as proper checking, honesty and an ethical attitude toward patients. Dr. Bastedo thought that the medical student of today would come to appreciate good pharmacy to a much greater extent than his predecessor, as he was being taught the underlying principles of pharmacy and would consequently discriminate closer than when lacking in this knowledge. The physician was glad to welcome the facilities of the pharmacist, said Dr. Bastedo, as extemporaneous prescribing would expand the doctor's therapeutic skill and benefit him in that direction.

Dr. H. H. Rusby, as drug expert for the United States Government, forcibly brought out the necessity of the Pure Food and Drugs Law by describing conditions which existed before the enactment of this law. "The importation of spurious and adulterated drugs," said Dr. Rusby, "was the rule rather than the exception only a few years ago, and the pharmacist was not always to blame for the quality of his medicines in those times, as it was impossible even for the largest manufacturers to get the drugs wanted." A great improvement could, however, be noted in the quality of drugs now being imported, said Dr. Rusby, and the violators had either been driven out or reformed, conditions being reversed. The application of the law to both food and drugs together with the objects contemplated by its enactment were interestingly but briefly outlined by Dr. Rusby.

Dr. George C. Diekmann spoke concerning the educational and practical requirements demanded of candidates before they are licensed to practice pharmacy. The qualifications of ten years ago and those of the present were compared by Dr. Diekmann, and the standing of the influential factors, such as the American Conference of Faculties, which had brought about the higher standard, was exploited. Dr. Diekmann summed up by declaring that the trained pharmacist of today was much better prepared than ever before to meet the demands of the physician. The established qualifications, he added, were continually being raised and the physician could now place all confidence in the graduated pharmacist.

Following the reading of the papers, practical demonstrations in extemporaneously preparing tablets, cachets, tablet triturates and various other pharmaceuticals by simple apparatus were made by Jacob Diner and J. Leon Lascoff with the mortar, pestle, and tablet triturate machine. The samples were passed around the room for inspection. Mr. Diner commented upon the simplicity of the apparatus used and emphasized that elaborate machinery, the slogan of many a pro-

## THIS IS NOT COLONEL ROOSEVELT IN AFRICA.



*That former President Theodore Roosevelt is not the only mighty hunter is proved by the accompanying illustration which shows a retired New York pharmacist, L. F. W. Seifert, a member of the German Apothecaries' Society, standing beside a vanquished denizen of the forests of Quebec. Mr. Seifert is one of the twelve members of the Sagsigata Hunting Club which controls a tract of 250 square miles in the Province of Quebec about 100 miles northeast of Montreal and near Lake Sagagata. Mr. Seifert's home is on City Island, this city.*

prior, was not vital to the making of good, palatable and elegant products.

Dr. William C. Alpers discoursed regarding incompatibles and prepared a number of prescriptions taken from his files and showed results obtained by compounding some commonly prescribed combinations. How many incompatibles could be reconciled and presentable and useable mixtures obtained by the use of various inactive substances was also shown by Dr. Alpers.

There was a short discussion at the conclusion of the official programme. Dr. Edbert LeFevre, dean of the faculty, Bellevue Medical College, stated that the demand among medical men was along the line of wanting the best of pharmaceutical service and he declared he had been impressed with what had been presented in the papers and demonstrations at the meeting. Remarks were made by several other physicians who coincided with Dr. LeFevre in their views on ethical pharmacy and the instructiveness of the matters brought out at the meeting.

Dr. William C. Anderson, chairman of the propaganda committee of the New York State Pharmaceutical Association, told of the general movement throughout the whole country for a return to more ethical codes for both the professions.

George H. Hitchcock, of the New York Branch of the A. Ph. A., was chairman of the committee in charge of arrangements, and H. Seymour Houghton, president of the New York County Medical Society, presided. The pharmacists were the guests of the physicians.

## NEW BOOKS.

COSGROVE, J. JOSE. History of Sanitation. Pittsburgh, Pa.: Standard Sanitary Manufacturing Co. 9+124 p. il. O. cl. \$1.50.

HASLICK, PAUL NOONCHIE, ed. The handyman's empire within, making, mending, renovating. New York: Cassell. 508 p. il. diagrs. 8°. cl. \$2.50.

RITCHIE, J. W. Human Physiology: an elementary text book of anatomy, physiology and hygiene. Il. by Mary H. Wellman. Yonkers, N. Y.: World Book Co. 6+362 p. figs. D. cl. 50c.

## BROOKLYN PHARMACISTS GETTING TOGETHER.

**Assemblyman Conklin, Dr. Muir and Others Discuss the Work at Albany Which Ended Abortively—Disposition to "Let the Dead Bury the Dead" and Fight in the Common Cause.**

What was evidently intended to be a rousing indignation meeting against the New York Board of Pharmacy and the legislative committee of the State Pharmaceutical Association was that held last Monday evening by the Brooklyn Pharmaceutical Association. The outcome, however, was contrary to the expectations of some of the members in that undoubtedly a much more harmonious condition was brought about than has existed in Brooklyn pharmaceutical circles for a number of months past.

Present by invitation was Assemblyman Robert S. Conklin, whose pharmacy bill was killed in the Senate committee, and who struck a responsive chord by declaring that the subject of the two pharmacy bills was past history and that there was a willingness to let the dead bury its dead. Mr. Conklin explained that he was inspired solely by the recommendations of the Governor in his message relative to pharmacy legislation and subsequently informed a number of his constituents in his district, whom he had kept posted on legislative matters, of his intention to draft and introduce a bill in accordance with the recommendations of the Governor.

Although Mr. Conklin stated that he enjoyed the personal acquaintance of a number of druggists in his district he said to begin with he was entirely in ignorance of the various organizations of pharmacists in both the local and State fields. Mr. Conklin stated that he had no more than introduced his bill, when he commenced to learn a number of things to his advantage. Later he comprehended that the support of these were essential, and was given to understand that the Manhattan association would back his bill. The Whitney-Wainwright Pure Drug Act was incorporated as an amendment to his bill at the request of Jacob Diner, said Mr. Conklin, and other pharmacists also made a number of suggestions, some of which, however, he would not allow to become part of his bill. Mr. Conklin also picked out alleged weak points in the Brown Act, making a short criticism of the provisions relating to the sale of narcotics, appointments, disfranchisement of present licensees, etc.

Dr. William Muir, president of the Board of Pharmacy, and a member of the State association's legislative committee, which drafted the Brown Bill, replied to Mr. Conklin and criticized the Conklin Bill, dwelling especially on the point that it did not provide for practical examinations. Mr. Conklin said that the part relating to examinations he had taken from the Medical Law. Dr. Muir then reviewed the history of the compiling of the Brown Act, naming the various interests consulted which he stated represented the pharmacists of the entire State as completely as was possible under present conditions.

Later Dr. William C. Anderson, Dr. Muir and William T. Creagan, the candidate for membership on the Board of Pharmacy from the Brooklyn Pharmaceutical Association, became engaged in a controversy over the inspectors employed by the board. Mr. Creagan took the position that the board was responsible for the doings of its inspectors and offered to give damaging evidence of craft and other inconsistencies of these employees. When requested for this information Mr. Creagan did not produce other than what was known generally, and which occurred some years ago. The board, said Dr. Muir, had eliminated the inspector named by Mr. Creagan, and did so as soon as the man was found out.

Relative to the proper manner in which any future pharmacy bills should be drawn, Mr. Creagan laid particular stress upon his opinion that the legislative committee of the State association should draw such bills and then submit them to the local associations for approval. Dr. Anderson opposed this idea, stating it would be impossible to secure results and claimed that the State association was the only proper and effective place where a consistent argument could be held and a decision reached beneficial to all. Mr. Creagan claimed that the proper results could not be obtained at the meetings, as claimed by Dr. Anderson, because only four per cent attended or had a voice or vote. To this Dr. Anderson replied that attendance in the local associations was always less than even

four per cent, and therefore they could not claim the right to regulate legislation, and in order to make the plan of Mr. Creagan really consistent such a bill would have to be submitted to every retail druggist in the State, at present an impossibility.

Charles Heimerzheim condemned in very strong terms the circulars which had been distributed without signatures relative to the Brown Act and the Board of Pharmacy. S. Rubin, treasurer of the Greater New York Pharmaceutical Association, explained that the matter was taken up after the first unsigned cards were sent out and a decision reached to attach names, thus to show that the previous cards emanated from the same source.

Mr. Heimerzheim also took issue with Mr. Creagan as to various slurring remarks made by the latter in a charge that the pharmaceutical workers at Albany were lobbyists. Mr. Heimerzheim thought the term a degrading one to apply to any one and said he felt much offended that a pharmacist would use the expression against a member of the same profession. A short discussion took place as to the appropriate use of the word and finally Mr. Conklin was asked to give a definition of what lobbying really was. In a good-natured way Mr. Conklin cleared the atmosphere and expressed himself in a way which left no doubt as to the use of the term and that it usually indicated some degree of degradation.

With the exception of a few who spoke, the remarks were principally confined to what should be done and the manner of its accomplishment. Dr. Anderson made a strong appeal for harmony in all sections, declaring that the profession had enemies in plenty on the outside, which necessitated combined strength from the inside to overcome, and suggested that as many of the members as possible attend the State Association meeting, together with the advice that the fight be devoted more to fundamentals, than petty details. These remarks seemed to meet with a hearty accord, and the expressions which followed with few exceptions all favored such a procedure, the outcome of which was that the association decided that three delegates be appointed to attend the coming meeting of the State organization.

There were present at the meeting a number of the leading spirits of the Greater New York Pharmaceutical Society, which issued the circular attacking the Brown Act and the Board of Pharmacy. This organization had its birth from the Brooklyn Pharmaceutical Association's campaign committee working for the election of William T. Creagan to the board. From this campaign committee sprang the Retail Druggists' Committee, which issued the first unsigned cards referred to by Mr. Heimerzheim. From the last named committee, the Retail Druggists' Protective Association, a secret organization, received its breath of life, but as far as known has not propagated as yet.

### Three Joint Meetings in State This Week.

Dr. William C. Anderson, chairman of the propaganda committee of the New York State Pharmaceutical Association, and dean of the Brooklyn College of Pharmacy, will deliver an address at a joint meeting of the Cayuga County Medical Society and the pharmacists of Auburn this evening. The druggists are the guests of the medical society. For tomorrow evening the druggists of Corning have invited the physicians to attend a meeting also to discuss the propaganda, with Dr. Anderson as speaker. A meeting at Ithaca was addressed by Dr. Anderson last evening.

### Cocaine Seller Refuses to Tell Names of Principals.

William Lewis, colored, of Brooklyn, was recently sentenced in the Kings County Court to serve a term of imprisonment of 500 days and pay a fine of \$500 on the charge of selling cocaine. He pleaded guilty at a hearing and intimated that he would involve certain Manhattan interests for whom he had been acting. Suddenly, however, he refused to say anything further about his principals, even with the threat of a heavy sentence. Non-payment of the fine will keep him in prison for almost three years.

### Fire Damages a Drug Store \$1500.

COXSACKIE, N. Y., May 15.—Fire in the building occupied by the Jordan Marsh Drug Company Thursday evening did damage to the firm to the extent of \$1500. Origin unknown; insured.



## PHILADELPHIA C. OF P. GRADUATES 128.

Large Attendance of Prominent Alumni From All Over the Country—A Busy Week for All Concerned.  
Long List of Winners of Valuable Prizes and Enthusiasm at the Exercises.

PHILADELPHIA, May 21.—Prominent alumni from all over the country last evening assembled in the Academy of Music to witness the exercises held in connection with the 88th annual commencement of the Philadelphia College of Pharmacy. The class numbered 128 young men and women. Following a prayer by Rev. Floyd W. Tomkins, Prof. Samuel P. Sadler, in the absence of Dean Remington, summoned the students to the stage, where in sections of about 40, they were presented with their diplomas by the president, Howard B. French.

Prolonged applause greeted Professor Sadler's statement that the coveted president's cup, awarded to the class surpassing in general excellence, the record of the previous holder of the cup, had been won this year by the Class of '09. Another class trophy was the cup offered for similar excellence by N. H. Martin, of Newcastle-on-Tyne, England, in memory of English and American pharmacists.

The present day opportunities for choosing a vocation, for acquiring one and for its application, were discussed in a most interesting manner by the Hon. William Gardner, of Michigan, the orator of the occasion. He paid a graceful tribute to Frank G. Ryan, '84, who was seated upon the stage and declared that he was proud to call him a fellow-citizen of the Commonwealth of Michigan. Mr. Ryan was a former member of the faculty of the college.

The various college prizes for proficiency in the respective branches were awarded as follows:

Procter prize, a gold medal and certificate, for highest general average with meritorious thesis, awarded to Mitchell Bernstein.

William B. Webb memorial prize, gold medal and certificate for highest general average in the branches of chemistry, operations, pharmacy and dispensing, awarded to George Joseph Coleman.

Pharmacy prize, gold medal, offered by Prof. J. P. Remington, for original pharmaceutical work, awarded to Richard Williams Cuthbert, Jr.

Chemistry prize, \$25, offered by Prof. Samuel P. Sadler, for knowledge of chemical quantitative analysis, awarded to Sinclair Sartorius Jacobs.

Materia Medica prize, \$25, offered by Prof. Clement E. Lowe, for best examination in materia medica and recognition of materia medica specimens with a meritorious thesis, awarded to Charles Selburn Herron.

Microscopical Research prize, a Zeiss-mayer microscope, offered by Prof. Henry Kraemer, for most meritorious thesis involving original microscopic work, awarded to George Joseph Coleman.

Analytical Chemistry prize, \$25, offered by Prof. Frank N. Moerk, for the best work in qualitative and quantitative analysis, awarded to John Moser, Jr.

Operative Pharmacy prize, \$20 in gold, offered by Prof. J. P. Remington for the best examination in operative pharmacy, awarded to Miss Mabel Charlotte Starr.

Malisch prize, \$20 in gold, offered by Jacob H. Redsecker, of Lebanon, Pa., for histological knowledge of drugs, awarded to William Raymond Kloppe.

Theoretical Pharmacy prize, a troemner agate prescription balance, offered by Mahlon N. Kline, for best examination in theory and practice of pharmacy, awarded to John Elias Faison Hicks.

Commercial Training prize, \$20 in gold, offered by Prof. J. P. Remington to graduate who passed best examination in commercial training at final examination, awarded to Charles Selburn Herron.

Instructors' prize, \$20, offered by the instructors of the college, for the highest term average in pharmacy, chemistry and materia medica, awarded to David Lee Houck.

Pharmacy Quiz prize, one year's membership in A.P.A., offered by Prof. Charles H. LaWall, for best term work in theory and practice of pharmacy, awarded to D. L. Houck.

Kappa Psi Fraternity prize, gold medal, offered by Eta Chapter, to the graduate making highest general average during his or her senior year, awarded to Mitchell Bernstein.

Sixteen States and two foreign countries are represented by the members of the class, Pennsylvania leading with 77. The graduates and degrees are as follows:

Doctors in Pharmacy—Pennsylvania: W. E. Andrew, H. M. Beaman, H. H. Bell, M. Bernstein, F. L. Black, Z. E. Bollu, M. A. Bossert, Ed. C. Brown, R. L. Bush, R. W. Cuthbert, Jr., G. C. Dapp, J. Davidowitch, H. C. Davis, P. M. Davis, J. E. Detrey, P. C. Dosch, C. Evans, J. R. Fulton, H. S. Godshall, H. M. Greim, B. C. Haines, K. F. Haines, A. M. Hall, D. E. Haller, J. R. Harner, C. C. Harvey, S. Herron, C. S. Hersh, C. E. Hoffman, J. L. Houck, R. T. Hunter, Jr., A. C. Keim, F. J. Keim, Jr., S. Kleckner, W. R. Kloppe, H. J. Kram, A. W. LeVan, G. M. LeVan, Miss Helen Frances Loughlin, W. Mathewson, E. A. May, J. E. Michael, R. J. Moeschlin, R. H. Mooney, E. A. Murray, E. A. Noedel, W. H. Oersing, H. W. Ott, S. A.

## PHILADELPHIA SHAD-FISHERS AT BRIDESBURG.



Party of Philadelphians who recently visited W. H. Morrette at Bridesburg and put in the day shad fishing on the Delaware River. See ERA, May 6, page 433. Left to right, top row: Captain Samuel Peters, A. A. Coxson, W. H. Morrette, T. H. Putts, A. T. Weisner, W. A. Carpenter, H. H. Netter, Z. T. Wolanowski and H. A. Kalbach. Lower row: W. H. Sutton, D. J. Reese, G. W. Fehr and L. H. Davis.

Pearson, T. A. Pfeiffer, A. A. Platt, L. W. Readhauber, F. E. Reigner, W. R. Sedell, W. H. Siemon, J. S. Simpers, J. W. Smith, B. Steiner, R. A. Stoffel, C. Stoyer, H. E. Strauss, G. S. Taggels, J. F. Triple, M. E. Tront, J. A. L. Vink, R. B. A. Wessler, J. Worring, W. A. Yeckle.

New Jersey: F. C. Beck, W. F. Cramer, Jr., H. L. Carr, G. S. Dunbar, J. F. Hughes, R. H. Quering, J. Rigg, H. S. Zahn; New York: M. B. Cady, G. R. Gallinger, A. Hutson, E. L. Kelly, Jr., A. McMahon, J. L. McMahon, Ohio: F. G. Fluery, La Verne English, J. A. Gorry, C. E. Schlenker, J. E. Wright, R. L. Mundhenk; Russia: Miss J. Block, P. Cantor, Mrs. L. L. Mandelbaum, Miss L. Perzin; Maryland: J. H. Allen, H. W. Eakle, I. Liehtenstein, H. E. Young; Connecticut: W. H. Pond, Miss Mabel O. Starr; North Carolina: C. B. Gallant, D. H. Hage; Massachusetts: J. R. Mahony; West Virginia: G. J. Coleman, J. Moser, Jr.; Iowa: F. S. Bonnell; Florida: L. R. Curtis; Utah: W. E. Ferron; Texas: E. R. Jones; Kentucky: W. K. Rhinear.

Pharmaceutical Chemists—Pennsylvania: Miss A. E. Bigart, H. D. Kresge, S. Rosenberg; New Jersey: R. B. Gron, J. K. Trickitt, N. W. Sollenberger; New York: F. P. Van Duynen; Russia: Miss A. Feinstein; North Carolina: J. E. F. Hicks; Massachusetts: B. C. Pittsinger; Mexico: A. L. Guerra; Georgia: S. S. Jacobs.

Proficiency in Chemistry—Pennsylvania: W. H. Free, H. J. Halliwell, D. J. Jones, C. D. Klingensmith, L. W. Walz; Connecticut: M. L. Hartwig.

Pure Food and Drug Course—Pennsylvania: M. M. Becker; Oregon: E. S. Rose.

Throughout the week the graduates and visiting alumni have been kept busy attending the various other events that are so important and interesting during commencement week. On Sunday afternoon, the senior class marched to the Church of St. Luke and the Epiphany and listened to the baccalaureate sermon, preached by the rector, the Rev. David M. Steele.

The Alumni Association on Monday afternoon held its annual meeting and in the evening tendered a reception to the Class of '09. The election of officers was the principal feature of the business meeting and resulted as follows:

President, Clarence H. Campbell; first vice-president, David J. Reese; second vice-president, G. W. Osterlund; recording secretary, Joseph W. England; corresponding secretary, John W. Frey; new members board of directors, Warren H. Foley, John J. Bridgeman and Paul L. McCoomby.

The class oration was delivered by Frederick Eli Reigner, the class poem was read by Jesse Thornley Hughes, the class history by Zera Exley Bollu, the class horoscope by John

E. F. Hicks and the valedictory by Charles Elbert Hoffman. Association prizes were awarded as follows, the last eight being for best examinations:

Gold medal for best general average, class of 1909, to Mitchell Bernstein; silver medal for best general average in examination, John Albert Butler; bronze medal for best general average in first year examination, Pierce Ray Carpenter; pharmacy, John E. F. Hicks; chemistry, David Lee Hough; materia medica, Charles Schellberg; general pharmacy, Allen Christian Keim; operative pharmacy, Miss Mabel Charlotte Starr; analytical chemistry, David Lee Hough; specimens, Mitchell Bernstein; dispensing pharmacy, Richard Williams Cuthbert, Jr.

Under the direction of Prof. C. B. Lowe, students and visitors on Tuesday morning visited many points of historical interest from a pharmaceutical standpoint. In the afternoon the final of the series of pharmaceutical meetings of the season was held at the college.

Prof. Joseph P. Remington presided at the alumni dinner at the Hotel Walton in the evening and among those who spoke was Thomas S. Wiegand, '14, the oldest living graduate and present librarian; Frank G. Ryan, president of Parke, Davis & Co., of Detroit; Joseph Jacobs, Atlanta, Ga.; Dr. J. H. Small and Warren H. Peley, Philadelphia; George W. Lupt, New York; Dr. A. B. Fleming, Tamaqua, Pa.; C. H. Bogert and J. H. Allen, of Baltimore, the latter being president of the graduating class.

On Wednesday the annual field day was held at the athletic grounds. A feature was the hand-driving contest which was won by Miss Anna Longhlin. Harry S. Godshall, president of the College Athletic Association, distinguished himself particularly by breaking the college record for the high jump by clearing the bar at 5 feet 5½ inches. In the afternoon, under the direction of Dr. Adolph W. Miller, there was a botanical excursion to Horticultural Hall, Fairmount Park. In the evening the students formally said good-by to their instructors at the banquet given by the faculty in the college museum.

#### Branch of Philadelphia Alumni Formed in New York.

A permanent organization of alumni members of the Philadelphia College of Pharmacy residing in the Metropolitan district was formed at a meeting of graduates which convened at Hausman House, Broadway and 30th street, Manhattan Borough, New York City, on May 18. William H. Raser acted as temporary chairman, and the following officers were elected: President, Caswell A. Mayo; vice-president, Samuel W. Fairchild; treasurer, Horatio N. Fraser; secretary, Joseph Healy. These officers, together with three additional members, Jacob H. Rehfuss, George W. Hackenberger and E. A. McFadden, were constituted a committee with power to prepare a constitution and by-laws.

During the serving of a supper, telegraph and telephone messages were exchanged with the alumni meeting in progress in Philadelphia. The rooms were decorated with the college colors and a phonograph dispersed speeches dictated for the meeting by members of the faculty and the president of the alumni association. A very enjoyable evening was spent by those in attendance, who were:

William H. Raser, '08; Thomas D. McElhenne, '72; Horatio N. Fraser, '72; Henry L. Schmidt, '73; J. L. Webster, '75; Dr. Robert A. Koppel, '76; David Costello, '79; F. W. Carpenter, '79; Eugene A. McFadden, '79; E. H. Hammer, '79; B. B. Hamilton, Jr., '81; Virgil Gebelitz, '82; H. E. Rosenzweig, '83; J. M. Makarewicz, '84; P. C. Caswell, A. Mayo, '84; A. Neham, '87; George W. Hackenberger, '90; Milton F. Schuck, '91; Marlborough Hall, '91; Edw. T. N. Stom, '91; Jacob H. Rehfuss, '93; Joseph Healy, '93; George R. Christ, '94; W. A. Spengler, M.D., '94; W. J. Geary, '94; John A. Seitz, '94; Robert C. Pursell, '01; Rayben Warslowsky, '01.

#### Mr. Ryan Gives Dinner to Old Friends.

PHILADELPHIA, May 20. Frank G. Ryan, formerly assistant to Prof. Joseph P. Remington at the Philadelphia College of Pharmacy, but now president of Parke, Davis & Co., in addition to playing the host at a dinner to a company of prominent Philadelphians on Monday night, incidentally played a joke on this same company. He contrived to have invitations issued to about 40 friends to be present at a gathering at Baxer's Café. The fortunate ones were under the impression that the occasion was the celebration of the anniversary of the birth of Harry L. Stiles, vice-president of the P.A.R.D.

There was no little merriment and surprise, therefore, when Mr. and Miss Ryan appeared and the toastmaster, Prof. Frank X. Moerk, announced that Mr. Ryan had wished to spring a

little surprise upon the friends who gave him a farewell dinner when he relinquished his position at the college nine years ago and departed for Detroit to accept a position in the pharmaceutical department of Parke, Davis & Co. Those present were:

Frank G. Ryan, Miss Helen Ryan, Mr. and Mrs. William L. Cliffe, Mr. and Mrs. Charles Leedom, Mr. and Mrs. D. J. McFerran, Mr. and Mrs. Theodore Campbell, Mr. and Mrs. Clarence Campbell, Mr. and Mrs. W. A. Runsey, Mr. and Mrs. Jacob Breyer, Mr. and Mrs. J. C. Perry, Mr. and Mrs. Frank X. Moerk, Mr. and Mrs. P. K. E. Stedem, Mr. and Mrs. A. J. Staudt, Mr. and Mrs. L. A. Wolcott, Mr. and Mrs. C. O. Meyer, Mr. and Mrs. H. L. Stiles, Miss Helen Hunter, Miss Helen Campbell, Miss Edith Muckenberger, Miss Thelma Staudt, Miss Kathleen Perry, Miss Catharine Stedem, Frank H. Moerk, Henry H. Stiles, Morrison H. Stiles, William Hobbie and J. H. Hahn.

#### Forming a Branch of Phila.C.P. Alumni.

SYRACUSE, N. Y., May 22.—Syracuse members of the Alumni Association of the Philadelphia College of Pharmacy have planned to organize a permanent Syracuse branch of the alumni. Tuesday night they held a banquet at the Hub Café, simultaneously with feasts for resident members in all of the larger cities. David Stolz, of Stolz Brothers, has been asked to serve as chairman of the organizing committee. The Syracuse graduates are: Edward S. Dawson, Jr., '74; Fred H. Fox, '84; W. B. Rissell, '85; W. B. Bunker, '91; F. J. Nye, '92; C. E. Ames, '93; Louis Stolz, '90; David Stolz, '03; William Ross, '04; Harry Plumm, '05; Mandell Light, '08.

#### Winona Technical Institute's 1909 Class.

INDIANAPOLIS, May 22.—The graduation exercises of the School of Pharmacy of the Winona Technical Institute will be held Saturday, May 29. The following are the graduates:

Carl Becker, A. S. Burns, John G. Berry, Ralph R. Case, Charles Dittman, Robert Etter, Herman J. Fritz, Forrest E. Graves, Clifford Hebble, W. H. Lang, Herman Keibling, H. L. J. Steffelt, C. E. Spencer, Ward Wilson, all of Indianapolis; Wilbur D. Derrill, H. A. Dickson, Glenn Roberts, all of Jamestown, Ind.; Henry T. Beckman, Lake City, Minn.; William Reid Gaddy, West Midway, Mass.; Charles Andrews, Cooperstown, Mich.; Carl Johnson, New Richmond, Ind.; George Johnson, Chester, W. Va.; Colch Roy McCulloch, Ypsilanti, Mich.; James Rodington, Yorktown, Ind.; Charles N. Reed, Enid, Okla.; Charles E. Phelps, Kokomo, Ind.; Delos Garner, Lebanon, Ind.; Henry J. Koebert, Wheeling, W. Va.

#### Thirteen Graduates at Marquette.

MILWAUKEE, Wis., May 22.—Graduation exercises will soon be held at Marquette University and a large number will be graduated from the various departments. The following will be granted diplomas in the School of Pharmacy (formerly Milwaukee Medical College School of Pharmacy):

A. H. Black, O. Bergen, H. A. Dreyer, E. Gisher, R. M. Hadley, A. F. Keith, M. Kerston, George E. Ludow, M. J. McGovern, A. F. Schneider, O. Stockinger, W. L. F. Schulz and B. Van Engel.

#### Graduates of Shaw University at Raleigh.

RALEIGH, N. C., May 22.—At the recent commencement of Shaw University the degree of graduate in pharmacy was conferred upon the following class:

Henry C. Rhoe, Shelley G. Brown, L. Gladstone Burwell, Henry H. Jackson, George T. Jones, Charles L. Mallette, Hiram A. J. Mosley, George T. Riley, Boston C. Sharp, William A. Smith, James B. Webb, Henry J. Whitehead.

#### Burglars Make Good Haul in La Crosse Store.

LA CROSSE, Wis., May 22.—Burglars recently made a good haul by ransacking the pharmacy of Charles Euler, State street and West avenue. The thieves made their entrance with a skeleton key and worked undisturbed. Besides rifling the cash drawer of \$5.50, they got away with more than \$25 worth of stock.

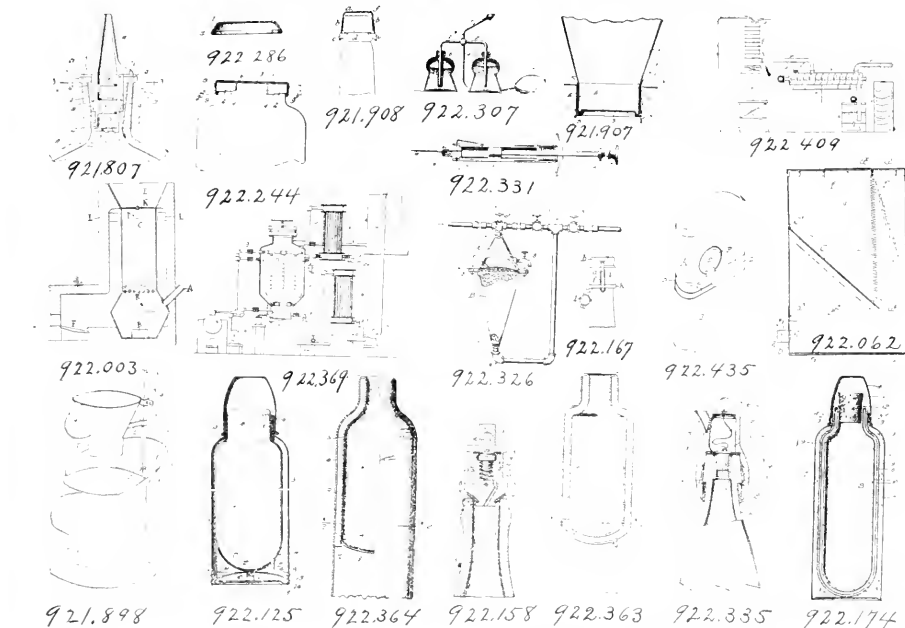
#### Beefsteak Supper for Detroit Chemists.

DETROIT, May 22.—The annual meeting of the Society of Detroit Chemists will be held May 28. Papers will be read by Dr. A. B. Lyons, Dr. C. H. Merrill, J. W. Matthews, F. G. Wheeler and Charles Lamont. A beefsteak supper will be served.

#### Wisconsin Pharmacist Sent to an Asylum.

TOMAHAWK, May 22.—John Hilt, registered pharmacist, has been adjudged insane and has been taken to the Northern Hospital for the Insane at Oshkosh. He is 34 and unmarried.

## PATENTS, TRADE MARKS, ETC.



## TRADE MARKS.

Published May 18, 1909.

- 29,620—Mystic Wine of Life Company, Bristol, Tenn. Class 6. Remedy for dyspepsia, headache, constipation, indigestion, pains, etc.
- 30,583—Miller Manufacturing Company, Lincoln, Neb. Class 6. A remedy for warts and moles.
- 35,062—Otto W. Tanke, Chicago, Ill. Class 6. Hair-tonic for dandruff.
- 38,505—Merrick Medicine Company, Waco, Texas. Class 6. A remedy for diarrhea, indigestion, cholera infantum and summer complaint in children.
- 38,583—Frank Thomas Edward Souter, London, England. Class 6. Preparations for the prevention of sickness on sea, on trains and the like.
- 38,990—Sherman, Werner & Co., Lima, Ohio. Class 6. Cold-cream and face-powder.
- 39,072—Eieto Company, New York, N. Y. Class 6. Toilet water.
- 39,524—Hegeler & Brünings, Fett-und Seifenwerke, A. G., Aumund, Germany. Class 6. Wool-wax, toilet cream, ointments and emulsions.
- 39,348—Ida Z. Koon, Columbia, S. C. Class 6. A remedy for hydrophobia.
- 39,524—Abbott Alkaloidal Company, Chicago, Ill. Class 6. A medicine to be used in acidosis, rheumatism, gout, etc.
- 40,304—Friedrich August Volkmar Klopfer, Dresden-Leubnitz, Germany. Class 6. A venereal remedy.
- 40,407—Ernst Bischoff, New York, N. Y. Class 6. Alkaloidal solutions used for injections in veterinary practice.
- 40,575—Henry O. Theobald, Binghamton, N. Y. Class 6. A hair tonic and shampoo.

40,679—L. A. Beebe, Yonkers and New York, N. Y. Class 6. Porous plasters, corn plasters, foot plasters, pile remedy, tooth powder, sachet powder, etc.

41,538—Mrs. Nettie Harrison Company, San Francisco, Cal. Class 6. Hair and scalp preparations.

41,540—Mrs. Nettie Harrison Company, San Francisco, Cal. Class 6. Face creams and face powders.

41,567—Mulhens & Kropff, New York, N. Y. Class 6. Perfume and toilet water.

## PATENTS.

Granted May 18, 1909.

921,809—Johnson C. Davis, Concord, N. C. Non-refillable bottle.

921,898—Edward E. Schultz, Chicago, Ill. Can filler.

921,899—Pauline I. Schenberg, New York, N. Y., assignor to Perfected Powder Puff Company, New York, N. Y., a corporation of New York. Powder-puff box.

921,907—Frank J. Stayton, Madisonville, Ohio, assignor to A. Nolen & Co., Cincinnati, Ohio, a copartnership. Perculator.

921,908—Frants C. Stöckel, Copenhagen, Denmark. Bottle closure.

921,927—Edith M. Waterman, and Nettie Brown, Centralia, Wash. Hair tonic.

921,444—Rudolph Berendes, Elberfeld, Germany, assignor to Farbenfabrik vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Alkyl esters of methylene citric acid.

921,975—Ludwig Glaser, Berlin Germany, assignor to General Electric Company, a corporation of New York. Process of obtaining nitric acid from gas mixtures containing oxides of nitrogen.

922,003—Constantin Krauss, Westeregeln, Germany, assignor to Gesellschaft für Stickstoffdünger, Gesellschaft mit beschränkter Haftung, Westeregeln, Germany. Process of making ammonia.

922,031—John D. Pennock, Syracuse, N. Y., assignor to the

Copy of any PATENT or TRADE MARK, 10 cents.  
Author of copyrighted work on Protective Trade Marks,  
Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

Solvay Process Company, a corporation of New York. Method of making sodium sulfate.

922,040—Paul Reilander, Charlottenburg, Germany, assignor to Chemische Fabrik auf Actien (vorm. E. Schering), Berlin, Germany. Alkyl-para-aminophenol.

922,062—Simon Strauss, Chicago, Ill. Non-refillable dispensing can.

922,125—Paul O. E. Friedrich, Philadelphia, Pa., assignor to Caloris Manufacturing Company, a corporation of Delaware. Casing for vacuum bottles.

922,133—Byron B. Goldsmith, New York, N. Y. Thermoplastic compound of proteins.

922,139—Doris Landau, San Francisco, Cal. Stopper for bottles containing aerated liquids.

922,167—Paul Leinbrock, Copitz, near Dresden, Germany. Closure for bottles and like vessels.

922,174—John G. Lyman, Philadelphia, Pa. Vacuum bottle.

922,244—Otto Becher, New York, N. Y., assignor to American Metal Cap Company, New York, N. Y., a corporation of New York. Bottle and jar closure.

922,286—Lewis Kallings, Baltimore, Md. Sealing cap for bottles.

922,307—Charles E. Michael, Fostoria, Ohio. Atomizer.

922,326—Cortez R. Perry and Charles M. Finch, San Francisco, Cal.; said Perry assignor to said Finch. Filter.

922,331—Thomas M. Quarles, Washington, D. C., assignor of one-half to David B. Chamberlain, Washington, D. C. Hypodermic syringe.

922,335—Jean Rivière, Pittsburg, Pa. Antirefillable bottle.

922,363—Garry P. Van Wye, New York, N. Y., assignor to William Boyce Morrison, New York, N. Y. Vacuum insulated bottle.

922,364—Same as preceding.

922,369—George Walker, New York, N. Y., assignor to Homer T. Yaryan, Toledo, Ohio. Process of extracting resin and turpentine.

922,409—Walther Feld, Hönningen-on-the-Rhine, Germany. Process of recovering hydrocyanic acid.

922,413—Paul O. E. Friedrich, Philadelphia, Pa., assignor to Caloris Manufacturing Company, a corporation of Delaware. Vacuum nursing bottle.

922,435—John E. Lee, Conshohocken, Pa. First-aid package.

#### Delegates to N.A.R.D. Convention Nominated.

PHILADELPHIA, May 22.—The executive committee of the Philadelphia Association of Retail Druggists, at its meeting yesterday, recommended the payment of the balance of \$500 on the dues for 1909, guaranteed to the N.A.R.D. Prior to the meeting, the nominating committee met and the following names were placed in nomination as delegates and alternates to the N.A.R.D. convention at Louisville in September:

Frank W. Plink, William T. Burke, Charles Rehms, W. E. Supple, Joshua Marsden, W. E. Lee, W. A. Carpenter, G. W. Fehr, Charles Leedom, D. J. Reese, H. A. Nolte, Samuel B. Davis, Theodore Campbell, J. N. G. Long, D. G. Potts, N. A. Cozons, S. W. Strunk, R. H. Linckey, H. C. Blair, A. T. Pollard, S. C. Henry, R. T. Blackwood, O. W. Osterlund, F. M. Apple, Ambrose Hunsberger, Christopher Koch, W. L. Cliffe, C. G. Neely, G. W. Weidemann, N. S. Steltzer, W. H. Rieker and W. H. Sutton.

The next monthly meeting of the association will be held on the evening of June 4 at the Drug Club. Additional nominations will then be made and the delegates and alternates elected.

#### Frank A. Malkovsky Purchases Pharmacy in Brooklyn.

The William A. Van Duzer Pharmacy, 357 Fulton street, Brooklyn, has been succeeded by Frank A. Malkovsky, who for a considerable time was in charge of one of the departments of Hegeman & Co. at 200 Broadway and who also has served on the advertising staff of the ERA. Mr. Malkovsky is a capable and experienced druggist and that he will make a success of his new venture is the desire of his many friends in the metropolitan district.

#### Receiver for the Walter K. Schmidt Company.

GRAND RAPIDS, Mich., May 22.—Alleging that the Walter K. Schmidt Company, drugs and photo supplies, has been mismanaged; that the assets have been greatly diminished; that the liabilities have been increased, and that the corporation is unable to meet its obligations, as well as that the value of the stock has been destroyed, Henry Huber, Sr., George M. Leonard, Alfred E. Terpening, Mathias Richard

and Fred J. Fruch have filed a petition for the dissolution of the company. Mathias Richard has been appointed temporary receiver with bonds of \$20,000. The schedule attached to the petition shows assets amounting to \$49,428.41. The company must show cause why it should not be dissolved, on August 30 next, at 10 a. m. The petition sets up that the stock of the company is divided into 40,000 shares of \$10 each. All is fully paid in. The record of accounts and bills payable foots up to \$45,500.51, of which \$27,764.15 is in notes of the company, outstanding and \$7736.36 open accounts payable. The liabilities are almost all in very small accounts and include the supply houses with which business has been done.

#### GAS VS. ELECTRICITY FOR ADVERTISING USES.

Representatives of Both Systems Make Claims of Superiority at Boston Druggists' Meeting.

BOSTON, May 24.—The May meeting of the B.A.R.D. was held on Wednesday, a week later than usual on account of the commencement exercises of the Massachusetts College of Pharmacy, and the programme was of a novel character. L. D. Gibbs, special agent of the Edison Electric Illuminating Company of Boston, gave an address on the development and commercial use of electricity, with especial reference as to its use as an advertising factor for retail business men. He was followed by Mr. Fritz, special agent of the Boston Consolidated Gas Company, who from statistics undertook to show that the retail store-keeper could get more light and more advertising power from a smaller outlay for the use of gas than he could by electricity.

James F. Fineran, chairman of the legislative committee, spoke of the progress of legislation affecting pharmacy. His report was clear, comprehensive and encouraging.

Prof. E. H. LaBierre spoke of one of the theses which had been presented at the final exams at the Massachusetts College of Pharmacy on the preparation of tincture of iodine, and pointed out how nearly universal in Boston was the preparation of an article conforming to the U.S.P. The student had sent to a large number of drug stores and obtained small quantities of the tincture, all of which had been analyzed, with the result that the analyses showed a remarkable degree of uniformity with the U.S.P. requirements. Not so satisfactory results were found in the analysis of a number of suppositories. In some of the samples containing plumbi-acetate it was found that the preparation had not been well mixed, and that some of the suppositories from the same druggist, and in the same prescription, showed an unevenness in the percentage of plumbi-acetate, indicating careless or thorough methods of mixture.

Charles H. Davis, secretary of the association, spoke of the need of co-operation on the part of the druggists to raise the professional standard, and that more attention should be directed to the professional side rather than to the commercial side.

#### Brooklyn and Jersey City Stores for Hegeman Co.

Two new stores which will be opened by the Hegeman Corporation about July 1, will mark the invasion of Brooklyn and New Jersey territory by this concern. The Brooklyn Borough store will be located at 1065 Broadway, corner of Dodworth street. A long term of lease has been secured on the three-story brick building on this corner and extensive alterations will be commenced at once. The Jersey City store will be located in Newark avenue, directly opposite Keith & Proctor's Theater. Another store will also be started about July 1, at the corner of Tremont and Washington avenues, Borough of Manhattan, New York City, for which the building is now being remodelled. The store at 180th street and St. Nicholas avenue was opened a few weeks ago and is in charge of Mr. Mytrott.

#### To Sell Soda Water on Sundays in Massachusetts.

BOSTON, May 22.—Governor Draper has signed the bill to permit the sale of soda water, ice cream, confectionery and fruit on Sundays. The bill provides for the granting of a license of \$5 to a dealer in these articles on week days to keep his store open on Sundays. There is a referendum on its acceptance in the bill, so that outside of Boston the city council must accept the Act, and in towns a majority of the voters at a town meeting.

## PENNSYLVANIA'S NEW PURE DRUGS LAW.

### Provision Which Brought About Criticism and Opposition Not Antagonistic to Interests of Retail Druggists—State Pharmaceutical Examining Board the Enforcing Power.

PHILADELPHIA, May 15.—The "Pure Drug Act," while characterized by those opposed to it as a "measure solely in the interests of the jobber and the manufacturer" and designed to "prevent the manufacture and sale of adulterated or misbranded drugs, defining the word 'drug,' prescribing penalties for violation of the Act and the means for its enforcement," has been signed by the Governor and is now a law. It becomes effective October 1, 1909. The law is of particular importance to all departments of the drug trade and practically every organization, institution and interest identified with the drug trade in Pennsylvania, had a voice in its preparation.

This law is the outcome of a conference of representatives of the interests affected which was held at the College of Pharmacy in this city prior to the 1907 session of the Pennsylvania Legislature. The general outline of the bill was agreed upon and it was introduced at that session only to be withdrawn when opposition developed on the question as to the manner of its enforcement. In practically the same shape it was reintroduced at the 1909 session, and was passed. Just prior to its approval by the Governor, opposition developed among some retail interests in this city largely because of the following provisions of Section 3:

That for the purpose of this Act an article shall be deemed to be adulterated:

First: If a drug is sold under or by any name recognized by the United States Pharmacopoeia, the National Formulary or the American Homeopathic Pharmacopoeia it differs from the standard of strength, quality or purity as determined by the test or formula laid down in the United States Pharmacopoeia, the National Formulary or the American Homeopathic Pharmacopoeia, provided that no drug defined in the United States Pharmacopoeia, the National Formulary or the American Homeopathic Pharmacopoeia except oil of peppermint, oil of spearmint, peppermint, camphor, ginger and ethyl nitrite shall be deemed to be adulterated under this provision if the standard of strength, quality or purity be plainly stated upon the bottle, box, or other container thereof, although the standard may differ from that determined by the test or formula laid down by the United States Pharmacopoeia, the National Formulary or the American Homeopathic Pharmacopoeia.

Second: If its strength or purity fall below the professed standard or quality under which it is sold.

The idea was to enable country storekeepers to sell the common household remedies, even though they had no scientific knowledge of the preparations, and it was argued that discrepancies were taken by making it obligatory that such preparations containing the six above-mentioned drugs be of standard strength. Other preparations, such as are not sold by storekeepers but are handled by druggists and others with scientific knowledge, may under the new law be of lesser strength, provided the proportion of the drugs it contains are stipulated on the labels. This was the principal point at which the opposition was aimed. It was claimed that this provision was solely in the interests of the jobber and the manufacturer. This was denied most earnestly by the committee of the organizations which had been working for the passage of the bill.

Section 4 has to do with misbranding and stipulates that an article will be

regarded as misbranded when all drugs, the package or label of which shall bear any statement or design or device regarding such article or the ingredients or substance or substances contained therein shall be false or misleading in any particular, and if it be the intention of or offer for sale under the name of another article or if the contents of the package as originally put up shall have been removed in whole or in part thereof and other contents shall have been placed in such package or if the package fail to bear statement on the label of the presence of any alcohol, morphine, opium, heroin, cocaine, alpha or beta eucaine, chloroform, camphis indica, chloral hydrate, acetanilide, phenacetine, antepyrine or any derivative or any preparation of any such substances contained therein, provided that nothing in this paragraph apply to the filling of written prescriptions furnished by practicing physicians, dentists and veterinarians and kept on file by pharmacists or as to such preparations as are specified and recognized in the United States Pharmacopoeia, National Formulary or the American Homeopathic Pharmacopoeia which are made in accordance therewith and are sold under titles designated therein.

The enforcement of the law will be in the hands of the State Pharmaceutical Examining Board and for each violation of the law where guilt is proven, the fine shall be \$50. For subsequent convictions, the penalties are heavier.

Section 10 has to do with the responsibility of the manufacturer, the wholesaler and the jobber, and is as follows:

That in case it shall be made to appear at any hearing before the State Board or under the rules and regulations prescribed thereby that the dealer from whom any adulterated or misbranded article shall have been purchased or procured, purchased the same from any manufacturer, wholesaler dealer or jobber who has given a guarantee thereof to the dealer that the same is not misbranded or adulterated within the meaning of this Act, and if it shall be made to appear that the said dealer has kept and preserved the article in question in precisely the same condition as to quality and purity as when it was so purchased by said dealer, then and in that case the said Board shall direct proceedings to be commenced against the manufacturer, wholesaler dealer or jobber in the proper court for the collection of the penalty provided for violation of this Act, and if the penalty shall thus be collected from said manufacturer, wholesaler dealer or jobber, no further proceedings shall be commenced or continued against the dealer from whom the article in question had been purchased or procured, provided the sale of said article be discontinued by said dealer.

Section 11 provides that the misbranding provisions of the Act shall not apply to the distribution or sale of or to the possession with intent to distribute or sell by any dealer of such drugs as were in such dealer's stock in Pennsylvania on October 1, 1909, provided that the package or other container in which said drugs shall be contained shall be plainly and conspicuously marked with the words and figures "On Hand October 1, 1909."

In Section 13 (the closing section) all Acts or parts of Acts inconsistent with the new law are repealed.

## CAN'T SELL DENATURED ALCOHOL FOR BATHING

### Internal Revenue Ruling Declares Use is Against the Law—Can be Used to Manufacture Paint.

WASHINGTON, May 22. Acting Commissioner of Internal Revenue Robert Williams, Jr., in Treasury Decision 1495, declares that denatured alcohol may not be sold to be used for bathing purposes. He says in part:

"The use of alcohol for bathing purposes does not appear to be such as is enumerated in Section 1, but is rather authorized for which penalties are prescribed under Section 2, since the only object of bathing the body with alcohol must be to obtain its medicinal effect upon the skin.

"No penalties are prescribed in the Act—and manifestly the Government could not follow a person into his home to see whether he used completely denatured alcohol either for drinking or for medicinal purposes. Yet the uses are both obviously contrary to the purpose and intent of the law, and the aim is to prevent them, so far as it is possible to do so, by the penalties imposed in Section 2 upon manufacturers or dealers who knowingly furnish denatured alcohol for beverage or medicinal use.

"I am of the opinion, therefore, that completely denatured alcohol cannot lawfully be sold for bathing purposes, or for any medicinal use whatsoever."

The Commissioner has decided that denatured alcohol may be used in the manufacture of liquid paints. In a letter (T. D. 1496) to the collector in Cincinnati, Ohio, he says:

"You are informed that formula No. 1 (to 100 gallons of alcohol add 5 gallons of approved wood alcohol) is hereby authorized for use in the manufacture of liquid paints."

## New York Bowlers Entertain at Terrace Garden.

The 38th annual meeting of the Thursday and Friday Bowling Clubs, composed of members of the German Apothecaries' Society, held at Terrace Garden Bowling Alleys, New York, on the evenings of May 20-21, was characterized by good bowling, a good banquet and a good time generally. The programme included singing and recitations and the award of the annual prizes, the recipients of the latter being Messrs. Swann, Frasch and Albert, members of the Thursday Club, and Messrs. Hasselbach, Bruns and Siemann, of the Friday Club.

## Government Regulations for Sale of Viruses.

WASHINGTON, May 22.—Under date of May 11 the Secretary of the Treasury has promulgated the new regulations prepared by a board of officers composed of the surgeon-generals of the Army, Navy and Public Health departments for the sale of viruses, serums, toxins and analogous products in the District of Columbia and to regulate interstate traffic in the same.

## THE DRUG MARKETS

### TENDENCY MOSTLY TOWARD HIGHER PRICES

#### Spot Quotations Very Firm on Seasonable Articles.

##### Alcohol Advanced 4 Cents per Gallon.

NEW YORK, May 24.—General conditions surrounding the market for drugs and chemicals are without new features, but a moderate consuming demand continues for seasonable articles and the changes which have taken place during the week show a higher range of prices. Grain alcohol has advanced 4c. per gallon, but there is no change yet in the price of commercial alcohol, though an advance may be expected in the near future. Asafetida shows increasing firmness, and the tendency is toward higher prices as stocks are small, and owing to the troubles in Persia, no shipments are known to be on the way. Opium is unchanged, but firmly held with a better demand for consumption and manufacturing purposes. Norwegian cod liver oil is quiet, but without any change in value.

OPIMUM.—Primary markets report large sales for America, about 200 cases having been purchased for shipment to this country, resulting in an advance in the Smyrna market equal to about 15c. to 20c. per pound. Information received concerning the new crop is less favorable, and unless timely showers of rain occur, the crop is likely to be seriously damaged. The arrivals in Smyrna for the week ending April 30, amount to 2050 cases, as against 1385 cases at the same period last year, and in Constantinople 2039 cases, as against 442 cases at the same period last year. The stock in Smyrna at present is 1326 cases, against 1826 last year, and in Constantinople 162 cases, against 76 cases on the same date last year. Cases are held at \$4.25 per pound; lots of 50 pounds, \$4.27½ per pound; lots of 25 pounds, \$4.30 per pound, and smaller quantities, \$4.40 to \$4.50 per pound. Granulated and powdered in lots of 25 pounds are held at \$5.25 per pound.

QUININE SULPHATE.—The sale of Amsterdam brand of quinine in Amsterdam on the 14th instant was a trifle higher than the previous sale, and 50,000 ounces were sold at florins 10.56, as against florins 10.50 at the previous sale on April 28. In London on the 18th instant the regular monthly sale of bark took place, but there was no change in value. The local market is unchanged.

COD LIVER OIL, NORWEGIAN.—The market is quiet, but without any material change in value. Cable reports give the result of the catch and production of oil to the 17th instant as follows: Total catch, 50,600,000 fish, producing 39,815 barrels oil. The result of the two previous years were as follows: 1907, 42,600,000 fish, producing 35,730 barrels oil; 1908, 40,800,000 fish, producing 44,296 barrels oil. The production of oil during the last week has not been large, and the difference between this year and 1908 is 4451 barrels less.

GLYCERIN.—This is not the season of the year to look for higher prices, but the market has been steadily advancing during the past few weeks, owing to a good demand for manufacturing purposes and higher cost of crude material, and the tendency is still upward. The price for barrels is 17c. per pound; plain cans, 18c. per pound, and patent cans, 18½c. per pound.

CITRIC ACID.—The demand is increasing, and all cheap lots have been taken out of the market. Crystals in barrels is now held at 40c. per pound and kegs at 40½c. per pound.

CANNABIS INDICA.—As intimated in our last report, an advance has taken place, and \$1.50 per pound is now being asked, with lower prices contingent upon arrivals of new stock due in a few months.

PAPAIN.—Cases of about 50 pounds are offered at \$4.50 per pound. This article has been scarce for some time.

MATIOO LEAVES.—There has been a better demand for leaves of good quality, and the price has advanced to 20c. per pound. Some holders ask 22c. per pound.

ASAFETIDA.—Increasing firmness is shown under steadily diminishing stocks at all distributing points both here and abroad. Considerable business between jobbers has been reported with over 30c. paid, and quotations for U.S.P. have

advanced to 32½ to 35c. per pound in large lots, with the tendency still upward.

CHAMOMILE FLOWERS.—On the spot, quotations for the Hungarian variety are steadily held at 37 to 40c. per pound for desirable descriptions. The tone of the market is firm, owing to reports from abroad to the effect that weather conditions have been unfavorable to the new crop and that opening prices are likely to be comparatively high.

JUNIPER BERRIES.—Firmness in the foreign markets is reported and the spot market is strong in sympathy. There is a fair consuming demand and quotations for desirable grades are well sustained at 4 to 4½c. per pound, as to quantity, quality and seller.

RUCHU LEAVES.—Cables report that at the recent drug auction in London, about 20 bales were offered and sold at 1s. 4d., which is said to equal about 35c. laid down here. This is the general spot quotation for prime green, and in some quarters a 40c. market is predicted. Most holders are quoting 35 to 36c., with no tendency to shade prices, all cheap lots having been bought up and the available stock is under good control.

## London Drug Market

LONDON, May 15.—The market has been without special feature this week and business has been unusually quiet. Notwithstanding the termination of the Morphine Convention announced in last week's report, prices are unchanged and in view of the uncertainty of the Opium market, any material decline in the value of Morphine is not looked for immediately. The position of Codeine is unaffected by the breaking up of the Morphine Convention. In spite of the near approach of the principal consuming season Citric Acid tends easier and the demand for Tartaric Acid, on the other hand, is improving. Essence of Lemon is quiet at 3s. 7d. per pound "spot" for good brands.

Cubebæ are scarce on the spot and £5 5s. per cwt. is mentioned as the price of small quantity available. Cascara Sagrada is quoted at 45s. per cwt., but no business has been done above 42s. 6d. Although there are sellers of second-hand Glycerin below official prices, makers are very firm. A small lot of Buchu Leaves which appeared on the market was eagerly bought up at 1s. 3d. per pound for good round green. For good yielding Jalap, the spot price is 1s. 9d. to 1s. 11d. per pound. Oil of Male Fern tends dearer. Crude China Camphor is somewhat easier but refined Japanese continues scarce and one-ounce tablets are quoted 1s. 9d. per pound spot. Peppermint Oil is quiet; there are buyers of Wayne County Oil in this at 6s. per pound but sellers want 6s. 3d.; a small business has been done in Japanese dementholized at 4s. 8d. per pound for "Kolayashi."

### Gets \$2000 Verdict for Commissions.

BALTIMORE, May 22.—Luther W. Hopkins has obtained a verdict for \$2000 damages against Charles Willms in the Superior Court in his suit to recover commissions alleged to be due for getting Mrs. Greenleaf Johnson to invest \$40,000 in the Willms Sanitary Company, which was organized recently to manufacture sanitary appliances. Mr. Willms contributed his patents, and his son, Carl Willms, the sum of \$40,000. Mr. Hopkins contended that he was employed by Mr. Willms.

### Medical Graduates Guests at Lilly Branch.

The senior class of the Eclectic Medical and Surgical College of Kansas City were recently guests of the Kansas City branch of Eli Lilly & Co. The college graduates 22 physicians this year.

The senior class of the University Medical College of Kansas City was also entertained at the branch. O. B. Dickinson, the branch manager, did the honors of the occasion, which included refreshments.

### A Simple Matter.

"Does a dentist have much trouble in collecting his bills?" "No," answered the expert in teeth. "A man usually sees that his last account is paid before he has more work done. He takes no chances on an unfriendly disposition."

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JUNE 3, 1909

No. 22

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John.

Cable Address: "Era, New York."

Western Office:

Room 500, Dicker Building, 40 Dearborn St., Chicago

Telephone, Central 3888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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THE PHARMACEUTICAL ERA,

For Era Album

90 WILLIAM ST., NEW YORK.

## IS NEW DIVISION OF A.C.S. NEEDED?

On another page we publish a communication from Prof. Stevens in which he advocates the formation of a Division of Pharmaceutical Chemistry of the American Chemical Society. Upon its face the plan, as set forth by Prof. Stevens, has an attractive appearance, but in the light of the objections raised by the Philadelphia Branch of the American Pharmaceutical Association there would seem to be the necessity for giving the subject the most thoughtful consideration before the movement assumes such shape that retreat would be inexpedient for those interested in the formation of the proposed division.

No doubt many pharmaceutical chemists will feel that there should be no limit to the number of organizations devoted to the enrichment of the literature of research and discovery in their field, but there will arise the contention that there is a possibility of lack of real fruitfulness in a division of effort, while the point raised in Philadelphia that the movement threatens the future usefulness and standing of the American Pharmaceutical Association is entitled to the attention which its importance in possibilities certainly warrants. The subject is one which we commend to the serious meditation of the pharmaceutical chemists of the country.

## MINNESOTA'S NEW ADVERTISING LAW.

Executive approval having been given the act passed by the Minnesota Legislature to prevent the publication of certain kinds of medical advertisements the measure is now a law and will be enforced, it is said, by the authorities. While it does not interfere with legitimate remedies for proper purposes there is a question whether it may not be the entering wedge for subsequent legislation, so that these provisions will be read with interest:

Any person publishing, distributing or causing to be distributed or circulated any of the advertising matter herein prohibited shall be guilty of a misdemeanor and punished as provided.

The production of any advertisement or advertising matter published or distributed contrary to the provisions of this Act shall be of itself prima facie evidence of the guilt of the person or persons advertising to cure any such disease herein above mentioned, or of the publishers who publish any matter such as is herein prohibited.

Penalties for violations of the law are fines of from \$50 to \$500, or a maximum sentence of six months in jail.

## LOS ANGELES MEETING OF THE A.P.H.A.

That there will be a large attendance at the forthcoming meeting of the American Pharmaceutical Association in Los Angeles the third week in August is a foregone conclusion, for the far western scene of convention will afford an opportunity for hun-

dreds of pharmacists to be present who have in several recent years been unable to make the long journeys required to reach the cities in which the sessions have been held. With the California Ph.A. in session at the same place practically on the eve of the A.Ph.A. convention there should be a generous accession to membership from that quarter, while the attendance by the pharmacists of the Pacific Coast will no doubt be sufficiently large to show their appreciation of the selection of a city so convenient for them and thereby prove the wisdom of holding the 1909 meeting in Los Angeles.

Eastern members should make more than ordinary efforts to go to Los Angeles and the present moment is the time to decide and formulate plans by those who have not yet decided the question. The trans-continental trip is well worth the experience in itself alone, the expense in these days is not restrictive and the programme of mental, visual and physical entertainment will in addition well repay all who attend the annual gathering of the A.Ph.A. in what may well be called the Garden City of Golden California.

#### QUIZ MASTER INTRODUCED TO ERA READERS.

On page 513 of this issue of the ERA the Quiz Master makes his bow once more to our readers, to many of whom he needs no introduction, recalling, as they will, how valuable his advice, suggestions and compilations proved to them in attaining their present standing in the profession when this department was some years ago a feature of this journal. To students, apprentices and drug clerks the training made possible through the kindly offices of the Quiz Master is of more than ordinary value, for in seeking answers to the queries propounded by him there is the incentive to pursue research further than many would go if merely following the beaten path of study in pharmacy.

Interest in this department will by no means be confined to the neophytes, for many pharmacists who have long since received the finishing touches of their education will from time to time find the questions suggestive of ideas for investigation on their own account, either through curiosity or for the mere love of delving in their libraries seeking further information. But the department is primarily for the benefit of the younger generation who are growing up to be pharmacists and to them we now introduce the Quiz Master, commending his section of the ERA to them as an educational aid both interesting and instructive.

#### HOW THEY DO IT IN ENGLAND.

A recent issue of the *London Pharmaceutical Journal* contained the advertisements of three pharmacists who are candidates for election to the Pharmaceutical Council. One announcement, made by the president of the Thames Valley District Druggists' Association, occupies an entire page and sets forth clearly and in detail to the members of the British Pharmaceutical Association his views upon subjects that will likely come before the council. The other advertisements are smaller, but urge the support of the members for similar reasons. All are very much

like the cards printed in America by candidates for office at the regular political elections.

At first gasp the custom gives the American more or less of a shock, due perhaps to the prohibition of personal advertising by some of the medical and legal societies as being unethical and therefore unprofessional, but on second thought the declaration of principles set forth in this way through legitimate trade journals by candidates for professional honors seems both proper and sensible, besides being informative and instructive. No better plan could be adopted, probably, to show enthusiastic interest in the welfare of pharmacy, so here is success to the advertisers!

#### PAPERS AT THE STATE ASSOCIATIONS.

This year's crop of valuable papers at meetings of the various State pharmaceutical associations promises to be larger than ever before. The custom of preparing sets of subjects for papers, which is in vogue with many of the associations including Pennsylvania, New York, Wisconsin, Missouri and others, is a very helpful means of inducing members with ideas to break the ice of discussion and contribute their experiences for the benefit of their fellow pharmacists.

New members are often modest and backward and fearing that they may intrude or violate the proprieties in some way remain longer in the background than would be the case if they were given encouragement by their elders to participate in the proceedings. This custom of preparing sets of suitable topics is more than an invitation to prepare papers for consideration; it is at once an incentive to do so and it instructs the new members in the range of subjects that may properly be handled by them for the edification of the attendants at the sessions of the associations.

Federal authorities at Washington appear to have won an even greater victory than was at first apparent in the "Mapleline" misbranding case in which the manufacturers were convicted despite the conceded purity of the product, as reported on page 450 of the ERA of May 13. The defendants have concluded not to appeal from the Chicago decision and have been permitted to brand their food as provided under the Federal regulations. The case is an object lesson of the futility of fighting against the provisions of the National Pure Food and Drugs Act. An interesting account of the suit will appear in the June number of *The Soda Fountain*.

General regret will be felt for the death of Joseph Long at his home in Sherman, Texas, for people were at last beginning to appreciate the great value of the medicinal plant cultivation experiments which had been conducted during the last few years by this patient, modest and unassuming citizen. The seeds sown by Mr. Long will in more ways than one form a monument of his devotion to practical theories for the elucidation of which he was peculiarly fitted by the traits of character which we have mentioned.

That Arkansas University is to have a chair of pharmacy is a fresh indication of the tendency of State educational institutions to recognize the importance of pharmacy as a profession and the necessity of providing for the instruction of students who are attracted by its possibilities both professionally and commercially.

O'Neill, Neb., is going to put a stigma on all druggists who make a practice of selling liquor except upon legitimate physicians' prescriptions. In doing so the drug stores that offend



will be placed in the beer and whisky saloon class and will be compelled to pay the full license fees which are collected from grogeries. There will be no chance for masquerading and the druggists who cut out the grog end will be the ultimate winners.

Approval by Governor Hughes of the Act of the Legislature converting the springs of Saratoga into a State park or reservation, with provision for a bond issue of \$600,000 to cover the cost of purchasing the necessary land, means that New York State will have a great spa which should equal if not eclipse similar resorts in Europe and elsewhere. Pharmacists in Saratoga County have been active in promoting this public improvement and are to be congratulated upon the success of their efforts.

When a woman buries a husband who was an invalid for ten years you cannot blame her for looking for a second husband among doctors, druggists or millionaires.

It is better business to be held up by your customers once in a while than to hold your customers up all the time.

Prof. A. B. Stevens, of the University of Michigan School of Pharmacy, whose features are delineated on this page of the ERA, has long been known both as a practical pharmacist and an educator. Recently, however, he has further extended his acquaintance by his work in the American Chemical Society as chief abstractor in charge of pharmaceutical literature used in the society's publications. As chairman of a committee he has appealed to the pharmaceutical chemists of the country upon the advisability of forming a division of pharmaceutical chemistry of the American Chemical Society, and his advocacy of the plan is now being discussed with considerable interest by pharmacists, not all of whom seem to be in favor of the scheme. But whatever may be the outcome, the motive which has prompted Professor Stevens and the members of his committee cannot be construed to mean that the work of the A.Ph.A. has not been satisfactory, or that its membership fails to take a sufficient cognizance of this important branch of chemical work. There is no doubt that if such a division of the society is established that there will be drawn into it many pharmaceutical chemists who are not now members of the older organization.

Professor Stevens has long been known as one of the earnest and hard-working men in pharmacy and but few so ardently desired to place the calling upon a broad and solid basis. Graduating from the University of Michigan in 1875, he opened a store of his own in Detroit which he conducted with success until 1887, when he was called to take the chair of practical pharmacy in his alma mater. While in the retail business he served as first president of the Detroit Pharmaceutical society. In 1894 he filled the presidential chair of the Michigan Pharmaceutical Association, an organization in which he still feels no small degree of interest and of pride. In 1905 he returned from a two years' absence in Europe, taking the degree of doctor of philosophy in the meantime, his major study being pharmacognosy under the directorship of Professor Tschirch in the University of Berne. Dr. Stevens has been a frequent contributor to pharmaceutical literature.

Aeronauts are already gathering for the "Aviation Week," which is to be held near Rheims in Champagne from August 22 to 29. The field chosen is the military ground in the Plain of Betheny. Over \$40,000 in prizes will be given during the week.

Nothing so important has ever taken place in the history of aeronautics since the first men began to fly. There will be all kinds of competitions—for height, for speed, for turns, landing contests for spherical balloons, prizes for the aero-

plane carrying the largest number of passengers. The chief event will be the competition for the International Cup of Aviation, which is the Derby of the Air. The stewards of the meeting are all French, but contestants from almost all parts of Europe have already entered.

Another "sausage scandal" has been engaging the attention of the Criminal Court in Berlin. A sausage maker named Loewy, in a very large way of business, has been fined \$250 for transporting enormous quantities of sausages made of horse flesh to Munich, Gottingen, Brunswick and other places famous for the manufacture of the higher class sausages, having them dressed up there, and forwarding them as the real article all over Germany and to foreign countries as well.

Teacher: "What do you mean by the 'quick and the dead'?"

Boy: "Well, the quick get out of the way of the motor-cars, and the dead don't!"—*June Lippincott's*.

Lack of public demand for pasteurized milk has caused the discontinuance of the use of pasteurized machines by many of the milk companies and one of the largest experimental plants in New York City is now being dismantled. It was only a months ago that the

agitation concerning the heating and cooling of milk was the cause of hasty preparations on the part of certain firms to meet the applications for the specially treated milk which they believed to be imminent. For a time there was evidence of such a demand, and that certain of the companies have found there is no longer any such feverish anxiety over the milk question is evidenced by the fact that costly apparatus which was made for the pasteurizing process is now lying idle.

On the other hand, the merits of pasteurization are being freely urged by several of the large corporations which have invested considerable sums in apparatus and are charging an enhanced price for the product, which has the neatly printed guarantee of innocuousness on the paper cap. The constant agitation of the supposed necessity of pasteurization was depended upon to induce the public to insist upon a brand that has known a heat of at least 150° F.

By the companies and firms which have been obliged on account of the falling off of the public demand to discontinue pasteurization the whole matter is looked upon in accordance with business principles. An official of one of the largest companies said:

"We simply discontinued the process because many of our important customers declared they did not wish to have their milk treated. The question of expense was not considered, for we could very easily pasteurize all the milk and would not lose anything through the introduction of more apparatus."

"There is a certain taste in milk which is destroyed by pasteurization. Raw milk must have that rich flavor which is so characteristic or it cannot be sold. The pasteurization kills that taste."

"For business reasons, if the public insisted upon it we would supply the pasteurized article, although we would much prefer to sell the raw material and let the mothers pasteurize it to suit themselves."

The Berlin Medical Society states in its report on appendicitis, that the number of the cases is markedly increasing, and that in the city of Berlin the number has doubled within less than ten years.

Sweet—What is meant by the grave and the gay?

Weeks—Must refer to that deceased octogenarian and his pretty young widow.

Professor Wolff announced at the last meeting of the Berlin Medical Society, that photography by means of Roentgen rays



Prof. A. B. STEVENS,  
University of Michigan, Ann Arbor.

is the most reliable method known of diagnosing tuberculosis in the very first stages. In cases in which the usual symptoms of incipient tuberculosis, such as loss of weight, night sweats, and irregular breathing do not occur, the Roentgen photograph indicates the slightest change in the lung tissue with absolute accuracy. This method of diagnosing the dread disease has even superseded the serum injection with tuberculin, which, until now, has been considered almost infallible.

But numerous cases have recently been recorded in which the reaction from the use of tuberculin showed negative results, and nevertheless, a slight affection of the lungs had already taken place. A Roentgen photograph, however, leaves absolutely no doubt as to the presence of tubercular germs, and if they are not pictured on the negative, there need be no cause for alarm.

Dr. Wolf urged the practical application of this photographic method in all cases of lung catarrh which had given the slightest cause for suspecting tuberculosis, as the safest preventive. Numerous lantern slides illustrated the successful experiments that had been made.

He (passionately)—I never have loved before.

She—Dear me! And you're almost twenty-one, too. How your education has been neglected, hasn't it?

"That boy," said the second-hand book dealer, nodding toward a freckled-faced lad swishing a feather duster around promiscuously, "is a wonder in his way."

"Well, I don't care what he is in his way," responded a testy customer who frequented the shop, according to the Chicago *Inter Ocean*, "so long as he doesn't get in mine, which he does every time he can."

"I know, I know," sighed the dealer, "but what am I to do? He is my only stepson and he's got to have a job. Yesterday I gave him a copy of 'Dr. Syntax' to put where it belonged and did he do it? Oh, yes, he did it—nit. I found it today over there among those books marked 'Medical.'"

The testy customer grunted with a sort of satisfaction.

"But that is nothing to what he did a month ago," the dealer went on. "One day he came to me with a copy of 'The Reign of Law' and asked where he should put it. 'Don't you know where it should go?' said I, provoked that a boy of his size didn't know a novel by the feel of it. 'I wasn't sure,' said he, 'whether it ought to go under the head of 'Meteorological' or 'Legal.' Now, what do you think of that? He ought to know enough to go in out of the rain, oughtn't he?'"

The testy customer grunted again and chuckled.

"Let him alone, let him alone," he said. "He'll be a fine lawyer one of these days."

Teachers throughout the country have been invited by the United States Forester to co-operate with the Forest Service in an effort to obtain more definite knowledge of the characteristics of the most important forest trees of the United States. To do this it will be necessary to obtain a large number of volunteer observers who will collect material on the time of leafing, blossoming and fruiting of the various kinds of forest trees. On request, the Forest Service will be glad to send forms upon which to record data and a pamphlet containing full instructions as to the nature of the observations and how they are to be made.

President Taft delivered two addresses at the Howard University last week, one to the graduating class and the other at the laying of the corner-stone of the university library building, which is to be constructed with money given by Andrew Carnegie. The President at the corner-stone laying insisted on spreading mortar all over the top of the massive piece of granite. A silver trowel was handed him to perform this service. Much to the amusement of the crowd he dipped the trowel into a bucket at least 20 times, leaving little for the masons who were assigned to the task.

"Come up here, Ballinger," he said, addressing the Secretary of the Interior, "and help me out with this job."

Secretary Ballinger smiled, shook his head and left his chief finish the work.

Here is a translation of one of M. Perrin's fables. Perrin, says the Cincinnati *Commercial Tribune*, was a French author who lived many years ago. His little fables, popular a hundred years ago and much used in schools, are frequently ex-

cellent, although they seem to have been forgotten of late years. This one is entitled "The Carpenter and the Ape":

An Ape sat attentively watching a Carpenter who was splitting a piece of wood by means of two wedges, which he drove alternatively into the split. The Carpenter went to dinner, leaving his work nearly finished. The Ape, wishing to become a wood splitter itself, went up to the piece of wood and took out one wedge without putting in the other, in such a manner that the wood, no longer having anything to hold it apart, closed together again quickly, catching the foolish Ape by the two forepaws and holding it there until the Carpenter came back. He, without ceremony, knocked the Ape down for having meddled with his work.

Never meddle in the affairs of others without taking a great deal of precaution.

Lord George Hamilton, presiding at a meeting of the London Municipal Society, declared that the conditions in certain large English towns were producing a degenerate class, both morally and physically, and that unless this could be stopped our position among the great nations of the world must be a declining one.

Now sing a song of summertime

And raise a joyful shout—

The season of the speckled boy

And of the freckled trout.

—June Lippincott's.

*Tobacco* records that Julia O'Brien, who died recently at St. Francis Home and who had lived to be 103 years old, attributed her long life to her regular devotion to her pipe for more than three-quarters of a century. Mrs. Nellie Ryan, at 105, gave similar testimony in West Hoboken a few days ago. Other recent witnesses to the same purpose were Aunt Loria Cox, aged 106, of Bangor, Me., and the Señora Lugarda de la Rodega, aged 129, whose home was near Los Angeles. This association of tobacco and years for femininity has reached as far as the country is wide.

Possibly the daily newspapers scoffed with too ready courtesy the other day at Dr. Rachel Skidelsky's prescription of cigarettes for woman's nerves, says *Tobacco*. For this practitioner's sole mistake may have been that she did not go the whole smoke and name the pipe instead of the cigarette.

"Is it possible, doctor," asked the garrulous widow, "that one can be talked to death?"

"Certainly, madam. Have you not buried three husbands yourself?"

"I have often wondered," said a man who rambles all over town looking for bargains, according to the Boston *Herald*, "how the small merchants in the side streets and out of the retail districts manage to make their living. I know something about it now."

"A year ago I went into a little store to buy an article that cost me 12 cents when I finally got it. The first time I made my want known the merchant said that he had never kept the article, although it was in his line. He thanked me for calling his attention to it. He supposed that would not do me any good, but he would get it, for the chances were that some one else would ask for it."

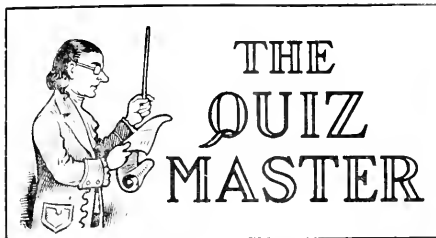
"I did not call again for several days, and when I did I went out of my way ten blocks. He knew me as soon as I entered his store. He said he ordered the article and expected it any day. He asked me to leave my address, saying that he would send the article as soon as he received it."

"What was the result? I have been going out of my way ever since for anything in his line just because the merchant had been so obliging. We became very well acquainted and one day I told him how I had become one of his customers."

"Why," he replied, "that is the way I get my trade. If I didn't try to accommodate people who came in here I would have had to close up my place long ago."

An attentive clerk is desirable if his attention is exclusively imparted to all patrons, but not if it is bestowed givenly upon pet patrons among the dear girls.

Some druggists can generate almost enough gas with their mouths to charge a soda fountain.



**A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.**

**Published Weekly with a New Series Each Month**

THREE PRIZES OF \$5.00, \$3.00 and \$2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each series of questions. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (one side only), with your Name and Address at TOP of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be with us not later than the 20th of the following month.

WE INVITE our readers to send us their questions for publication in this department; particularly those connected with the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

### The Quiz Master

Care The Pharmaceutical Era 90 William St., New York

#### June Series 1909.

1—What is the reason for using glass or rubber stoppers for bottles containing Ammonia Water?

2—What is meant by filtration, and of what importance is the process to pharmacists?

3—Why in cleaning pharmacologic utensils is it best to separate those containing oily or greasy substances and wash them separately?

4—What would you dispense, if a customer called for Red Precipitate? Give some of the medicinal uses of this substance.

5—What is the objection to measuring Spirit of Camphor in a graduate wet with water?

6—What is the appearance of Licorice Root, and for what is it used? How does it taste?

7—How much U.S.P. Tincture of Opium would you sell for ten cents, if the retail price upon the stock bottle was marked \$1.50 per Oj?

8—What is the difference in chemical composition between Rochelle Salt and Epsom Salt?

9—How would you prepare a Seidlitz Powder to be taken immediately by a customer in the store?

10—Why is it of special advantage at this time of the year to be posted upon the method of preparation, dose and medicinal uses of Solution of Magnesium Citrate?

11—What is meant by U.S.P. preparations and U.S.P. strength?

12—What two systems of measuring liquids are found upon many graduates used in stores?

#### Druggist Denton Wins Prize.

(From the Springfield, Mo., Leader.)

C. E. Denton, the South street druggist, has received the prize from *The Soda Fountain*, the leading trade paper of the country, offered for the best soda fountain recipe. Mr. Denton won it on his Frozen Coconut Ball formula, over a large number of competitors.

Frozen Coconut Ball is one of Denton's popular specialties and has from the start been a favorite with Springfield people.

A little temper now and then is helpful to the best of men.

## The Antidote Factory.

By Emma Gary Wallace.



It was a balmy spring morning. The soft clear sunshine searched out the dusty, cobwebby office corners and by very contrast showed the dingy, work-a-day shabbiness of it all.

The click and rumble of the presses came through the frequently opened door; the building vibrated dully but uneasily. The City Editor was out of sorts. Inwardly he protested against the necessity for work on such a glorious day; audibly his remarks were tinged with biting sarcasm.

"A lady of leisure, eh, Miss Calamus," he remarked laconically, as he strolled along by her desk, "well, here is an assignment for you. We must have something local and newsy for the Sunday edition; do not return until you have secured it. We haven't given the druggist-people any attention for some time, and the advertising manager has just reported that a couple of our biggest medicine contracts are about up. He intimates that the right articles at this juncture will clinch the renewals. Get the point?"

Miss Calamus nodded.

"At the Club last night, a hint was dropped about an Antidote Factory that was being run out on the edge of Nowhere. Locate it and write it up."

Miss Calamus adjusted an immense hat before a tiny mirror, drew on her gloves and sallied forth. She had not the remotest idea in which direction to head, so she entered her favorite pharmacy and called for a glass of soda water.

"Do you happen to know of an Antidote Specialist in the city?" she inquired politely as she sipped her beverage with evident relish.

The soda dispenser grinned. "I've heard of such a person or place out at the end of the Bloomingdale street car line," he responded, "haven't had occasion to go there myself as yet though."

Miss Calamus smiled amiably. She had found her clue. Something like an hour later, as the Bloomingdale car slowed down near the end of the road, the conductor began banging the seats over noisily.

"Do you happen to know of a drug store in this neighborhood?" she inquired between the bangs.

"You don't mean the Antidote Factory, do you?" the man returned, pausing with a half-turned seat in his hand.

The reporter from the *Search-Light* assented eagerly.

"You follow this here street until you come to that there tall building yonder, then turn to the right. It is just around the corner."

The motorman eyed her curiously. "You can't miss it, lady," he assured her, "it is just around that corner."

"Spirit of Jupiter!" he ejaculated, as he watched the girl walking briskly away in the direction indicated. "Who would ever suppose she needed an antidote for anything."

"Maybe it is for some of her folks," the conductor ventured, "sort of absent-treatment like, you know."

"With a Fluffy Ruffles like that, it is more likely to be a case of heart-trouble of her own," he chuckled as he made preparations to start.

The reporter had reached the yellow building and turned the corner. Unexpected signs of activity met her. People whose appearance proclaimed them residents of other localities were coming and going. Several automobiles waited in front of the small drug store which boasted but one nine-pane window. The sole decoration of this window was a large card which bore the singular announcement:

ANTIDOTES OF ALL KINDS  
CONSTANTLY IN STOCK

Without further hesitation the girl opened the door and entered. The store was surprisingly roomy, well-stocked and as neat as a new pin. Evidence of the personality of a master-hand were immediately felt as well as seen. A cus-

tomers was being waited on by a slender, scholarly appearing man with clear, blue-gray eyes, finely chiseled features and head noticeably high above the ears. Others were in line and so the *Search-Light's* ambassador would be compelled to wait her turn.

"I should like," the customer said anxiously, "an antidote for the deadly habit of putting off until tomorrow the duty to which I ought to attend today."

The man behind the counter looked grave.

"I have the remedy," he said, "but the directions and requirements are so exacting that few who have contracted this unfortunate habit can ever be induced to persevere in its cure."

"But," complained the customer, "the habit has cost me some of the finest opportunities of my life. The advantage it has given the other fellow has always enabled him to outdo me. No matter how painstakingly I plan my business moves, some one else is sure to be just enough ahead, so that it appears that I am always the follower and never the leader."

"The remedy," the Apothecary said, "lies in the daily administration of the given number of units of this wonderful serum of Will-Power. The system assimilates it and changes it into Decision and Initiative. After you have used the contents of this tube the remedy hereafter lies within yourself, never without. Your success depends upon what you actually do, not upon what you plan to do, or even what you think you can do."

"I'll try it," the man said earnestly, as he took his medicine and turned slowly away.

A little, thin, sharp-featured woman stepped up to the counter next.

"I want an antidote for worry," she said crisply. "my husband has never amounted to a great deal, and I expect he never will. I've worried steady night and day for the last fifty years, and it hasn't done a mite of good. Now I have got so in the habit of it that I cannot help it. I worry for fear we'll come to want. I worry for fear he'll lose his place. I worry for fear the house will burn and the company refuse to pay the insurance, though why I should care, I don't know, with as crusty a landlord as we have. It is getting on my nerves, and I want an antidote."

The man behind the counter looked at her sadly. "This is serious, most serious," he declared. "You have children?"

"Lots of 'em."

"I suppose you fret and scold?"

"Can't help it," the woman snapped, "and my husband is mean enough to insist that scolding or nagging, as he calls it, is just a woman's way of swearing. No wonder I am worried to death."

"My dear woman," the Apothecary cried in a distressed tone, "I fear your case is chronic, and it will take a very long time to effect any marked improvement. Worry belongs to a most unlovely brood, of which impatience, anger, unjust estimates of others, envy and hatred are also members. They were all hatched out by the old hen Fear. Excuse me, but you are largely responsible for your partner's failure in life."

"I'd like to know how," she demanded. "I've urged that man to do different, no matter what he did. I made a point to urge that he do something different, and if I do say it as shouldn't, he never has got a bit conceited. I've kept right on showing him what we'd most likely come to. I'm discouraged."

"Doubtless he is, too," the Antidote maker responded dryly. "When your children went to school how were they instructed in the art of writing?"

"Why, by means of copies, and every last one of 'em writes a different hand. Some round, some vertical, some angular, and some with a queer, tipsy slant. Just as that particular teacher happened to write."

"Exactly." They initiated the copy or picture presented for them to follow, and my good woman, your husband has done the same. Your copy was continually before him, and it was a copy in some form of Fear. Fear of failure. Fear of poverty. Fear of everything until you both became hypnotized by its ugly form. Worry is no virtue, it is rather a grievous fault. I have here the antidote. It is the combined essences of Courage, Absolute Justice to all, and Optimism. Take this as directed three times a day, and when the deadly attacks are imminent do not hesitate to repeat with greater frequency. When you have absorbed this medicine into your

system, it will cause you to change the copy you are setting for those about you. Remember that the remedy lies within—it is the assembling of the elements of success. *It is what you are, not what you think you are.*"

The woman moved away without a word. There was a dazed look on her face as of being awakened from unpleasant sleep.

The next customer was a pale man with the many lines and curves of his face sagging heavily downward.

"I am a brother-in-arms," he said frankly, "I came out of curiosity, but I am interested, and I want an antidote for the effect of long hours, a remedy for the treadmill of the druggist's endless work. Our clerks leave us for positions with greater promise of leisure, and we are always strangers to our own families."

The Apothecary smiled as he extended his hand in cordial fraternal greeting. "I found the remedy some time ago, purely by accident. I prepare it in pill form. I will gladly give you the formula. Five grains of Independence of Action, two grains of Ability to Organize, two grains of Enthusiasm and one grain of the solid extract of Letting-go. *It is not enough to know what ought to be done, it is the doing that counts.*"

The next customer had been waiting for some time before the show case of toilet articles. She was noticeably plain, and deep scars marred the smoothness of her countenance.

"I desire an antidote for extreme plainness," she said in a low tone. "I am so tired being common-place, I long to be beautiful and popular."

The Antidote maker looked at her keenly as he handed her a semi-transparent porcelain jar. "I doubt me if you need anything of the kind," he said, "are you not the druggist's widow who came to us when we were poor, and alone—strangers in a strange place? Was it not you who nursed our little maid Caledula back to life? Was it not you, who gave of your own smooth, white skin to save that young mother's life who had been so fearfully burned?"

The customer did not reply, but the tears trembled upon unusually long, silken lashes.

"I was sure you were she," the man said simply. "The cerate which I have given you is Self-Appreciation. Few, very few need it. Apply it to your beautiful scars and remember that beauty is vastly more than skin deep. True beauty lies within, not without. *It is sweetness of purpose and unselfishness of service, which in the long run count, not simply admiration for these qualities.*"

The woman was no longer stooped and old. She went forth with head erect and eyes shining. She had found her antidote.

The reporter for the *Search-Light* came next.

"There is a man in our office," she said, "one of those in authority, and he has the most disagreeable temper. I'd like to get an antidote for his failing."

The Apothecary smiled happily. "Funny," he said, "but no one ever came for an antidote for bad temper for themselves. It is always some one else, and unfortunately my remedies are efficacious only when given direct. But how about, yourself—what about your own disposition?"

Miss Calanus smiled and blushed. "Why they used to say that it was fairly sweet, but of late the business I am in wears upon me, and the man of whom I spoke does not seem to realize that to get the most out of his help, he ought to make them feel the joy of a common interest, and the enthusiasm of real progress. He delights in making every one feel a groveling inferiority." Evident the reporter had a grievance.

The Apothecary smiled. "I have a room," he said, "into which I'll ask you to step, excuse me while I call my wife, she always assists me when I am obliged to use the Chamber of Emotions. It is well that no others await me."

An elderly woman with a face of singular charm immediately appeared. Together they entered a small room, completely lined with sheets of lead. The Antidote maker explained that electric conductors passed through a galvanometer and at a point below entered the earth. The galvanometer was so adjusted and so sensitive that the electric discharges from the mind could be accurately measured—joy, grief, anger, pleasure, anticipation and regret.

"I am sorry to be compelled to tell you," the operator explained, "that irritability, indignation and impatience are all varying forms and degrees of anger. The instrument here

measures these degrees so that the physician may prescribe accurately, for you must know that the emanations of an angry person are deadly poison. Violent angers causes curious pathological changes. An angry mother has killed her nursing babe, unreasoning anger has been known to destroy hearing, even life itself. Ah, you are simply irritable, you need a preventive remedy. If you could but see some one in this Chamber highly excited, I am sure the object lesson would be sufficient. The damage wrought is invariably way out of proportion to the cause.

"As it is, you must be fitted with glasses, the lenses of which will enable you to detect the false from the true, the weakening points of habit from the strengthening ones, and remember the true source of vision lies within, not without. Every temptation resisted adds the very strength of the temptation to your own resistive powers."

"The price?" Miss Calamus asked quietly, as she stepped from the lead-lined Chamber.

"It is without money and without price," the Antidote maker responded. "The profits of my regular business are more than sufficient, and the Antidote research is merely my philanthropic side-line."

Just before noon Miss Calamus entered the office of the *Search-Light*. The City Editor looked surprised to see her so soon. He frowned, but a second look at the face of the reporter did not betoken failure on her part.

"Well," he remarked brusquely, "I don't suppose you got an item worth a pica-yune, did you?"

The little reporter only settled her glasses in place, and smiled at the rasping tone, as she passed over the notes she had made on her way back to town.

The City Editor's eyes sparkled.

"Good," he exclaimed. "Great. Counter-prescribing, eh. We can rub it into the whole lot of them on that score. That ought to hold the advertising of the Cut-Rate Health Institute and the Woolscrap Remedy Company. Not many would have twigged this as I did. Nothing like a nose for news. I'll send Sam out this afternoon to get some pictures of the place. Really, Miss Calamus, you have done very well—that is, for you."

#### Frank J. Herty, Ph.G., Goes to Mobile.

WASHINGTON, May 22.—Frank J. Herty, Ph.G., for more than four years senior pharmacist at the Hygienic Laboratory of the Public Health and Marine Hospital Service, was given an unusual surprise Thursday when he was requested to see some people in the newly completed library of the laboratory. He found there the chiefs of the several divisions and their assistants and learned that they had gathered to express to him their appreciation of his services and to assure him of their esteem and respect. As a tangible evidence of this appreciation he was presented with an elaborately fitted traveling bag.

Mr. Herty has been in the service since 1895 and has served successively at Savannah, Ga.; in Porto Rico, at Vineyard Haven, Boston, and since 1904, at the Hygienic Laboratory, Washington. He has been relieved from duty at this station and ordered to report at the Public Health and Marine Hospital Service station at Mobile. Having been born and raised in the "Cotton States," this order meets his approval, though his associates at the laboratory might perhaps feel slighted at the alacrity displayed by him in accepting the new post.

#### Graduates of University of Minnesota.

ST. PAUL, May 29.—Following is the graduating class of the College of Pharmacy of the University of Minnesota:

Emil M. Biddle, Calvin Guy Bangbee, Hans Christian Colby, Archie George Doty, Charles Oscar Dressner, William Alexander Erickson, Theodore W. Fratzke, Nathalia L. Gjerdengen, Everhard Louise Green, Joseph E. Hawlish, Horace Leonard Hamilton, Walter G. Hohn, Elmer Lawrence Hovedt, M. Grace Heath, Albert Edward Kleinboizen, Albert J. Leikvold, Emil Louie Lyman, Hazel Maxwell, Agnes C. Peyton, Nelson William Root, Carl Randolph Rierson, Arthur Frederick Sievert, Harry W. Spieldel, Harold Arthur Tyrholm.

#### Too Much of It.

The Doctor—So there's bad blood between you and the new cook already, is there?

The Professor—Well, to tell the truth, she does serve the steak too rare.

## Human Icebergs.

By Joel Blanc.



he is, a regular iceberg. He never gives me a word of praise. Why should I praise him, and perhaps get sat on for my trouble?"

This is an illustration of everyday relations between men, not only between employers and employed but between fathers and sons, professional coworkers and between business partners. The icebergs drift over the seas of life and instead of being melted and blended in the sun-warmed waters, the warm currents turn cold and all humanity suffers.

In the case which the foregoing incident illustrates, I know that the "iceberg" is really a man of warm sympathies, tender emotions and generous instincts. Like many others, his nature is that of a commercial and social duality. The most prominent of his dual selves is coldly emotionless and therefore seemingly hard. Possibly his father was one of that large class of parents who erroneously believe that a child's character should be forged instead of molded; one of those who do not realize that it takes a strong father to praise his own child, and even a stronger one to apologize to his own son.

The majority of those men who are known as "cold propositions" are in fact yearning for a little praise and longing for that which they themselves do not know how to give. The few words of commendation that come to them are so scattered through the years that when such sun-halts do pierce their cold exteriors they do not know how to express themselves, and the warm ripples that for a moment have laved the boundaries of their souls are chilled and recede before they can be reflected from either lip or eye. This is peculiarly and pathetically true of those who, from wrong training in earlier life, have been led to cultivate a frigid business exterior, when in social life their true kindness of disposition is ever in evidence. Of all humanity there is none who tread a darker path than that they follow. Of all the things that man can give to man there is nothing so empty, so pathetically sad, as loveless respect.

Whether they be bonds of blood or only those of financial counterpoint of dependence that join the one or more to the human iceberg, his path, especially in the commercial world, is one of sombre solitude. Massive and grand, reflecting his own mental proportions in the self-gathered clouds above him and in the self-created currents of the waters that surround him, he drifts on in his loneliness, drawing others in his wake but gathering none into the ice-walled, yet warm, cavern of his heart.

Once I stood upon the deck of a ship and watched a giant iceberg as it drifted by. Like a mountain of veined onyx it majestically drifted southward. Hardly a ripple did it make as it rose and fell upon the Atlantic's swelling bosom, but the might of its weight, the force of its cold power awed me and with that awe there came a sense of fear; yet I knew that as that iceberg drifted gulward it would slowly, almost imperceptibly and yet surely disappear. Its power exerted for no good, its weight bearing no virtue, even until the last crystal of it was blended in its Creator's waters it would be ice—nothing but ice! Majestic, yet fearful, brilliant, yet mournful—ice; nothing but ice!

And so do these men of ice drift o'er the commercial seas.

Upon their frozen lives may be often reflected the mirage of success. Wealth may be theirs, the scepter of deserved power may rest within their hands, their lives may be pure and clean; they may be masters of their passions and worthy in their pleasures; and yet they command only honor without love, fear merited in pity. Onward they drift, and yet until the last drop of blood has ceased to circulate, until that incalculable something called Soul is again blended in the All from which it came they are ice, only ice! Pity them!

Thousands of others have used pen and lip to condemn these human icebergs. Millions have unwarrantedly feared them—and few have loved them! Every continent has acknowledged their power, every age has followed their lead, but few have walked hand in hand with them and none have laughed, loved and lived for them! Mine be the purpose to appeal for them. I plead for light and love for them.

If we will but compare them with instances of sad childhood which we see about us, with the struggles of youth in the world's glare, with the sorrows of early manhood and the bitterness of age, with the Nation nurtured greed for gold, we can but wonder that the heart of humanity is really as warm as it is and that there are so few human icebergs.

We do not know how cruel, how dissipated or how miserly the parents of such a one may have been. We may not be able to imagine how the man was scourged by a taskmaster in the early school of adversity. We do not know how bare a pittance may have been the only offering from one who was even colder than he himself has ever been. We do know, that some time, somewhere, when the years were few, when character was forming, that great Error crept into his being, that it shrivelled, compressed and embittered him and now, when he longs for the light of love, he does not know how to seek it, or how to accept it when it is proffered.

We do not illumine our light-houses to guide the mariner 'neath the clear noon sky; we do not light a candle to look for sunbeams, yet we carry the light of our lives to where light is and we take the warmth of our love to where the flame of love is burning. Natural this may be and not unpraiseworthy, but can we not turn our illumined faces toward and reflect the love-light into the dark places, even though those dark places be the crags and hollows of great mountains of ice that tower above and control us? If we dash our tears of disappointment, resentment and anger against these icebergs we but add the ice of frozen tears; but if we send our sunbeams of love upon them, even though they be but needles of light against mountains of ice, the surfaces are at least softened in tiny spots. Nor can we tell how far or how deep the sunbeam may penetrate into the heart of the ice. It may be reflected from plane to icy crag and thrown from one to another of many clouded mirrors of a frozen soul, each of which may be a magnifying lens, a burning glass. And the last reflection may turn the tiny sunbeam to a flame that will burn in, and for the first time in years it will illumine the real, the better heart of the man.

If we will persistently and yet gently throw our sunbeams of fraternal love upon just one of these human icebergs we will surely help ourselves and be repaid. Though the man of ice may not turn a brighter, kinder side to us, it may be that he will reflect our sunbeams into even darker lives than his own and at last return them to us as halos of refulgent glory.

It is so easy to criticize, so simple to abuse. Oaths live on the lips, but laughter must be gathered from the entire being. If, even only occasionally, we can turn anger to pity, hate to love, we do so much to keep ourselves from the regions of heart-cold, which even the best of us will sometimes reach. Let us try to remember that it is not always those who are materially beneath us that most need our help. I sometimes think that when the Master said: "A little child shall lead them" that he may have had in mind, among others, those who o'ershadow us in power and station and in material possessions, and yet who in many ways may be sad-hearted, lonesome, pitiful children. So, though they may lead us o'er the money-paved highways of life, it is for us to lead them in quiet paths to cool springs of manly love. We who have found something brighter than gold should persistently, unselfishly and patiently reflect its rays upon the human icebergs so that they may know from us the joy of mingling in the warm Gulf streams of life and not let one of them drift into the silent river, while still an iceberg.

## Original and Selected

### THE STANDARDIZATION OF ERGOT.

The Scientific Section of the Philadelphia Branch of the American Pharmaceutical Association devoted its second meeting exclusively to the consideration of ergot. Dr. Clarence A. Hofer and Dr. H. C. Wood, Jr., who have been investigating the intricate problems of ergot for some months, presenting the results of their research.

Dr. Hofer spoke of "The Standardization of Ergot Physiologically." He outlined the physiological constituents and their difference in activity. The unreliability of the cockcomb test was referred to and the details of his experiments given to warrant the conclusion that it could not be intelligently used. The method recommended for standardization is based upon the continued rise of blood pressure, using dogs, weighing five to ten kilograms.

The dog is given, hypodermically, about 0.05 gm. of morphine sulphate and five minutes later lightly etherized for operation. The ether is removed and the cannulas are put in place. After ten minutes, if the blood pressure is constant, he said, a quantity of the specimen is injected into the external jugular vein and the blood pressure observed for at least ten minutes. If no marked rise of pressure follows this dose, another dog should be given an injection twice as large.

Three or four tests on each specimen, he explained, should be made, and the average rise of the pressure, ten minutes after the intravenous injection, taken as the figure of potency; an elevation of 25 mm. or more, may be provisionally accepted as the standard for an active preparation. Many charts and actual tracings were shown to illustrate the method.

Dr. H. C. Wood, Jr., presented "A Chemical Method for the Assay of Ergot," and stated that some chemical method was desired because of ease of application and the estimation of some definite active principle. He was inclined to believe that the measure of the active desirable principle was sphacelic acid, a resinous principle, and proposed the following simple method of extraction for its estimation:

Ten cubic centimeters of the fluidextract are diluted with 20 cc. of water and shaken with several 10 cc. portions of benzol, until the benzol is colorless. Three or four extractions are usually sufficient. The benzol is evaporated to dryness, carefully dried at about 40° C., and the residue weighed.

The results of the blood pressure, physiological method, and the above chemical method, compare very favorably.

The main objection to the chemical method, he said, was that the residue, after extraction with benzol, is not absolutely inert, but this may be caused by other principles of minor importance. The resinous extract is a golden-yellow color, but on standing three or four days in dilute alcohol becomes green and is still active, the green resin may be a purer form.

Tests for the resin have been tried. With dilute sodium hydroxide and boiling, a cherry-pink is produced and later becomes brick-red corresponding to the properties Jacoby attributed to sphacelotoxin. While this method is not ideal, the results obtained by it seem to be comparable with the results obtained by the physiological method.

Prof. C. E. Vanderkleed read a paper on "Some Notes on Testing Ergot." He first defined the objection of pharmaceutical testing as a means of measuring therapeutic activity. While many methods used may be properly criticized, he said, the present methods must be used until more accurate ones are devised. The process of evolution is proceeding rapidly. The three important reasons of testing were given as follows: 1. Any method that determines some chemical principle capable of being estimated, and which bears a definite relation to the physiological action is valuable. 2. To guard against toxicity and inertness. 3. To value commercial drugs.

These tests may be made by two important methods, chemically or biologically.

"In the assay of ergot," continued Dr. Vanderkleed, "many methods have been suggested. The total extractive has been long proposed, but it may easily be shown that inert drug gives about the same amount of extractive as the potent drug. The Swiss Pharmacopoeia states that the fluidextract should contain 10 per cent of extractive, but this is required perhaps

only to insure the total extraction by the menstruum used. The total alkaloids have been determined and recommended as a method of value. Englehardt proposes the slight modification of shaking the drug with an extra portion of ether in an acid solution.

"Various physiological methods have been proposed, as the method of Houghton. Many competent pharmacologists recognize the unreliability of the cockscomb as a quantitative test, but believe it is an excellent qualitative indication of activity. Dr. Crawford says it leaves much to be desired. Dr. Edmunds thinks the gap between man and chicken is too wide for comparison of results. The results obtained with the total alkaloid method have been compared with the cockscomb method and the chemical method of Dr. Wood's has been compared with the blood pressure method, but all of the methods have been compared along with the direct action on the uterus."

Reference was also made to the work of Dohme and Crawford and the more recent work of Barger, Carr, Dale, Vallden and Kratz. Barger and Dale, he said, think that the proportion of ergotine and ergotoxin exist in a constant proportion of three of the former and one of the latter, and that the estimation of either constituent is advantageous.

A table was presented, showing the relation of the cockscomb test to the total alkaloid method. A series of very valuable results showing the advantage of other menstrua than the one used in making the U.S. Pharmacopoeia fluid-extract were given as follows: A drug showing 0.2 per cent cornutine was made into fluid-extract by four methods—

(1.) U.S. Pharmacopoeia method. This preparation tested 0.1 per cent of cornutine and contained 15.5 per cent extractive.

(2.) U.S. Pharmacopoeia, except 75 per cent alcohol was used. This preparation tested 0.16 per cent cornutine and contained 13.8 per cent extractive.

(3.) U.S. Pharmacopoeia method, except that 95 per cent alcohol was used. This preparation tested 0.18 per cent cornutine and contained 6 per cent extractive.

(4.) U.S. Pharmacopoeia method, except drug was at once macerated with 95 per cent alcohol. This preparation tested 0.137 per cent cornutine and contained 15.5 per cent extractive.

These samples are being tested by Dr. Wood both chemically and physiologically.

Dr. Henry Beates, in discussing the papers, said that the whole literature of therapeutics must be revised, for accurate and rational medication can only follow careful research. The practitioner has had to do a great deal of physiological testing at the bedside and found that he has had to depart from empirical methods, if the best results were to be obtained.

#### Druggists Will Have a Room in Doctors' New Building.

BALTIMORE, May 29.—The new building of the Maryland Medical and Chirurgical Faculty, in Cathedral street, was dedicated recently. Some distinguished guests were in attendance, among them Dr. William Osler, regius professor at Oxford. The event is of interest to druggists because of the fact that they were asked to subscribe to the building fund, their allotment being fixed at \$5000. In consideration of contributing this amount they are to enjoy the use of a room in the building for their meetings, and they will also have the benefit of getting into close touch with the medical profession. Dr. G. Milton Linthicum has been chosen president of the faculty.

#### Changes of Faculty at Mercer University.

Macon, Ga., May 29.—Mercer University School of Pharmacy is to lose members of the faculty at the end of the present term, the formal resignation of Prof. M. A. Clark, for five years dean, was sent in to President Jameson, to take effect with the conclusion of the work of the present year. Ben S. Persons, president of the Georgia State Ph.A., who has been a lecturer on materia medica, also leaves this time. A. J. Ayers, who has had active charge of instruction in the school, is already out, having accepted a position in New York.

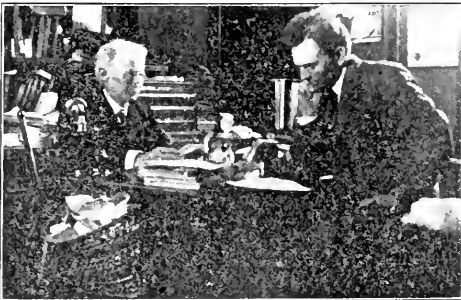
#### Needed the Money.

"He says he has written a novel with a purpose."

"What is the purpose?"

"I think it is dollars and cents."

#### SNAPSHOT IN DR. STEVENS' OFFICE, ANN ARBOR.



*Prof. Julius O. Schlotterbeck, to the right, is dean of the School of Pharmacy of the University of Michigan. He is calling on Prof. Alvisio B. Stevens (seated behind his desk) of the same department.*

## QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

#### Tasteless Castor Oil.

(E. D. Co.)—Various formulas for the so-called "tasteless" castor oil have been printed in previous volumes of this journal. To help you out we reprint the following from the Canadian Formulary:

Glysude .....	7½ grains.
Sodium bicarbonate .....	7½ grains.
Chloroform .....	150 minims.
Oil of pimento .....	75 minims.
Oil of cassia .....	75 minims.
Oil of cloves .....	75 minims.
Castor oil, sufficient to make .....	40 fl. ounces.

Dissolve the glysude (saccharin) in the chloroform; add the sodium bicarbonate, then add the oils (which have been previously mixed) and shake vigorously. As said above, there are other formulas, but this is the only one of an official character that we recall.

#### Elixir of Lactated Pepsin.

(G. G. P.)—"I am enclosing formula for elixir of lactated pepsin. I have made this up in several ways, but on filtering I find the process rather slow, most of the powdered drugs apparently being left on the filter. For this reason I would appreciate a suggestion from you as to the best method of preparing this elixir."

The enclosed formula is as follows:

Powdered pepsin .....	128 grains.
Pancreatin .....	64 grains.
Diatase .....	9 grains.
Muriatic acid .....	6 drops.
Compound tincture of cardamom .....	2 ounces.
Lactic acid .....	12 drops.
Glycerin .....	2 ounces.
Aromatic elixir, enough to make .....	16 ounces.

This formula is a modification of the well-known "compound digestive elixir" of the National Formulary, the prin-

cipal objection to which is that the ferments, pepsin, pancreatin and diastase in liquid combinations mutually destroy one another. This objection was recently emphasized by the members of the Council on Pharmacy and Chemistry of the American Medical Association, who advised its removal from the N.F. Preparations containing the ferments named are claimed by many to have no therapeutic value whatever, yet, notwithstanding this fact, they are extensively prescribed by physicians. The formula submitted contains a greater quantity of alcohol than the N.F. preparation and which, no doubt, interferes with the solution of the ferments. Our advice would be to follow the N.F. formula. Filtration of pepsin solutions is accelerated by the incorporation of purified talc.

#### Carbolic Sheep Dips.

(L. Z. L.)—The following are typical formulas taken from "Pharmaceutical Formulas":

(1)	
Soap .....	1 pound.
Crude carbolic acid .....	1 pint.
Water .....	50 gallons.
Dissolve the soap in a gallon or more of boiling water, add the acid, and stir thoroughly.	

(2)	
Tobacco .....	13½ pounds.
Soda .....	8 pounds.
Freshly slaked lime .....	4 pounds.
Soft soap .....	8 pounds.
Crude carbolic acid (50 per cent) .....	4 pounds.
Water .....	66 gallons.

(3)	
Crude carbolic acid .....	3 pounds.
Caustic lime .....	2 pounds.
Potash .....	6 pounds.
Soft soap .....	6 pounds.
Water .....	70 gallons.
Mix and boil.	

#### Calox Tooth Powder.

(G & G.)—The "oxygen forming principle" in "Calox" tooth powder is calcium peroxide which, in contact with moisture, is claimed to liberate free oxygen. We cannot give you the formula but some information regarding the composition of this tooth powder may be obtained by reference to U. S. Patents Nos. 760,397, granted May 17, 1904, and 802,069, granted October 17, 1905, under which the same is manufactured and which would seem to prevent the use of calcium peroxide in the preparation of dentifrices by any other manufacturer. Trade-marked rights are also claimed in the name "Calox."

Calcium peroxide occurs as a white crystalline powder, almost insoluble in water, and may be kept in a dry state indefinitely. Like some other peroxides, it decomposes with the evolution of oxygen when stirred with water or in contact with organic substances.

#### Wants It Written in English.

P. A. Linnell Company, Superior, Wis., sends to this department the following note which shows the kind of competition some druggists have to meet: "A little girl came into the store and handed in a prescription for 'Perox. Hydrogen, 4 oz.,' with directions. She said, 'Please write this in English, so I can get it filled at the 10-cent store. They can't fill it the way it is written.' A true story; the incident happened today."

#### N.A.R.D. Cost Mark.

(H. D. Co.)—"Please give us the N.A.R.D. cost mark? This is the first time we have had any use for it, several prescriptions having come to us during the last few days with this mark upon them and we are not acquainted with it."

The word adopted by the National Association of Retail Druggists as a cost mark is "pharmaceutical," the several letters in the order in which they appear in the word representing the figures "1, 2, 3, 4, 5," etc. Thus, the amount charged for a prescription marked "mi" would be 50 cents.

#### Youthful Ingenuity.

"I want another box of pills like I got mother yesterday."  
"Did your mother say they were good?"  
"No—but they just fit my air-gun."—*Phlegmatic Blatter.*

## THEORY AND PRACTICE

### Determination of Succinic Acid in Fermented Liquids, in Presence of Other Fixed and Volatile Acids.

The following is recommended as being a rapid and fairly accurate process: A known volume of the solution is treated with a small quantity of gelatin, neutralized with ammonia, acidified with a large excess of acetic acid, and treated with barium chloride. The solution is allowed to stand for a short time to allow of complete precipitation, and then filtered, the filter being subsequently well washed. The filtrate is heated to boiling and treated with a considerable excess of lead acetate, whereby any albuminoid substances and tannins, not precipitated by the gelatin, are thrown out as well as phosphates and tartaric and citric acids, provided that sufficient excess of lead salt has been added; malic and succinic acids, if present, pass into the solution. The solution is now filtered, the filter being washed with water slightly acidified with acetic acid. The filtrate is treated with hydrogen sulphide to remove lead, filtered, then heated to boiling to expel the hydrogen sulphide. The solution, which now contains free malic and succinic acids, is acidified fairly strong with sulphuric acid, and treated while boiling with such an excess of potassium permanganate that at the end of the operation the liquid remains at least five minutes without becoming discolored. In this way malic acid and any trace of tartaric acid are destroyed. The boiling solution is decolorized with a small quantity of potassium bisulphite, the sulphuric acid being removed by a slight excess of barium chloride. The filtered solution is concentrated, made slightly ammoniacal and treated with excess of alcoholic barium bromide and with three volumes of 95 per cent alcohol. The precipitated barium succinate is collected on a filter, washed with alcohol of at least 60 per cent strength and ignited. The amount of barium carbonate thus obtained is then determined with N-10 hydrochloric acid (*Bull. Assoc. Chim. Sucr. et Dist., through Journ. Soc. Chem. Ind.*).

### Alkali, Alkaloid and Chloroform in Mixture.

Wyatt, in a paper read before the Liverpool Chemists' Association recently, gave the following prescription as an example of an extremely dangerous class of mixtures, viz.: those containing an alkali, an alkaloid tincture, and excess of chloroform:

Sodium bicarbonate .....	2 drams.
Oil of cajuput .....	24 minims.
Tincture of nux vomica .....	2 drams.
Comp. tincture of chloroform .....	3 drams.
Glycerin .....	1 ounce.
Water, enough to make .....	6 ounces.

The amount of tincture of chloroform ordered is equal to six drams of spirit of chloroform, fifteen ounces of chloroform water, and this excess of chloroform is capable of falling to the bottom of the bottle and carrying with it in solution the whole of the alkaloids from the tincture of nux vomica, so that the patient by carelessly shaking the mixture might have the whole of these alkaloids at one dose. It is most important to put a "shake" label on these mixtures, and to add a dram or two of acacia mucilage as well, so as to reduce this danger to a minimum.

### Formic Acid as an Impurity in Glacial Acetic Acid.

The occurrence of formic acid as an impurity in glacial acetic acid is frequent; of six samples of "chemically pure" acid examined five contained formic acid up to 0.5 per cent. The best method for determining the amount of the impurity is that of Wegener. Ten cc. of the acid is heated on the water bath with 50 cc. of strong sulphuric acid, which decomposes the formic acid into carbon monoxide and water. The air in the apparatus is first displaced by carbon dioxide and the mixture warmed for an hour. The carbon dioxide is then absorbed by potassium hydroxide. 100 cc. of carbon monoxide are equivalent to 0.2656 gm. of formic acid (*Apoth. Zeit., Pharm. Journ.*).

Every druggist should be a discoverer searching for new fields of effort within the confines of his own store.



# ADVERTISING for DRUGGISTS

## Outdoor Advertising.

This is the season of the year when druggists will do well to give some thought to paint, paste and tacks. Outdoor advertising may be done to advantage by all druggists except those in the very large cities. Wherever there is farmer or suburban trade worth going after, painted, posted and tacked signs are deserving of consideration. Of course there are some who have tried this sort of advertising and declared it "don't pay." The only reply to such a statement is that as in all other advertising, success depends upon how and not upon what is done.

## Card Tacking.

Card signs tacked upon trees, telegraph poles, fences and sheds offer many advertising advantages if the cards are worded, made and placed properly. When cards are so long that they encircle a telegraph pole or tree of corresponding average size, the people driving or walking past them must take both fore and aft views to decipher the lettering, an effort

they will seldom make. No card should be over 12 inches broad if it is to be tacked to a curved surface. If absolutely necessary, the height may be greater than the breadth, but such an enlargement should be made only for the purpose of increasing the size of letters and not to increase their number.

Cards made by the local printer are seldom worth having. The average printer has not the proper stock for sign cards. Tacking cards should be purchased from houses making a specialty of them. Such houses have stock and methods of finishing cards that will stand as much weather wear as a tin sign will. The stock is known as "ironboard." The trouble with most of the tacking cards used by retail merchants is that they contain too much lettering. Such cards should contain only such amount of printing that "those who run may read." Druggists who have been most successful with tacking cards have used those of moderate size and have placed thereon the name of some specialty or leader with only the druggist's name and address below. Thus, "Paris green. The best is at Downer's Drug Store, Mitchellville," or "Balmoline for Sunburn at Hitchen's Pharmacy, Avondale."

Cards should be tacked at a height of from 10 to 15 feet from the ground. Use very large, flat-headed tacks and plenty of them. First place a tack in the center of the top edge, one in corresponding position at the bottom and then stretch the ends tightly and tack them. When tacking large cards use one tack in center of card to prevent "bellying." Avoid white

**WINDOW DISPLAY ILLUSTRATING ADVERTISING OF DRUGGIST'S PREPARATIONS TAKES \$5 PRIZE.**



In the ERA'S Cash Prize Competition this week the judges have awarded the \$5 cash prize in Contest No. 2 to Charles W. Menk, pharmacist, 106 Market street, Newark, N. J. Mr. Menk submitted the accompanying photograph of a window display. He writes as follows: "We are this day mailing you the picture of a window designed and trimmed by C. W. Menk, Jr. In the back was placed a large globe, in front the different barks and roots contained in Sarsaparilla; from each root there extended a ribbon to the country from which the drug was procured. In front of the globe was placed a sign 'The Ingredients for Menk's Sarsaparilla come from all parts of the globe.' Many people stopped to read the names of the roots and then followed the ribbons to see where they came from."

and light shades in card and lettering. Do not have fancy letters or ornaments. Use a plain block letter on a contrasting background. Prime colors are best; violet on red or orange on green are good combinations. Do not use a variety of cards in either colors or wording. The virtue of card advertising lies largely in repetition. It is far better to place the cards thickly along one or two roads than to scatter the same number over the county. As all advertising should be collective and accumulative, it is best to use the cards to advertise some specialty or leader that you are also advertising or planning to advertise in other ways.

When cards are used in towns they should be placed on barns, sheds and high closed fences in preference to placing them upon the single boards of open fences. There is a not uncommon idea that only one card should be tacked upon a single shed or barn. This idea is wrong. It is not wasteful, but on the contrary, adds to effectiveness to place a number of cards together in a group. If they are arranged in pattern such as star or diamond, all the better.

#### Fence and Wall Painting.

Much that has been said in regard to tacking cards applies to painting. Simplicity, repetition and durability should be sought after. Do not hire a would-be artist for this work, for you or your clerk can do it better. Cover the space you have selected with a few large letters. Do not letter upon an unpainted, weather-beaten background. Mark off the surface of the whole sign and cover it thickly with a good, opaque paint and then, when thoroughly dry, letter upon the painted surface. Never use more than two colors. Do not paint on fence rails or open fences. Do not paint upon any surface giving less than 12 square feet. Choose surfaces that are least exposed to direct sunlight. Do not go into sign painting schemes whereby your advertisement will appear on one square of a large checker-board with 15 or 20 other advertisements around it.

#### Don't Stand for Graft.

In connection with this subject it may be well to digress from the general topic and warn druggists against paying for cards in hotel writing desks, barroom clocks, post-office directory boards and such schemes. As a general thing they are merely "hold-ups" and have little or no advertising value.

#### Paste and Paper.

Poster work, as generally understood, is beyond the reach of retail druggists. However, if one is pushing a specialty, it may be good business for him to have a thousand or so of plain and yet brilliant single sheet posters printed. He should not endeavor to put them all up at once. In fact, it may not be wise to have any of them placed on permanent bill-boards. Temporary fences around excavations, sheds and scaffolds in connection with new buildings and all such temporary structures afford surfaces which are likely to attract much more attention from the public than any permanent bill-board will do. It is well to secure control of such surfaces and post your paper upon them.

On such structures effectiveness may be added to by placing the posters in combination groups, as suggested for cards.

On circus days, during fairs, and at such other times as there are unusual throngs in town, it may be good business to have a large, prominent wall covered with white paper and a sign lettered thereon with water paint. Different tones of patent kalsomines or other wall finishes answer well for this purpose. Or for special occasion work of this nature, one may cut large letters from colored paper and paste them upon the white surface. One druggist who has been very successful with this sort of wall work covers the surface with a plain wall paper and letters it with cut-outs from gaudily contrasting wall paper. For the letters he uses floral and other papers of brilliant patterns.

#### Barrel-head Signs.

A Gulf Coast druggist kept all the barrel heads that came into his possession, cleaned them together, painted and then lettered them with a large stencil made for the purpose. He filled in the open joints of the stenciled letters and thus secured neat signs. These were nailed to trees along the country roads and proved to be very effective advertisements.

#### Paste Flyers.

A West Virginia druggist who has been very successful with a specialty of his own always has on hand a number of small posters about 6 x 24 inches. They merely give the name and

use of his remedy. These posters are kept for special occasions and temporary structures and are then plastered thickly upon them. They are placed on fences, watering troughs, ash barrels, sheds and any place where one will stick. Wherever one is pasted flat another is attached to it at one end so that it will flap in the breeze and thus attract additional attention.

### DRUGGIST WOULD CLEAN STATE CAPITOL.

As Comptroller of New York, Mr. Gaus Is Going to See That All Hands Perform Their Duties.

In a recent issue the New York *Press* had the following about a successful Albany druggist who is now one of New York's State officers: "State Comptroller Charles A. Gaus was Mayor of Albany for five terms, and before that was Street Commissioner for one term. Although not a politician in any sense of the word, he is one of those men politicians are lucky to find, and Gaus has been the best find William Barnes, Jr., ever made in Albany. As Mayor he was industrious, upright, tactful and courteous to all, with a happy faculty of avoiding friction, picking out the road of least resistance and winning friends."

"Gaus is a descendant of the old patroons, an Albanian to the manner born; and all the Albanians have enough of the love of Dutch ancestry left in them to feel very complacent about it when one of their number fills the chair of Harmanus Bleecker as Mayor of Albany. The fact that Gaus' gaunt physiognomy comports with a comfortable armchair and a flagon, after the manner of Hendrik Hudson's followers, has given an impression at times that he is easy-going and perhaps indifferent. Such misconceptions always end with a rude awakening."

"Not long after Gaus took offices on the lower floor of the old State House one of the officials overheard sent a requisition for help to have his rooms cleaned. There is a janitor in the building who has charge of seven scrubwomen. The Comptroller thought this force ample for the purpose, and sent for the janitor. After a sharp calling down, he told the janitor that if there were any more complaints he himself would take command of the scrubbing force early some morning and see what it could do. 'I may not meet the expectations of every one in the discharge of my duties as Comptroller,' he said, 'but I have no doubt that I should be able to keep the building clean. That's a good start at any rate.'"

#### Should Study Advertisements of Their Employers.

If the store you are connected with advertises, and if it is an up-to-date concern of course it does, it is highly essential that every man behind the counter should study the advertisements and know all about the goods advertised, so as to be able to talk about them to the best advantage when called for.

It is the usual custom of daily newspapers to furnish advance proofs of all advertisements to the store that advertises, and the clerks should secure one of these proofs and thoroughly familiarize themselves with the advertisement before it reaches the general public.

It certainly makes the clerk appear at a manifest disadvantage if a customer comes into the store and refers to some particular offer that has been mentioned in an advertisement and finds that the clerk is not thoroughly familiar with the matter.

How much more effective it would be if the clerk had all the details of the advertisement and of the particular goods advertised at his tongue's end and was ready to talk earnestly and effectively concerning them.—*Tobacco*.

#### Capitol Reproduced With Many Cakes of Soap.

In the show windows of a Scranton store is a fine reproduction of the National Capitol, made from more than 10,000 cakes of soap, according to a local paper. It is a very remarkable piece of work and gives one a very good idea of what the famous building is. In the toilet goods department of the same store is a reproduction of the Martha Washington monument which is also made from similar cakes of soap.

Every important detail of the Capitol is well presented to view. The front elevation, the mammoth arch of triumph, the chariot of progress, the ornamental columns of liberty, the great hall, flanked with smaller halls running through the entire building are shown.

## PERSONAL MENTION

—GEORGE W. SHAW, of Rochester, N. H., was a recent visitor to friends at Dover in the same State.

—A. A. LAWRENCE, of Lawrence & Merritt, Cuba, N. Y., made a business visit to Olean a few days ago.

—OSCAR MYERSON will leave shortly for Colombia, South America, where he will represent Parke, Davis & Co.

—CHARLES W. FALLAS, of Petoskey, Mich., made a trip recently to Florida, combining business with pleasure.

—C. S. STARBETT, of Dover, has gone to Laramie, Wyo., where he is now pharmacist at A. H. Cordiner's pharmacy.

—W. H. SNYDER, representing Parke, Davis & Co. as detail man in New Jersey, resigned from their employ on June 1.

—H. W. HACKBARTH, formerly located at Wausau, Wis., is now connected with the Herman Klurtz pharmacy at Merrill, Wis.

—A. A. CUTLER, formerly of Momence, Ill., but now making his home in Minnesota, was a recent visitor to friends in Kankakee.

—O. M. NELSON has gone from Faribault to Red Wing, Minn., to take charge of the store of the Reliance Drug Company.

—L. P. MERRITT, of Mayville, N. Y., has purchased a fine touring automobile and will make an extensive trip for health and pleasure.

—J. T. ANDREW, of Bowling Green, Ky., recently suffered a slight stroke of paralysis, but at last advices was well on the road to recovery.

—GEORGE FOSTER, formerly of Morrison, has moved to Paw Paw, Ill., where he is now registered pharmacist in W. A. Pratt's drug store.

—JOHN P. DIEHL, JR., of Buffalo, N. Y., is a candidate for the Democratic nomination for alderman in the 14th ward of that city.

—FRANK MURRAY, of Rhame, N. D., has gone to Grove City, Minn., where he has taken charge of the pharmacy of Lofstrom Brothers.

—GEORGE L. DOUGLASS, of Chicago, counsel for the Proprietary Association of America, was a visitor in New York City last Thursday.

—J. F. MEYER, former prescription clerk at the Dunlap pharmacy at Waukesha, Wis., has gone to Chilton, Wis., where he will open a new pharmacy.

—DR. LOEVENHART, professor of pharmacology and toxicology at the University of Wisconsin, is engaged to Miss Minnie Goldsmith, of Madison.

—J. K. McDOWELL, of Tecumseh, Neb., who recently sold his interest in a pharmacy to his partner, has become the agent for several makes of automobiles.

—C. R. McDOUGALL, of Harvey, Ill., was operated on at Blue Island Hospital recently for enlargement of the glands of his neck. He was doing well at last reports.

—D. JUDSON THOMAS, W. H. McGarrak and Dr. W. E. Keller, of Scranton, composed a fishing party which recently exploited the streams in the Stroudsburg region.

—G. B. RYLAND, of the May Drug Company, Pittsburg, and his wife and daughter were recent visitors at the home of his parents, Mr. and Mrs. S. H. Ryland, at Meyersdale, Pa.

—CLAYTON TUTTLE, a druggist of Tomah, Wis., is assisting at the Taylor Drug Store at Sparta, Wis., during the absence of Mr. Taylor, who is enjoying a short vacation.

—ELMER FALK, of Stoughton, Wis., recently visited friends at Boscobel and Soldiers' Grove, Wis. At Boscobel the druggist was met at the train by a contingent of his friends.

—AUGUSTUS S. SMITH, with Bruen, Ritchey & Co., New York City, is back at his desk after an absence of several weeks caused by the death of his father, late of Bethlehem, Pa.

—E. A. GENGLER, for a number of years with Mallinckrodt Chemical Works, St. Louis, has bought the Spring-Laclede Pharmacy, at the corner of the avenues appearing in the name, in St. Louis.

—C. R. COSBY, manager of the New York branch of Eli Lilly & Co., left last Saturday for Indianapolis, where he will visit the home office of the firm. Mr. Cosby expects to return within a week.

—S. H. CARRAGAN, assistant manager of the New York

branch of Parke, Davis & Co., left last Friday for a holiday sojourn in Saratoga, N. Y. Mr. Carragan took along his golfing paraphernalia.

—DR. GEORGE P. BARTH, a graduate of the School of Pharmacy of the University of Wisconsin, class of 1895, has been chosen examining physician for the Milwaukee public schools at a salary of \$2800.

—F. H. EGGLESTON and wife, of Laramie, Wyo., have started on an eastern trip which includes a visit to New York and their presence at the graduation of their daughter at Vassar College this month.

—JOHN P. REYMOND, for 30 years Kansas City manager of Parke, Davis & Co., will retire from business on full pay. He will apply himself to his books and curios in his workshop at his home, 4422 Main street.

—J. A. LARSON, senior member of Larson & Bruehler, of Bersford, S. D., recently received painful injuries through falling in his bath room. Several ribs were broken and his condition for a time was serious.

—THOMAS ROSS, who recently sold his drug store in Elgin, Ill., will make his future home in the Pacific Northwest. Mrs. Ross and daughter, Miss Pansy, have already gone to Portland, Ore., where a son of Mr. and Mrs. Ross resides.

—DR. LYMAN F. KEBLER, chief chemist of the Division of Drugs, United States Department of Agriculture, has recently returned to Washington from a professional trip to Chicago. While there he attended the Elbert memorial banquet.

—ROBERT HABERMANN, of New York City, has just been appointed from the civil service list as pharmacist at the hospital of the Soldiers' Home, in Bath, N. Y. He succeeds Otto Tannhauser, who lately resigned and removed to British Columbia.

—GEORGE BARTELL, of Seattle, Wash., has returned home from an extended trip which included Kansas City, Houston, Los Angeles and San Francisco. His tour was largely to arouse interest in the forthcoming Alaska-Yukon-Pacific Exposition.

—CHARLES E. KING, member of the Philadelphia R.D.A., and in business for 23 years at 2401 Master street, was asked by the Pennsylvania State Board of Pharmaceutical Examiners to assist in the practical examination at the Philadelphia College of Pharmacy on May 21.

—WILLIAM W. BARTLETT, former president of the Massachusetts Pharmaceutical Association, was a member of the reception committee which entertained the delegates to the recent Church Congress which was held in Boston under the auspices of the Protestant Episcopal Church.

—FRANK W. SMITH, secretary of the Drug Club of Philadelphia and president of the Traveling Men's Auxiliary of the Pennsylvania Pharmaceutical Association, surprised his friends last week when he appeared minus his flowing moustache. Many declared that he looked 20 years younger.

—WILLIAM READING, of Norristown, Pa., has not taken a vacation nor lost a day on account of illness for 24 years. During that time, however, he has had opportunity to pursue his studies and investigations in botany and natural history by excursions on Sunday afternoons, early in the morning and in the evening.

—PAUL GRACE, who for the past two years was manager of the A. F. Madden drug store, Grayville, Ill., severed his connection with that institution recently and accepted a position with the H. K. Mulford Company, of Philadelphia, Pa., as traveling salesman. His territory will be northern Illinois with headquarters at Chicago.

—LEON BROYER, well known to the drug trade through his long connection with the Mallinckrodt Chemical Works, St. Louis, has been putting in his spare hours studying Blackstone. He is a member of the graduating class of the Benton College of Law, whose commencement exercises are to be held in St. Louis this (Thursday) evening.

—GEORGE T. GRAVES, a pharmacist formerly employed by Robinson & McFarland, Mishawaka, Ind., who left the drug business to occupy a homestead in Montana, has written a letter in which he declares that next to Mishawaka his shack, five miles from Round Up, on Willow Creek, is the finest place in the world to live. Together with his brother from Albion, Ind., Mr. Graves left Indiana two months ago to take up a claim. After spending three weeks looking over the country they found some fine land and each have fled on a quarter section. He believes that his locality is going to be the garden spot of Montana.

## ERIE COUNTY MOURNS FOR CHARLES O. RANO.

Former President of New York State Ph.A., Prominent in A.Ph.A. and Active Worker for Pharmacy.

BUFFALO, May 29.—Charles Orlando Rano, a well-known Buffalo druggist, is dead of apoplexy, aged 65. For a long time Mr. Rano conducted a drug store at Amherst and Niagara streets and later another at Niagara and Carolina streets. He was also secretary of the Buffalo Pen Company. H. O. Sickler, treasurer of the concern, went to call on Mr. Rano and was surprised to find him dead in a chair. Mr. Rano is survived by his wife, who had been visiting in Michigan, a daughter and two sons.

Mr. Rano was one of the early members of the New York State Ph.A., having joined in 1880, and was its president in 1893. He had been a member of the A.Ph.A. since 1896 and was prominent for years in the deliberations of that body, besides having long been identified with the Erie County Pharmaceutical Association, which he served as president and in many other capacities. He was secretary of the old Erie County Board of Pharmacy during its existence.

Mr. Rano was a graduate of the New York College of Pharmacy and was a curator of the Buffalo College of Pharmacy. He was genial and helpful to others and possessed a magnificent physique, standing 6 feet 2 inches in his stockings and weighing 225 pounds.

The Erie County Ph.A. has taken the following action:

Charles O. Rano was for many years prominently identified with the practice of pharmacy in Buffalo and Erie County and was ever ready to contribute his efforts towards the elevation of our profession. His worth was recognized by his fellow pharmacists and the community at large by his elevation to the offices of president of the Erie County and New York State Pharmaceutical Associations and by repeated reappointments to the position of secretary of the Erie County Board of Pharmacy. In the latter capacity during a term of years much in connection with the enforcement of the law was necessarily delegated to him and he performed the duties of his office in a manner which won the respect of all concerned.

The members of the Erie County Pharmaceutical Association in special meeting assembled mourn his sudden demise and extend their sincere sympathy to his bereaved family.

## Joseph Long, Pioneer in the Cultivation of Medicinal Plants, Dead at His Home in Texas.

J. Long, well known to ERA readers for his letters on the cultivation of medicinal plants, died at his home in Sherman, Texas, after an illness of two weeks, following an attack of the grippe. He was a native of Ohio and settled in Sherman about 30 years ago. He had acquired considerable property and for the last six years had been engaged in the cultivation of medicinal plants and in the work of demonstrating the financial possibilities of growing such crops in Texas. Only recently he had succeeded in interesting the United States Government in establishing an experiment farm in his neighborhood. For many years Mr. Long was in the employ of the Hood Medicine Company. He was 56 years of age.

## Read a Letter and Then Shot Himself.

WINSTON-SALEM, N. C., May 29.—John W. Hill, aged 21, a traveling salesman for a drug house in Chattanooga, Tenn., committed suicide recently by shooting himself through the head with a pistol, near Kapp's Mill, Surry County. Hill stopped at the home of J. H. Thompson for his mail and dinner. After reading a letter he walked off, remarking "Good-by" to a friend. An hour later he was found lying on a rock near the Yadkin River, with a bullet hole in his head and a pistol clutched in his right hand.

## Drug Clerk Meets Death on Elevated Structure.

James H. Morton, a drug clerk employed in Brooklyn, was injured to an extent on the platform of the 125th street elevated station, in Manhattan Borough, New York City, Tuesday of last week, so that his death occurred in the Harlem Hospital several hours later. Morton was trying to board a train just as the gates shut and was caught between the platform and the car while the latter was in motion. He leaves a widow and three children.

## Obituary Notes.

—RICHARD KOETHE, well known Milwaukee druggist, 2405 Walnut street, passed away on May 24 after a short illness

as a result of a paralytic stroke. He was born in Germany in 1857 and went to Milwaukee in 1883. Mr. Koethe was a member of the Wisconsin State Ph.A.

—DR. S. R. BASS, prominent druggist of Campbellsville, Ky., died recently of rheumatism, aged 73. He was a leading citizen.

—F. E. PHANEUF, of Hudson, Mass., is dead of cancer of the stomach, aged 47. A widow and daughter survive. He was a member of many fraternal orders.

—JOHN L. BEAUCHAIN, secretary of the Moxie Nerve Food Company and superintendent of the Boston factory, is dead. He was born in Three Rivers, Quebec, in 1868. He entered the employ of the company as a salesman in 1886. Ten years later he secured an interest in the company, and became one of its directors. Mr. Beauchain was a consistory Mason.

—MORRIS L. HOLTON, retired, but until two years ago of the firm of Holton & Adams, died of apoplexy in his home at Monroe, Orange County, N. Y., on May 15. Mr. Holton was well known in the drug trade, having traveled for McKesson & Robbins, Hall & Ruckel and other pharmaceutical houses, having been later identified with McCafferty & Holton. He was 74 years of age.

—AUGUSTUS CUNNINGHAM, for 20 years the proprietor of a drug store in Inman square, Cambridge, Mass., died suddenly Friday at his summer home in Nahant. He had not been in good health for a year, and a few weeks ago went to Nahant in the hope of gaining rest. He was a native of Nova Scotia, 45 years of age, and is survived by a wife, two sons and a daughter. He was a member of the Massachusetts Ph.A.

## LOT OF MINERAL WATER SEIZED.

Misbranding Charged by Government Against the Thomas Taggart Company, of Indiana.

BALTIMORE, May 29.—Thirty-four cases of mineral water from the French Lick Springs in Indiana, the company controlling which has Thomas H. Taggart, the well-known Democratic politician, as president, were seized today by the Government at Camden Station under condemnation proceedings brought by the Federal authorities. Violation of the Pure Food and Drugs Law is charged.

Each case contained two dozen bottles of the mineral water. The allegation is made that each of the cases was misbranded "Two Dozen Quarts Pluto Concentrated." The bottles, it is charged, held only an average of one and three-fifths pints, instead of the quart which they should have contained, according to the label.

As will readily be seen, the case is of great interest to bottlers of all kinds. If the proceeding against the Thomas Taggart Company results in conviction the manufacturers and distributors of all other mineral waters, and of every variety of beverages can be prosecuted if the bottles they use are found not to contain the precise quantity stated on the label.

## Adulteration and Misbranding of Lithia Water.

Notice of Judgment No. 59, issued under the Pure Food and Drugs Act, deals with the confiscation of 75 bottles of liquid labeled "Basic Lithia Water." The judgment is that the liquid so labeled is not lithia water, that it is not qualified for medicinal purposes and does not possess the curative properties set forth upon the label, in addition to which it is adulterated with the presence of the colon group of organisms, being unfit for human consumption and deleterious to health.

## N. Y. Deutscher Apotheker-Verein Meets Tonight.

At this evening's meeting of the New York Deutscher Apotheker-Verein, which will be the last of the season until September, Assemblyman Robert S. Conklin will address the members on pharmaceutical legislation. Henry A. Petersen, of Steiner & Petersen, counsel for the Board of Pharmacy, will precede Mr. Conklin, explaining the present pharmacy law. The usual lunch will be served following adjournment.

## Considerate Robber Only Steals Cigars.

DETROIT, Mich., May 15.—It was a very considerate robber who broke into the Economy Drug Store, High and Beaubien streets, last night. He took only a box of cigars.

## ARKANSAS PH. A. DISCUSSES OWNERSHIP OF PRESCRIPTION: APPROVES A. P. H. A. LIQUOR RESOLUTION



O. O. LUMPKIN, of Pine Bluff, newly elected president of the Arkansas State Pharmaceutical Association.



R. A. WARREN, of Clarksville, elected first vice-president of the Arkansas Pharmaceutical Association.



F. G. SCHACHLEITER, Hot Springs, retiring president of the Arkansas State Pharmaceutical Association.

PINE BLUFF, May 30.—The 27th annual convention of the Arkansas Association of Pharmacists was largely attended and was very successful, there being about 200 delegates and visitors, including a number of ladies who accompanied their husbands and fathers, here. The sessions were held at the Bluff City Club.

Mayor W. L. Toney formally turned the city over to the visitors in his address of welcome and the response was made by Dr. John B. Bond, of Little Rock. E. G. Eberle, of Dallas, Texas, also addressed the convention. President Frank C. Schachleiter, of Hot Springs, delivered his annual address, in which he reviewed the work of the association during the past year and made some interesting reports.

One of the most interesting discussions during the afternoon session resulted when President Schachleiter asked the question: "Who owns the prescription?" Several prominent druggists were on their feet in an instant and the interrogation resulted in a discussion in which the subject was aired from every standpoint.

W. L. Dewoody, of this city, contended that the prescription belonged to the patient until it was placed with the druggist, in trust, to be held for his own protection. He said the druggist can give the patient a copy of the prescription if it is desired. He was at a loss to establish ownership of what he termed the "wire prescription" or those sent to the druggist over the telephone. Such orders placed a big responsibility on the prescription clerk.

J. F. Dowdy, of Little Rock, declared that the patient does not pay for the prescription, but for professional services. He also argued that the prescription was the property of the druggist. A copy could be given the patient, if desired.

Dr. John B. Bond, of Little Rock, expressed the same opinion. He contends that the prescription is the property of the druggist and that the original should remain in his custody. The patient has the right to demand a copy of the prescription and it shall be given him by the druggist, unless the physician requests that the prescription be not re-filled.

Henry Weimer, of Hot Springs, took issue with the previous speakers, declaring that in his opinion the prescription was the property of the patient; that the patient pays the physician for the prescription and when he does it belongs to him and not the druggist. M. A. Elsie, of Hot Springs, said that from a common sense standpoint the druggist, the doctor and the patient should settle the matter among themselves. It is a question, he said, that had never been satisfactorily settled in the United States Supreme Court and he compared the matter to perpetual motion, which, he said, would never be solved.

President Schachleiter named A. G. Beall, W. T. Brasher

and A. C. Parse as a committee on fraternal relations, with instructions to visit the Arkansas doctors when they meet in this city in annual session and assure them of the harmonious relations and good feeling that exist between the druggists and the physicians.

The liquor question was settled by the association by the adoption of a resolution indorsing the resolution adopted by the American Pharmaceutical Association, in which the sale of liquor in any form is prohibited except for medical purposes.

Dr. J. P. Runyan, of Little Rock, addressed the convention on the value of the chair of pharmacy which has been installed at the College of Physicians and Surgeons in Little Rock, and urged the druggists to cooperate with the college to make it a success.

The following officers were elected for the ensuing year: O. O. Lumpkin, Pine Bluff, president; R. A. Warren, Clarksville, first vice-president; Horace Crawford, Brinkley, second vice-president; Miss Mary A. Fein, Little Rock, secretary-treasurer; A. W. Stahl, member of the executive committee; F. G. Schachleiter, Hot Springs, John B. Bond, Sr., and W. L. Dewoody, Pine Bluff, delegates to the United States Pharmaceutical Convention, which meets in Washington, D. C., with J. D. Hodges, Little Rock, alternate.

Fort Smith was selected as the place for holding the next convention and the date fixed was May 2, 1910.

The members of the Arkansas Pharmacists' Travelers' Association also held their annual meeting and elected the following officers to serve for the ensuing year: Nat Harrison, of Nashville, Ark., president; J. C. Brown, of Little Rock, first vice-president; W. L. Carr, of Pine Bluff, second vice-president; G. W. Murphy, of St. Louis, third vice-president; B. F. Lewis, of Little Rock, treasurer, and I. W. Kuriz, of St. Louis, secretary. The Travelers held a little convention of their own during the pharmacists' meeting and had a big time. A street parade, headed by a brass band, was one of the features of the week's programme. The members of the pharmacists' auxiliary are known as the "White Cap Brigade."

The visitors were entertained by a reception and dance at Bluff City Club the first night and a banquet was served at the same place the next evening. The ladies were entertained with a card party at the home of Mrs. W. L. Dewoody and with a musical at the home of Mrs. J. H. Mann. Field sports at Forest Park also proved an attraction.

The committees in charge were as follows:

General Committee—W. L. Dewoody, chairman. Arrangements—J. H. Mann, chairman; V. J. McComb, W. T. Brasher, A. G. Beall, R. C. McMahon, J. C. Bond. Reception—W. L. Carr, chairman; A. C. Parse, J. H. Annum, J. H. Watkins, M. B. Barker, W. S. Ballard, E. T. Rucker, Phil

F. Crutcher, Fred C. Berbig, Albert Bacon, C. R. Healy, C. R. Counts, D. I. Mills, Henry Smith.

Entertainment—W. T. Seawell, chairman; O. O. Lumpkin, N. E. Brightwell, Noel McCain, L. M. Rohbitt, R. S. Toler, F. A. Pattison, Hugh Ryland, J. W. Everett, J. W. Kurtz, T. M. Liebig, Ike Kaufman, Sorrells Dewoody, James Whititt, A. H. Pendergras, E. Apperson.

## MARYLANDERS TO MEET AT OCEAN CITY.

**Majority Sentiment in Pharmaceutical Association Favored Going to the Seaside.**

BALTIMORE, May 29.—It has been finally decided to hold the next annual meeting of the Maryland Pharmaceutical Association at Ocean City, instead of the Blue Mountain House in the Blue Ridge. It had come to be regarded as a kind of unwritten law that if the association met one summer in the mountains, the next gathering would go to the seashore or some other part of the State, in order that all portions of Maryland might receive recognition. Under this arrangement the next meeting ought to have gone to the mountains. But so many members showed a preference for the seashore that the committee finally determined to change the programme, and Ocean City, Maryland's only seacoast city, was chosen.

The Hotel Plimlimmon has been selected as headquarters, and the sessions will be held there, likewise the indoor diversions. The sessions will begin June 22, continuing until the 25th. Legislation will receive special attention.

## Important Subjects on Missouri Ph.A.'s Programme.

ST. LOUIS, May 29.—The programme for the Missouri Ph.A. meeting at Joplin June 15 to 18 has been completed as far as the entertainment features are concerned and the outline of papers and queries sent the members by Prof. Francis Henan in soliciting contributions to the scientific side of the four days meeting promises very well. The study of U.S.P. and N.F. will be continued and legislative affairs, now that the State has a new law, will come in for a large point of discussion. State Representative Theo. F. Hagenow, who engineered the legislation, will be present to outline to the association the course that must be pursued to win the points lost in this law, the chief of which is the anti-itinerant vendors clause.

The entertainment is largely in charge of the entertainment committee of the Missouri Ph. Travelers' Association. W. H. Lamont, manager in St. Louis for Eli Lilly & Co., and chairman of this committee, was in Joplin a few days ago and completed local arrangements. The Connor Hotel will be the headquarters. Mrs. W. E. Price will extend the formal greeting to the ladies.

On Tuesday the first session will be held in the hotel parlors and Mayor Guy Humes will greet the pharmacists and Secretary H. M. Whelpley will respond for the association at the request of President D. V. Whitney, of Kansas City.

## Special Pullman to Pennsylvania Ph.A. Meeting.

PHILADELPHIA, May 29.—Extensive preparations have been made by the Traveling Men's Auxiliary of the Pennsylvania Ph.A. for the meeting at Bedford Springs, June 22 to 24. In addition to various plans for entertainment on one afternoon or evening of the session, a plan to have the members of the auxiliary from this section go on a special Pullman car, has been decided upon. It is expected that other Philadelphians will avail themselves of this opportunity to go to Bedford Springs under such agreeable conditions and a jolly party is assured. The train will leave Broad Street Station at 11:35 p. m., on June 21, but the car will be open from 9 o'clock. Secretary A. L. Wolcott, of the auxiliary, at 514 Arch street, is making reservations for the car and it is urged that members and others who desire to make the trip under these conditions at the usual rate communicate immediately with him.

## Daily Paper for Wisconsin Association.

MILWAUKEE, May 29.—The publication of a daily paper during the sessions of the Wisconsin Pharmaceutical Association at Elkhart Lake, June 22 to 25, will be a novel feature. It will be issued by the Wisconsin Pharmaceutical Travelers' Association and will include the daily programme and a running fire of jokes upon attending druggists and traveling men. Present plans are for making the paper a permanent affair to be published monthly by the traveling men. W. H.

Barr, of Milwaukee, local secretary, has issued a neat postal announcement of the coming convention to druggists and traveling men of the State. He is confident that the attendance this year will reach the 600 or 700 mark.

## Vaudeville Performance for Massachusetts Ph.A.

BOSTON, May 29.—The executive committee of the Traveling Men's Auxiliary of the Massachusetts State Pharmaceutical Association has made arrangements for the convention next month. It was decided to give a vaudeville performance in the big garage of the Ocean House at Swampscott on Tuesday evening, June 22, and to follow this with a Dutch supper.

## CHEMISTS' EXHIBITION IN LONDON.

**American Exhibitors Again Among Firms Represented at 15th Annual Show in Horticultural Hall.**

LONDON, May 22.—The Chemists' Exhibition which was held last week in the Horticultural Hall was as successful as any of its 14 predecessors, and the organizers, the *British and Colonial Druggist*, succeeded in getting together as exhibitors something like a hundred firms. There was a good attendance of pharmacists, especially during the last three days. Provincial pharmacists who are subscribers to the paper in question have part of their railway fare paid by the proprietors, while those living in London are provided with a coupon which is exchanged for cab fare on the holder alighting from a cab at the doors of the exhibition.

Among the American firms exhibiting were the following: Parke, Davis & Co., who save special prominence to their entymol preparations, elastic nebulizers and sprays, pepsin preparations and other selections from the firm's well-known standard products. Chesternan & Streeter, of Philadelphia, showed through their European agents, Howison & Co., Ltd., a selection of hard rubber, leather, elastic and wire trusses, suspensories, shoulder braces and abdominal supporters. The Seamless Rubber Company, of New Haven, Conn., who were also represented by Messrs. Howison, had a varied display of appliances, including Kelly's operating and obstetrical cushions, bed pans with inflated ring and tube outlet, stomach tubes, urinals, surgical gloves, atomizers, etc. The Charles H. Phillips Chemical Company showed their well-known "milk of magnesia," digestible cocoa and "phospho-muriate of quinine." F. J. Stokes Machine Company had a display of pharmaceutical machinery, including Stokes' Automatic Water Still and the "Enrka" hand tablet machine.

## Year's End at Medico-Chirurgical College.

PHILADELPHIA, May 29.—The commencement exercises of the Medico-Chirurgical College will be held in the Academy of Music June 5 at 9 a. m. Chauncey M. Depew, United States Senator from New York, will be the orator of the occasion.

The bi-ennial reunion of the class of '07, Pharmacy, will be held on Friday at the college. It will be followed by a banquet at the Bellevue-Stratford at 7 o'clock the same evening.

Prof. Carl S. N. Hallberg, of the University of Illinois, will deliver an address on "The Recent Propaganda of the American Pharmaceutical Association and the American Medical Association" at the tenth anniversary celebration of the Pharmaceutical Alumni Association.

## Pharmacy Chair for University of Arkansas.

LITTLE ROCK, May 29.—A chair of pharmacy will be installed at the University of Arkansas under an Act passed by the recent Legislature, despite the fact that the Act does not carry an appropriation providing for the salary of the professor of pharmacy, according to President Tillman, of the university. The Pharmaceutical Association of the State has agreed, it is understood, to furnish the \$5,000 necessary to pay the salary for two years. The university will furnish the room for the department and go as far as possible without any appropriation toward furnishing all other things necessary to make the department a success.

## New Building on Old Drug Store Site.

The Dr. Fancher drug store at Racine, Wis., is being moved from its former location in State street to Marquette street. A modern new structure will be erected at the former stand.

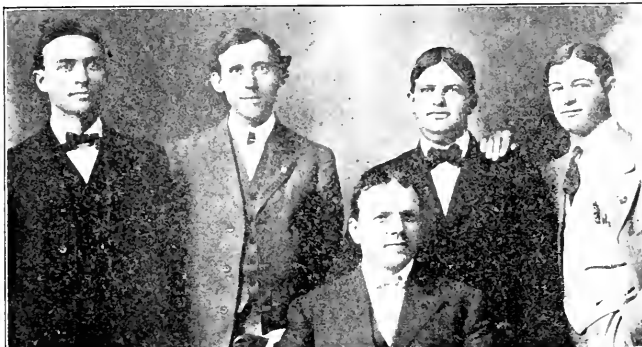
**MISSISSIPPI BOARD OF PHARMACEUTICAL EXAMINERS. WHICH IS NOW DOING VIGOROUS WORK.**

JACKSON, May 29.—The present Mississippi State Board of Pharmaceutical Examiners is making a vigorous effort to improve the standard of pharmacy as practiced in this State. The present board, the members of which appear in the accompanying illustration, effected an organization on March 12, 1908, by the election of J. B. Small president, and L. H. Wilkinson, Jr., secretary. The crusade against the non-registered druggists of the State began with the organization meeting and has been vigorously pushed since. The general average on examinations required by this board is 75 per cent, and with this raise in grade average comes an equal raise in the standard of pharmacy in Mississippi.

Throughout the commonwealth drug store after drug store was opened and run by parties totally incompetent to compound prescriptions or dispense poisonous drugs. It is this class mostly sought by the State Board of Pharmacy. Hundreds of the leading citizens of the State, besides the registered pharmacists, have joined in the good work and are rendering valuable assistance to the board in putting an end to the malpractice existing within Mississippi borders.

The board promises to stop this practice whenever and wherever they find the law is being violated. The people of the State generally have taken great interest in the good work being accomplished, knowing they are directly and vitally benefited.

Secretary Wilkinson, upon whom a vast amount of detail work has devolved, has proved himself to be as untiring as he has been assiduous in prosecuting the campaign mapped out by the board.



*Left to right: J. B. Bryan, Amory; L. H. Wilkinson, Indianola, secretary of the board; (seated) J. B. Small, Winona, president; H. B. Wellborn, Columbia; Oliver Eastland, Lake.*

movement to get a larger proportion of the receipts from pay telephones established in drug stores. He stated that Baltimore druggists got less than those of any other large city in the country, their compensation being only 10 per cent, while that of Chicago members of the profession was 50 per cent and of various other Western cities 33-1-3 per cent. This city, he explained, demanded 25 per cent, which, he thought, was a very modest proposal and one that took into account fully the local conditions. Mr. Kahn said that the pharmacists had it within their power to compel concessions if they brought their undivided influence into play.

Others making addresses were John B. Thomas, president of the R.D.A.; Charles J. B. Swindell, of the Swindell Glass Works, and Joseph F. Hindes, president of the Emerson Drug Company.

An excellent buffet luncheon and cigars were served to put the druggists in a good humor, the committee of arrangements having provided abundantly for the comfort of those at the meeting. Similar gatherings are to be held from time to time.

**Wisconsin Druggists Meet—E. B. Heimstreet to Retire.**

JANESVILLE, May 29.—Rock County druggists enjoyed a good dinner recently at the Hotel Myers, the following delegates being present: J. M. Farnsworth, C. A. Smith, Beloit; E. C. Ryall, Clinton; H. D. Stappenbeck, Edgerton; George E. King, E. O. Smith, E. B. Heimstreet, J. P. Baker, H. E. Ramons, Otto Smith, Janesville; W. P. Clarke, Milton; W. H. gates being present: J. M. Farnsworth, C. A. Smith, Beloit.

"How to regulate the sale of poisons given to avoid accident" was the principal theme, but other subjects of interest to the profession were taken up. E. B. Heimstreet gave the members a surprise when he stated that he intended to retire from business and that his drug store must be sold before July 1.

The association will meet the first week in August at Yost's Park for an all day meeting, to which the ladies are invited. J. P. Baker, C. A. Smith, H. E. Ramons, George E. King and H. D. Stappenbeck were appointed a committee of arrangements for the picnic, while J. M. Farnsworth, Frank Van Wart and C. H. Jones, of Beloit, were appointed a committee to furnish refreshments.

**Child's Mother Found Through Prescription Label.**

MILWAUKEE, May 29.—A prescription number on a medicine bottle was the clue which recently led to the discovery of a young woman who left her child at a boarding house in this city and never called for it. The Milwaukee detectives worked Janesville, Mount Horeb and Madison on the case which attracted wide interest. The clues to Janesville and Mount Horeb were found by the discovery of a labeled bottle of medicine. One label was pasted over the other and the first was steamed off and the lower one read.

**BALTIMORE DRUGGISTS IN JOINT MEETING.**

**Discuss Legislative Matters. Hear Discourses on Concerted Action and Telephones and Have Luncheon.**

BALTIMORE, May 29.—The joint meeting of the Maryland Pharmaceutical Association, the Baltimore Branch of the American Pharmaceutical Association, the Baltimore Drug Exchange and the Baltimore Retail Druggists' Association last Thursday evening brought out a large attendance and resulted in a most profitable interchange of ideas.

The meeting was called by President William M. Fonch, for the conference committee, which constitutes a sort of central body and was suggested to take the place of consolidation, which was deemed inexpedient. The gathering was of an informal nature. A. C. Meyer, of the Exchange, urged the adoption of the Federal Pure Food and Drugs Law for the State instead of the Maryland statute on the subject, arguing that the former was more equitable, effective and practical, besides promoting uniformity throughout the country, which was a very important consideration, especially to the manufacturers, who would necessarily be injured by a diversity of legislation, being put to much extra expense and interfered with in the distribution of goods.

R. E. Lee Williamson, secretary of the R.D.A., talked of the value of co-operation. He outlined the reasons which prompted the formation of the conference committee and pointed out that this committee could do much good by lining up the entire fraternity in the support of any movement designed to promote the general interest.

Dr. John F. Hancock discoursed on fraternal relations, counseling harmony and amity among the druggists, while H. A. B. Dunning spoke of good-fellowship and the fraternal feeling. He stated that much was to be gained by concerted action and by avoidance of discord, and he advised that druggists endeavor to lay aside all differences and meet each other in a spirit of sincerity and good will.

M. S. Kahn, as chairman of the committee on telephones, proceeded to advocate a general lining up in behalf of the

## NEW PLAN OF DIVISION OF AM. CHEM. SOCIETY.

Prof. Stevens, as Chairman of Committee, Advocates Formation of Pharmaceutical Division of the Society and Points out Advantages Which He Believes Would be the Result.

## Editor The Pharmaceutical Era:

The American Chemical Society has adopted the plan of organizing its members into divisions, each division to have charge of different subjects as, Organic Chemistry, Agricultural and Food Chemistry, etc. The President of the society has appointed the undersigned committee to consult with the pharmaceutical chemists of the country upon the advisability of forming a Division of Pharmaceutical Chemistry.

If the various branches of chemistry are to be represented by separate divisions, surely the interests and professional standing of pharmaceutical chemists demand that a Division in Pharmaceutical Chemistry be included. Such a division would give to the pharmaceutical chemists of the country an opportunity to become acquainted and exchange ideas. It would give them an organization of their own for the reading of papers and discussion of live topics of interest and importance. Supported by the great body of the American Chemical Society, composed of about 4000 American chemists, it would give a stimulus and afford a prestige never before presented to Pharmaceutical Chemistry in this country. By such co-operation Pharmaceutical Chemistry would be advanced and would be more highly regarded by chemists in other branches of our science, and many chemists engaged in our work at present without affiliations, would be drawn to our society.

The organization of such a division would follow the lines already successfully established by other divisions and the by-laws of the Division of Industrial and Engineering Chemistry may be regarded as a suitable model for the Division of Pharmaceutical Chemistry. The *Journal of Industrial and Engineering Chemistry* exemplifies also what may be accomplished by a division devoted to Pharmaceutical Chemistry, the recent articles on synthetic preparations being especially valuable.

The society now publishes three valuable journals, including one devoted exclusively to abstracts covering all chemical literature. This one journal alone is worth the price of membership, as it enables one to keep in touch with the advance of chemical science. All three journals are sent to members without additional charge. Present members incur no extra expense by the formation of this division and new members in this division enjoy the benefits of full membership in the American Chemical Society.

Will you kindly consider this a personal appeal and whether you are a member or not, please answer the enclosed questions at your earliest opportunity. By so doing the necessity of writing you again will be removed. Respectfully yours,

Ann Arbor, May 21, 1909.

A. B. STEVENS.

The committee mentioned is composed of John M. Francis, Edward Kremers, B. L. Murray, Joseph P. Remington, A. B. Stevens, chairman, and the questions to be answered are as follows:

Are you in favor of forming a Division of Pharmaceutical Chemistry in the American Chemical Society?

Will you attend the meetings in Detroit June 29, 30 and July 1, 2?

Will you contribute a paper for this meeting? State the name and address of any whom you think may be interested in the formation of such a division.

Suggest some subject for discussion or investigation.

## Strong Opposition to the Movement in Philadelphia.

PHILADELPHIA, May 29.—The executive committee of the Philadelphia Branch of the American Pharmaceutical Association has declared unanimously against the proposition to form a division of Pharmaceutical Chemistry in the American Chemical Society. The members expressed the opinion most emphatically that the proposed move would tend to disrupt the scientific sections of the local branches and the secretary was instructed to communicate with the other local branches of the American Pharmaceutical Association and ask them to take similar action regarding the proposition. The subject, while not one that came officially before the Philadelphia Branch, was presented to the majority of the individual members in a letter sent out by Prof. A. B. Stevens, of Ann Arbor, Mich., in which the project was strongly urged.

A letter drafted by Joseph L. Turner, the secretary, was approved and sent to Professor Stevens. The letter reviewed

the formation of the scientific sections of the A. Ph. A. branches and continues:

The reasons which decided in favor of our affiliation with the A. Ph. A. were as follows: Practically all the pharmaceutical chemists of the country are members of the A. Ph. A., but not all of them are members of the American Chemical Society. The work carried on by the scientific section of the first named body is most creditable and this section gives the A. Ph. A. a prestige and a standing which any other organization of pharmaceutical chemists completely lacks. By organizing an independent society or affiliating ourselves with the American Chemical Society we would have deprived the A. Ph. A. of that element, taken away many members who are pharmaceutical chemists and not pharmacists, thus seriously injuring a body in the successful existence of which every pharmacist and pharmaceutical chemist is deeply interested and which is of great benefit to the profession in general.

The above mentioned fact that the majority of the pharmaceutical chemists are already members of the A. Ph. A. obviates the necessity of enlisting new members, the membership already existing. By organizing them locally, we could achieve all those purposes which we desire to achieve by organizing a new society. That our presumption was correct was shown by the success with which our meetings have met.

The formation of a Division of Pharmaceutical Chemistry of the American Chemical Society does not seem to be the proper thing. The same reasons which were opposed to such a move previous to our organization of the local scientific section, are also valid now. Although we are members of the American Chemical Society, our loyalty to the latter organization should not only prevent our injuring this body in any way but what is more, we should concentrate our efforts toward making the A. Ph. A. the foremost scientific organization of those of those who are engaged in pharmacy in one way or another. Our aim should be not to make pharmacy a purely commercial pursuit but all of us who are able to do it, must apply our energies towards the elevation of pharmacy as a science primarily and as a profession secondarily.

By organizing a division of the American Chemical Society, we will deprive the A. Ph. A. of a very valuable membership and possibly of a very important section. But furthermore, the formation of a division does not answer the very purpose for which the organization of such a division is designed. Question No. 2 of the circular letter seems to indicate that you propose to hold only one meeting yearly. The scientific section of the A. Ph. A. accomplishes this very same purpose most admirably and I do not see in your move any progress whatsoever.

What we need are monthly meetings of pharmaceutical chemists where important and live topics can be discussed at once, without waiting a whole year for a chance to present a paper on a subject at a meeting where time for the discussion must necessarily be very limited.

Experience shows that scientific sections of local branches give ample opportunity to satisfy pharmaceutical chemists in every respect. Establishment of such sections in all cities where branches exist will contribute more toward the progress of pharmaceutical chemistry than any other organization. Such sections will attract to chemists locally and give each organization will give them "opportunities to become acquainted and exchange ideas." No society with one or two meetings a year can satisfy this demand for close contact of members of the same profession.

And, I, in my turn, beg you to consider this as a personal appeal not to start a movement which may become detrimental to the interests of the A. Ph. A., and at the same time would not fulfill the expectations of all those interested in the movement.

A feature of the discussion was upon the presence of the name of Joseph P. Remington, of this city, on the committee. When the scientific section was organized, Professor Remington was one of its most ardent supporters and the local members are interested to know his reasons for apparently backing a movement which they believe to be detrimental to the A. Ph. A. and its affiliations in this city. Professor Remington is now in the West and his views on the question it was unable to secure at the time of the meeting.

## Oppose Accountant Bill—Druggist an Alternate.

MILWAUKEE, May 29.—The Milwaukee Association of Credit Men has adopted resolutions condemning the certified accountant bill pending before the Wisconsin Legislature on the ground that it is monopolizing ability and would put the work in the hands of a few men.

Edward Roemer, of the Roemer Drug Company, was elected as one of the alternates to the coming National convention of the National Association of Credit Men.

## Temple University's Commencement.

PHILADELPHIA, May 29.—The Alumni Association of Temple University will hold an all-day celebration June 4. The commencement exercises will be held in the Academy of Music on Saturday at 2 p. m. Leslie M. Shaw, formerly Secretary of the Treasury, will make the address to the graduates. The first day class in pharmacy at Temple will be graduated this year.



## DEDICATION OF THE ALBERT E. EBERT MONUMENT AND GROUP OF PARTICIPANTS IN CEREMONIES.



*From left to right: Leo Eliel, William Bodemann, Murray Galt Matter, Charles E. Dohme, H. M. Whelpley, F. W. Meissner, Joseph P. Remington, Oscar Oldberg, Eduard Kremers, O. F. Fuller.*

#### Distinguished Pharmacists Among the Speakers.

CHICAGO, May 29.—About 300 pharmacists and numerous ladies were present on the occasion of the dedication of the monument erected to the memory of the late Albert E. Ebert under the auspices of the Chicago Veteran Druggists' Association. The ceremonies occurred on the afternoon of the 21st in Graceland Cemetery, where the distinguished pharmacist is interred. Those present included the trustees of the United States Pharmacopoeial Convention who were in the city holding a meeting.

After a luncheon given to the out-of-town visitors at the Union Hotel the journey was made to the cemetery. Arriving there, O. F. Fuller, the veteran president of the C.V.D.A., presented the monument to the trustees of the Ebert estate, the shaft being accepted on their behalf by Dr. T. N. Jamieson, naval officer of the port of Chicago and old-time druggist, who turned it over to the American Pharmaceutical Association, which will be its custodian in perpetuity. Prof. Oscar Oldberg, president of the A.P.A., accepted the trust in a graceful speech.

Addresses were also delivered by Professor Remington, of Philadelphia C.P., Professor Ebert's alma mater; by Professor Hallberg, of the University of Illinois C.P., in founding which Professor Ebert played an important part; by Professor Kremers, of the University of Wisconsin, for the pharmacists of America; by W. K. Forsyth for the Illinois Ph.A.; and, lastly, by William Bodemann, successor of Professor Ebert as historian of the C.V.D.A. and prominent in the work of causing the monument to be erected to his friend's memory.

The addresses were filled with reminiscences and eulogies of the "Grand Old Man of Pharmacy." In the evening the Chicago Branch of the A.P.A. gave a banquet to prominent out-of-town participants in the ceremonies and again the speakers told of their love for the departed pharmacist and recounted the efforts which he had made in behalf of higher development in pharmacy. The life history of Professor Ebert was practically told anew. The event was one of the most interesting and impressive which has ever occurred in this section in connection with pharmacy. The monument, an illustration of which appears on this page, is of unpolished granite, with a bronze tablet suitably inscribed.

#### Officers Elected by Chicago Veterans.

CHICAGO, May 29.—At their annual meeting last week the Chicago Veteran Druggists' Association elected officers for the ensuing year. W. C. Grassly was chosen president; W. K. Forsyth, vice-president; O. F. Fuller, honorary president for life. John Blocki and W. Bodemann, the two secretaries, had previously been elected to office for life.

The trustees of the United States Pharmacopoeial Convention were all elected associate members of the association, as were Leo Eliel, Dr. Oldberg and T. H. Potts. Professors Whelpley and Kremers had previously been associate members, so that having been voted in with the Pharmacopoeial body, they are now doubly members of the C.V.D.A.

#### Pharmacopoeial Trustees in Session.

CHICAGO, May 29.—The Board of Trustees of the United States Pharmacopoeial Convention met at the Congress Hotel here Friday and Saturday. The meeting was for the purpose of working upon the report of recommendations for the Pharmacopoeia. The sessions were entirely executive and nothing will be given out on the subject till the report is submitted to the convention proper.

#### Dean Meeker Guest at Banquet.

PHILADELPHIA, May 29.—Anticipating his departure for Europe on June 5, Prof. George H. Meeker, dean of the department of pharmaceutical chemistry at the Medico-Chirurgical College, with Mrs. Meeker, was the guest of a number of his friends at a farewell banquet at the French Club. Dr. I. V. S. Stanislaus was the toastmaster and those present were Dr. and Mrs. Meeker, Dr. and Mrs. Seneca Egbert, Prof. and Mrs. E. A. Genth, Mr. and Mrs. Christopher Koch, Jr., Prof. and Mrs. Charles H. Shaw, Prof. and Mrs. C. E. Vanderbleed, Prof. and Mrs. Ambrose Hunsberger, Mr. and Mrs. J. Gilbert Ruff, Mr. and Mrs. J. E. Marsden, H. C. Blair, Joseph L. Turner and guest and Dr. William W. McNeary and guest.

#### New Abode for a Pharmacy of Antigo.

The E. E. Williams pharmacy at Antigo, Wis., will soon occupy a new location in the Langlade National Bank building.

# BOARD EXAMINATIONS

## Massachusetts.

Boston, May 29.—A list of 57 candidates who had successfully passed the required examinations for registration was announced yesterday by the State Board of Registration in Pharmacy. Of this number 29 receive certificates as registered pharmacists and 28 receive certificates as assistants. The percentage of successful candidates was unusually large, the total number having been 81, showing the percentage of successful candidates to be 70. Following are those to whom were granted certificates:

**REGISTERED PHARMACISTS.**—Jeremiah E. Connell, Boston; Edward G. Crotty, Westfield; Francis J. McEnelly, Milford; Daniel J. Purcell, Boston; Emil H. Trumpold, Boston; Pierre N. Brunelle, Lowell; Andrew R. Newton, Boston; Herve D. Parthenais, Lowell; Oliver B. Small, Norwood; Charles W. White, Boston; George H. Boden, Cambridge; Alvan B. Chamberlain, Boston; Charles W. Craft, Somerville; Beverly N. MacCreedy, Boston; Joseph E. Mello, New Bedford; Samuel Philbrook, Lynn; Anthony C. Ventrone, Providence, R. I.; Ray F. Webster, Lowell; August H. Boehm, Springfield; Benjamin F. Connor, Boston; Maurice B. Moore, Cambridge; William A. Phillips, Boston; Alphonse B. Saulnier, Fall River; Guy K. White, Boston; Carl A. E. Alms-tron, Cambridge; Leon I. Chester, Boston; William A. Hurlbert, Cambridge; Joseph Martin, Boston; Frank G. Sherman, South Braintree.

**ASSISTANTS.**—Durward C. Adams, Lowell; George Bentley, Fall River; Stephen T. Brooks, Turners Falls; Albert H. P. Byers, Lynn; Herman N. Collins, Attleboro; Henry B. Crockett, Lowell; Louis L. DeSorgher, Boston; John J. Kane, North Attleboro; Clarence M. Lewis, South Framingham; James F. Maynard, Boston; Otto A. Wruck, Holyoke; Edward Wheelins, Whitman; Edward J. Linnahan, Waverly; Sydney Weinwald, Boston; Walter J. Tremblay, Northampton; Roland G. Wright, Jr., Malden; George H. Freeman, Waltham; Michael F. Kirby, Fall River; James F. Quealy, Hyde Park; Louis D. Turgeon, Lowell; Hector Jacques, Boston; Romio A. Bonin, Woonsocket, R. I.; Ambrose Donahoe, Fitchburg; Macdonald Smith, Worcester; Henry Barone, Boston; Jacob Chertkower, Philadelphia, Pa.; Harold W. Eugley, Marlboro; Mark Shaw, Lynn.

## Kentucky.

FRANKFORT, May 28.—At the April meeting of the Kentucky Board of Pharmacy held in Louisville, the following applicants passed: John D. Archer, Corbin; E. R. Bader, Hamilton, Ohio; J. A. Branhauser, Doub's Point; H. B. Crummuitt, Huntington, W. Va.; Winn Davis, Glasgow; H. H. Dunn, Morrow, Ohio; William Fredrick, Louisville; J. F. Gallaher, Franklin, Ohio; R. H. Gerbard, Cincinnati; J. B. Hatfield, Louisville; E. J. Hemenway, Covington; S. S. Lawrence, Portsmouth, Ohio; R. H. Lowery, Salem; G. J. Payne, Cincinnati; H. H. Pennywitt, Huntington, W. Va.; W. C. Perkins, Rocky Hill Station; I. R. Pope, Latonia; J. D. Quinn, Frankfort; H. W. Ratterree, Louisville; B. G. Roadcap, Goshen, Va.; C. W. Scott, Louisville; George Stintz, Cincinnati; S. A. Stirn, Cincinnati; G. A. Triplett, Bellevue; A. C. Wells, Latonia; J. E. Welsheimer, Cincinnati; G. C. Williams, Louisville.

The next meeting will be held at Dawson Springs, July 13. Applications must be filed with the secretary, J. W. Gayle, Frankfort, at least ten days before that time.

## New Jersey.

BRIKTON, May 28.—Governor Fort has reappointed David Strauss, of Newark, as a member of the New Jersey State Board of Pharmacy for a term of five years. The next examinations will be held in Trenton on July 15 and 16. The results of the April examinations are announced as follows by Secretary Henry C. Jordan.

**REGISTERED PHARMACISTS.**—Mitchell Bernstein, Philadelphia; James F. Bourne, Atlantic City; James C. Brigandell, Atlantic City; Edward A. Burroughs, Metuchen; John A. Butler, Collingswood; Hyram E. Coleman, Boonton; Charles

A. De Rosa, New York; David A. Eolis, Frenchtown, N. J.; John Fortmann, Weehawken; Richard P. Fitzpatrick, Mount Holly; Humbert J. Grassi, New York; Edgar P. Kastner, Newark; Floyd B. Kempte, Mount Holly; Hallam T. Koons, Jamesburg, N. J.; John Lefler, New York; Max Lewitte, Newark; Joseph A. McCann, Greenwich, N. Y.; William U. Meier, Butler, N. J.; Benjamin Meyer, Newark; Paul E. Nielsen, New York; Ernest A. Noedel, Atlantic City; Fred Plum, Atlantic City; Mortimer Popper, Newark; Isaac Raskind, New York; Isidor F. Ringler, New York; Morris Rudominer, Newark; Joseph R. Schnorbus, Trenton.

**REGISTERED ASSISTANTS.**—Louis C. Arnold, Newark; Arthur H. Carrington, Camden; William S. Finkensieper, West Hoboken; Emanuel Gerber, Newark; Edward M. Givens, Highlands, N. J.; Morris J. Hodes, Newark; Mabel S. Horning, Roselle Park; Floyd B. Kempte, Mount Holly; Raymond S. Killenberger, Perth Amboy; William C. Lloyd, South Orange; William F. Luther, Jr., Newark; John W. Smith, Troy, Pa.

## Nevada.

CARSON CITY, May 28.—Secretary F. J. Steinmetz, of the Nevada State Board of Pharmacy, announces that at the semi-annual meeting of the Nevada State Board of Pharmacy held at Reno, May 5, permanent certificates were granted to Wm. H. Hoenschler, La Crosse, Wis.; Wm. H. Otto, Goldfield, Nev.; Charles S. Briggs, Rawhide, Nev.; Wm. J. Robertson, Goldfield, Nev.; Ed. L. Forsyth, Rawhide, Nev.; H. F. Otte, Montpelier, Idaho; James H. Ketchersid, Kingston, Mo.; Francis E. Carpenter, Valparaiso, Ind.; Wm. F. Milz, Cresco, Iowa; Fred. C. Fergen, Cresco, Iowa; Wm. Boeling, Virginia City, Nev.; Warren M. Cave, American Fork, Utah; Abb. B. Hosey, Leadville, Colo.; Merton Bell, Carson City, Nev.; Lyman A. Kipper, Kingston, Mo.

Robert L. Prouty, of Tonopah, was elected secretary to succeed Mr. Steinmetz, who resigned the office.

## Louisiana.

NEW ORLEANS, May 28.—The State Board of Pharmacy has announced the result of the examination May 7-8 at the New Orleans College of Pharmacy. There were 45 applicants and of that number the following passed:

**REGISTERED PHARMACISTS.**—Lewis J. Baumann, Moise Clarence Conn, Paul F. Dastrique, Antonio Domestevet, John J. Dubourg, Charles E. Frechon, Mrs. John E. Jahn, F. H. Kelly, Theodore L. Miller, Emile Julius Pons, Steve D. Stuart, A. R. Taylor, Robert Cade Taylor, Michel T. Vallon.

**QUALIFIED ASSISTANTS.**—Raoul Beariel, Jake Blum, H. Custer Naylor, Jacob Smith Segura, Oliver H. Van Horn.

## Iowa.

DES MOINES, May 28.—The new State Pharmacy Commission has completed marking the papers for those who took its first examination, which is said was the hardest ever given to would-be druggists in Iowa. Out of a class of 57 only five passed, so Secretary C. W. Larson reports. The five successful ones are George Philip Steyh, of Burlington; W. R. Reed, of What Cheer; Alfred Nuttall and Roy McPhee, of Des Moines; Don C. Rawson, of Kalona.

## Doctors and Druggists Play Base Ball.

H. D. Delskamp has been elected president of the Doctors' and Druggists' Base Ball League of St. Louis for the season, and two games are now being played each Thursday afternoon at Kulace's and the Association parks. Other officers are H. L. Brenner, treasurer; A. W. Klosterman, secretary. The captains of the teams are: Dr. I. J. Harris, George Gibson, H. D. Delskamp and A. W. Klosterman.

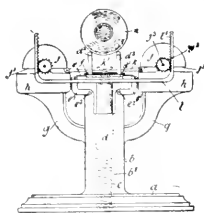
## One Year in Prison for Cheating at Regents' Exams.

S. G. Christie, of Brooklyn Borough, New York City, who was arrested some time ago on a charge of helping young men to fraudulently secure certificates as having passed the Regents' examinations, was sentenced to one year in the penitentiary for the offense. Christie was a professor in a Brooklyn school.

## Drug Clerk Given Five Years for Assault.

CARLISLE, Pa., May 29.—Louis Spealman, a drug clerk of Harrisburg, has been sentenced to five years in Eastern Penitentiary for assaulting C. F. Reitting, a jeweler.

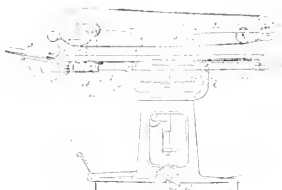
## PATENTS, TRADE MARKS, ETC.



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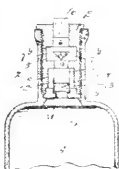
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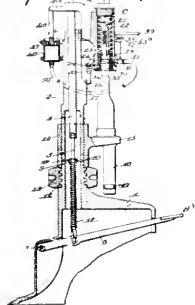
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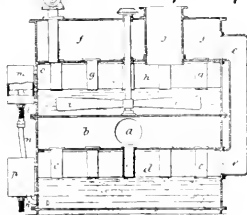
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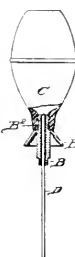
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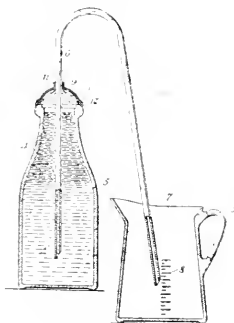
922.571



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922.758



922.698

## PATENTS.

Granted May 25, 1909.

922,538—Eduard Sprünger, Frankfort-on-the-Main, Germany, assignor to Vereinigte Chmifabriken Zimmer & Co., G. M. B. H., Frankfort-on-the-Main, Germany. Santalol esters.

922,564—Kenneth M. Chance, London, England, assignor to The British Cyanides Company, Ltd., London, England. Manufacture of sulfocyanides.

922,571—Bernard Gallagher, Lynn, Mass. Machine for filling bottles.

922,596—John J. Kessler, St. Louis, Mo. Varnish gum and producing same.

922,692—Byron B. Goldsmith, New York, N. Y. Thermo-plastic keratin compound.

922,698—Walton Harrison, Bloomfield, N. Y. Siphon.

922,702—George W. Jopson, Meriden, Conn., assignor of two-thirds to Herman W. Hubbard and Floyd E. Hubbard, Meriden, Conn. Can-opener and bottle-capper.

922,758—Arthur J. Farmer, Detroit, Mich. Means for extracting contents of bottles.

922,766—Fritz Hoffman, Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. Anhydride of acyl salicylic acid.

922,896—Chapman D. Henriques, Newark, N. J., assignor to Gotham Can Company, New York, N. Y., a corporation of New York. Can.

922,974—George A. Thornhill, London, England, assignor to The Machine Labeling Company, Ltd., London, England. Bottle-labeling machine.

922,982—Charles K. Volckening, New York, N. Y. Stem for bottle-washing brushes.

922,995—Lorenz Ach and Theodor Sutter, Mannheim, Ger-

many, assignors to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Salicylic acid derivative and process of making the same.

922,998—Carl A. Anderson, Vista Grand, Cal., assignor of one-half to Edward M. Stehn, San Francisco, Cal. Non-refillable bottle.

923,012—Carl Bosch and Alwin Mittasch, Ludwigshafen-on-the-Rhine, Germany, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation of Germany. Production of cyanid and cyanamid.

923,088—Francis L. Stewart, Murraysville, Pa., assignor of one-half to Samuel E. Gill, of Pittsburg, Pa. Utilization of maize-cobs for the production of alcohol.

923,096—Frederick W. Wild, Jr., Baltimore, Md., assignor to Burt Machine Company, a corporation of Delaware. Labeling machine.

## TRADE MARKS.

Published May 25, 1909.

34,903—Ramón Velez, New York, N. Y. Class 6. Vegetable compound extracts to be mixed with other substances in the preparation of remedies for the treatment of diseased and disordered conditions of the blood, kidneys, etc.

35,615—Solomon Marculescu, New York, N. Y. Class 6. A toilet cream.

35,974—Olof Johanson, New York, N. Y. Class 6. A remedy for rheumatism.

37,320—Joseph J. Thomas, Houston, Texas. Class 6. An external application used as a remedy for itch, eczema, tetter, bites or stings of insects, etc., and a remedy in the form of an injection for gonorrhea and gleet.

39,396—The Wood Chemical Company, Helena, Ark. Class 6. Ointments.

39,432—Gardner Pharmacal Company, New York, N. Y. Class 6. Uterine tonic.

39,601—Pearson's Antiseptic Company, Ltd., London, England. Class 6. A combination of eugenol and albumen for

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Author of copyrighted work on Protective Trade Marks,  
Food and Drugs Act, and Valid Patents.  
G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

use as a medical preparation.

40,035—The Father Morrissey Medicine Company, Ltd., Chatham, New Brunswick, Canada. Class 6. A tonic for coughs, hoarseness, bronchitis, asthma and all lung troubles.

40,506—Marietta Stanley Company, Grand Rapids, Mich. Class 6. Hair tonic and shampoo preparation.

40,611—Lanman & Kemp, New York, N. Y. Class 6. Liniments.

41,073—Arch Stanford, Carmine, Texas. Class 6. A liniment.

41,236—Ada B. Bradley, San Francisco, Cal. Class 6. A remedy for constipation.

#### Change in Registration of Labels and Prints.

Edward B. Moore, Commissioner of Patents, has issued a notice that the Act approved March 4, 1909, entitled "An Act to amend and consolidate the Acts respecting copyrights," which will take effect on July 1, 1909, repeals the Act approved June 18, 1874, under Section 3 of which labels and prints have been registered in the United States Patent Office. The registration of labels and prints in the United States Patent Office, therefore, will cease with the issue of June 29, 1909. Applications for the registration of labels and prints will not be filed in the Patent Office after June 25, 1909, and any received at the Patent Office after that date will be forwarded to the Register of Copyrights, Library of Congress.

#### MRS. C. A. STOVER HEADS BOSTON CHAPTER.

##### Organization Holds Successful Annual Function at End of Mrs. Godding's Three Presidential Terms.

BOSTON, May 29.—The annual meeting of Boston Chapter No. 1, W.O.N.A.R.D., was held yesterday at the Hotel Vendome, and proved not only to be a most delightful occasion in itself as a successful social function, but also as a fitting climax to the three terms of service which almost the entire board of officers, with Mrs. Adelaide M. Godding as president, have seen.

Mrs. Godding presided at the luncheon with which the celebration was opened. The tables were decorated with pink carnations and pink roses, and plates were set for 40. In beginning the postprandial exercises, Mrs. Godding took occasion to review the growth of the organization during the three years of its existence, and to speak with especial satisfaction of the delightful harmony which has prevailed, and of the steady and substantial growth of the Boston organization, as well as of sister organizations all over the country. She announced that she would not again be a candidate for the position of president, and then bespoke for her successor the same kind and generous spirit of co-operation of which she had been the recipient for these three years.

Mrs. Annie Kidder was presented as toastmistress and she filled the position with cleverness and brilliancy, some of the guests paying her the compliment of saying she was the best toastmistress they had ever seen. Toasts were responded to as follows: "Our Annual Luncheon," Mrs. Alice Wheeler; "The National Organization," Mrs. Jennie Waterhouse; "Pharmacy," Mrs. Nellie Connolly; "The Present," Mrs. Martha Morey; "Our Officers," Mrs. Gertrude Gammon; "The Future," Mrs. Adelaide M. Godding.

The annual business meeting followed, in which all officers submitted reports, and all of which were encouraging. Officers were elected as follows:

President, Mrs. Roxa K. Stover, wife of C. A. Stover, of Billings & Stover, Cambridge; first vice-president, Mrs. Anna E. Griffin, wife of L. W. Griffin, of S. Webster & Co., Brighton; second vice-president, Mrs. Josephine L. Christie, wife of James W. Christie, of Haverhill; recording secretary, Mrs. Martha Morey, wife of A. C. Morey, of Brookline; corresponding secretary, Mrs. Annie Kidder, wife of Albert W. Kidder, of Cambridge; treasurer, Mrs. Gertrude K. Ernst, wife of Frank F. Ernst, of Jamaica Plain; auditor, Mrs. Nellie Connolly, wife of Fred W. Connolly, of Connolly & Davis, Dorchester; directors, Mrs. Adelaide M. Godding, wife of John G. Godding, of J. G. Godding & Co., Boston; Mrs. Bertha Hubbard, wife of Fred A. Hubbard, of Newton; Mrs. Caroline Henderson, wife of William Henderson, of Malden; Mrs. Sarah Fineman, wife of James F. Fineman, of the Woodward Drug Company, Boston; Mrs. Adeline Partridge, wife of Edward Partridge, of Newton; and Mrs. Lillie M. Connolly, wife of F. J. Connolly, of Roxbury.

The luncheon arrangements were in charge of Mrs. Annie Kidder and Mrs. M. A. Boyden. Among others present were: Mrs. J. F. Tupper, Miss Ratigan, Mrs. William D. Wheeler, Mrs. D. A. Edmunds, Mrs. J. Arthur Bean, Mrs. Josephine

Kidder, Miss Minnie McAfee, Mrs. John Lowe, Mrs. Moore, Mrs. Elie H. LaFierre, Mrs. H. C. Blatchley, Miss Beatrice Whitney, Mrs. William Hamlin, Mrs. M. J. McIntyre, Mrs. Florence Arrington, Mrs. Gertrude Gammon, Mrs. Charles H. Davis, Mrs. Anella Kilburn, Mrs. Lilla Staples, Mrs. M. A. Boyden, Mrs. Jessie Waterhouse and Mrs. J. H. Green.

#### Mrs. Claus Elected President of St. Louis Chapter.

ST. LOUIS, June 1.—St. Louis Chapter, W.O.N.A.R.D., has elected the following officers for the coming year: Mrs. Otto F. Claus, president; Mrs. W. F. Itner, first vice-president; Mrs. F. Fricke, second vice-president; Mrs. Richard Kring, secretary; Mrs. Martin J. Noll, corresponding secretary; Mrs. A. S. Ludwig, treasurer, Mrs. Theo. F. Hagenow declining reelection.

The reports of officers reviewed a successful and pleasant year with splendid prospects for the coming year. Mrs. F. M. Haverman and Mrs. F. E. Layton were elected to membership.

A feature of the recent social campaign of the chapter was a dance at the beautiful Liederkrantz Hall, at which more than 100 couples were present. The arrangements were in charge of the president, Mrs. Claus. A member of the club was hostess to the ladies and their friends.

The Stoddard Travel Lectures, as read by one of the members, continue to be an interesting feature of the monthly meetings. The members study up on the countries in advance and quite a lively discussion frequently follows. The tour of the world will be completed in this way.

#### Outing at "The Orchard" of Philadelphians.

PHILADELPHIA, May 29.—What will doubtless be the greatest outdoor gathering of the drug trade of this city and vicinity that has ever taken place, is scheduled for June 18, when Chapter No. 6, W.O.N.A.R.D., the Drug Club and the Philadelphia Association of Retail Druggists will hold an outing at The Orchard, the beautiful summer home of the Athletic Club of Philadelphia, on the banks of the Delaware River a few miles below this city. A special train will convey the majority of the picnickers, but many more will run down by trolley and in automobiles.

There will be numerous athletic sports and games for which some very handsome prizes have been provided both for the old and young, fat and lean, women and men. At 6 o'clock a big course dinner will be served on the lawn under the grand old trees and later there will be dancing. It will practically be a holiday for the trade in this city for everybody that is anybody in the trade here is identified with or interested in one of the three organizations and of course they all have friends.

#### Outings of Druggists' Organizations.

The District of Columbia R.D.A. will hold an excursion and field day on July 9. It will be a "get-together" affair for both doctors and druggists. The entertainment committee is hard at work arranging details and making elaborate plans for a general good time for all participants.

St. Clair County (Ill.) R.D.A. will hold its first public picnic in Priester's Park, Bellefonte, June 27, for which invitations will be sent to all societies of druggists, dentists and doctors in southern Illinois.

Lorain (O.) druggists have planned an outing to be held during the coming week.

#### Miss Cora Dow Takes Over Two Serodino Stores.

CINCINNATI, May 29.—Miss Cora Dow, head of the nine Dow drug stores in Cincinnati, has just completed a deal whereby she has taken over the two Serodino drug stores. She is said to have paid Serodino Brothers \$20,000. She comes into possession of the lease and the stock of the drug store at Fifth and Main streets, and the stock of the store at Sixth and Race streets. She is operating the Main street store along with her string of pharmacies, but has leased the Sixth and Race street store site to a clothing firm. She has retained all of the Serodino employees of the two stores.

#### New Pharmacy for Fond du Lac.

The entire stock for the new Forest Avenue Pharmacy opened at Fond du Lac, Wis., was furnished by the Milwaukee Drug Company. R. A. Rehand, manager of the new store, was in Milwaukee recently purchasing the stock.

**RECEIVERSHIP ASKED FOR SANITOL COMPANY.**

**President Luyties Denies Allegations of Complaining Stockholders, Asserts Company is Prosperous and Will Fight Proceedings—Only 29 of 8000 Stockholders Appear in the Litigation.**

St. Louis, May 29.—Herman G. C. Luyties, president of the Sanitol Chemical Laboratory Company, blames Eastern brokers and discharged employees for a suit filed in the local Circuit Court asking a receivership for the company and the removal of Mr. Luyties as president and director; George A. Bowman, vice-president and director, and Robert E. Bowman, secretary and treasurer. Mr. Luyties added in his public statement that he thought the cases unimportant as only 29 of the 8000 stockholders were identified with the suit and one of these owns but \$20 worth of stock.

Charges are submitted in the bill that President Luyties has spent much of his time in pleasure trips; that he disposed of four trade marks to the company for \$200,000 of stock; that he got the company's stock at \$5 per share, whereas the par value was \$10; that stock was used and money was borrowed for the payment of dividends; that he was a member of a real estate company which sold the Sanitol Building at Boyle and Laclede avenues to the company, and that his salary was raised from \$6000 to \$70,000 a year.

The affairs of the Sanitol Company have been much talked about since the remarkably successful advertising campaign of two years ago when much stock was sold to druggists who became interested in the affairs of the company through the business created by the coupon redemption scheme. Of recent months, the local feeling has been much more friendly to the company and few complaints were heard.

Mr. Luyties in his statement says:

"There is no reason why a receiver should be appointed. The company is in good shape and is getting along nicely, though, of course, business lately has not been as good as in our banner year, 1907. I don't care to go into the details of a complaint of this character. If the creditors of the company were dissatisfied, it would be a different matter, but they are not. Our bills are being paid promptly.

"If it were necessary to appoint a receiver I, as the heaviest stockholder, would be the person most interested in bringing such an action. I am satisfied with the way in which the company is progressing and a great majority of the stockholders—dentists and druggists all over the United States—are also satisfied. These dentists and druggists earned their stock out of the profits which they made on the sale of preparations made by the Sanitol Chemical Laboratory Company."

Mr. Luyties' attorney, Albert Arnstein, said:

"As Mr. Luyties has said, there is no good reason, no justification, for this suit. Denial will be entered to all the allegations. I would not stoop to answer the charge that Mr. Luyties spends much of his time in riotous living, and pleasure trips. That charge is beneath notice.

"As to the allegation that Mr. Luyties took \$200,000 of the company's stock for four trade marks, I need only state that this exchange was approved by the board of directors. The sale of the property at Boyle and Laclede avenues to the company was effected at the actual value, and with the approval of the board. The charge that the amount of capital stock paid in was incorrectly reported is false. Mr. Luyties made an affidavit that one-half of the increase to the capital stock was paid in, and this averment was absolutely true. The other allegations, involving wrongdoing, we deny. The company is solvent. It is not at all embarrassed. The assets greatly exceed the liabilities. The company is in a prosperous condition."

The company was organized in February, 1897, with a capital stock of \$5000. The capital subsequently was increased to \$200,000, then to \$700,000, then to \$1,000,000, and in April, 1908, to \$3,000,000. Half of the increase was paid in, making the total outstanding capital \$2,000,000.

The 29 stockholders who ask for a receivership own stock in the company to the par value of \$20,000, according to their attorneys, Jamieson & Thomas.

The plaintiffs are: Mrs. Charles Rehffuss, Henry S. Morris, E. M. Haedrick, Nelson Fryd, W. B. Maratta, E. C. Palmer, Clifford D. Beale, C. L. Card, John P. Sager, P. E. Dunwoody, Frederick Sagers, S. E. Gilbert, J. F. Wassels, I. B. Gilbert, H. C. Hewish, William C. Marsh, J. F. Mayer, C. H. Scar-

borough, Kate H. Chandler, Emma Early, William H. Sand, C. A. Summers, George C. Anthony, D. B. McFadden, J. G. Lane, George T. Williams, Henry Curtis, T. F. Clifford, Augustus J. P. Muller.

**C. A. STORER HEADS NORTHWESTERN ALUMNI.**

**Committee Appointed at Annual Meeting to Arrange for Students' Club Room at University.**

CHICAGO, May 29.—The Alumni Association of the Northwestern University School of Pharmacy held its annual meeting yesterday. Charles A. Storer was elected president; Ralph H. Smith, first vice-president; M. M. Finlay, second vice-president; F. H. Elsner, third vice-president; George D. Oglesby, secretary; H. F. Shaper, treasurer. The trustees chosen were George C. Hanson and Thomas V. Wooten.

The members discussed the question of providing a students' club room and a committee was appointed to perfect arrangements for the use of a room in the university building. The reports of the retiring officers showed the association to be in a good condition in every way and it was decided to organize branch associations in other States where former students of the school are now located.

**Mr. Rowley is Chairman of C.R.D.A. Board.**

CHICAGO, May 29.—The executive board of the Chicago Retail Druggists' Association has elected James F. Rowley chairman under the newly adopted constitution. A number of Chicago jobbers had been invited to meet with the board on this occasion, but as only one of the number was present the invitation is to be renewed for a later date. President Yeomans, of the association, was not present owing to the serious illness of his father. Vice-President Larsen occupied the chair.

**Chicago Notes.**

—W. C. Shurtliff, president of Morrison, Plummer & Co., has returned from a ten days' visit to St. Louis.

—H. P. Phelps, of the special preparation department of Parke, Davis & Co., Detroit, spent last week in Chicago.

—Julius Levy, a drug clerk employed by O. G. Stolz, 60 Rush street, was arrested recently on a charge of robbing the cash register.

—The Douglas Park Druggists' Association gave a "grand May ball" Wednesday evening, May 26, at Pilsen Turner Hall, 821 South Ashland avenue.

—James R. Stevenson, of Robert Stevenson & Co., has returned from a visit to French Lick Springs, where he went to recover from the effects of a broken arm.

—Monday evening, May 24, was ladies' night at the Social Drug Club, the entertainment being held in the drill hall of the Masonic Temple. The programme included a vau-de-ville performance, a dance and a supper.

—Keystone Chemical Company, of Chicago, has been incorporated with a capital stock of \$2500, to manufacture and deal in chemicals. The incorporators are John C. Farwell, Lee Cohen and Andrew William Little.

—The Nicine Chemical Company, of Chicago, has been incorporated with a capital stock of \$2500, to manufacture and sell chemical preparations. The incorporators are Calvin T. Hood, Frank R. Crane, Jr., and Frank F. Gazzola.

—June 23 has been chosen as the date for the annual excursion of the employees of the Chicago branch of Parke, Davis & Co. The steamer Theodore Roosevelt has been engaged for the occasion and the outing will be to Michigan City and return.

—The Rethaler Surgical Supply Company has taken out articles of incorporation with a capital stock of \$25,000, to manufacture and sell surgical instruments and appliances. The incorporators are Louis Rethaler, Frederick Mueller and Edward W. Everett.

**Messrs. Heineman and Evans Form Baltimore Drug Co.**

Stevens-Harmonson Company, of Baltimore, wholesale druggists, have been succeeded by the Baltimore Drug Company. Charles J. Heineman and A. T. Evans are interested in the new concern, and were formerly connected with the Heineman-Evans Company, which some months ago was succeeded by the Henry S. Wampole Company.

# THE DRUG MARKETS

## TRANSACTIONS MOSTLY IN JOBBING LOTS.

**General Market Steady With Price Fluctuations Unimportant and Limited to a Few Articles.**

**NEW YORK, May 31.**—Although no material increase is noted in the demand for drugs and chemicals, the market has ruled firm with fluctuations in values limited to a small number of articles. Opium is steady but quiet. Quinine is unchanged with only a moderate consuming demand. Norwegian cod liver oil is easier, and a shade lower. Citric acid is in better demand at unchanged prices. Camphor is more active, but without any change in value. Oil almonds, sweet, is higher. Balsam copaiba, both South American and Para, is a trifle lower. Jalap root is firm at the recent advance in value, and without any prospect of a decline in the near future. Chamomile flowers, Hungarian, are scarce, and firmly held at a higher range of prices.

**OPIMUM.**—There is no material change in this market, and the generally quoted price for case lots is \$4.25 per pound, although in some quarters \$4.20 is being named with an intimation that \$4.15 would be accepted. The market is in an unsettled condition, and an upward change in value may take place at any time. Reports from primary markets say that rain is still needed, and while there have been showers in some districts, much more is needed to insure the successful turn of the crop. The arrivals in Smyrna for the week ending May 6 amount to 2058 cases, as against 1387 cases at same date last year.

**QUININE SULPHATE.**—The demand does not exceed actual requirements, and the market presents a very quiet appearance. The next sale of cinchona bark will be held in Amsterdam on June 10.

**CANNABIS INDICA.**—The market is very firm at \$1.50 per pound, and even higher prices are expected to prevail, as it is reported that the government in India is endeavoring to stamp out the traffic in the article.

**ACONITE ROOT.**—There is a shipment in port which is held at 11 cents per pound for single bales and in lots of five bales of about 200 pounds each, at 10 cents per pound. There has been some inquiry for this article which has been scarce on the spot.

**FLAXSEED.**—A sharp advance has taken place in whole and ground seed, and prices for whole seed have been advanced to \$7.50 per barrel, and ground in barrels to 4c. per pound. A further advance is not unlikely.

**COD LIVER OIL, NORWEGIAN.**—The market for this article is quiet, and quotations have been slightly reduced. The trade, however, does not look for much, if any, lower prices. Cable reports give the result of the catch and production of oil to the 24th instant as follows: Total catch, 51,700,000 fish, producing 40,370 barrels of oil. The result of the two previous years are: 1907, 43,900,000 fish, producing 36,650 barrels of oil; 1908, 42,500,000 fish, producing 45,610 barrels of oil. The production of oil during the past week has been small, and the difference between this year and last is now 5240 barrels less.

**CHAMOMILE FLOWERS, HUNGARIAN.**—The price will undoubtedly be very high this season and it is expected that good flowers will sell as high as 50c. per pound before the arrival of new crop, a month or more hence. The small quantities on hand in the local market are being held at 40c.

**CITRIC ACID.**—The demand is active, but there is no change in manufacturers' prices. Crystals in barrels are held at 40c., and in kegs at 40½c. per pound.

**IPÉACAC ROOT.**—On a steamer soon due there is an invoice of Rio, which is held to arrive at \$1.35 per pound, in large lots. For Carthagena in single bales, \$1.00 per pound is being asked.

**JALAP ROOT.**—Stocks are closely held and 50c. per pound in large lots is practically the minimum price quoted. The primary situation is also reported as very unpromising.

**TONKA BEANS.**—The Angostura variety for immediate delivery is nominally unchanged at \$1.40/\$1.45, as to quantity and seller. The arrival of a consignment of 269 barrels and

51 hogheads of new crop last week relieved the stringency to some extent, and dealers expect a decline in prices.

**ELM BARK.**—Bundles of select bark are fairly steady at 13½c. per pound, as to quality and quantity. An improved inquiry is noted with sales of 13¼c. for fair grades in large quantities.

**GUM ARABIC.**—Sorts have been cabled higher from abroad but no change has taken place in the local situation and business continues of average volume, with dealers quoting \$49¼c. for amber, and 13¼c. for white, as to grade and quantity.

**VALENCIA SAFFRON.**—The market is firm at \$7.25/\$8.00, as to quality and seller, and sales have been reported at the inside figure. Indications favor higher prices, as the outlook for new crop is said to be very poor.

**CUBEB BERRIES.**—Spot quotations for the better grades have been advanced to 23½c., as to quality, the higher figure being for fair grades. Powdered is quoted at 24½c. in large quantities. The markets abroad have also advanced and are very firm.

## London Drug Market

**LONDON, May 27.**—There was an improved tone at this week's public sale of drugs, but, unfortunately, this does not indicate that things generally are brighter, as the better demand was due to the fact that the next auctions will not be held for four weeks, and buyers therefore found it desirable to secure supplies with that circumstance in view. The offerings were moderate in quantity and prices on the whole were fairly well maintained. There was an exception, however, in the case of Gum Benzoin, of which about 60 cases sold at easier rates—namely, £6 to £6 10s. per cwt. for fair seconds and £5 5s. to £5 15s. for thirds. Thirty-three bales of Buchu Leaves were offered and sold with competition at full prices, good green round leaves selling at 1s. 3d. to 1s. 4d. per pound, and oblongs at 5½d. to 6¼d.

Rio Ipecacuanha was firm at 5s. 3d. per pound, but there were no bids for Carthagena. Senna was steady. Cardamoms were slow of sale and easier. Cape Aloes was firm at late rates. Balsam Tolu was barely steady at 9½d. per pound for fair. Jamaica Honey was in good request at steady rates. Dragon's Blood was not wanted. Myrrh was lower, 70s. per cwt. being accepted for native-picked Aden. Cuttlefish Bone was in large supply and cheaper at 4d. to 4½d. per pound for good bold. Sarsaparilla was firm for gray Jamaica, but barely steady for native. Cascara Sagrada was firmly held, 42s. 6d. per cwt. being refused for 1904 crop. Cassia Fistula realized 16s. 6d. per cwt. for good West Indian. Sixteen bags of Florentine Orris Root sold without reserve at 34s. 6d. to 35s. for good. Quince Seed, of which eight bags were offered and sold, realized 1s. 11d. per pound.

Privately, business in the drug and chemical markets is dull. Morphine is nominally no lower in value than it was before the Convention broke up and, in view of the firmer tendency in the Opium market, any material change in the price is not expected at present. On the spot a fair business has been done in Opium at at firm rates. Although it was understood that the termination of the Morphine Convention would not affect makers of Codeine, one maker is acting independently but has not reduced his price. A fair business has been done in Balsam Copaiba at 2s. per pound for B.P. Glycerin continues firm and in good demand. China crude Camphor is quiet at 145s. per cwt. Refined continues firm with enquiries for one-ounce Japanese tablets for America. Peppermint Oil is quiet and unchanged. The heavy supply of 1235 packages of Jamaica Ginger was offered at the spice sales and less than 200 found buyers at slightly easier rates, good hold hard selling at 63s. per cwt. and fair to good bright at 62s. to 65s.

At the Isinglass auctions 740 packages were offered of which about one-half sold at generally steady rates. At the Cinchona Bark sales only 515 packages were offered and the bulk sold at firm rates, the average unit being fully last Dutch sale parity. At the Vanilloes sale 369 tins were offered and practically all sold with good competition at an advance of 1s. 6d. to 2s. per pound for fine beans, and at an advance of 1s. to 1s. 6d. for the other qualities.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JUNE 10, 1909

No. 23

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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For Era Album

90 WILLIAM ST., NEW YORK.

## DOES HE DESERVE A DEATH SENTENCE?

Without knowing more about the case than the decision of the Appellate Division of the New York Supreme Court there is such opportunity for grave injustice being done to a pharmacist that the Era commends the matter to the attention of the German Apothecaries' Society as being more able than other organizations or individuals to make inquiries and take action which would either right a grievous wrong or hasten punishment for an offense which is repugnant to all decent men.

Albert Mayer, a pharmacist, was sentenced to from 16 to 20 years in Sing Sing Prison (practically a life sentence, as he is more than 60 years old), for an alleged assault upon a boy of 14. The conviction upon which this sentence was based has been set aside by the higher court and a new trial ordered on the ground that the defendant did not have a chance to obtain justice, even the "atmosphere" against him in the lower court being criticized by the justice who wrote the opinion. A new trial is ordered.

It is said for Mayer that he is a pharmacist of good repute in his native country, Germany, from whence he came to America in 1893 as a delegate to the World's Fair in Chicago, a fact which ought to indicate that he had lived a proper life and was respected by his fellow pharmacists. Of his subsequent career we have little information at this time, but we shall endeavor to learn the true facts. In this research the German Apothecaries' Society can be of great assistance. If Mayer is innocent, as the Judges of the Appellate Division seem to believe is possible, if not probable, a monstrous injustice has already been done to him. If he is guilty, the law will have to take its course.

## NO MYSTERY ABOUT THE BROWN BILL.

One of the opponents of pharmacy reform in New York State prates about the "mystery" due to the withholding of the Brown Pharmacy Bill from introduction in the Legislature for two or three months. While pharmacists generally know that there was no mystery at all about the delay in introducing the bill, it may be well to state that the reason was simply up to Governor Hughes, who held conferences with the members of the legislative committee of the New York Pharmaceutical Association and who on account of his numerous engagements and more pressing duties was forced to postpone appointments which he had made to meet them.

Another complaint of "mystery" urged by some one hanging onto the coat tails of progress and trying ineffectually to keep pharmacy in the old rut is that some gentlemen who had aided in drafting the

bill in January failed to recognize the "child" when it was passed in April. There is nothing wonderful about this, for the bill was submitted several times to the Governor and changes were made at his suggestion. When the draft became apparently of sufficient stability to have copies printed it was again gone over by the Governor's legal adviser and important changes were made. In this shape it was introduced. If it did not then represent the wishes of the Governor the blame must rest upon him and his legal adviser, not upon the friends of pharmacy reform and the advocates of pure drug legislation.

In Albany, as in other political and legislative headquarters, "it is not always what you see but what you *don't* see" that does the business and the persons who asked the question when the Whitney-Wainwright Act was vetoed a year ago repeating the query: "Who killed Cock Robin?" The answer is far away from Assemblyman Conklin, Mr. Diner, or the Brooklyn contingent. At the same time no stones should be thrown in attempts to hit any of the suspects in the wholesale drug district, or in the City Club. It would not be fair. Even this is not a mystery.

#### AMERICA WINS THE CHEMICAL CONGRESS.

Decision by the Seventh Congress of Applied Chemistry to hold the eighth congress in the United States is quite as much a recognition of the pre-eminent progress made in this country in recent years in chemical research in all its branches and the practical application of the results to the benefit of the profession and the public as it is of the efforts of the New York and Washington delegates who carried to London the invitation of President Taft to meet in Washington in 1912. To the delegates much credit must be given, for in their efforts they constantly forced to the front without ostentation the powerful force that has developed in this country in chemical and pharmaceutical progress.

More than 3,000 chemists attended the recent congress and its success scientifically was in proper proportion. The pharmaceutical division, judging by our London correspondent's report, was predominated by Americans. There is a significance in this fact which will readily be appreciated by our readers. It means that the congress of 1912 will bring to this country many bright men from foreign countries who will try to vie with our leaders in this line of research and endeavor to offer something new that will be worth while in the development of pharmaceutical chemistry.

#### MINNESOTA'S SILVER JUBILEE.

More than ordinary interest attaches to the meeting of the Minnesota State Pharmaceutical Association at Tonka Bay next week, for it will be the silver jubilee assemblage of the organization. With only half a dozen older associations in existence, Minnesota may well claim to be one of the pioneers in the National field. With little precedent to guide them, but a knowledge of conditions and the disposition to better them, the prime movers diligently sought the means and bravely overcame opposition, with a

result that the practice of pharmacy was placed upon a proper legal plane in Minnesota.

This association, like many others, was largely inspired by the necessity for protection in a commercial way through appropriate legislation, in Minnesota's case the creation of a board of pharmacy being the first achievement. With the development of pharmacy the State associations have all come to consider the professional side as being also of great importance and at most of the annual sessions the papers read are well worth listening to by all the members. As time and opportunity arrived the scope and usefulness of the State associations will further broaden and it is a duty owing to them and to themselves that every pharmacist should be enrolled with the organization in which he or she is entitled to membership.

#### NEW COPYRIGHT LAW IN EFFECT JULY 1.

After three years of labor by the patent committees of the House and Senate, with additional deliberation in Congress, the Smoot-Currier Copyright Law becomes effective on Saturday, July 1 next. The measure consolidates and revises previous legislation and it is believed by its framers to come as near being a model law as is possible, although persons whose ideas were rejected are naturally disappointed. This law substantially as enacted will undoubtedly govern copyright procedure in this country for a long time to come, as legislators will reluctantly approach any tinkering with a law which had been prepared with such great care after such a long period of inquiry, investigation and consideration of the interests now or likely to be affected in the future.

One of the chief provisions is lengthening the life of a copyright, the term being extended on the extension period, so that the protected article will be safe for 56 years instead of 42 years, the provision applying to existing as to future copyrights. Numerous other changes have been made and the treatment of the question of the reproduction of music by mechanical means, which is a recent problem, is an experiment which will be watched with interest, for it is about the only portion of the new law which is not based upon long observation and ample experience. It is impossible to go into the subject of all of the changes in this issue and it will be advisable for those who are affected by the law to obtain copies of it, or seek specific information, regarding its effect upon their interests. One of the changes, however, of special interest to the drug trade, is that after June 25 applications for the registration of prints and labels will no longer be received at the Patent Office, but must be sent to the Register of Copyrights, Washington, D. C.

"Why do men with a common interest allow themselves to be so blinded by selfishness as to refuse to co-operate with others to promote the general welfare?" is a question asked by the editor of the *American Grocer*, who thus discourses upon a topic of pertinent interest in the drug trade: "That is as hard to solve as to explain why the human family avoid the development of their higher over their animal nature. We are given brains to develop and exercise, but somehow it is difficult for the average man to get in the habit of thinking



in the right direction. If we can succeed in getting grocers, big and little, thinking on the benefits of organization for their community, for their business and for society in general, our aim will be accomplished."

"This is a drug in the market," grumbled the convalescent man, when he received the Apothecary's bill.

The St. Ives Consolidated Mines, Ltd., has sent to its shareholders a report on its Cornwall property by Sir William Ramsay, F.R.S., consulting chemist to the British Radium Corporation. Speaking of the ores he has examined Sir William says: "They are fully equal in their productiveness for radio-active materials and uranium compounds to any pitch-blende which ever came under my notice from any part of the world." He recommends the immediate installation of a plant for the extraction of the valuable constituents of the company's ore.

When a druggist finds that his son lacks ordinary common sense he warns the boy of the hardships of the drug business and makes a doctor or a lawyer of him.

Hon. Gorham D. Gilman, senior member of the wholesale drug firm of Gilman Brothers, of Boston, reached his 87th birthday on May 29, and as a part of its observance, the venerable merchant and publicist took part in the after-dinner discussion on Hawaiian affairs at the regular meeting of the Twentieth Century Club. With but one exception, and that one being the Rev. Dr. Edward Everett Hale, Mr. Gilman is the club's oldest member.

Having formerly resided in Hawaii and carried on business there for 20 years, and having also served as Hawaiian Consul in Boston for several years, Mr. Gilman was able to speak with authority. The occasion was the return home of Rev. Charles F. Doll, president of the Twentieth Century Club, after a visit of three months in Hawaii, and as a prelude to his account of his visit, Mr. Gilman spoke of Hawaiian affairs, saying:

"Those islands are the only spot where a pound of bread, a gallon of water or a ton of coal can be obtained in a voyage between the western shores of America and those of Japan, China or the Philippines. They are invaluable as an outstation of the United States, for no war vessel has yet been constructed which can carry sufficient coal for a trip across the Pacific, except by recoaling there.

"There are no more kind-hearted and generous people in the world than the Hawaiians, and their honesty is so well known that I never locked my door during the 20 years I lived there."

Mr. Gilman extolled the work of the missionaries and said that "to the missionaries, and especially the women among them, should be given all the credit for what Hawaii is today.

"The most serious question now is," he said, "whether the Hawaiian people are capable of self-government. It is doubtful if a legislature composed of them would be able to enact proper laws at present, but I believe this problem can be worked out in time."

Mr. Gilman is a native of Maine, but has made his home in Massachusetts for most of his life. He has served many years in public life both for city, State and nation. He has also been active in trade and business affairs, and has been honored in many ways.

A pretty woman can get credit and leave the druggist with the impression that he thrust it upon her.

Raymond Welch, manager of the Boissnot drug store at Broadway and 78th street, Manhattan, was turning on the lights the other evening when a touring car with three women and a man stopped at the door.

"My machine has broken down," the man said to Mr.

Welch, "and I have got to get it towed to my garage in East Orange. I have only \$10 and it will cost me \$25 in all. I do not want the women, who have been my guests today, to know that I have no money, and I should like to get \$15. I will leave this watch with you, and my valet will be over and get it the first thing in the morning."

The man pulled out what looked like a massive gold watch and Mr. Welch did not have the slightest doubt that he was as he represented himself to be, a broker. Any way, Mr. Welch gave him \$15 and the man thanked him profusely.

Mr. Welch looked at the massive watch an hour later. It was a combination of brass and tin, worth 30 cents, warranted not to run alone and to stand anywhere without hitching. Mr. Welch told his story to the police, and a general alarm was sent out for a suave automobilist with three well-dressed women in a touring car.

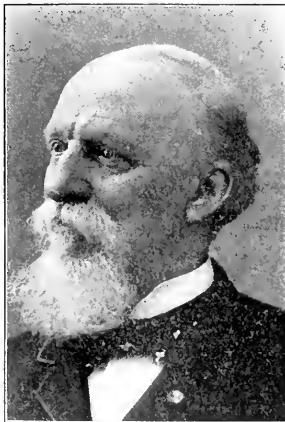
George—If I had an airship I'd fly away and seek my fortune.

Howard—If you had an airship your fortune would come to you.

The presence of 3000 delegates at the International Congress of Applied Chemistry in London testifies to the extraordinary development of industrial chemistry within a quarter of a

century as a popular and lucrative profession, says the *New York World*. By the census of 1870 there were in the United States 752 metallurgists, assayers and practising chemists. By 1880 their number had nearly trebled. By 1890 it was 4503, and in 1900, 8847 persons were returned as engaged in these occupations. Today no great industrial corporation, no mill, no city, can dispense with the aid of chemists. They are to be found in a thousand factory laboratories, testing steel, flour, sugar, oil, analyzing water and milk, wine and whisky. Mr. Carnegie has acknowledged his debt to his chemists. One aniline-color works in Germany employs a corps of 320 trained chemists.

They are industry's consulting experts. In a sense they hold the world's commercial future in their hands. It is they who by wresting secrets from nature by the aid of their test-tubes and retorts supply the basis on which great fortunes are built. They are not alone the manufacturers' best allies; they are also part of the public's best defenders against adulteration and disease.



Hon. GORHAM D. GILMAN,  
of Boston, Mass.

Mrs. Matthews bought a French cookbook. The book told her, among other things, how to make ragouts and farcies and navarins out of left-over steak, the ends of roasts, cold vegetables and so forth. This was delightful. Hash, which Matthews hated, would be banished, and yet, as before, nothing would be wasted in the Matthews home.

So one evening she set her hungry, tired husband down to a paper-frilled novarin a l'Escoffier. The dish looked grand from the outside, and the man's wan face lit up at sight of it, but as soon as he lifted the lid, the joy faded from his eyes.

"Ask the blessing, please, George," his wife reminded him.

"I think, dear," George answered wearily, "we've blessed everything here before."

"He is thinking of making his will."

"What's he got to leave?"

"Nothing, but it sounds like prosperity to talk about it."

London's most awe-struck visitor recently was an old man from Iceland, who was enabled to make the visit which he has wished for all his life owing to the vagaries of a fin whale. The creature, which belongs to a race both valuable and nervous, ran ashore near the Iclander's home and was promptly dispatched. The proceeds of its sale gave the finder the money for the trip.

"So many of our people talk about going to England," he

declared, "but few go. We are not rich, for it is part of our creed to supply the needs of others before we serve ourselves. Iceland is one of the few places in the world where nobody can starve."

"You are surprised that I speak English—but almost everybody does in Iceland! Would you believe that we know our Shakespeare better than the average Englishman? It is part of our education, and we owe it not to our schools, but to what we have learned from our fathers."

"What is it a sign of," asked the innocent maid, "when a young man begins to tell a girl his troubles?"

"It is a sign that he will soon ask her to share them," answered the pretty widow.

Frank Wentworth, a member of the Newton Club, a scientific organization of Winsted, Conn., says that 2,000,000 years hence the wheel and steam turbine will be combined in the new human whose method of locomotion will be on wheels elevated from the present ball and socket joint.

The waste of tissue will be provided for by nourishment by absorption through the joint or rather pivot, and they will be driven by hot air, exactly after the manner of steam turbine, the air issuing from orifices in the axles and impinging on the blades in the wheel. The present respiratory system will, of course, be entirely superseded.

The speed of the new man will be about 40 miles an hour. The evolutionist does not say how the thing will be brought about.

"Why do you keep two automobiles?"

"I use the second one to bring along the things I'm likely to need in keeping the first one in running order."

It will not be necessary hereafter for persons bitten by rabid dogs in Louisville (Ky.) to go elsewhere in search of a madstone, for Emanuel Meyer, Representative in the Legislature from the 50th district, and associated with his brother, Samuel Meyer, in the drug business at 13th and Walnut streets, is the proud possessor of two of the stones, which were sent to him by an admirer in Morgan County.

The madstones are of a dark brown color and were the first ever discovered in Morgan County. They are highly prized, as they have been tested and their efficiency fully established, it is said, one in a case of rabies and the other for a copperhead snake bite. Both have the characteristics of the genuine madstone, in that the outlines of a dog are plainly discernible on each, a bulldog on one and a foxhound on the other. Out in the State to own a madstone is a great distinction, and people who have been bitten by dogs travel many miles to visit the fortunate owner of one for its application to the bite. After the stone adhering and then falling off, it is said that the victim will experience no ill-effects from the bite of a rabid dog.

"Has your automobile frightened any horses?"

"No," answered the novice. "But every now and then some horse turns suddenly into the road and gives me a scare."

James Lightbody, who was famous as a college athlete and who recently began a journalistic career in Berlin, is confined to his bed with a dislocated knee, the result apparently of a simple accident in his room. He had won several running races at an athletic meeting in Berlin two days previously and met with no accident on the field. He threw his knee out of joint while seated in his room by simply tossing one leg over the other. His condition is so serious it is feared that he never will be able to compete in races again.

"He seems to be very fond of music," said an auditor.

"He isn't," answered Miss Cayenne, "for he would not try to sing."

Astronomers from all parts of the world met in Paris last month to take part in the International Congress of the Map of the Sky, under the presidency of the director of the Paris Observatory. The compilation of this map is one of the most colossal and at the same time most delicate tasks ever attempted by men of science. Seventeen observatories—those of Greenwich, Rome, Catania, Helsingfors, Potsdam, Oxford, Bordeaux, Toulouse, Algiers, San Fernando, Tachbaya, San-

tiago de Chile, Cordoba (Argentina), Perth, Capetown, Sydney and Melbourne have been at work in their respective spheres for the past 22 years charting the portion of the heavens under their observation, by means of photography.

No fewer than 22,054 negatives have been taken, and over 2000 of them have now been engraved on copper. When completed, the map will give the exact position, measurements and size of 5,000,000 stars of the first to the eleventh magnitude, and of 50,000,000 down to the fourteenth magnitude.

The principal use of the map and catalogue will be to determine by scientific comparison many of the laws of celestial mechanics which have hitherto baffled exact examination, and to correct errors which have crept into the mass of calculations made by different astronomers.

"Grouty surprised his wife on her birthday anniversary with a novel gift."

"Indeed! What did he give her?"

"A pleasant look."

It was raining as it has before in the spring, and the man who had hurried into a shop which deals in garments and contrivances for inclement weather had asked for a 98-cent umbrella, says the Providence Tribune.

"I want a cheap umbrella," he said. "I'm through carrying expensive umbrellas for the benefit of unscrupulous people."

"All right," replied the salesman, cheerfully, "but a 98-cent umbrella isn't cheap, you want to bear that in mind, my friend. It isn't cheap if you lose it or have it stolen the first crack out of the box; a 10-cent umbrella wouldn't be cheap if you were that careless with it and it isn't cheap if you don't lose it. Why?"

"Because it's no good. It isn't made to last and it'll torment you half to death. The catch that keeps it shut comes off; the ribs break or bend so that it'll give you an argument every time you try to open it; it'll leak the third or fourth time you carry it and the handle comes loose. It's a shabby affair."

"I guess you're right," said the man thoughtfully. "I've never had much luck with cheap umbrellas. Give me one of those dollar-and-twelve-cent umbrellas."

Mother—Stop that, Willie! Do you expect me to speak to you every five minutes about that?

Willie—Oh, no! You'll get tired after awhile.

They have a strange way of combating the evils of alcoholism in Holland; in fact, the methods of the Anti-alcoholic League would suggest at first sight that they rather encouraged drinking than otherwise. The league undertakes for certain fixed fees to look after the safety of those who have imbibed not wisely but too well, thus no doubt making considerable revenue from a failing whose eradication is supposed to be the sole object of its existence.

When the officials of the league come upon a man whose ambulatory movements are a matter of speculation from one moment to another they undertake instead of ducking him in the nearest lake to escort him home for the sum of 75 centimes. Should he wish assistance in negotiating the rougher parts of the journey he can pay another 25 centimes to secure the bestowal of extra care. If his legs have passed beyond his control 1 franc 50 centimes will purchase an easy journey in a seat carried by two stalwart attendants.

The next grade of transportation is a humble wheelbarrow with a rug, price 1 franc 75 centimes, specially recommended for those whose backbones have a nasty habit of throwing themselves out of the perpendicular when their owners have overindulged themselves. So the tariff progresses until finally we come to the donkey cart, a conveyance de luxe provided at 2 francs 50 centimes for those intoxicated persons whose obesity renders them more than ordinarily incapable of helping themselves.

"Of course she's not a pretty baby now. Our only hope is that as she gets older she'll grow handsomer."

"Yes. I guess there's nothing for you to do but believe in 'age before beauty.'"

One of madam's latest fads is to perfume the flowers on her hat. Now, if she would only use Paris green to sprinkle on the spinach and other vegetables which she plants upon her hat good times would come to the drug business.

## Striking a Balance.

By Emma Gary Wallace.



It was not until millions were lost by indifferent and uncertain methods in farming, that the Government awoke to the real economic necessity for teaching the farmer the science of agriculture.

Now, Government bulletins, experiment stations, multitudes of trade papers and numerous agricultural schools teach the would-be husbandman how to test his seeds to determine their powers of germination, how to rotate his crops so that the soil may not become exhausted, how to mill his feed through the dairy and test the milk for butter-fat and the means of making the

best use of the fertilizer—in short, he is being taught the science of intelligent, concentrated energy.

Already the tide is turning. Agricultural lands are being eagerly sought. Legalized standards of quality and purity have materially improved market prices and prosperity bulks big for the future. And all because the man behind the plow is learning to strike a balance between the debit and the credit sides of systematic effort, and having found that balance to analyze it and to understand its relation to his own bank account.

Whether it ever will be possible for the Government to take the same position in regard to commercial pursuits is doubtful. Should Uncle Sam appoint business examiners and expert lecturers to pass upon and advise concerning mercantile ventures, even as he does upon banking concerns and agricultural matters, there would go forth a hue and cry of interference with personal liberty. And yet slipshod mercantile methods are likewise a gigantic menace to public prosperity.

### Unnecessary National Loss.

According to reliable financial authority 77.5 per cent of all business failures occurring in the year 1908 were due to the direct faults of those who failed, as against 22.5 per cent of those whose failures were brought about through causes over which they had no control.

If to the names of those who failed through preventable means could be added the names of those who barely kept afloat and of those who made but mediocre use of their time, capital and opportunities, the list would be simply appalling.

There is as great National loss and waste here as there was through improper tillage of the soil, and in all probability as there is through the devastation of our timber lands and forestry resources. There is a direct re-action upon the community, the Nation, and the industrial and commercial place we are able to hold among other world Powers.

A wise person guards his health so carefully that ordinarily preventable disease has no terror for him, and should he be attacked by maladies beyond his power to prevent or control, he seeks skilled assistance to correct or combat the difficulty. The far-sighted individual likewise watches over the daily health of his business enterprise, by constant observation, by regularly sizing up conditions, and in most cases no one is better prepared to act as the business doctor than the proprietor himself, providing he is willing to Face the Facts.

This cannot be done during the rush of business hours, nor yet in the company of others. It is absolutely essential that it all be thought out in quiet and the credit or censure placed exactly where it belongs regardless of sentiment.

### Saved a Tottering Enterprise.

Not many years ago, ten—to be exact, a book-keeper came to a small town to work for a paper company. He soon saw that his employers were much worried. He was a quiet sort of a fellow, and after watching affairs for awhile, he concluded that he was likely to be out of a job before long, unless some way was found to steady the tottering enterprise. He did considerable thinking all by himself in the quiet of summer evenings. He took long walks and did much figuring. Later he went to his superiors and told them modestly his opinion

as to why their returns were so unsatisfactory, and he pointed out the remedy. They were wise enough to listen and to heed. The threatened failure was averted and prosperity smiled upon them.

To-day that young man, not yet thirty-five years of age is drawing a salary of some ten thousand dollars a year and he has still a prospect of more. Where ever a business in the chain is not up to the mark, he goes and faces the facts. He finds out the WHY, prescribes the remedy and business after business is restored to, or placed upon the foundation of sound financial health. That young man had no exceptional opportunities of any kind, but he took the occasion to do for others what they failed to do for themselves. He does nothing that the men at the heads of those businesses might not do themselves if they used the same time, study, and disposition to succeed that he brings to them. Too many drift. They do not take time to strike a true balance. They shirk facing the facts.

### The Value of Location.

Every business must be constantly located—most of the ones that fail are not, at least until it is too late. They have a street and number to be sure, but they have little idea of their real location on the chart of business health. There is no compass in constant daily use by which to adjust the best course of action.

It is a matter of frequent remark that almost every city and town contains many small stores, especially drug stores, which bear the unmistakable evidence of the struggle for existence. Part of these sooner or later become submerged, some manage to hold their own and to produce a living, and still others forge steadily ahead becoming great oaks of commercial and professional strength. Practically the same door is open to all, with its outside precinct, its threshold and its magic beyond.

The first class of stores usually accept the returns of a busy season as a special dispensation of Providence to be enjoyed lest it be not repeated—and they stay without. The second class will pay bills with the money and anxiously long for continued prosperity, lingering on the threshold. The last division will analyze the situation, foster the conditions which have proved profitable, and enter squarely through the open door.

The up-to-date farmer who has a big crop of potatoes or corn this year should not be satisfied with that fact alone. He should know what is necessary to repeat his success. If the unusual yield is because of having mixed lime with the cold, damp land thus warming and drying it and assisting germination, he should not rest until he has discovered the correct proportions to use and the time to use it. Theory is not sufficient. It must be tested and followed up by application.

### Currents of Trade.

There are as definite currents of trade and good will as there are of wind and tide. It is the part of wisdom to locate and make the most of them; to realize that the tomorrow of business is exactly what the foresight and courage of today make it. It is not a thing of chance. It is the result of the cultivation it receives, skillful or otherwise.

Plenty of people disregard these currents and counter currents and find fault with not being in the right place in life. They bemoan unfortunate surroundings and insurmountable difficulties not realizing that if they but FILL the place in which God has placed them, they will do well but no more than their duty; and that only as they become splendidly worthy of greater things can they hope to overflow their present position and be borne upward upon the tide of merited advancement.

### Calling a Halt.

In the suburb of a small city there was a drug store which was perilously near failure. It was an uncomfortable fact that had to be faced by the brother and sister who jointly owned the business. As children they had known no stronger compulsion than their own desires. An unpleasant duty was something to be turned away from, and they had never been trained in the clear-cut art of finishing things undertaken.

Together they canvassed the situation. They found that they were frightfully behind. There had been a sort of continuous performance from month to month. Money had been received and paid out as seemed convenient or used for personal pleasure. There had been none of the quiet sizing up that

makes for comprehension of the details of today and security for tomorrow.

They were overwhelmed with the injustice they had been caused to suffer by being allowed to go into business and not understand its sterner principles. They determined to right about face and make as dignified a retreat as possible. It was a hard rub for awhile but, as they said, there was only one way to do, and that was to DO IT. Today they have a business which is honestly prosperous and there are no loose, frayed ends to be found anywhere. In a locked drawer is a neatly written card which has grown little by little in its wisdom, and every day is gauged by its measure:

#### "We May Prevent

*Incompetence* in any department. Has there been any loss from this cause today?

*Inexperience* in the general management of the business. Has every effort been made to profit by our own past experience and that of others?

*Unwise granting of credit*, or lax methods of collection.

*Under Capitalization* of Money

Efficiency

Courtesy

Good-will, sufficient for holding old

customers and gaining new ones.

*Neglect of business* because of doubtful habits of employers or employees. We owe our customers this insurance of safety.

*Personal extravagance*. If indulged in, has it been worth while?

*Any questionable transaction* which will not bear the searchlight of high principle.

*Jeopardizing our growth* by not expending the correct proportion of effort to gain our share of public patronage.

*Danger from disaster and the failure of others* by being reasonably safeguarded. Are we?"

\*\*\*\*\*

Have we built well and cemented into place in the wall of Prosperity the brick of today's business?

Has this balance been conscientiously struck?

If not, WHY NOT? Descending unfavorable conditions simply increases their potency for ill. *Face the Facts! Strike the correct balance!*

#### Delegates Elected to W.O.N.A.R.D. Convention.

PHILADELPHIA, June 5.—One of the most interesting meetings of the year was the May session of Chapter No. 6, W.O.N.A.R.D., at the College of Pharmacy. In addition to a delightful entertainment programme, considerable business was transacted. Perhaps the most important was the selection of delegates and alternates to the annual convention of the National organization at Louisville in September. The election resulted as follows: Mesdames Lee, Gano, Shull, Hoffecker, Peacock, Potts, Burke, Clapham, Henry, King, C. Moore, Morrette, Streeter, Fehr, Miss Haydock and Mrs. Hetrick. Alternates, Mrs. Lyons, Miss Morrison, Mesdames Reese, Stadelman, Comp, Krans, Eckels, Steltzer, Zion, Miss Kessler, Mesdames Neely, Allen, Cuthbert, Hunsberger, McCoy, Rohlfuss.

This was the last meeting of the chapter until October and the reports from officers and committees showed a most encouraging condition. The treasurer announced a balance of \$500, which does not include a fund of \$200 in the hands of the entertainment committee. This amount will be devoted exclusively to social purposes. The entertainment programme included a piano solo by Mrs. Gebhart, the reading of an original poem by Mrs. Gano and a second poem by Harry G. Comp which was read by the president, Mrs. William E. Lee; violin solos by Mr. Whitehead and an address by Thomas D. McElhennic, of Brooklyn, who was attending the exercises at the college held in connection with the presentation of a portrait of the late Prof. Edward Parrish to the institution by Prof. James M. Gould, of the St. Louis College of Pharmacy.

#### Massachusetts Druggist Jailed on Liquor Charge.

WORCESTER, June 5.—Donald J. Grenier, proprietor of a drug store at Canterbury and Grand streets, was sentenced to three months' imprisonment and to pay a fine of \$150, and Jenn L. Grand, his clerk, was fined \$100 on the charge of liquor keeping, in the Superior Court recently.

## Original and Selected

### INTERNATIONAL CONGRESS OF CHEMISTRY.

#### Section of Pharmaceutical Chemistry.

(From Our Regular Correspondent)

LONDON, June 2.—For the first time since its formation the International Congress of Chemistry has held its triennial session in London, the honorary president being Sir Henry Roscoe and the acting president Sir William Ramsay. This, the seventh international congress, was honored by the patronage of His Majesty the King and H.R.H. the Prince of Wales and was opened on May 27 and remained in session until June 2.

In the Pharmaceutical Chemistry Section, of which N. H. Martin was president, a number of useful papers were contributed, among the most valuable being those from the United States. The following are brief abstracts from some of the papers:

"Chemistry of the United States Pharmacopoeia from 1820 to 1906" was the subject of a paper by Joseph P. Remington, Ph.M., chairman of the Committee on Revision. The author demonstrated how a study of the U.S.P. for the first edition in 1820 to the last in 1909, showed the changes, and records the developments in pharmaceutical chemistry during that period, and commented on the influence of organic chemistry in the last 20 years, seen in the introduction of synthetic chemical substances. Referring to the great improvements in methods of manufacturing and the introduction of more accurate chemical tests for identity or purity, the author remarked that these facts denoted the great progress in applied chemistry and the greater perfection of methods of manufacture. If the chemical substances used in 1820 and 1830 were to be offered for sale in the United States in the year 1909 they would be rejected without question as not sufficiently pure for medicinal use. The agitation which is now taking place throughout the world for still greater purity was one of the signs of educational advancement.

"The Toxicity of Acetanilid Mixtures" was dealt with in a paper by Worth Hale, of the Public Health and Marine Hospital Service, Washington. The author dealt with a series of experiments undertaken at the Hygienic Laboratory to determine to what extent the toxicity of acetanilid could be affected by administering it in combination with certain other drugs, particularly caffeine. In experiments, upon both warm and cold blooded animals, caffeine was found to exert a fairly marked antagonistic effect so far as the heart rate was concerned, but it had only a very slight action upon the lessened contractile power of the heart muscle. The antagonism was so very imperfect that it was probably of very little value in relieving the heart distress of acetanilid poisoning, despite the popular belief in its efficacy.

"Organic Compounds of the United States Pharmacopoeia" was the subject of a paper by Samuel P. Sadler (member the Committee of Revision) in which the author showed the progress in the use of synthetic and organic compounds and the advances made in this class of medicines.

"Proposed International Standards for the Physiological Assay of the Heart Tonics of the Digitalis Series" were dealt with by E. M. Houghton, Ph.C., M.D. (Detroit). The author stated that the heart tonics of the digitalis series were among the most important classes of medicinal substances used in therapeutics in all civilized nations, it was extremely desirable that uniform standards be adopted. Such standards should be based upon the physiological action of the crude drug or its equivalent fluid preparation. As a means of determining or adopting proper standards, the author deemed it desirable that an international committee be appointed, consisting of three or more members from each country desiring to participate.

"The Solubilities of the Salicylates of the U.S. Pharmacopoeia in Aqueous Ethyl Alcohol Solutions at 25° C." was the subject of a communication from Atherton Seidell, who had determined the solubility curves of salicylic acid, phenyl salicylate, ammonium salicylate, sodium salicylate, lithium salicylate and strontium salicylate in alcohol solutions varying

## TRIO OF ACTIVE NEW ORLEANS PHARMACISTS WHO ARE OFFICERS OF LOUISIANA STATE PH.A.



JOHN E. SCOTT, New Orleans,  
elected first vice-president of the  
Louisiana State Pharm. Assc.



JOS T. BALTAR, New Orleans,  
elected second vice-president Louisiana  
State Pharmaceutical Association.



JOHN W. PATTERSON, New Orleans,  
elected corresponding secretary Louisi-  
ana State Pharmaceutical Assc.

in concentration between 0 and 100 per cent  $C_2H_5OH$ .

"Progress in the Standardization of Pharmacopoeial Drugs" was commented upon by A. B. Lyons, M.D. (member of the Committee on Revision). The author recalled that 15 years ago only a few drugs, opium, cinchona and nux vomica, were required by leading pharmacopoeias to be stated standard strength, while today the principle has been extended to include the following: Aconite, areca, belladonna, cantharides, ceradilla, coca, colchicum, filix mas, gelsemium, granatum, guarana, hydrastis, hyoscyamus, ipecacuanha, kola, physostigma, pilocarpus, scopola, stramonium and veratrum, and there are also on the market standardized preparations of convallaria, digitalis, ergot, lobelia, podophyllum, sanguinaria, strophanthus and other important drugs. Proceeding, the author stated that assays of crude drugs and galenical preparations were necessarily difficult, but it was reasonable to require that the limit of possible error should not be greater than perhaps 10 per cent above or below the ideal standard. He criticized the assay processes for several drugs and made suggestions thereon, and expressed the view that it was highly desirable that standards for the same drug should be made the same in all countries.

"The Standardization of Potent Drugs" was considered in a paper by P. W. Squire and C. M. Caines. The authors set forth the standards which had been fixed by the international agreement respecting the unification of the Pharmacopoeial Formulas for Potent Drugs signed at Brussels in 1906, and showed how far foreign pharmacopoeias issued since the proposal had adopted these standards. The paper also dealt with standards generally, and reference was made to the additions and corrections in the U.S.P., which were considered to be necessary when the National Food and Drugs Act, 1906, established the Pharmacopoeia as the authority by which the purity or otherwise of drugs was to be decided.

"The Necessity for the Application of Botanical Knowledge to the Chemical Investigations of Plants" was the subject of a contribution by E. M. Holmes (curator of the Pharmaceutical Society's Museums). The author suggested that as chemical investigations of plant products were often founded upon the material obtainable in commerce, the material used should be guaranteed pure by a competent botanist and histologist before it was subjected to chemical analysis.

"Organic Arsenic Compounds" was the subject of a paper by W. Harrison Martindale, Ph.D., in which he reviewed the numerous relatively non-toxic organic arsenic compounds which have been tried in therapeutics up to the present time.

"Variations in the Activity of Certain Toxic Drugs" were dealt with by P. McEwan and G. P. Forrester. The authors

referred to the diverse opinions on the valuation of certain drugs of European origin, especially aconite, belladonna, digitalis and henbane, which illustrate pharmacologically distinct classes and showed that there was need of inquiry in respect to them. The paper dealt comprehensively with the subject.

### PLANS FOR THE ATLANTIC CITY MEETING.

Papers of Interest to Physicians, as Well as to Pharmacists, on Philadelphia Branch's Programme.

PHILADELPHIA, June 5.—In connection with its exhibition of drugs and pharmaceutical processes at the convention of the American Medical Association in Atlantic City, the Philadelphia Branch of the American Pharmaceutical Association will hold a scientific meeting for the purpose of presenting and discussing papers on topics relating to the U.S.P., N.F., and N.N.R. The meeting will be held on Friday morning, June 11, and will be in charge of the officers of the Philadelphia Branch.

Secretary Ambrose Hunsberger furnishes the following partial list of papers that will be presented: "U.S.P. and N.F. Preparations versus Nostrums," by Otto Raubenheimer, of Brooklyn; "The Relation of the N.N.R. to the U.S.P.," by M. I. Wilbert, of Washington; "Improvements in the N.F.," by George M. Beringer, of Camden; "The Tests of the U.S.P.," by Prof. I. V. S. Stanislaus, of Philadelphia.

Other papers, the titles of which have not yet been announced but which are related to the foregoing topics, will be presented by Prof. Joseph P. Remington, of Philadelphia, and Prof. H. P. Hyslop, of Baltimore. The various papers will be discussed by prominent pharmacists and physicians attending the convention.

Invitations to attend this meeting are extended to all who are interested in improving the standard formulas for medicinal preparations.

### Wanted—A Picture of Dr. Theo. Fay.

The St. Louis College of Pharmacy is quite anxious to secure a picture, print or photo, of Dr. Theo. Fay, professor of chemistry in the early seventies and the dean. H. M. Whelpley, 222 South Broadway, St. Louis, will appreciate any hint as to the whereabouts of a picture.

### Prescott Club Elects Officers for Next Semester.

ANN ARBOR, June 5.—The Prescott Club has elected the following officers for next semester: President, A. W. Frame; vice-president, E. T. Maynard; secretary, A. F. Schlichting; treasurer, F. E. Ingram; press representative, S. Greenbaum.

## Harrowed and Rolled.

By Joel Blanc.



It happened this morning. When I came into the room, Mama threw up her hands in horror, son rolled on the floor in a paroxysm of laughter and then asked if he should send for the "amberlance." My face felt as though it had been carved by a harrow, smoothed by a steam roller and then seared with hot irons. As the actions of my independent dependents indicated that my mugziognomy looked as it felt, I turned and gazed in the mirror. From below either ear and meeting at the point of my temperamental chin there was a wide band of white that

looked almost like the bandage that is sometimes used to keep shut the mouth of a valuable corpse. Above this, my mustache dripped brilliantine, liquefied pomade and witch hazel. My erstwhile brilliant orbs were clouded by veils of soap-induced tears and above all my massive brunette brow, in contrast with my chin, seemed like a thunder cloud above a white-capped bar. Last and most gruesome, adown my neck, beneath the band of white, my life blood ebbed in coral rivulets. I had been boss-harrowed!

The visit was by no means the first that I had made to that barbersorial parlor, but on previous occasions I had been renovated by either one of the three mere day-wagers and had come away refreshed and calmed. This particular morning, however, it was my fate to be "next" for the first chair, the one presided over by the boss. Now, it stands to reason that the man who is bright enough to become owner of a shop *knows how and can shave* and cut just as well as his hirelings. But be this as it may, all the while I was in that operating chair the boss was bossing. He divided his gaze between me and the occupants and operators of the three other chairs. Anon the boss hung his razor over my ear, with the edge inward, while he rung up the register and took in the coins. He watched and manuevered every shave except the one he was perpetrating upon me. He tried to look west under my left ear and at the same time tried to keep a steadfast gaze to the east, to prevent any one of his workmen from knocking down a tip. While he was chatting pleasantly with one of his "owns-his-own-mug" patrons, his bossness sacrificed the left gable of my jaw and in trying to repair the damage and at the same time pay the gas bill, he jammed a styptic pencil into my right eye. Thus I bled, and at the first opportunity fled.

Did you ever notice that while many men have favorite barbers and will pass several turns to wait for "Henry" or "Jacob," that it is seldom, if ever, that any one appears who craves the service of the boss?

The relation of the foregoing incident is intended to gently and inoffensively lead up to the statement that the antics of the demon boss barber are merely kitchish ways when compared with the high old hurricanatics of some drug store owners. While the damage was not corporeal, I have been a sad and silent witness on numerous occasions of harrowing and rolling by retail druggists. The most inefficient salesmen I have ever seen in retail drug stores have been the men who owned them. In using the word inefficient, I draw a little closer definition than old Noah did, for I do not mean incapable. It is possible, even probable, that these salesmenlike gymnasts were first-rate salesmen when they were clerks, but the family tree of the Buttinsky clan became dead wood when these druggists became store owners.

For heaven's sake, gentlemen, if you have a clerk let him clerk! Even if he is not entirely fit, do not magnify and expose his unfitness by going into fits yourself. Druggists who are in all ways thoroughly capable, sometimes show a lack of simple common sense in their performances behind the counter. In trying to be the whole show they certainly do make a holy show of themselves.

If you are pretending to wait upon a customer, Mr. Drug Boss, for pity's sake wait on him and do not expect him to wait while you are helping your clerks to serve several other patrons. Druggist Fidgets treats his clerks as if they were automatons with their machinery out of whack. He tells the Senior to show the lady that, instructs the Junior how to wrap this package and yells at the Boy to give less of that candy for a dime. In one breath he informs the patron before him that the price of the perfume is 40 cents an ounce and assures another party that he has something fine for bugs. He goes to the back of the store to secure the articles demanded by three different people and when he does come forward he gives sticky fly paper to the woman who wanted quinine pills, gives the pills to the woman who came for a nursing bottle, and hands the nursing bottle to a grouchy old bachelor. He yells at the clerk who has just sold an article, marked in plain, half-inch figures, "How much did you charge for that?" Just as two people take seats at the fountain he orders the dispenser to go down cellar and open a case of mineral water. When a clerk is quietly and gently showing rubber goods to a woman who stands at the far end of the counter, he butts in and at the top of his voice tells her all that the clerk has just told her, and if some one goes out without making a purchase, he chases her clear through the door to find out what was wrong with the clerk—and he does find out that the party only came in to ask the way to the post-office.

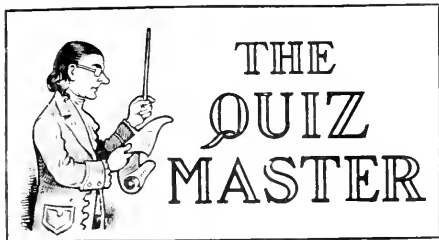
The strangest thing about this stripe of druggist is that outside of his store he is cool, calm and dignified. In relations with all but his clerks and patrons, he is respectful and non-interfering. Neither may it be said that this sort of druggist is invariably penny-pinching and in fear that a dime purchase may remain unmade. He is, as a general thing, anxious to be fair and just with both patrons and clerks. In fact, the trouble is that he is over-anxious.

Such a man drives business away from his store. That which in reality is but a sincere desire on his part to please, becomes by his insistence and manner irritating and grates upon the nerves. Commendable in intention as his zealotness is it, in effect, gives one the impression of attempting to force people to accept what they do not want. Although he may at heart really trust his clerks, his continual suggestion and persistent comment make the purchasing public lose confidence in the clerks and consequently in the business and its owner also.

Far be it from me to deny the value of the personal element in the retail drug business. It is a mighty valuable asset, but the personal element that makes the lasting impression is not one which scratches its characteristics upon everyone and everything around it. A man's personality should have its impressions transferred to others with a brush, not with a harrow and roller. A truly controlling personality is one which makes its magnetism felt as a silent force, not one which flies hither and thither like one of those impish little fire-works called a "nigger chaser."

Another way this sort of druggist gets himself into trouble is by his over-zealous effort to be sociable and sympathetic. He gets an idea into his head that he must have something of a personal nature to say to every one who enters his store and the first thing he knows he is mixed up in gossip and has a woman with a horse-whip and a man with a gun after him.

We know that at the presentation of every play on the stage there is a man in the wings with a prompt book. We do not see him and rarely do we hear his voice, but we know that he is there. Suppose that he flitted around the stage repeating a few lines for one actor, adjusting the head-dress of another, giving the orchestra leader his cue and spent the rest of his time yelling at the scene-shifters, electricians and supes, would we not think that he was spoiling the whole show by making a holy show of himself? Well, that is just the sort of a performance that many druggists give. It is true that the same antics are indulged in by grocers, butchers, jewelers, clothiers, hatters, barbers and misrepresentatives of many other classes of tradesmen. We know that the drug store man is not pleased with this kind of service when he gets it from the Jack-in-the-box keeper of another sort of store. Then why should he expect the same antics to appeal to his patrons? How can druggists break themselves of this objectionable habit? By remembering that the way to make clerks competent to attend to their own business is to show them that you know how to attend to what is strictly your business.



A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

Published Weekly with a New Series Each Month

THREE PRIZES OF \$5.00, \$3.00 and \$2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each series of questions. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter-size paper (one side only), with your Name and Address at TOP of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be with us not later than the 20th of the following month.

WE INVITE our readers to send us their questions for publication in this department; particularly those connected with the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

### The Quiz Master

Care The Pharmaceutical Era 90 William St., New York

June Series 1909.

- 1—What is the reason for using glass or rubber stoppers for bottles containing Ammonia Water?
- 2—What is meant by filtration, and of what importance is the process to pharmacists?
- 3—Why in cleaning pharmaceutical utensils is it best to separate those containing oily or greasy substances and wash them separately?
- 4—What would you dispense, if a customer called for Red Precipitate? Give some of the medicinal uses of this substance.
- 5—What is the objection to measuring Spirit of Camphor in a graduate wet with water?
- 6—What is the appearance of Licorice Root, and for what is it used? How does it taste?
- 7—How much U.S.P. Tincture of Opium would you sell for ten cents, if the retail price upon the stock bottle was marked \$1.50 per Oz?
- 8—What is the difference in chemical composition between Rochelle Salt and Epsom Salt?
- 9—How would you prepare a Seidlitz Powder to be taken immediately by a customer in the store?
- 10—Why is it of special advantage at this time of the year to be posted upon the method of preparation, dose and medicinal uses of Solution of Magnesium Citrate?
- 11—What is meant by U.S.P. Preparations and U.S.P. Strength?
- 12—What two systems of measuring liquids are found upon many graduates used in stores?
- 13—Why should camphor be kept in a closely covered container?
- 14—What is the purpose of the divided scale at the top of the pill tile?
- 15—What is the difference between spirits turpentine and oil turpentine?
- 16—How would you clean a graduate in which glycerin was dispensed?
- 17—What is the meaning of an official preparation?
- 18—What systems of weights are used in dispensing prescriptions?

19—What causes stoppers sometimes to blow out of ammonia water bottles?

20—What change will carbolic acid crystals undergo, if exposed to the air for some time?

21—What is wanted when a customer calls for sal tartar; paregoric; sweet spirit of nitre?

22—What is the average dose of Epsom salt, and what are the medicinal properties of this salt?

23—Why should hydrochloric acid be handled with care, and be kept in glass-stoppered bottles?

24—What is meant by a chemical element?

25—What is distilled water? Why should it be used in prescription work?

26—What is the best solvent for quinine sulphate; potassium iodide; mercuric chloride?

27—Why are prescriptions generally written in Latin?

28—How many minims in a teaspoonful and how many teaspoonfuls equal a fluidounce?

29—How many grains in an apothecary dram; in an apothecary pound?

30—What would be an aid in reducing camphor to a fine powder?

31—What is meant by a crude drug?

32—What is a pill excipient and name three in general use?

33—What is a fluidextract? Do they vary in strength?

34—What what three kingdoms are drugs obtained?

35—How would you dispense an aqueous or alcoholic liquid prescription containing bismuth subnitrate?

36—What is blue ointment? Is it official?

37—What effect does carbolic acid have upon the hands?

38—What are the two solvents mostly used in pharmacy?

39—What are the ingredients of Basham's mixture?

40—What is the opium strength of laudanum; of paregoric?

41—What is the official English name for golden seal; sweet flag; flax seed; pink root?

42—How would you clean a pill-tile quickly and thoroughly, after making an ointment upon it?

43—Why should rubber tubing never be left for any length of time with sharp bends in it?

44—What is a corrosive substance?

45—At the prescription counter, why is it always best to clean the soiled utensils as soon as possible after using?

46—What is the objection to dispensing rancid ointments?

47—What is a common name for cypripedium; for matricaria; for quillaja; for pilocarpus?

48—What is an antidote?

49—What is the unit of weight in the metric system? How many grains in this unit?

50—For what do the following abbreviations stand: āā; ū.ū.; p.r.n.; post. cib.?

### COMPETITORS, PLEASE NOTICE!

The above fifty questions is the complete series for June, and all who desire to compete for the prizes should see that their answers are received by me not later than July 20.

Do not send in your answers in parts, but send them in all at one time, and be sure to follow the instructions given at the head of this page. If you do not write on letter paper (one side only) or if you fail to follow any of the printed instructions, your answers cannot be considered.

It is my intention to publish the correct answers to each series of questions in a subsequent issue, the dates of which will be announced later.

I wish to express my thanks for the interest our subscribers are already manifesting in this department. The letters so far received are most encouraging, and the indications are that these questions will prove of material help to the young men in drug stores who are ambitious to become proficient in the practice of pharmacy.

THE QUIZ MASTER.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## N.A.R.D. Cost Mark.

(H. D. Co.)—The N.A.R.D. cost mark is the word "P-H-A-R-M-A-C-I-S-T," not "pharmacist," as the types made us say in our reply to your query in last week's issue of the ERA, page 518. As before stated, the several letters in the order in which they appear in the word represent the figures "1, 2, 3, 4, 5," etc.

## Gas Igniter.

(E. C. G.)—We do not recall the previous description of the Japanese "fire sticks" to which you refer, but most of the "self-lighting bodies" for coal gas are the outcome of Dobeiner's discovery that spongy platinum is capable of igniting a mixture of hydrogen with oxygen or atmospheric air. Coal gas, however, cannot be ignited by spongy platinum, even when the latter is incandescent. Rosenfeld in 1888 discovered that a warm platinum wire becomes incandescent when held at the point of commingling of air and coal gas; by combining one or more platinum wires with some spongy platinum, he invented the first "self-lighter" for coal gas. Spongy platinum soon loses its highly porous character if exposed much to the heat of the flame, but this depreciation is minimized by using a porous refractory support for the finely divided platinum. To accomplish this end inventors have used different materials. One dipped "pills" of asbestos or merschaum into platinum chloride solution, dried them, and reduced the chloride to metallic platinum by means of reducing gases. These pills were used in combination with a platinum wire, on Rosenfeld's principle. Another inventor dissolved platinum chloride and thorium nitrate together, and by dipping into this a cotton fabric which had been woven with fine platinum wires, and then burning out the cotton, an effective body was obtained, consisting of platinum wires intertwined with a mixture of thorium and platinum black. Putzke stitched such a body to the top of an incandescent mantle and in addition applied an "igniting line" of iridium from the top to the bottom of the mantle.

Some other general information on this subject may be found in the ERA of January 10, 1907, page 35.

## Compound Syrup of White Pine.

(A. C. Ltd.)—A standard formula for compound syrup of white pine may be found in the National Formulary, and the preparation made from it is the only one entitled to the name without other designation under the Federal Food and Drugs Act. For the sake of uniformity you should use the N.F. preparation, but a formula in which fluidextracts are employed is the following:

Fluidextract of white pine	1 fl. ounce.
Fluidextract of wild cherry	1 fl. ounce.
Fluidextract of bloodroot	.56 minims.
Fluidextract of spikenard	.64 minims.
Fluidextract of balm of gilead buds	.64 minims.
Fluidextract of sassafras bark	.32 minims.
Morphine sulphate	3 grains.
Chloroform	.64 minims.
Purified talcum	2 drams.
Sugar	12 troy ozs.
Water, enough to make	16 fl. ounces.

Mix the fluidextracts with about six ounces of water and the purified talcum and stir or agitate about 15 or 20 minutes. Transfer the mixture to a wetted filter, and when the liquid

ceases to drop from the funnel, wash the contents of the filter with water until eight ounces of filtrate have been obtained. In this dissolve the sugar and the morphine sulphate by agitation and add enough water, previously passed through the filter, to make with the chloroform when added to the syrup, 16 fluidounces. Lastly add the chloroform and shake thoroughly.

## Color Change of Apomorphine Hydrochloride.

(T. D. C.)—"Will you kindly explain why an aqueous solution of terpin hydrate, heroin and apomorphine hydrochloride should turn blue on standing for a few days? I have had a mixture returned in this condition."

The color change noted in this mixture is primarily due to the apomorphine hydrochloride, a subject that was discussed at some length in this department of the ERA November 15, 1906, page 457. The dispensatories also give some information. Apomorphine hydrochloride is very susceptible to decomposition on standing in solution, a condition that is further accentuated if the glass bottle which contains the solution be slightly alkaline. Aqueous solutions of apomorphine also become green and decompose on standing, but this may be prevented by adding a few drops of hydrochloric acid.

## French Snuff: Freezing Lotion.

(J. M. G.)—"Please inform me through the Question Box something about a preparation called 'French snuff,' which produces severe sneezing, and another preparation called by various names, chiefly 'Hurry-up,' and used as a freezing lotion on animals."

We know of no specific preparations under the names given. If a tobacco snuff is wanted, here is a formula that has been printed under the name "French snuff":

Boil dried prunes, 8½ pounds; juniper berries, 1 pound; tamarinds, 1½ pounds; syrup, 3¼ pounds; sal ammoniac, 8¼ ounces; salt of tartar, 1 pound, and common salt, 12½ pounds, in 6 gallons of water, and then add ½ gallon of French brandy and 1½ quarts of wine vinegar. Moisten as much tobacco powder as possible with this mixture and pack the finished snuff in tin foil. The snuff improves with age.

By a "freezing lotion" we assume that some of the quickly evaporating liquids used in spray solutions to produce local anaesthesia is intended. Of these, carbon disulphide, thizolene, chloride of ethyl and other ethereal compounds have been employed. Thizolene boils at about 18° C. and is said to be well adapted for producing congelation of the blood in surgical operations. According to the National Standard Dispensary, H. J. Bigelow claims that by evaporation of thizolene in a common spray atomizer a temperature of -9° C. can be produced and hence it would seem to be well adapted for any purpose where a great degree of cold is desired.

Ethyl chloride as a local anaesthetic, as is well known, is sprayed upon the part which is to be anaesthetized, being driven, from a glass tube which contains it, through a fine opening at the end of the tube, the heat of the hand causing sufficient vaporization to produce pressure and to cause free escape of the liquid. Its rapid evaporation as it strikes the skin produces a momentary redness, followed by the sudden appearance of a white spot, which is due to freezing taking place, and, while this lasts, the incision is made. Of course, such anaesthesia is useful only in minor surgical operations.

## Removing Sweat Stains From Silk.

(E. M. S.)—Sweat stains may be removed from most fabrics by first applying a strong solution of soda and subsequently rinsing the fabric with water. A preparation made according to the following formula has also been recommended for the purpose:

Oleate of ammonia	2 ounces.
Solution of ammonia	2 ounces.
Ether	1 ounce.
Benzine	5 ounces.
Chloroform	1 ounce.

Mix the solution and oleate; shake well and add the ether; shake and add five ounces of benzine; agitate thoroughly. Allow to stand for a few minutes and shake at intervals, when a mixture having the consistency of cream and showing but little tendency to separate will result.

The only noticeable thing about some druggists is that they never seem to notice anything.



In the *ERAS* "Push Price Competition" column this week have decided to award the \$5 Cash Prize in Contest No. 2 to C. H. Hutschmiller, window dresser for T. P. Taylor & Company, 216 Fourth avenue, Louisville, Ky. The window, which is illustrated herewith, produced excellent results both in stimulating trade and in comment. It also shows what druggists can do in the way of window displays advertising toilet articles. Under the heading "A Unique Window" the local paper makes the following comment: "A display that has attracted a great deal of attention, from the fact that it is different from the many window displays usually seen in drug stores, can be seen in Taylor's Drug Store at 458 Fourth avenue. A handsomely gowned woman, standing before her dressing table, putting on the finishing touches preparatory to making a social call—a stylish hat, cloak and gloves ready to be donned. The box of American Beauties is evidence that she may be expecting company. In all, it is well arranged to call attention to the numerous toilet articles, which are tastefully displayed." The Taylor Company has two stores.

all nursing bottles, drying, polishing and placing a cork in them, and then separately wrapping each in tissue paper. This is what a New England druggist does and he almost controls the nursing bottle trade of his town.

This druggist not only sells from sample cards and books, such as have been previously described in the ERA, but he also sells nursing bottles, syringes and numerous other articles from samples. He sells nipples from a sample card and his stock of these goods is kept ready for delivery in antiseptic form. He has his boy use odd moments for separately wrapping each nipple in a bit of paraffin paper by twisting the edges and turning them into the opening of the nipple.

#### A Few Bits of Cotton.

This enterprising Yankee has a pledge of cotton placed in the joint end of every fountain and bulb syringe tube, and over the outlets of all such tubes a bit of cotton is wrapped and held in place with a rubber band. It is also the practice of this druggist to call the attention of the public, both in print and by word of mouth, to his precautionary measures.

#### "Germ Proof Washrags."

A druggist who believed that he was "stuck" on a large quantity of washrags adopted the suggestion of one of his clerks and enclosed each rag in a semi-transparent envelope and then sealed each envelope with red wax—using plenty of wax. These "antiseptic, germ proof washrags in hermetically sealed packages" sold rapidly at 15 cents or two for 25 cents. The former price had been 10 cents.

#### Counter Packages.

The enterprising druggist of the present does not weigh out each ounce or pound of counter drugs as called for. He has his salts, cream of tartar, acetic acid, and so on, ready put up in neat boxes or packages of various sizes. If he does, as he should do, put such goods in boxes, he will add much to their attractiveness and also at the same time secure great advertising by wrapping each box in transparent bond paper, shrunken on and pasted. The method of placing such wrappers was described in the ERA some weeks ago.

The druggist who serves counter goods so wrapped should and honestly can advertise that his drugs are put up in moisture, dust and germ proof packages.

#### The Cleanliness of Glass.

The inherent cleanliness of glass is fully comprehended by the general public. Therefore its unusual use as a counter is of great advertising value. A bunch of quill toothpicks, a small face sponge or charmois enclosed in a salt-water bottle that is tightly sealed, will sell for twice as much as without the bottle. The woman who comes in to purchase one nipple will generally buy half a dozen or even a dozen in a sealed glass package—and pay for the package.

#### Aluminum Cases.

A certain druggist built up a very large prescription business by using extreme care in making all his packages "antiseptic." All his prescription packages, whether bottles or boxes are first wrapped and sealed in paraffin paper before being inclosed in the outer wrapper. This druggist is liked by physicians because, aside from his pharmaceutical expertness and trustworthiness, his packages are such as to give the patient added respect for the physician. One of this pharmacist's special hobbies and one that has proved a fine advertisement is to enclose all suppositories, soft capsules and uncoated pills in aluminum boxes. The boxes are labeled with the information that the package is an "antiseptic, germ proof aluminum suppository, capsule or pill case," as the case may be.

All the world is dodging germs and the average husky six-footer is more afraid of a microbe than he is of a wild bull. Bear this in mind and use your legitimate skill and business ability to make this universal thought of the day a profitable advertising asset.

#### Sunday Closing Movement in New Jersey

PATERSON, June 5.—A State-wide programme, having for its object the ultimate closing of drug stores on Sundays, had its inception at the May meeting of the Paterson Pharmaceutical Association. A number of pharmacists from Newark, Jersey City and Elizabeth were present, and pledged their support in the closing movement. Steps were taken to have an association formed in Newark on lines similar to the Paterson organization.

## WORKING UP THE PROFITS IN POST CARDS.

### New York Drug Firm, by Means of Better Displays and Up-to-date Methods, Builds Enormous Business.

Those acquainted with the picture post card department of Reid, Yeomans & Cubitt, 140 Nassau street, Manhattan Borough, New York City, will not be surprised to learn that the little additional space recently secured by altering the entrance to this busy store, has been appropriated to the card department for display purposes. Almost one whole side of the store is now devoted to this line of goods which are so arranged, both in regard to price and subject, that any certain card can be located at a moment's notice.

As a matter of fact the firm was the first in the downtown district to attempt a display differing from the conservative methods in vogue preceding the "craze." The beginning was made with hangers in the window and two small racks in the rear of the store, with sales averaging 25 to 50 cents a day. The results, however, after the cards were given a conspicuous place indicated the possibilities of the business and aggressive methods were at once planned and carried into effect as required.

In two years the average daily sales of cards have gradually crept to over the \$30 mark; and to be exact the sales from January 1 to December 31, 1907, amounted to \$9084.41. Last year's figures were even higher. The following figures are of interest as showing the amount of sales during holidays: Easter, 1908, 10 days, \$486; Easter, 1909, 10 days, \$500.40; Christmas and New Year's, 1907, 10 days, \$1156.08; Christmas and New Year's, 1908, 10 days, \$1277.92.

The window and a large frame in the doorway are always in use for displays. In the store there are about 40 revolving racks, one alone holding 11,200 cards. On the top of two large cases, pyramids have been built with 500 cases. Besides these displays there are 52 large drawers full of stock alphabetically arranged by card system and a large stock of "season cards" on the second floor.

The cards are of all varieties, the price ranging from 1 cent to 75 cents. Over 200 city views are in one collection alone.

Mr. Yeomans in speaking of the methods used in this department stated that conspicuousness was the leading feature next to quality and appropriate goods.

"For convenience of customers all cards are neatly priced and an expert who is posted in every detail connected with the business is in constant charge," said Mr. Yeomans. "We do not pay much attention to any cards that take up much room, for instance, the folding cards, which also require time and attention to explain to the buyer. Every Saturday a 'special' from broken lots or older cards is put out in order to secure room for new goods and attract trade for the regular lines."

## ERA COURSE IN PHARMACY.

### Graduates June, 1909.

Matriculation	Examination
No.	Grade, p. c.
5874. Homer D. Jagers, Santa Rosa, Cal.....	95
5881. Charles J. Goetze, Baltimore, Md.....	98
5898. John A. West, Deming, Wash.....	98
5908. Paul N. Clancy, Syracuse, N. Y.....	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of \$2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

### Candle Burning Contest a Good Advertisement.

Henry Seefeldt has been awarded the first prize for guessing the exact time which the big candle, displayed in the windows of the Eberle Pharmacy, Milwaukee, took to be consumed. The candle, 50 inches long and weighing eight pounds, burned 120 hours and 30 minutes. The contest aroused considerable interest.

### Has the Raw Material.

"Not every man is made a fool of," remarked the observer of men and things, "but every man has the raw material in him."

## PERSONAL MENTION

—RAY SCHEETZ, of Bath, Pa., was a recent visitor to his mother in Pottstown.

—J. B. PYNE commenced his duties as a representative for Parke, Davis & Co. in Connecticut last Monday.

—N. J. FINLEY, of Glen Cove, L. I., N. Y., was a caller in the New York City wholesale trade a few days ago.

—R. L. CANTER, formerly in business at Wilksburg, is now identified with the May Drug Company, of Pittsburg.

—J. FRANK LEHR, president of the St. Cloud Pharmacy Company, of Philadelphia, is improving slowly after a severe illness.

—C. J. HELLAND, of Mount Horeb, Wis., has accepted a position at the Eighmy Brothers pharmacy at Fort Atkinson, Wis.

—E. A. KEIFER, manager of the Henwood Pharmacy, Scranton, Pa., was in New York City last week renewing acquaintances.

—W. S. ELKIN, JR., of Atlanta, president of the N.A.R.D., has been elected president and general manager of the Bowden Lithia Springs Water Company.

—SAMUEL K. FISCHER, a well known Philadelphia pharmacist, who recently sold his store, has planned to take an extended trip to the Pacific Coast.

—BERT MULLIN, of the drug firm of Hargrove & Mullin, Rushville, Ind., is being urged by his friends for the Republican nomination for City Clerk.

—EDWARD F. PFAFF, of the New York City staff of salesmen of Eli Lilly & Co., has returned from a visit to the home office of the concern in Indianapolis.

—JAMES NICHOLS, a Cincinnati druggist, has been appointed as a clerk in the adjutant general's office at Columbus, Ohio, by Governor Harmon. He has assumed his new duties.

—GEORGE KOEHLER, formerly connected with the Kamps & Sackstedt Drug Company, of Appleton, is now traveling salesman for the Roemer Drug Company, of Milwaukee.

—DR. R. H. GIBSON, formerly of the United States Marine Hospital Service, has been appointed manager of P. L. Cusack's store, Baronne and Canal streets, New Orleans.

—W. T. WELLS, of the Columbus Pharmaceutical Company, Columbus, Ohio, is being pushed forward by numerous citizens for the nomination for mayor of the city on the Republican ticket.

—J. M. SCHORPP, a well known Philadelphia druggist, accompanied by his wife, celebrated the fifth anniversary of their wedding by an extended trip to various points of interest in Pennsylvania.

—LOUIS DOHME, president of Sharp & Dohme, Baltimore, was a New York City visitor during the forepart of this week. He was accompanied by W. A. Sailer, head of the firm's sales department.

—OSCAR H. LICHTENBERG has been secured as pharmacist by J. W. Boynton & Son at Stevens Point, Wis. Perry E. Boynton will leave for Milwaukee in a short time to complete his course in pharmacy.

—GEORGE MACKIE has just returned to New York from an extensive western trip in the interest of the importing department of Parke, Davis & Co. Mr. Mackie also covered a large area of Canadian territory.

—O. M. LENIGER, of Danville, Pa., has built a model houseboat in which to spend his summer vacation on the river. The boat draws but five inches of water and will be propelled by an eight horse-power gasoline engine.

—R. H. WALKER, of Gonzales, secretary of the Texas State Board of Pharmacy, has been selected to represent that body at the annual meeting of the National Association of Boards of Pharmacy at Los Angeles in August.

—GEORGE F. SWARTS, member of the Illinois Ph.A. and pioneer druggist of Freeport, has just celebrated the 40th anniversary of his beginning in his present pharmacy as proprietor. He has sold drugs now for 48 years.

—DR. H. D. HATTERY, of Logansport, who recently sold his pharmacy and retired from active business, was a pioneer physician and pharmacist of Cass County, Indiana. He is 64 years old and believes that he has earned a rest.

—DR. JULIUS A. KOCH, dean of the Pittsburg College of

Pharmacy, is spending the spring months, accompanied by his two sisters and two daughters, touring through France, Switzerland and Prussia. The party will return in July.

—W. B. KAUFMAN, of New York, head of the importing department of Parke, Davis & Co., returned to his duties last Monday after a long absence due to serious illness. A large bouquet of roses in honor of the occasion was placed on his desk by the employees.

—CLARENCE H. CAMPBELL, the recently elected president of the Alumni Association of the Philadelphia College of Pharmacy, was a New York visitor last week. With Mrs. Campbell, he was the guest of his brother, L. H. Campbell, a prominent patent attorney of this city.

—DR. I. V. S. STANISLAUS, dean of the department of pharmacy of the Medico-Chirurgical College of Philadelphia, was the guest recently of his friend, Harry C. Blair, a prominent pharmacist of Philadelphia, at his summer home on the Delaware River, at Edgewater Park, N. J.

—LOUIS K. LOGGETT, of Boston, who has been president of the United Drug Company of that city since 1903, was guest of honor at a dinner given by Minnesota and Wisconsin representatives of the company recently at the Hotel Nicolet, in Minneapolis. Thomas Voegelé was toastmaster.

—CHRISTIAN WIDULE, assistant postmaster of Milwaukee and well known druggist, celebrated May 31 as the 60th anniversary of the landing in Milwaukee of his parents, Mr. and Mrs. Gottlieb Widule, after coming to this country from Silicia, Germany. Both of the parents are now dead.

—G. A. STALL and Clarence G. Neuhauer, members of this year's graduating class of the Department of Pharmacy, University of Maryland, are employed at the pharmacy of Hyuson, Westcott & Co., Baltimore, and were presented with gold signet rings by their employers in honor of their graduation.

—NATHAN A. COZENS, secretary of the Philadelphia Association of Retail Druggists, will spend the summer amid rural surroundings at Haddonfield, N. J. Secretary Cozens is a native of New Jersey and his most enjoyable vacations are those which are spent amid the surroundings of his boyhood days.

—D. M. PENICK, president of the Strother Drug Company, of Lynchburg, Va., who is recuperating from a serious accident, and is now at his farm in Aioherst county, reports that fully a ton of honey will be taken from the bees kept on his place. The largest amount taken in any year heretofore was 1000 pounds.

—PROF. JOSEPH P. REMINGTON was a St. Louis visitor recently, stopping there for a half day enroute home from the Kansas Ph.A. meeting, to which he went from the Ebert monument unveiling in Chicago. A dozen or more local pharmacists met Mr. Remington during his stay in St. Louis and formed a jolly party at luncheon.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, was a prominent member of the party from the Merchants' and Manufacturers' Association of Milwaukee which took the annual outing of the organization this week. The trip this year was made by boat to Ludington, Mich., thence down the western coast of Michigan by rail.

—HARRY C. BLAIR, president of the Philadelphia Branch of the American Pharmaceutical Association; Prof. C. S. N. Hallberg, of the University of Illinois; Christopher Koch, Jr., and Dr. F. E. Stewart, of Philadelphia, have been given certificates of honorable membership in the Alumni Association of the Department of Pharmacy of the Medico-Chirurgical College of Philadelphia.

—S. C. JAMISON, for more than a quarter of a century prominently identified with the retail drug business in Pittsburg, has severed his connection with the firm of Hewitt & Jamison. L. E. Hewitt will continue the business while Mr. Jamison will devote his time to his duties as coroner of Allegheny County. He is seeking a renomination and has been assured the support of his friends in the drug business as well as a large number of his fellow citizens.

—JOSEPH P. REMINGTON, dean of the Philadelphia College of Pharmacy, is taking a well earned rest with his family at their summer home at Longport, N. J. Professor Remington, who but recently returned from attending the annual meeting of the Kansas Pharmaceutical Association and the Ebert memorial services at Chicago, declares that the past winter has been one of the most strenuous in his pharmaceutical career as the many calls that were made upon him, necessitated his frequent absence from the city.

# KINGS COUNTY SOCIETY RE-ELECTS OFFICERS.

**Dr. Tuthill Declines as Candidate for Board of Pharmacy and Dr. Anderson is Endorsed for Member.**

**Woman is a Delegate for First Time to Pharmacopoeial Convention.**

The satisfactory condition of affairs pertaining to the Kings County Pharmaceutical Society and the Brooklyn College of Pharmacy was forcibly brought to the attention of those who were present at the annual meeting of the society last Tuesday afternoon when the reports of the various officers and committees were read.

President Jacob H. Rehnuss presented separate reports for society and college and dwelt upon the matters conducive to the advancement of both, together with comments in regard to their past and future. One feature was the cancellation of the last vestige of debt on the institution by the payment within the year of over \$6500, making the society sole owner of the plant worth upwards of \$70,000. He recommended that the board of trustees take action in extending the facilities of the college, so as to meet demands which were imminent, stating that the session just ended had shown that extra accommodations were necessary.

The faculty and members of the board of supervision were given credit by Mr. Rehnuss for the excellent showing and growth of the institution as evidenced by the larger number of students and the healthy state of affairs both from a financial and educational point of view.

In the report bearing on work and progress the steady normal growth of the society's membership and general activity of the organization were indicated. Attention was called to the fact that at every meeting from two to four members had been admitted and that nearly every eligible pharmacist in the borough was now a member.

A recommendation that the compensation of the treasurer be increased from \$50 to \$100, embodied in the report, was later adopted by the society. Propaganda work, the legislative committee, the committee on pharmacy, were also given due consideration in the report, mostly in the way of commendation.

Treasurer Oscar C. Kleine announced the total receipts by the college as \$21,963.62 and expenditures of \$19,389.49; while the society receipts had amounted to \$8632.14 with disbursements of \$8242.27.

Secretary Andrew E. Hegeman, in his report on membership, stated that at present there were 489 active members, and that the average attendance at meetings, of which ten were held, had been 40.

Dr. William Muir, chairman of the committee on supervision, summarized the student roll of the last session of the college. The enrollment showed 109 juniors, 75 seniors and 9 post graduates.

Dr. Muir, as chairman of the legislative committee, stated that the importance and advantage of organization had never been better illustrated than during the recent controversy over pharmaceutical legislation. He reviewed the agitation for reorganization of the Board of Pharmacy resulting in the conferences leading up to the birth of the Brown Act, designed to meet the demands, and also gave a history of both the Act and the Conklin Bill in the Legislature.

The influences behind the Conklin measure could only be surmised, said Dr. Muir, and it was opposed by the members of the State legislative committee because appointments were left entirely with the Governor, a provision which some time might subject pharmacy to political juggling, while no practical examinations nor funds to carry on the work were provided for. The Brown Act did not meet the approval of the wholesale contingent, said Dr. Muir, they being opposed to a certain guaranty feature, while other influences were also brought about to secure its defeat.

Several other bills of minor importance which died in committees were also commented upon and in summing up Dr. Muir advised the retail druggists to stand united through the State Association, in making demands and in use of their efforts in the future.

Otto Raubenheimer, chairman of the committee on pharmacy, declared that with the U.S.P. recognized in Alaska and the Spanish edition in the Philippine Islands, while the West Indies and Mexico were also now in a position to be provided, the sun never more could set on the Pharmacopoeia of the

United States. The subjects and papers read during the year were outlined in the report, which contained recommendations that a post-graduate course of study be established by the society. It was advised that the college and society be each represented by three members of the faculty and practical pharmacists at the next U.S.P. convention. An appropriation was asked for the mailing and printing of cards and circulars to members regarding improvements that should be made in the N.F. The recommendations were adopted with exception of the first, which was later withdrawn by Mr. Raubenheimer, it being considered inadvisable to conduct such a course as one now exists in the college.

John G. Wischerth, chairman of the trade matters committee, in charge of the propaganda work conducted by the society, recommended that the work be continued on similar lines as in the past, with vigorous efforts to extend and conduct the campaign upon a larger scale. Mr. Wischerth said that the value of the work done by those in charge, including about \$800 spent in cash, could easily be estimated at \$1500. The major part of the service had been gratis and about \$500 out of the \$800 had been collected especially for the work, while the remainder was contributed by the society. The expressions of members were all to the effect that the work had been extremely beneficial in increasing profits and all were desirous of having the campaign resumed.

A damper was put upon the otherwise enthusiastic meeting by the announcement of Dr. Frederick P. Tuthill that he must insist that his resignation be accepted as a candidate for re-election to the Board of Pharmacy. Dr. Tuthill was indorsed by acclamation at a meeting of the society last January. He said he was impelled to decline on account of business circumstances and because of the light in which he had been placed by continual jibbering incompatible with his position as a representative of a certain large manufacturing house.

The declination was accepted with much regret and several members who stated that they had opposed the election of Dr. Tuthill to the board five years ago said they were now in hearty accord together with numerous others for his re-election, proclaiming him as fair minded and just throughout his term which they had watched with great interest.

Dr. William C. Anderson, dean of the Brooklyn College of Pharmacy, was unanimously elected to fill the vacancy caused by Dr. Tuthill's withdrawal. Dr. Anderson, in his speech of acceptance, outlined his platform and pleaded for a clean campaign. The election will take place at the Brooklyn College of Pharmacy on June 24. William F. Creagan, nominated by the Brooklyn Pharmaceutical Association, is the opposing candidate.

An amendment was unanimously adopted to the constitution abolishing the office of third vice-president and providing for three additional trustees. William F. Maass, who held the abolished office, was elected to the board of trustees. The other two new members elected to this board were Charles E. Heimerzheim and John G. Wischerth. The officers were all re-elected and are as follows:

President, Jacob H. Rehnuss; first vice-president, Clarence O. Douden; second vice-president, Henry B. Smith; secretary, Andrew E. Hegeman; treasurer, Oscar C. Kleine; elective trustees, William Muir, Benjamin Rosenzweig, William H. Bussenschutt, W. F. Maass, Charles E. Heimerzheim, J. G. Wischerth, Thomas J. France, William J. Hackett, J. H. Droge, Adrian Paradis, Charles L. Gesell, Charles A. Kunkel; committee of supervision and examination, William Muir, chairman; William H. Bussenschutt, Thomas J. France, Adrian Paradis, Andrew E. Hegeman; librarian, Thomas F. Raynow; counsel, William L. Perkins.

The delegates elected to attend the various meetings and conventions of other organizations are as follows:

American Pharmaceutical Association—Wm. C. Anderson, Otto Raubenheimer, Thomas J. Keenan, H. W. Schimpf, J. H. Rehnuss.

New York State Pharmaceutical Association—Wm. Muir, O. C. Kleine, A. Paradis, W. H. Bussenschutt, Joseph Kahn.

New Jersey State Pharmaceutical Association—F. P. Tuthill, Charles Heimerzheim, W. H. Bussenschutt.

United States Pharmacopoeial Convention—Otto Raubenheimer, Adrian Paradis, Miss Catherine C. Mahagan and three of the faculty of the Brooklyn College of Pharmacy.

## New York A.P.A. Branch Meeting Monday Evening.

At the New York Branch of the A.P.A. on Monday evening Frederick E. Niece will read a paper on "The Pharmacist, the Future Clinical Chemist," and conduct experiments in clinical chemistry. The discussion will be opened by George A. Ferguson and Joseph L. Mayer. The meeting will be held at \$30.

## LAW, LEGISLATION AND OUTING DISCUSSED.

**Busy Meeting of German Apothecaries' Association—Newspaper Reporter Sues Druggist—Outing.**

The greater part of the meeting of the New Yorker Deutscher Apotheker-Verein held last Thursday evening was devoted to legislative matters. Present were Assemblyman Robert S. Conklin, Jerome Steiner and Henry A. Petersen, the two latter being counsel for the Board of Pharmacy. Mr. Conklin addressed the members on pharmaceutical legislation in general while Messrs. Steiner and Petersen dwelt especially upon the recent cream of tartar decision of the Court of Appeals.

Mr. Conklin declared his sincerity toward pharmacists and said the object of his bill, introduced in the last session of the Legislature, was to improve conditions and regulate the practice of the profession in such a manner as to place it on a higher plane. He told how the Governor's recommendations as to reform in the laws pertaining to pharmacy had prompted him to draw a measure which in his estimation would meet requirements. He was given hearty applause.

Messrs. Steiner and Petersen described how a wrong opinion had been spread broadcast in regard to the Gasau Grocery Case, which the Board of Pharmacy lost in the Court of Appeals. The counsel said that prosecution had been made under the wrong law, hence the board's failure to win the case and had proceedings been conducted under the Agricultural Law a favorable verdict would undoubtedly have been secured.

Dr. William C. Alpers questioned counsel as regards the status of the pharmacist in the sale of commercial and U.S.P. hydrochloric acid, wishing to know if a distinction had ever been made where two grades of similar substances were involved. Counsel stated that no distinction had ever been made nor was there a parallel case on record from which deductions could be drawn, but it was to be inferred that the pharmacist would always dispense the U.S.P., unless otherwise directed.

Messrs. Kleinan, Rehse, Kessler, Gilbert, Hirsman, Raubenheimer, Goetting and Alpers took part in the discussion on Mr. Conklin's address and the points brought out by counsel in the Gasau case.

President Hirsman announced that William Bischoff, a grandson of the late messenger of the society, Gustav Bischoff, had been appointed to the office formerly held by his grandfather.

George Jarchow announced that he had received a notice from the Bureau of Combustibles in regard to containers for benzine and wished to be informed if the bureau had authority to determine the kind of container that should be used. Mr. Jarchow said that the bureau had notified him to keep the benzine in tin cans, whereas he preferred glass bottles. Members told him the bureau had the authority to determine the point at issue.

George Bley reported that a suit for damages had been instituted against him by an *Evening Journal* reporter who was expelled from his store following an accident case which was brought to his establishment. He said that proper request had been made to the reporter to leave with the crowd which thronged his store but to no effect, so force was used. The members showed great interest in the case and several stated that they considered Mr. Bley's action justifiable.

Otto P. Gilbert, chairman of the entertainment committee, reported about the annual outing scheduled for July 8, at College Point, L. I. Mr. Gilbert predicted that the members would have an enjoyable time.

## WILL MEET IN WASHINGTON CITY IN 1912.

**Dr. Wiley Welcomed at Seventh Congress of Applied Chemistry—Many Important Subjects Discussed.**

LONDON, June 2.—The invitation presented by Ambassador Reid on behalf of the American delegates, to hold the next triennial meeting of the International Congress of Applied Chemistry in Washington, was accepted by acclamation at the last session of the Congress, on Wednesday. Prof. E. W. Morley, of West Hartford, Conn., was unanimously selected to be honorary president of the 1912 gathering in Washington and Dr. W. H. Nichols, of New York, was made acting president.

The congress closed its labors by adopting a mass of resolutions advising international inquiry and action in the matter of many of the subjects discussed. Seventeen divisions were made of the congress, and in each some special branch of the chemical industry was considered and papers read and discussed.

In the section of Pharmaceutical Chemistry (see page 538 of this issue of the ERA), presided over by N. H. Martin, a number of papers were contributed by Americans, while the United States delegation was a strong one numerically and otherwise.

The section on legislative matters was presided over by Dr. Hugo Schweitzer, of New York, and upon his motion a resolution was unanimously adopted to appoint a committee to consider and draft proposals for joint international patent and trade mark legislation. These proposals will be drawn with a view to establish also international rules and regulations for the benefit of inventors, and are to be discussed and further acted upon when the congress meets in Washington.

Dr. Harvey W. Wiley, chief of the Bureau of Chemistry, Department of Agriculture, made a stirring address in replying for the United States to the address of welcome delivered by Sir Henry Roscoe, honorary president of the congress. Dr. Wiley dwelt upon the benefits of chemistry to mankind and the general importance of the science, remarking that if what chemistry conferred were withdrawn, the world's population would soon be half starved and half clothed.

The prevention and elimination from commerce of various species of fraud and misrepresentation, because of the chemists' ability to detect them, was also mentioned by Dr. Wiley.

Nathan Straus, of New York, in a communication urged the congress to exert its influence in assisting the cause having for its object the prevention of tuberculosis and other milk-borne diseases. He gave results of the American method of pasteurization, stating that its efficiency had been practically demonstrated in the saving of thousands of human beings from these infectious diseases.

The congress was formally inaugurated by H.R.H. the Prince of Wales, and was the first held in London. It was also the largest in numerical strength of the seven held so far, there being over 3000 delegates in attendance. The programme provided for four days full itinerary besides a round of brilliant social functions concluding with a mammoth banquet at the Crystal Palace attended by over 2000 of the guests.

## A Purpose.

Every department in the ERA is intended to serve some useful purpose. The purpose of the Quiz Master is educational and to assist drug clerks or apprentices in becoming better informed about the drug business. A few spare moments consumed in answering the Quiz Master's questions will be time well spent and cause renewed interest in every-day drug store work.

## Phi Gamma Sigma Fraternity.



CARL R. DANIELSON, Ph.C., of Chicago, was recently elected Supreme Grand Master of the Phi Gamma Sigma (Pharmacy) Fraternity. He was born at Spencer, Iowa, Dec. 16, 1885, is a member of Northwestern University Alumni Association, Illinois State Ph.A., etc. He is Past Grand Master of Alpha Chapter. Mr. Danielson is prescriptionist at Hodges' Pharmacy, 51st street and Grand Boulevard, Chicago.

Other officers elected: Supreme worthy master, Henry E. Hauth, Waverly, Iowa; supreme scribe, Herbert S. McDill, Port Neches, Texas; supreme treasurer, Herbert W. Smith, Quincy. The annual reunion will be held in Seattle, Wash., in September next.

## 23 NEW PHARMACISTS RECEIVE DIPLOMAS.

University of Maryland Holds Its Annual Commencement at the Academy of Music.

BALTIMORE, June 5.—The Academy of Music was thronged on Monday by friends of graduates of the several departments of the University of Maryland, with the graduates of the Department of Pharmacy well to the front. The playhouse was prettily decorated, and among those present were the members of the several faculties and many prominent citizens. The class in pharmacy was the 54th to be sent out and in point of standing, as well as in promise for the future, it compared most favorably with any of those that have gone before.

Prayer was offered by Rev. J. W. Sutton, of Baltimore; the address to the graduates was by John Allan Wyeth, M.D., LL.D., of New York; the conferring of degrees by Bernard Carter, provost of the university, and the address to the graduates was delivered by Francis K. Carey, a Baltimore attorney. The graduates in pharmacy are as follows:

Maryland—William Frederick Gakenheimer, Miss Augusta Kramer, Michael Moriz Marek, Ralph Arthur Nattans, Clarence George Noubauer, Robert Winder Pilson, William Harry Smith, George Alexander Stahl, John Benjamin Thomas, Jr., Henry Edward Wich, Lawrence Soper Williams and Edward Fayssoux Winslow.

South Carolina—Edward Cecil Frierson, Douglas William Brown, Leland McDuffie Kennedy.

North Carolina—Daniel Clyde Lisk, Frank Maner Salley.

Florida—Henrietta J. P. Haecke.

Virginia—George Henry Hinton.

West Virginia—Leahner Meade Kantner.

Massachusetts—George Keaton.

Delaware—Robert Lee Swain.

Bohemia—Jaroslav Jerry Toulka.

These were the prize winners:

Gold medal, offered by the Department of Pharmacy for general excellence in the entire course, Jaroslav Jerry Toulka; honorable mention, Robert Lee Swain, Henry Edward Wich, William Frederick Gakenheimer; Simon prize, for superior work in analytical chemistry, Robert Lee Swain; gold medal, for superior work in practical chemistry, Henry Edward Wich; gold medal, for superior work in vegetable histology, George Alexander Stahl; junior class awards, gold medal, for general excellence, Herbert H. Wilke; honorable mention, Waldo A. Werckshagen, Roy N. Bierley, Arthur G. Tracy, Nelson G. Dineuer and Edward A. Falrey.

## Pharmacy Students Receive University Degrees.

At the 155th commencement of Columbia University on June 2 seven candidates received the degree of pharmaceutical chemist and five the degree of doctor of pharmacy. The candidates were presented by Dr. Henry Hurd Rusby, dean of the New York College of Pharmacy Columbia University and the degrees conferred by Dr. Nicholas Murray Butler, president of the university. The students from the College of Pharmacy assembled in the library with the other candidates and the customary march was made to the gymnasium, where the exercises were held, before a large audience. The title of Dr. Butler's address was "Integrity, Moral and Intellectual." The Max J. Breitenbach prize of \$200 and the Kappi Psi prize, a gold medal, were both awarded to John Alfred Steffens, while the faculty graduation prize went to John Henry Hecker.

Those receiving the degree of pharmaceutical chemist were: Francis Leonard Bean, Ralph Crawford Jennings, Emile Frederick Kraft, Leon Jesse Lindsey, Kenneth Bruce Pryor, John Alfred Steffens, Miss Frances Ulanoff. The doctor of pharmacy degree was conferred upon: Augustin Blanco y Geigel, Ph.C.; Thomas di Giovanna, Ph.C.; Walter Robert Eimer, Ph.C.; Miss Asuncion Estrada, Ph.C.; John Henry Hecker, Ph.C.

Nearly 1200 degrees in all were conferred by the university at this year's commencement.

## Expense Repairs Authorized for N.Y.C.P.

At the trustees' meeting of the New York College of Pharmacy, Columbia University, held Tuesday evening of last week, the board passed upon an extensive specified plan of repairs and improvements to be made to the entire plant. The work will be commenced at once in order to have the institution in shape for the fall term. It is understood that a large sum was appropriated and that every little detail will receive attention.

A leave of absence was granted to William Mansfield, Ph.D., professor of pharmacognosy, and Dr. Mansfield left for Europe last Saturday, where he expects to pursue a course of study in Vienna during his stay abroad.

## DRUGGIST AND WOMAN FOR HEALTH BOARD.

Ohio Valley Association and Members of W.O.N.A.R.D.

Make Recommendations to Cincinnati's Mayor.

CINCINNATI, June 5.—The Ohio Valley Druggists' Association is using its every effort to persuade Mayor Markbreit to name a druggist as one of the members of the new Board of Health, and if possible to name a member of the O.V.D.A. The members of Queen City Chapter, W.O.N.A.R.D., are also trying to secure the appointment of a woman on the Board of Health. It is argued by the O.V.D.A. that there repeatedly come up for solution vital questions of health and that a druggist would be eminently able to solve many of these for the benefit of the public good.

The W.O.N.A.R.D. claims that a woman on the board could do many things toward maintaining the general health which a man, because of his sex, could not do. They claim a woman could better secure the attention and confidence of women in the poorer families and that their instructions as to hygiene and the prevention of disease or the treatment of illness would be more regarded and carried into effect with better grace than if given by a male health officer.

## Ohio Druggists Punished for Selling Cocaine.

CINCINNATI, June 5.—The Ohio State Board of Pharmacy has revoked the druggists' licenses of W. W. Mowrer and S. E. Vail, of Alliance, and has reprimanded A. J. Morris, a druggist of Alliance, on a charge of selling cocaine illegally.

George J. Dickinson, a druggist of Malta, Ohio, was cited to appear before the board at its October meeting to show cause why his license should not be revoked. He is charged with loaning his license to another. It appears that he left his place of employment and allowed his certificate to hang on the wall in a prominent place in the store, and the proprietor, who is said to have had none, is claimed to have continued to do business on the strength of it.

## Aristolochites Take in Ten Junior Pharmacists.

ANN ARBOR, June 5.—At their recent annual initiation the following men were taken into the senior pharmonic society, the Aristolochites: E. T. Maynard, B. E. Kuyers, A. W. Frame, H. R. Carey, D. H. Parr, A. F. Schlichting, A. W. Jones, E. L. Holden, R. P. White, and G. S. Jay. A banquet, at which President Fern L. Shannon presided as toastmaster, was given in honor of the new members. The following toasts were on the programme: "The School and the Society," Dr. J. O. Schöbterleck; "Mixers," W. D. Munz; "Aristolochia Serpentina," E. J. Kennedy, Jr.; "A Pharmaceutical Problem," Dr. A. R. Stevens; "College Organizations," C. F. Ramsay; "The Doings," the initiates.

## Drug Clerks of Norfolk Have Organized.

NORFOLK, June 5.—A meeting of the Virginia Association of Drug Clerks held at 9 Charlotte street recently was largely attended and it was agreed that a committee consisting of G. H. Snellings, chairman; S. D. Hope, Frank Colenda, Jr., H. H. Johnson, Harry Smith and A. S. Cross should call upon the proprietors and drug clerks and request their co-operation. It was decided not to form a permanent organization until a subsequent meeting, at which time the constitution and by-laws would be adopted.

## Prof. Avery New Chancellor of Nebraska University.

The successor of Dr. E. Benjamin Andrews as chancellor of the University of Nebraska is Prof. Samuel Avery, who has been the head of the department of chemistry since 1905. Chancellor Avery was born in an Illinois town in 1865, and he was educated at Doane College, the University of Nebraska and the University of Heidelberg. There are notable precedents for a chemist becoming the head of a university in the cases of President Eliot, of Harvard, and President Reussen, of Johns Hopkins.

## Examination for Chemical Assistant in Dairying.

On June 30 an examination will be held for chemical assistant in dairying to fill two vacancies in the Department of Agriculture. Applicants should apply for application form 394 and special form to the United States Civil Service Commission, Washington, D. C.

## MEMBERS GRADUATING CLASS PHARMACY DEPARTMENT TEMPLE UNIVERSITY, PHILADELPHIA.



## HIGH IDEALS ARE URGED BY DR. MAC ARTHUR.

At Annual Commencement of Temple University Degree of Doctor of Pharmacy is Given Dean Minehart.

PHILADELPHIA, June 5.—Twenty-seven graduates in pharmacy and six graduates in pharmaceutical chemistry this afternoon received the coveted sheepskins when the annual commencement exercises of Temple University were held in the presence of a large gathering at the Academy of Music. The conferring of the degrees was performed by the Rev. Dr. Russell H. Conwell, president of the university.

In his address to the graduates the Rev. Dr. Robert Stuart MacArthur emphasized the value of right living and stalwart bodies for professional men as well as the choosing of high ideals. A high ideal, he said, was vastly greater than a lofty idea, the former being the sum of all noble ideas. He said that while the ideal might not be attained, the result would be correspondingly high in proportion to the end sought for. The highest ideal of the human race, he said in closing, is Jesus Christ and he urged his hearers to lead clean, Christian lives.

Dr. John R. Minehart, dean of the department of pharmacy, awarded the prizes and made the announcements. The dean's gold medal for the highest general average in the senior class was awarded to Daniel Cubicciotti with honorable mention to John O'Neill Casey and Bernard Fishman. The permanent alumni membership for the highest average in pharmacognosy was won by John O'Neill Casey with honorable mention to Abraham Boonin. The degree of Doctor of Pharmacy was conferred upon Dean Minehart.

Graduates in Pharmacy.—James A. Alexander, Delaware; Abraham Edward Boonin, Pennsylvania; John Harvey Botwright, England; Franklin Irving Buffet, Maryland; Harry Clay Campbell, B.S., V.M.D., M.D., Pennsylvania; John O'Neill Casey, Pennsylvania; Daniel Cubicciotti, Italy; Samuel Austin Decker, Pennsylvania; Edna DeVoe, Michigan; Charles Clayton Eberly, Pennsylvania; Bernard Fishman, Russia; Louis Franklin Flinkman, Russia; Gertrude Greenburg, Pennsylvania; Gerald Joseph Harrigan, Pennsylvania; Harold Beacon Lane, Ohio; Frank Edwin Leutz, V.M.D., Pennsylvania; Maurice Valentine Medvene, Pennsylvania; Edmund Harrison Newton, Pennsylvania; Mollie Nichols, Pennsylvania; Edgar S. Nyman, Pennsylvania; Aaron Rosenblatt, Russia; Hyman Sobr, Pennsylvania; Otto Emil Teague, Pennsylvania; Samuel Mederman, Pennsylvania; Horace Wallace, New York; Sarah Catharine White, Pennsylvania; Charles Bitzer Winger, Pennsylvania.

Degree of Pharmaceutical Chemist.—Nathaniel H. Anthony, Pennsylvania; Max Polin, Pennsylvania; Roy Moulton Sellers, Pennsylvania; William Van Reed Seltzer, Pennsylvania; Otto Strook, Germany; Martha Young, Pennsylvania.

## Supper for Cleveland C.P. Graduates.

CLEVELAND, June 5.—A supper was recently given by the faculty of the Cleveland School of Pharmacy (Department of Pharmacy, Western Reserve University), at the Chamber of Commerce, to the graduates, who are Glenn Forest Coleman, John Anton Jarnuzewski, Charles John Slezek, of Cleveland; Omar Jose, of Ira, Ohio; Walter Howard Peake, of Oberlin, Ohio; Mark Emmet Treat, of Morgantown, W. Va. These gentlemen are the first students of the school to receive the university degree of pharmaceutical chemist, which will be conferred upon them at the university commencement on June 17.

The A.P.A. membership for best record in pharmacy, and the alumni medal for highest general average were both won by Glenn Forest Coleman.

## "GET MARRIED," DR. DEPEW TELLS GRADUATES.

Russia, Egypt and Italy Have Representatives in Big Class at the Medico-Chirurgical College.

PHILADELPHIA, June 5.—Graduates in pharmacy from the Medico-Chirurgical College showed by prolonged applause their appreciation of the words of wisdom as well as of the many witticisms which fell from the lips of Senator Chauncey M. Depew, of New York, when he delivered the doctorate oration today at the 29th annual commencement in the Academy of Music.

"Get married," was one of pointers which the speaker gave to the young pharmacists who occupied seats in the parquet before him. "Don't marry until you are ready, for it is wicked to ask any young woman to share your lot unless you can support her and yourself. But don't be misled by waiting until you get too much money. It is amazing what little a couple can live on with a fair amount of economy and still acquire that greatest of American institutions, a home.

"Don't waste your time, either. You will have plenty of time during the next few years. Put in your spare time in reading and studying in your professional line, but have a hobby, for they tell me that all brain cells have certain functions and like exercising muscles, if you stick too closely to one end and one aim, you will become narrow and useless.

"Don't hesitate to expose fraud in your profession not only for your own sake, but for that of your profession and of the public. Be courageous, stick, dig and save."

Senator Depew was interrupted by a wave of merriment when he declared that the graduates knew more today than they ever would know again and that for the next 30 years the world would be making them realize that they knew less and less until the time would come when it would be possible for them to give their hatters a standing order for hats of a size that would be the same for the rest of their lives.

The degrees were formally conferred by Henry F. Walton, president of the college. Dr. I. V. S. Stanislaus, dean of the department of pharmacy, made the announcements and awarded the prizes to the 49 graduates in his department. Dr. George H. Meeker, dean of the department of pharmaceutical chemistry, performed the same office in that department. In the former the prizes were awarded as follows:

Faculty gold medal for highest general average in senior class, Ernest Arthur Aston; Professor Stanislaus gold medal for highest average in pharmacy, Edmund C. H. Seidle; Professor Meeker prize, membership in the A.P.A., for highest average in chemistry, Ernest Arthur Aston; Alumni Association gold medal for the highest average in operative pharmacy, Edison C. B. Holland; Alumni Association certificate of life membership, Paul S. Pittenger; honorable mention, E. Arthur Aston, M. H. Cowperwaite, Harry L. Goldberg, William C. Kessler, E. C. B. Holland and E. C. H. Seidle.

Faculty gold medal for highest general average in the junior class in pharmacy, Michael Waschke, with honorable mention to William A. Bentz, M. W. Brenner, Max Baum, Edwin B. Blair, Samuel Ibrahim, M. Coteher, Benjamin B. Cook, Bruno B. Drapewski, Francis E. Eitner, M. Ginstburg, Samuel Freedman, C. Roy Johnson, Conrad C. Mayer, Morris R. Ost, L. A. Ruth, I. Spiers, John A. Simpson, John J. Shovlin, Elias Israelvitz, E. J. McCormick and Harry Farber.

The graduates in pharmacy are as follows:

Ernest Arthur Aston, Pennsylvania; Charles Albert Barron, Jr., Pennsylvania; Herman Howard Bram, Pennsylvania; Jacob Esleman Charles, Pennsylvania; John Armon, Cleveland, Pennsylvania; Carl Straw Cooper, Pennsylvania; Milton Harold Cowperthwaite, New Jersey; Robert John Deitcher, Pennsylvania; John Philip Dippie, Pennsylvania; Joseph Clinton

Dreibelbis, Pennsylvania; Arthur Henry Edwards, Pennsylvania; Frank Egeudorf, New York; Alfred Mellersh Evans, Pennsylvania; Mayer Feldman, Russia; David Franklin Fisher, Pennsylvania; Elmer Heller Geddis, Pennsylvania; Jacob Cook Gibbs, Pennsylvania; Earl Vincent Godfrey, New Jersey; Harry Leonard Goldberg, Russia; Samuel Joshua Goldberg, Pennsylvania; John Cell Grove, Pennsylvania; Robert Fields Harper, Pennsylvania; John Thomas Harrison, Pennsylvania; Edson Burns Clifford Holland, Pennsylvania; Amos Jones, Pennsylvania; Charles Albert Jones, Canada; William Conrad Kessler, Pennsylvania; Charles Henry Kline, Jr., Pennsylvania; Jacob Buren Leedy, Pennsylvania; Nathan Mayer Levey, Russia; Arthur Lewis, Pennsylvania; William Frederick Longendyke, Pennsylvania; Levi Hoffman Lukens, Pennsylvania; Joseph McAlister, Pennsylvania; Hudson Owen Mann, Pennsylvania; Joshua Eugene Marsden, Pennsylvania; Arnold Waldebrand Nidecker, Pennsylvania; Paul Stewart Pittenger, Pennsylvania; Edward Milton Reutschler, Pennsylvania; Clarence Gilbert Rott, Pennsylvania; Percy Horine Schultz, Pennsylvania; Milton Bailey Schwartz, Pennsylvania; William Harvey Scott, Pennsylvania; Calvin Dietrich Shuman, Pennsylvania; William Sherman, Pennsylvania; Thomas Roman Shatter, Pennsylvania; Edmund Charles Henry Steine, Pennsylvania; Columbus Irvin Whitaker, Maryland; Alvin Norton Wilcox, Pennsylvania.

Doctors of Pharmacy—Carl Svante Nicmar Hallberg, Ph.G., Illinois; William Wilson MacNeary, Ph.G., Ph.C., Ireland.

The gold medals for the highest general averages in the department of pharmaceutical chemistry were awarded to Elmer Washington Searle in the senior class and to William Hoy Stoner in the junior class. The graduates are as follows:

Graduates in Pharmaceutical Chemistry—William Lawrence Baker, Ph.G., New Jersey; Lew Reed Dunfee, Ph.G., Pennsylvania; Walter Ray Frazer, M.F., Pennsylvania; Samuel Miller Greenawalt, Ph.G., Pennsylvania; John Harper, Pennsylvania; Joseph Stanislaus McHale, Pennsylvania; Hadya Parry Prout, Ph.G., Pennsylvania; Christ Alphonse Roney, Pennsylvania; Elmer Washington Searle, Pennsylvania; Leon Semmel, Pennsylvania; De la Ray Signor, Pennsylvania; Lewis Booker Whitehead, Ph.G., Virginia.

Doctors of Pharmacy—Frederick Augustus Genth, M.S., Pennsylvania; Lorenzo Carlucci, Ph.G., Ph.C., Italy.

On Friday the graduates in pharmacy and chemistry with members of the alumni association of those departments as well as many prominent pharmacists of the city listened to an address by Prof. C. S. N. Hallberg, of Chicago, in the college amphitheater. Professor Hallberg was the guest of Dean Stanislaus the greater part of the week. The same evening, the alumni of all the departments participated in a banquet at the Bellevue-Stratford Hotel. Nearly 300 persons were present. Henry F. Walton, president of the college, presided, and those who made addresses were Governor Stuart, of Pennsylvania; Lieutenant-Governor Robert S. Murphy, Senator Depey, Mayor Reayburn, of Philadelphia; Col. Wm. Potter, president of Jefferson Medical College; Father Delurey, of Villanova College; Dr. Edmund, of the State College of Agriculture, and Professor Hallberg. It was the largest gathering of the kind that has ever been held in Philadelphia.

#### Pharmacy Degrees Conferred by Buffalo University.

BUFFALO, N. Y., June 5.—Degrees of bachelor of pharmacy were given to the following students at the annual commencement of the University of Buffalo this year:

Earle Riley Alderman, George Wright Annis, Frank Russell Belliotti, John Peter Boyle, James Coleman Cottrell, George P. Cunningham, Ernest Lewis Flala, Leo E. Frey, Martin John Gardner, Royal T. Goley, John Gerald Hart, Gilbert Bork Heckman, Henry A. Johnston, Edwin Kirby Maurice, John Francis O'Brien, Arthur John Owen, Daniel E. Skudwich, Clifton Palmer Smith, Ray A. Sprague, Homer A. Trotter, Harold Edwin Walters, David H. Weinstein and Nicholas Joseph White.

The honor roll was headed by Clifton Palmer Smith with a percentage of 92.25. Others mentioned were Earle Riley Alderman, Gilbert Bork Heckman, Daniel Skudwich and James Coleman Cottrell.

Richard F. Morgan was given a degree of doctor of pharmacy and Charles William Bullock, Henrietta F. Griggs, Claire Mildred O'Brien and Emma B. Wilson became analytical chemists.

#### Dishonest Clerk Sent to Prison.

MILWAUKEE, June 5.—Charged with "touching" the cash register at repeated intervals for the purpose of replenishing his own pocket, Stephen Eliaszewick, a new clerk employed at the pharmacy of Max Szarynski, has been sentenced to 30 days in the house of correction. He came from Chicago.

#### Potted Plants Sale as an Attraction.

A sale of potted plants that was unique in its way was carried on recently by the Johnson Creek Drug Company, at Jefferson, Wis.

## BOARD EXAMINATIONS

### Washington.

SPOKANE, June 3.—Following are the names of those applicants who passed at the recent examination held by the Washington State Board of Pharmacy:

J. W. Peterson, Toppenish, Wash.; Arthur C. Johnson, Spokane; H. Specht, Pomeroy; A. F. Kolenberg, Seattle; J. F. Goltz, Spokane; William E. Mortinde, Kennewick, Wash.; Robert C. Thompson, Spokane; W. F. Crowley, Spokane; E. C. Ramsdell, Spokane; Anton Ringe, Spokane; T. V. Saverin, Spokane; Don Francis, Everett; J. A. Dempsey, Sprague; J. H. Mundt, Chelan; R. M. Ayres, Spokane; A. A. Melzard, Spokane; J. M. Glasgow, Hunters, Wash.; C. V. Derilets, Spokane; E. E. Garlich, Centralia; Carl Strauss, Spokane; Joseph Hart, Spokane; James S. Ellis, Hillyard; George H. Retzer, Walla Walla; Charles Riney, Dayton; George A. Henton, Spangle; Robert L. Neal, Pomeroy; Henry Parker, Dayton; C. H. Gilman, North Yakima; O. C. Richards, Goldendale; P. L. Arthur, Tacoma; Mrs. Pwanda Saverin, Spokane.

### Oklahoma.

MUSKOGEE, June 3.—At an adjourned meeting of the Oklahoma Board of Pharmacy, held in Muskogee May 18, the following named persons made the required grade and were granted certificates as registered pharmacists: George M. Adams, Tishomingo, Okla.; J. M. Bartley, Pryor Creek; I. K. Garrett, Pauls Valley; J. C. Haffner, Frederick; C. A. Johnston, Byron; John J. Muhlherr, Orlando; John G. Miller, Cushing.

The following met the requirements of the board and were granted registration on diplomas: E. L. Aaron, Alexandria, La.; C. V. Aderhold, Douglasville, Ga.; E. H. Brown, Ada, Ohio; R. O. Billman, Tulsa; M. V. Decker, Kipton, Ohio; H. G. Farris, Moline; A. B. Hoxey, Leadville; A. J. Loughman, Oklahoma City; R. H. Patterson, Philadelphia.

The next meeting will be held in Enid on July 13-14. Applications for registration should be filed with the secretary, J. C. Burton, Stroud, Okla., at least ten days before the meeting. Application blanks furnished on request.

### Virginia.

RICHMOND, June 5.—The Board of Pharmacy of Virginia determined at its last meeting that it would hold hereafter quarterly meetings. Examinations will begin at 9 a. m. on the fourth Tuesday of April, July, October and January of each year at Richmond, Va.

### Arkansas.

LITTLE ROCK, June 5.—Governor Donaghey has appointed J. A. Gibson, of Little Rock, as a member of the State Pharmacy Board, to succeed W. L. Dewdney, of Pine Bluff, whose term expired May 26.

### New Liquor-Poison Law in Wisconsin.

ASHLAND, June 5.—Druggists here are complying with the State law by filing the list of sales of poison and liquor during the past year. Under the provisions of the law, the date, buyer's name, substance purchased, quantity purchased and for what purpose has to be filed. Report has it that the druggists of Ashland are offering the most complete data yet furnished by the druggists of northern Wisconsin.

### Mr. Dempster's Libel Verdict Reduced to \$20,000.

Samuel C. Dempster, the Pittsburg druggist who recently obtained a verdict for \$40,000 against *Toten Topics*, of New York, for libel, will recover only half that sum, the court having reduced the verdict to \$20,000 on the ground that the larger sum was excessive.

### Permit to Sell Liquor Revoked and Heavily Fined.

CENTRAL CITY, Iowa, June 5.—Judge Ellison, at Cedar Rapids, has fined M. J. Murray \$300 and costs and revoked his permit for violating an injunction which forbade him to sell liquors in his drug store.



# NEW DRUG LAW IN MISSOURI.

## Representative Hagenow's Co-operation With Physicians is Commended.

St. Louis, June 5.—The new pharmacy law recently approved by the Governor was introduced by Theo. Hagenow, one of the St. Louis representatives, who was active in securing its enactment. The new law is about what has been attempted at each session of the Legislature for 20 years, but this session is the first at which there has been a druggist member who has wholeheartedly supported advanced legislation. Mr. Hagenow has also acted with the foremost physicians of the State in promoting desirable measures and discouraging such objectionable legislation as came before the House. At a recent pharmacy banquet Dr. Nicholson, president of the St. Louis Medical Society, said that he regarded Mr. Hagenow's intelligent and active support of the physicians' interest one of the greatest advances toward closer fellowship between the professions of anything that had ever occurred in Missouri.

The law provides for registration of pharmacists and assistants, also that the board may license without examination men in villages of less than 500 persons to practice pharmacy in that village when no regular applicants appear for license from that community. It is made unlawful for any except these to fill prescriptions or sell inhibited drugs. Annual re-registration is provided. Diplomas from approved schools are recognized in lieu of examinations and restricted exchange of license with other States is provided.

A board of five members is created and it is provided that one shall be appointed each year from a list of five names recommended by the Missouri Ph.A. All shall be registered pharmacists and one shall serve as secretary at an annual salary, the other members receiving \$5 for each day actually engaged and their expenses. The secretary is made an agent for prosecution of violations.

The fees are: For examination as pharmacist, \$5; assistant, \$5; renewal of either license, \$1; application for village license, \$2.

Prescriptions are ordered preserved five years and physicians have access to copies of their own at any time, also persons for whom they were written, except on a contrary order from the physician. A poison register is also ordered. Holders of licenses are exempt from jury duty.

The bill as originally written contained a clause that was expected to stop the vendors throughout the country districts, but the pressure brought to bear upon representatives by these men and a class of country doctors was too strong and that section was dropped to save the rest of the bill. Mr. Hagenow believes, however, that the fight made this time has greatly strengthened the cause and a bill to that effect two years hence will be passed, if properly supported by the Missouri Ph.A. The peddlers seemed especially strong with the country representatives.

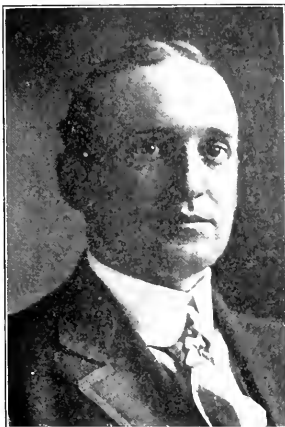
## Earthquake Damages Drug Stores in Wisconsin.

MILWAUKEE, June 5.—Considerable damage resulted to the drug stores of Wisconsin from the recent slight earthquake which passed over the eastern portion of the State. Reports from Beloit, Janesville, Racine, Kenosha, Elkhorn, Delavan and other points say that heavy losses were sustained by drug stores on account of bottled goods being knocked from the shelves. At the Horlick Malted Milk Company's plant at Racine the shock seemed to be especially strong and no little damage was done.

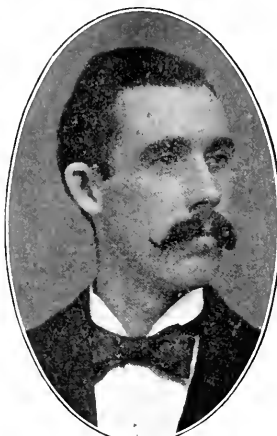
## Growth of German Potash Industry.

Consul-General Richard Guenther writes from Frankfurt that the potash production of Germany at present represents about 750,000,000 marks (\$178,500,000) of capital and employs 28,000 miners and work people. The yearly sales of potash are \$24,000,000, the trade being controlled by a trust.

# MEMBERS OF THE NEW IOWA STATE PHARMACY COMMISSION.



W. C. CLEMENTS, of Marengo, one of the new members of the Iowa State Pharmacy Commission.



DAVID E. HADDEN, of Alta, one of the new members of the Iowa State Pharmacy Commission.

## PROPAGANDA WORK IN NEW YORK STATE.

### Dr. Anderson Addresses Several Enthusiastic and Well Attended Meetings of Doctors and Druggists.

Three very enthusiastic and satisfactory joint meetings were held at Ithaca, Auburn and Corning on May 26, 27 and 28, respectively. Between 50 and 60 physicians and pharmacists were present at each and addresses were made by Dr. William C. Anderson, chairman of the propaganda committee of the New York State Pharmaceutical Association and dean of the Brooklyn College of Pharmacy. At all of the three meetings the physicians expressed desire for other meetings of the same nature and stated that they were perfectly willing to co-operate with the druggists for more ethical practices on the part of members of both professions.

At the Ithaca meeting practically all the physicians and pharmacists of the district were in attendance. The druggists gave the physicians a reception and luncheon preceding the discussion. Judson B. Todd, a member of the State Pharmacy Board, acted as toastmaster. The discussion was formally opened by Dr. Anderson, who delivered an address on "The Duties of the Physician and the Pharmacist." Response was made by Dr. I. M. Unger, president of the County Medical Society. John G. Brooks, chairman of the local propaganda committee, and his father, Arthur B. Brooks, also spoke. Before adjournment, which did not take place until 2 a. m., nearly every one in attendance had expressed himself on the subject. The physicians in particular took an active part in the discussion and seemed extremely favorable toward more ethical principles by the physician and a general observance of the rights and duties of members of both professions.

The Auburn meeting was held at the instigation of the physicians who invited the pharmacists to meet the members of the County Medical Society and participate in a discussion on general propaganda work. After the reading of a paper by Dr. Anderson, the physicians criticized quite severely the methods used by pharmacists in lending their recommendations to patent medicines by permitting their names to appear under these advertisements in the public press. The pharmacists asserted that they were perfectly willing to desist from this practice. Another point argued by the physicians was the refilling of their prescriptions handed from one person to another, and at times the discussion on this matter grew quite heated. Each side expressed confidence that points had been brought out beneficial to all and that a better understanding would prevail in the future, also that frequent consultations

or meetings be encouraged so that if any differences arose a consistent settlement could be made.

A banquet was given by the Corning druggists to the physicians at the City Club, and the local druggists had the satisfaction of entertaining a very large number of physicians, including several from some of the larger cities near Corning.

Owing to unfavorable conditions and the great extent to which dispensing is practiced in this section, there were serious forebodings as to the outcome of this meeting. Both the physicians and the pharmacists seemed to attend the meeting with a feeling of doubt as to its value, but following Dr. Anderson's address, however, and an extended argument on the course pursued by the physicians, the atmosphere suddenly cleared and results are expected to equal those of any meeting held during the year. The physicians freely acknowledged that they were going backward very rapidly from a professional standpoint and stated they would gladly accept a remedy to improve conditions. They applied numerous questions to Dr. Anderson and the other druggists present in reference to substitution, counter-prescribing and sale of patent medicines in drug stores, all of which were satisfactorily answered.

The Corning pharmacists decided, as did those of the other places where meetings were held, to present each physician in the locality with a manual of the U.S.P. and the N.F., published by the American Medical Association.

It was proposed by the physicians that steps be taken to either admit the local druggists into the County Medical Society or that an organization of the two professions be formed where frequent discussions could be had.

The guests included Clifford H. Calkins, of Elmira; A. S. Van Winkle, of Hornell, and a prominent physician friend of the latter, Dr. Parker. Mr. Van Winkle stated that he as well as Dr. Parker attended out of curiosity and with the belief that no good could result from any joint conference. However, assurances were given by both of these gentlemen that the evening's discussion had evoked a desire on their part to have a meeting in their territory and arrangements were at once begun between Dr. Parker and the County Medical Society to secure Dr. Anderson as speaker for the prospective meeting.

### COST \$20 TO BE KIND TO A STRANGER.

#### Boston Firm Disclaims Any Responsibility for Former Employee Who Borrowed Money of Druggist.

Edgar D. G. Foltz, employed with W. A. Shannon, of Philadelphia, Pa., is anxious to locate a traveling salesman, J. A. Murphy, who claimed to represent the Willis H. Lowe Company, Boston, Mass., to obtain repayment of a draft for \$18.50, with protest fees of \$1.54 added—a total of \$20.04. Murphy called at the pharmacy to sell goods, became acquainted with Mr. Foltz and borrowed various sums from him, as alleged, finally giving the draft in payment. The draft was "refused" by the Lowe company, according to the certificate of protest, dated April 8, made by the National Shawmut Bank, of Boston.

On April 29 the ERA received the following letter from J. A. Murphy in reply to a request for an explanation:

"It justice is to be done you will please wait until I see you in person, which I will do on Friday or Saturday" (April 30 or May 1). He did not appear, nothing has been heard from him since and a letter written subsequently to his last address was returned as undelivered by the postal authorities.

The Willis H. Lowe Company, under date of April 28, wrote as follows to the ERA:

"J. A. Murphy is not at present connected with us in any capacity. He has sold goods for us, in the past, on commission, paying his own expenses. We are in no way responsible for his financial transactions."

Meanwhile Mr. Foltz is apparently out \$20 for being accommodating to a comparative stranger; at least no other sequel to his acts of kindness is in sight after the expiration of two months.

#### Not So Sweet.

And the breast to heave and the soul to grieve  
Yes, parting is such sweet sorrow,  
For the eyes begin to fill  
When you part with your last dollar bill.

### MODEL MANAGERS OF MARYLAND PHARMACIES

#### In the United Drug Company's Southern Expansion Use is Made of Two Very Capable Pharmacists.

BALTIMORE, June 5.—Among the Baltimore drug stores that enjoy a large measure of prosperity are the Williamson & Watts pharmacies at Howard and Franklin streets and at Baltimore and Eutaw streets. Both stores were established upon a firm basis before they became a part of the United Drug Company's chain of establishments, the Eutaw street stand having been long devoted to the drug business and having enjoyed a wide reputation even before Williamson & Watts took hold of it.

The Howard street store was entirely the creation of Williamson & Watts, the place having been leased by them after the erection of the new building on that corner. Primarily, both places owe their success to the initiative and the progressiveness of the members of the old firm, but that this success has been continued and emphasized is due to the fortunate choice by Mr. Williamson of managers. Not being able to look after every detail himself, he looked around for capable young men to attend closely to the sales end of the business. For the Baltimore street store he selected Marion L. Elliott, who has managed the establishment since the firm opened there, 14 years ago. He is about 40 years of age and was born and raised in Baltimore. He got his first taste of the drug business with Mr. Hieronymus, at Gilmore and Lexington streets. He has a great faculty for making friends and enjoys a large measure of popularity, besides being a most capable and conscientious manager, who looks after details and keeps affairs well in hand. Mr. Elliott is a graduate of the Maryland College of Pharmacy. The Eutaw street store offers problems unlike few other pharmacies in Baltimore, but Mr. Elliott has shown the knack of mastering them and adopting methods which appeal particularly to the class of patrons who make up the large majority of purchasers there.

Mr. Williamson's choice for the Howard street store fell upon A. L. Litsinger, a young Baltimorean, not so many years out of the Maryland College of Pharmacy. Mr. Litsinger had given indications of special business ability in the employ first of Druggist Milby, in Fremont avenue, then as clerk for Moore & Copper, in Lexington street, between Park avenue and Howard street, whose name has since disappeared from the roster of drug firms, and still later in the Field pharmacy at Pikesville. The expectations entertained of him were found not to have been misplaced. In the larger field at Howard and Franklin streets, with a previously untried clientele to attract, and with theater audiences to look after, he proved his worth as a capable salesman. Mr. Williamson came to rely implicitly upon him. When, in February last, Mr. Williamson retired from Williamson & Watts and it became necessary to find some one to take care of certain details of the Lexington street store of the corporation and to fill the post of secretary of the company, Mr. Litsinger was chosen. He is about 34 years old and took charge of the Howard street store some six years ago. Wallace J. Smith, the new general manager brought here by the United Drug Company from Holyoke, Mass., has found his services of value in maintaining that continuity of method so essential to uninterrupted growth.



MARION L. ELLIOTT.



A. L. LITSINGER.

#### Contradictory, But True.

The Hairbrush—It is impossible to be in two places at once.  
The Alarm Clock—I can go off and stay right where I am.

## TRAVELERS WHO ARE HUSTLING TO MAKE A SUCCESS OF ENTERTAINMENT OF ILLINOIS PHA.



W. E. SCHMIDT,

with the Hechschild-Kelter Co., is a member of the parade committee of the Illinois Pharmaceutical Travelers' Association which will provide one of the big features at the convention in Quincy next week of the Illinois State Pharmaceutical Association.



JOHN A. MULDOON,

of Chicago, has been with the Fuller & Fuller Co. for twenty-five years and enjoys the distinction of being the pioneer salesman to use an automobile to call on his patrons, having started the custom eight years ago. He is on the I.P.H.T.A. hotel committee.



WALTER R. KREMS,

with the O. F. Schmidt Chemical Co., is the official artist of the Illinois Pharmaceutical Travelers' Association. He designs all of the convention covers and promises that the one for the "round-up" at Quincy, June 13-17, will eclipse all previous efforts.

## Banners for Quincy Parade.

CHICAGO, June 5.—The simultaneous meetings of the Illinois Pharmaceutical Association and the Illinois Pharmaceutical Travelers' Association at Quincy this month are exciting great interest among the trade. The banners which are to be carried in the parade at Quincy have been on display this week at the offices of Robert Stevenson & Son. The minstrel troupe of the Social Drug Club, of Chicago, will attend the meeting and give a performance.

## Chicago Notes.

—James Hirschfeld has bought the pharmacy of A. E. Fletcher at 62 Canal-port avenue.

—W. A. Rennan has purchased the drug business of the Heinemann Drug Company at 211 Webster avenue.

—A. E. Techter has succeeded the drug firm of Stoltz & Grady at 104 North Clark street.

—Central Chemical Manufacturing Company of Chicago has surrendered its papers of incorporation and gone out of business.

—O. J. Hartwig, Milwaukee avenue, is enlarging his store and the improvements will give him a frontage of 50 feet.

—Out-of-town druggists visiting Chicago during the week included the following: F. L. Bernard, of F. G. Bernard & Son, Chatfield, Minn.; J. M. Coryell, Union Mills, Ind.; M. R. Zaegel, Sheboygan, Wis.; C. B. Stizer, of Stiger & Crossman, Toledo, Iowa; W. F. Mangus, Moberly, Mo.; J. W. Evans, Clinton, Iowa.

## Druggist Halper is Honorably Acquitted.

Victor Halper, a druggist of 60 East 116th street, Manhattan Borough, New York City, who was recently accused of failing to keep proper records of sales of cocaine, was honorably discharged by the magistrate.



FRANK J. HOEY, of Chicago, with the Gazzolo Drug & Chemical Co., is secretary and treasurer of the Illinois Ph.T.A.

scription of physicians after the expiration of their government licenses June 30.

## Milwaukee Man Works Off a Forgery.

RACINE, Wis., June 5.—The Red Cross Drug Company was the loser to the extent of \$32.50 by the clever forgery of one C. V. Seerup, a resident of Milwaukee. Seerup, who had been employed and lived in Racine for a short time, made the check out to his own order and signed a fictitious name. Acquaintance with the clerks of the pharmacy made the rest easy and Seerup has disappeared with the cash. The police are hot on the trail.

## \$200,000 Suits Against A.M.A.

CHICAGO, June 5.—The Organic Chemical Mfg. Company, of Philadelphia, and its president, S. Lewis Summers, have brought suit for \$100,000 each against the American Medical Association. The suit is the result of controversies over certain pharmaceutical preparations made by the plaintiff company and because of certain articles published in the *Journal of the American Medical Association*, which it is alleged damaged the business of the company and the reputation of its president.

## Woman Druggist is Accused.

COLDWATER, Mich., June 5.—Branch County has the novel experience of having a woman druggist arrested on a charge of illegal liquor selling. Mrs. Tressa H. Paulson, owner of the Bronson drug store, is the accused person. Her husband, also a druggist, was previously arrested but was acquitted.

## Not Even on Prescriptions.

ITHACA, Mich., June 5.—At a recent meeting of the members of the Gratiot County Druggists' Association at Alma a formal resolution was adopted binding all druggists not to sell liquor even on prescription.

## MASSACHUSETTS MOURNS JOHN H. MANNING.

**Former President of State Pharmaceutical Association and Prominent in Professional and Civic Affairs.**

BOSTON, June 5.—John H. Manning, a prominent druggist of western Massachusetts, died recently at the Corey Hill Hospital, Brookline, after a brief illness. His home was in Pittsfield, and two weeks ago he was moved across the State for the purpose of receiving the most skillful surgical treatment. An operation was performed for gallstones, but the expected relief was not produced.

In 1885 Mr. Manning was appointed a member of the Massachusetts Pharmacy Commission, and he was reappointed in 1891. He was president of the Massachusetts State Pharmaceutical Association in 1887, and for most of the time since he had served on the committees on questions and papers, and on congressional legislation. He was twice a delegate to the American Pharmaceutical Association, and also twice to the American Pure Food and Drug Congress in Washington.

Mr. Manning was born in Ellington, Conn., July 23, 1846, and lived there until 1856, when his father, who was a physician, moved to Pittsfield, and bought the Old Corner Drug Store. The son attended the Pittsfield public schools and Wesleyan Academy, graduating from the latter in 1865. Meanwhile his father had died, in 1863, and his mother had continued the business herself. Upon graduation he joined his mother in the conduct of the store, and in 1872 bought it and conducted it for the next 38 years.

Mrs. Manning and three of the children survive him. The children are Mrs. George Hubbell, of Pittsfield; Mrs. Herbert P. Ward, of Springfield, and John P. Manning, of Pittsfield.

Mr. Manning was a communicant of St. Stephen's Episcopal Church and held membership in many fraternal associations, including the Masons, Red Men, Royal Arcanum and Sons of the American Revolution. He also held various civic offices, being a member of the Massachusetts Highway Commission at the time of his death.

### Reinhold van der Emde, Former Druggist.

Reinhold van der Emde, founder and president of the Yorkville Bank and active for years in charitable and philanthropic movements in New York City, died of heart failure last week at his country place, Bedford, Westchester County.

Mr. van der Emde was born in Germany in 1842, and in his youth studied pharmacy in Switzerland. He came to this country in 1869 and established a drug store at the Bowery and Second street, Manhattan Borough. He built a large business and soon went into banking. In 1893 he founded the Yorkville Bank, of which institution he was president until his death. The bank's new building at Third avenue and 85th street, which is generally looked upon as a model for banking houses, was designed under the direction of Mr. van der Emde.

Mr. van der Emde was a trustee of the German Savings Bank and an officer in several German charitable organizations. He was a director of the German Hospital, the Isabella Home and an officer in the Deutsche Gesellschaft and the German Liederkrauz. He was a member of the German Apothecaries' Society, and was always active in social affairs that were organized by leading members of German society in this city. He left a widow.

### Obituary Notes.

—HORACE GREELEY CHANDLER, formerly of Montfort, Wis., died recently in Mobile, aged 37.

—THOMAS A. JOHNSON, of the Cooper-Johnson Drug Company, Franklin, Tenn., is dead, aged 31. A widow and child survive.

—HENRY TANNER, 37, a drug clerk, is dead of pneumonia at his home, 1012 Saratoga street, Newport, Ky. He leaves a widow and one child.

—GEORGE T. MILLER, of Hillsboro, New Mexico, died on the 24th ultimo, leaving a widow who expects to continue the business under husband's name.

—HERBERT H. ARMSTRONG, a graduate of New York C.P., died recently at Kearny, N. J., aged 44, leaving a widow and two children. He formerly lived in Wilkes-Barre, Pa., but for a number of years was in the drug business in Newark, N. J.

J. J. SCHUBERT, president of the Schubert & Schneider

Drug Co., Kankakee, Ill., died on June 2, after a brief illness. He was one of the veteran druggists of the State and was well known throughout the fraternity, being a member of the Illinois P.H.A.

—WILLIAM C. YEISER, a prominent and popular druggist of Jacksonville, Fla., is dead, aged 45, leaving a widow and daughter. For a number of years he was connected with the Southern Drug Manufacturing Company, but recently went into business for himself.

—FRANK A. HENRY, JR., aged 52, is dead in Louisville, where he was a prominent druggist, having been for years of the firm of Renz & Henry and latterly at the head of the Henry Drug Company and the Henry Pharmacal Company. He leaves a widow and two daughters.

—EMILE T. DIEZ, for 17 years owner of a store at Magazine and Peniston streets, New Orleans, died recently at Withamsville, Ohio, where he had gone in the hope of recovering his health. He was a graduate of Tulane University. He leaves a brother, Leon B. Diez, a druggist of Magazine street and Louisiana avenue; one sister and a half-brother.

## NEW PURE DRUG LAW IN WISCONSIN.

**Referee Board Attacked in the Legislature Prior to Passage of Act by an Overwhelming Vote.**

MADISON, June 5.—The pure food bill which was recently passed in the Wisconsin Legislature has been signed by the Governor and has been published as a law. The Act amends Sections 4600 to 4601 of the Statutes relating to foods and drugs and aims to prevent anything in the nature of adulteration. In the way of definition, it is explained that in the case of drugs an article shall be deemed to be adulterated:

"First, if when sold, or offered or exposed for sale or had in possession with intent to sell, under or by any name recognized in the United States Pharmacopoeia or National Formulary, it differs from the standard of strength, quality or purity laid down in the latest edition thereof, current at the time when such drug is sold or offered or exposed for sale or had in possession with intent to sell; second, if its strength, quality or purity falls below the professed standard under which it is sold; third, if it contains wood alcohol except when intended for external use only and so labeled."

The law, which designates benzoate of soda as a substance deleterious to public health, was passed by the Assembly by an overwhelming vote. A sharp debate arose when an effort was made to postpone action.

"President Roosevelt told J. Q. Emery, Wisconsin Dairy and Food Commissioner, that the finding of the special committee that benzoate of soda was not injurious to health was the one time when he had been fooled by Standard Oil," said Speaker Hancock. "The finding of the committee was worthless, because the committee was packed. One of the three was a chemist from the famous kerosene oil university at Chicago, and another was from the corn syrup system which is dominated by Standard Oil."

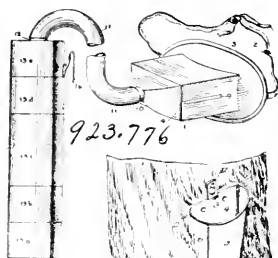
### New York Chemists' Club May Build New Home.

The building of a handsome club house in the near future is under consideration by the members of the Chemists' Club, of 108 West 54th street, Manhattan Borough, New York City. Several weeks ago a large plot at 50 to 54 East 41st street, adjoining the southeast corner of Madison avenue, was sold to Mrs. Robert Hewitt, of Ardsley-on-Hudson. Later the property was ostensibly bought by Wesley Thorne, but it was learned recently that the purchase was made with a view of turning it over to the chemists. Members say that no action on the construction of the building will be taken until the return of Prof. Morris Loeb, of Columbia University, president of the club, who is now in London attending the International Congress of Applied Chemistry. Plans for the building, however, have been completed by Warren & Wetmore, architects.

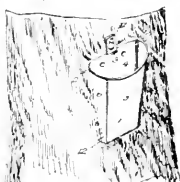
### Jersey Delegate Elected to N.A.R.D. Convention.

MOUNT HOLLY, N. J., June 5.—At the quarterly meeting of the Burlington County Retail Druggists' Association, Frank S. Hilliard, of Vincentown, was elected delegate to the annual convention of the N.A.R.D., which will be held in Louisville September 6-11. E. R. Sparks, of Burlington, was elected alternate.

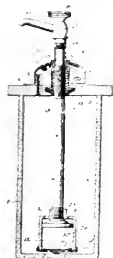
## PATENTS, TRADE MARKS, ETC.



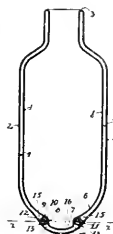
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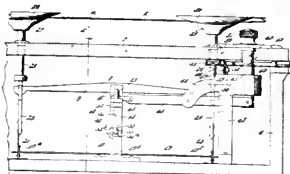
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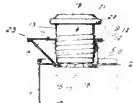
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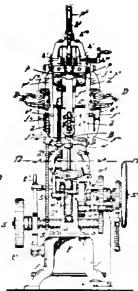
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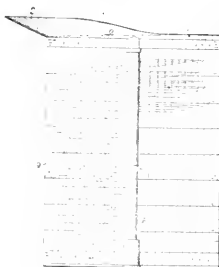
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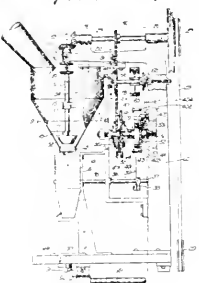
923,136



923,501



923,791



923,779

## PATENTS.

Granted June 1, 1909.

923,136—Reinhold Berger, Berlin, Germany. Making double-walled vacuum bottles.

923,201—Morris H. Petigor, New York, N. Y. Dispensing pump.

923,214—Swan Tevander, Toledo, Ohio, assignor to American Can Company, New York, N. Y., a corporation of New Jersey. Screw cap nozzle for cans.

923,232—Adolph Woolner, Jr., and Aladar Lászlóffy, Peoria, Ill., assignors to Woolner Distilling Company, Peoria, Ill., a corporation of Illinois. Process for making alcohol.

923,236—George T. Altenberg, Cincinnati, Ohio. Double-walled vessel.

923,387—Frank B. Turner, Ocala, Fla. Turpentine cup.

923,501—Edward Ermold, New York, N. Y. Bottle-labeling machine.

923,618—Samuel E. Blizard, Franklin, Ind. Liquid measure.

923,635—Ernst Erdmann, Halle-on-the-Saale, Germany, assignor to Actien Gesellschaft fur Anilin Fabrikation, Hain dye.

923,761—Oskar Boeters and Richard Wolfenstein, Berlin, Germany. Process of producing nitro compounds.

923,768—Arthur W. Clark, Conshohocken, Pa., assignor to Johnson & Johnson, New Brunswick, N. J., a corporation of New Jersey. Manufacture of surgical ligatures.

923,776—Samuel Danielewicz, San Francisco, Cal. Filtrative inhaler.

923,779—William H. Doble, Quincy, Mass. Package-filling machine.

923,781—William W. Dryden, Philadelphia, Pa. Prescription balance or scale.

923,791—Hubert Henn, Berlin, Germany, assignor to American Thermos Bottle Company, Brooklyn, N. Y. Double-walled vessel.

## TRADE MARKS.

Published June 1, 1909.

39,132—The Allen & Hanburys Co., Toronto, Montreal, Canada. Class 46. Infant's Milk Food, malted cereal food for infants, milk cocoa for invalids, a pancreatized milk and cereal food for infants and invalids, etc.

39,400—Marietta Stanley Company, Grand Rapids, Mich. Class 6. A cosmetic to remove tan, moth and sunburn and to beautify the complexion.

41,412—W. S. Ward, Camp Point, Ill. Class 6. A veterinary remedy.

41,430—Emergency Laboratories, New York, N. Y. Class 6. A remedy for eruptional skin diseases.

## Jury Verdict Upholds Proprietary Contract.

LITTLE ROCK, Ark., June 5.—The jury which heard the testimony in the case of the Hessig-Ellis Drug Company, of Memphis, against Read's Drug Store awarded the plaintiff a verdict of \$580.50, which was the full amount sued for. An appeal to the Supreme Court will probably be taken.

The suit involved the interpretation of a contract by which Mr. Read bought a proprietary remedy. The contract called for advertising in a certain way and the defendant claimed the selling company had not lived up to the spirit of the contract. The plaintiff contended that it had lived up to both the letter and the spirit of the contract.

Copy of any PATENT or TRADE MARK, 10 cents.

Author of copyrighted work on Protective Trade Marks.

Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

## THE DRUG MARKETS

### ACTIVITY LACKING BUT DEMAND STEADY.

**Tendency Has Been Upward With Business Good in Jobbing Lots—Opium Firmer and Higher.**

**NEW YORK, June 7.**—Although no particular activity has been noted in the market for drugs and chemicals during the past week, there continues to be a steady jobbing demand without any discouraging features in the general outlook. Opium is firmer and higher. Asafetida scarce and tending upward. Balsam of Peru, Oregon, is held at higher figures. Glycerin is in a strong position, and a further advance in price is looked for. Citric acid is in demand with a very strong market at quoted prices. Camphor is active, but without any change in manufacturers' prices. Cantharides, Russian, is firmer in primary markets, but unchanged in our own. Jalap root is firm, and values are well sustained.

**OPICUM.**—The market is much firmer, and holders who have been offering at \$4.15 per pound are now holding at \$4.25 per pound, but powdered and granulated are unchanged. Primary markets report active buying with heavy sales for America at advancing prices, with important demands unfilled. The weather continues dry and a good percentage of the plants have dried up. The arrivals in Smyrna for the week ending May 14 amount to 2067 cases, against 1387 cases at the same period last year.

**QUININE SULPHATE.**—There is a steady market, but without any new features, and manufacturers' prices are unchanged on the basis of 1 lb. per ounce for 100-ounce cans. The sale of Amsterdam brand of quinine in Amsterdam on the 1st instant was without any change in value; 50,000 ounces were sold at florins 10.50, the same as at the previous sale. The bark shipments for the month of May amounted to 1,320,000 pounds.

**COD LIVER OIL, NORWEGIAN.** Cable advices give the result of the catch and production of oil to the 1st instant as follows: Total catch, 52,700,000 fish, producing 40,670 barrels of oil. The result in the year 1908 was as follows: 44,300,000 fish, producing 47,238 barrels of oil. The production during the past week has been only 300 barrels, which shows quite a falling off, and the total result as compared with last year shows a deficiency of 6568 barrels. Primary markets are quiet but firm, and lower prices are not looked for.

**GLYCERIN.**—Manufacturers have advanced their prices to 16c. per pound for the article in drums, 17c. in plain cans and 17½c. in patent cans. The tendency is upwards, and one of the largest manufacturers refuses to quote.

**CHAMOMILE FLOWERS, HUNGARIAN.**—There is a shipment on a steamer soon due to arrive. The lot is reported to be a prime one and will be offered at 38c. per pound, in cases of 110 pounds each. Advice received from different producing sources agree that only a small quantity will be gathered this season, hardly sufficient to meet the world's demand.

**CANTHARIDES, RUSSIAN.**—In the producing districts stocks seem to be greatly reduced, and are held at very much higher prices. However, some houses here have a good supply at present and still continue to quote at 60c. per pound in cases of about 200 pounds.

**ST. IGNATIUS BEANS.**—This article has been out of market for a long time, but an arrival of about 500 pounds is expected shortly by a local dealer. Subject to previous sale it will be offered at 50c. per pound.

**WORMSEED, LEVANT.**—Dealers expect to see an advance in the price of this article, as first hand stocks in primary markets are reported as entirely cleared up. One house which has a supply on hand is offering bales of 200 pounds at 6c. per pound; lots of 5 to 10 bales at 5½c., and lots of 25 bales at 5c.

**ASAFETIDA.**—Increasing firmness is shown, owing to light available supplies and continued absence of offers from primary markets. The small stock of U.S.P. in the local market is held at 50¢/60¢, per pound, as to seller, and still higher prices are predicted.

**BUCHU LEAVES.**—The short are firmer and some holders have advanced their quotations to 37c., although others are still willing to sell in a limited way at 35¢/36¢, per pound for large quantities. The outlook is considered favorable for

further improvement. Cables from London report resales of stocks there at the equivalent of 36c. laid down here.

**CAFFEINE.**—Manufacturers have reduced their prices and the market is easier than for some time. Bulk, as to quantity, is held at \$3.10¢/\$3.25 per pound, the inside figure being for 25-pound lots.

**BALSAM OF FIR.**—Prices are higher for Oregon owing to stronger primary markets. Local dealers have advanced quotations to \$1.10 in barrels and \$1.20 in cans.

## London Drug Market

**LONDON, May 29.**—This has been a quiet week and until the Whitsuntide Holidays are well over business will be practically at a standstill. Changes in value have been few, the most important being an advance of £5 per ton in the price of refined Glycerin which is now quoted at 78s. 6d. per cwt. for best quality in tins and cases and lower for large wholesale quantities. Citric Acid continues in quiet demand, but the market is steadier. For Buchu Leaves 1s. 6d. per pound is asked for the quality which sold in the last auctions at 1s. 3d. to 1s. 4d. Business has been done in Rio Ipecacuanha at 5s. 3d. per pound. Menthol is firmer at 7s. 4d. per pound after a small business at 7s. 3d. English Oil of Sweet Almonds is 2d. per pound dearer at 1s. 10d. per pound. Camphor is steady but quiet, refined Japanese being quoted at 1s. 9d. per pound for ounce tablets. American Peppermint Oil is quiet, but Japanese dementholized is rather dearer at 4s. 10d. per pound "spot." Essence of Lemon is lower at 3s. 3d. per pound. On the spot holders of Opium are firmer in their views, but buyers are not anxious to come forward at the moment. The position as regards Morphine and Codeine is unchanged.

### Anniversary Celebration of Enterprising Pharmacist.

Bernhard von Rappaport, who owns two drug stores, one at Notstrand avenue and Clarendon road, the other at Rogers and Leferts avenues, Flatbush, Borough of Brooklyn, New York City, last week celebrated his third business anniversary in gala attire and prosperous style. During four days of the week visitors to his stores were made to feel the success which has come to him by the enjoyment of some delicious dish or drink from his soda fountains or a delightful box of candy, free of charge. Each purchaser received a souvenir, choosing from a list which included boxes of confections, perfumery, soaps, toilet powders, etc.

Mr. Rappaport is a strong ERA man, perusing both its news and advertising pages each week in quest of helpful hints, new propositions and ideas in order that he might be able to supply every want of his large patronage and keep his stores fully abreast of the times.

### Fire Damages Plant of Milwaukee Drug Company.

**MILWAUKEE, June 5.**—The Milwaukee Drug Company suffered a loss of more than \$80,000 recently when fire badly damaged a stock of stationery and dry chemicals valued at \$15,000, which were stored in warehouses in the Seaman Building, 317-319 Milwaukee street. The loss was partly covered by insurance. The entire third floor of the building was used by the wholesale drug company as an overflow store-room and the drug company was the heaviest loser of all the occupants of the building. A new carload of tablets had just been stored in the structure by the company and it is said that this was a total loss. Considerable damage was done by water to the stock in the Milwaukee Drug Company's building adjoining and only the hard work of the fire department saved the structure.

### Pressed Too Hard by Their Creditors.

**CINCINNATI, June 5.**—The Globe Chemical Company and the Ohio River Chemical Company, which are engaged in the buying and selling of heavy chemicals, have been placed in the hands of Griffith L. Resor as receiver, on an order of the Superior Court. The appointment was asked for by Louis C. Grote, secretary and treasurer of the concern, who claims the companies are solvent but that because of money stringency and inability to realize on stock, the companies are unable to meet the pressing demands of creditors.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JUNE 17, 1909

No. 24

D. O. HAYNES & CO. - Publishers

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:

Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

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THE PHARMACEUTICAL ERA.

For Era Album

90 WILLIAM ST., NEW YORK.

## DOCTORS NOW IN THE BENZOATE FIGHT.

Somewhat unexpected, but not altogether surprising, is the action taken by the American Medical Association in entering the benzoate of soda controversy and training its big guns against all preservatives in foods. The resolutions form a most emphatic endorsement of Dr. Wiley's position, the Referee Board of Experts is thoroughly discredited and moreover the presentation of the resolutions personally to President Taft by a delegation of prominent physicians is an indication that this powerful association does not propose to permit the sentiment adopted to rest dormant in its minutes. The resolutions are so terse, vigorous and striking that no room is left for comment:

Resolved, That the American Medical Association respectfully urges upon Congress the necessity of amending the National Pure Food and Drugs Act in the following particulars, viz.:

1. To prohibit absolutely and unqualifiedly the use of benzoate of soda and similar preservatives in the preparation and preservation of foods destined for interstate commerce.  
2. To provide for a system of Federal inspection of all establishments engaged in the preparations of foods destined for interstate commerce, such inspection having for its specific object (a) the prevention of employment in them of persons afflicted with contagious, infectious diseases; (b) the prohibition of the use of preservatives, such as benzoate of soda, and (c) the prevention of the utilization of unclean and offensive waste products, which now, by the use of such preservatives, are branded as foodstuffs and sent through the channels of commerce.

3. To provide that the interpretation and construction of the law shall rest with the courts of the country.

With such powerful influences now engaged in the anti-preservative campaign some interesting developments may be looked for when Congress convenes in regular session in December.

## "BURN THIS LETTER"—"BURN THE LEDGER."

Students of the diplomatic phases of political history in America will never forget the famous "burn this letter" which practically cost James G. Blaine the Presidency of the United States, to be elected to which high office he had in 1884 even a better apparent chance of election than some other representatives of his party who have been successful. In drudgery at the present time there may be a paraphrase of the Blaine episode in some of its aspects. In a lawyer's implied order to "burn that ledger" we find that the president of a successful chemical manufacturing concern loses practically in a moment an increase of salary amounting to \$50,000 a year, without his knowledge or consent, so far as the evidence now indicates. Moreover the stockholders who object to the burning of ledgers are trying to wrest the presidency from the incumbent who jumped from \$6000 a year to \$25,000 a year and quickly to a \$75,000 basis, figuring the last \$25,000 increase payable in \$10 shares at \$5 each as being what the trade would consider an equivalent in view of divi-

dends that have been declared by the corporation.

Elsewhere in this issue a remarkable story is told of the developments up to date in the Sanitol litigation. It will surprise thousands of druggists who have become stockholders in the company, it will enlighten those who have received invitations to transform their stock certificates into "mdse.", with the values carefully figured out in advance. It will interest particularly the stockholders who were informed that "no dividends were likely to be paid in the near future"—but of course they really would not expect it when it became necessary to jump the president's salary from \$6000 a year by quick stages to approximately \$75,000 a year. The trouble with so many people is that they are unreasonable. If they were not so, the Sanitol's lawyer probably would not have canceled the last salary increase, as the evidence seems to show. The company has had a reasonably successful career and the indications are that its future existence will be greatly benefited by the proceedings which are pending in St. Louis.

#### IMPORTANT DECISION AS TO LABELS.

On page 575 appears some account of a recent decision of importance to manufacturers of pharmaceutical preparations and to proprietors of patent and other remedies, including druggists who buy compounds in bulk and after receiving the same do the work of bottling, labeling and otherwise preparing the articles for the market. In the case in question the court held that it was not necessary to exhibit the alcoholic content on the container of the goods in bulk, so long as the labels on the smaller bottles or packages in which the goods were sold to the public were in conformity with the law.

The decision means that there will be no further Federal interference in cases of a druggist or other person having his medicines compounded and shipped to him in bulk by a manufacturing pharmacist in another State, provided there is no sale in bulk. The decision is a victory for the pharmaceutical manufacturers.

#### NEWS VALUE OF AN ADVERTISEMENT.

A fact which many advertisers overlook in preparing their copy for publication is the possible news value of the announcements. Persistent and continued publicity is an essential of success, but its aid is best invoked when the advertisements are given what may be called news interest. The advertiser may not have something new to sell, but the old story can be told in new phraseology, keeping the chief points well in the foreground and the effect cannot fail to be superior to that produced by mere duplication of previous statements concerning the wares to be sold.

It is for that reason that the ERA has pursued the policy of cordially inviting its advertisers to change their announcements, making no extra charge for resetting the type. The result is that our advertising pages are more attractive to our readers and they turn with more than ordinary interest to that department, a fact which benefits them and advances

the value of the advertising to those who make the announcements. The introduction of new advertisers to our readers is a further step in the direction of increasing the news interest in every department of the ERA and it appears to be greatly appreciated by all who are concerned.

#### PAYING THE DOCTORS BY THE YEAR.

In one of the discussions at the recent meeting of the American Academy of Medicine at Atlantic City the speakers favored the adoption of the contract physician, whereby families with small incomes, especially wage earners, could pay an annual fee of \$3 or \$5 for attention and also the adoption of some plan whereby the family could be insured for the amount of a physician's bill.

The growing practice of a family physician turning over a patient to a specialist and overcharging, the physician and the specialist dividing the fee, was condemned as professional grafting, as were also all fee splitting plans. The speakers recognized the burden of physicians' bills and also the objection of the average person to summoning a physician in the early stages of an illness because of the fear of exorbitant bills.

This is a recognition of the principle of Chinese civilization which is to pay the doctor while the person is in good health, but to stop doing so during illness. While the effect upon the drug trade of a similar custom in this country would probably be of small account, nevertheless it is likely that such a system would work very much to the benefit of the great mass of people who are either poor or in moderate circumstances, while it would provide the doctors with incomes of more stability and certainty.

#### PROGRESS OF STANDARDIZATION MOVEMENT.

Dr. Stewart's paper on the "Standardization of Materia Medica Products," which was read before the American Therapeutical Society and portions of which are reprinted on page 563 of this issue of the ERA, is an important contribution to the literature upon this important subject. The agitation in behalf of standardization, in which the doctor has been an earnest and effective worker, has been making rapid progress until the time has come when there ought to be a practical consideration of ways and means. How is it going to be done and who is going to do it?

Suggestions are made in this paper as to the courses which may well be pursued in the future development of standardization and they are commended to the attention of the various pharmaceutical associations. This is a matter which deserves a share of the time of the convention of the American Pharmaceutical Association at Los Angeles in August.

The man who is shrewd enough to sell ice in summer and coal in winter would run his fountain the year around and make it pay: if he was a druggist.

Educational in scope, informative in its results and wit sharpening in some of its puzzling queries, the Quiz Master's department of the ERA will be found of high value not only



to the younger generation in pharmacy, but to those who have been in the business for periods long enough to warrant an application of the freshening and brightening process. This week the Quiz Master will be found on advertising page 20.

Dr. Wiley must have felt highly elated when he heard of the hearty endorsement given to him and his work by the American Medical Association at Atlantic City last week. The growing strength and importance of the A.M.A. gives to the Father of the Pure Food and Drugs Law an ally of such force and power that his future efforts will probably be less hampered by obstacle throwers than heretofore.

The development of the slot machine idea has taken further strides in New York. Many of the big hotels and some of the larger drug stores have now installed slot machine typewriters. For 10 cents and a press of the button you are confronted with a standard typewriter and paper which can be used for half an hour.

The fact that a druggist in a "dry" town has a trade in fishing tackle does not justify him in selling distilled "bait."

Largely because of its geographical position, Los Angeles, Cal., is becoming one of the recognized centers of the wholesale distribution of drugs, and in connection with the annual meeting of the American Pharmaceutical Association which convenes in that city on August 16 it is very much in the public eye. Among the men whose aggressive action and vigorous efforts brought about the enthusiasm necessary to securing the meeting for the metropolis of the Southwest, was L. N. Brunswick, president of the Brunswick Drug Company. He has been identified with the wholesale drug business for the past 40 years and is among the best known men in the trade.

A native of France, he came to this country a youth—the architect of his own fortunes, and his career of successes has been so marked as to deserve chronicling in the commercial records of the Southwestern Empire. He first became a factor in the wholesale trade at Fort Worth, Texas, in 1877. Later he was a junior partner in the firm of Finley & Brunswick, of New Orleans, which change occurred in 1883. Assuming the management of the house, he added to its prestige and trebled the volume of its trade within a very few years.

In 1888 the firm determined to reach out for the business of the Pacific Coast and in conjunction with F. W. Braun, organized the F. W. Braun Company, of which Mr. Braun became resident partner. In 1894 Mr. Brunswick purchased the interests of his partner, Mr. Finley. This was subsequent to the incorporation under the laws of California, in 1903, of the F. W. Braun Company, which was composed of Mr. Braun and Mr. Brunswick, and was conducted as a close corporation.

In 1903 it became necessary for Mr. Brunswick to retire from active business for a period on account of his health, and he disposed of his interests in New Orleans, retaining only his connections in California. Late in the year 1904 Mr. Brunswick went to Los Angeles and divided the management of the business with Mr. Braun. In May, 1907, Mr. Brunswick purchased Mr. Braun's interest and changed the style of the company to its present name—The Brunswick Drug Company. This prosperous corporation is officered as follows: L. N. Brunswick, president; W. M. Gray, vice-president; C. M. Gair, secretary, and G. A. Champion, manager of the San Diego branch.

The Brunswick Drug Company is a representative distributor for the Pacific Coast and the Southwest. It has warehouse consignments from the principal manufacturers of patent medicines and specialties for many of the jobbing centers on the Pacific Coast and for points in Arizona and New Mexico, as well as the major part of the interior of California

and the mining regions of Nevada. It also controls a large and growing trade throughout the provinces of the Republic of Mexico.

The San Diego branch of the house handles the business of the southern portion of California, and of the province of Lower California, in Mexico. Within the past two years this company has completed and equipped an up-to-date laboratory, for the production and manufacture of such goods as are demanded by the retail pharmacists of the region. It has a full line of laboratory products, second to none in the country, including compressed hypodermic and triturate tablets, various granular salts, chemicals and pharmaceuticals, besides a very interesting assortment of toilet preparations and requisites. The company is the pioneer on the coast in the manufacture of hydrogen peroxide.

The house carries on an aggressive selling and promoting campaign throughout the enormous region of which Los Angeles is the natural center and the resultant increase of the business shows that it is most successful.

Mr. Brunswick will be a prominent personality at the coming meeting in Los Angeles, and his interesting experiences as a pioneer in the development of the distributing business of a region that is attracting the attention of the world will prove entertaining to the hundreds of men in the trade who have long known of his successes and will be gratified at the opportunity of forming an acquaintance, with one who combines the graces of the French with the bountiful hospitality of the great West.



L. N. BRUNSWIG,  
of Los Angeles, Cal.

"There is no telling what profit these cocaine vendors make after they have mixed the drug with sugar and other ingredients, though they will never get it up to the price at which it was originally sold by the trade," said a druggist of Richmond (Va.) recently in discussing the capture of two dealers in Manchester. "Cocaine can be bought today for about \$3.50 an ounce, wholesale. Back in the eighties when it was first discovered, it was about as costly as radium, for the price then was \$1.50 a grain, or about \$600 an ounce. One day a man came into my store with a physician's prescription for two ounces, and I promised to get it for him. Just before he went out, however, he remarked that it might be a good idea to get a line on the cost, the clerk informing him that the bill would be in the neighborhood of \$1000.

"I'm not ready to mortgage my home," he said, "and I guess I'd better not get it," and he did not. Later on the price decreased, but long before the drug came into popular use by fiends. The illegal traffic seems to have been pretty well broken up in Richmond, the new law having had a deterrent effect. Still the vendors who peddle it have to take long chances, and naturally they charge heavily. With adulteration the profits get up to that point where there is no telling what percentage is made.

The long suffering corner drug store clerk suppressed a groan when the customer who never bought anything but stamps, handed him a dollar bill and asked him for a one-cent stamp.

"What are you doing?" the customer asked presently, hearing much rattling of change. "Giving me all pennies in change?"

"Not quite all," he answered, as he handed her the change in pennies, with the exception of one lone and solitary nickel.

—New York Press.

The manufacture of a cough mixture from the blood of a sparrow got a coolie into trouble the other day, says the Shanghai Mercury. Sunday he was found in the Sinza district with a couple of poles, a tin of bird lime and ten sparrows in his possession. The man was brought up at the mixed court charged with having cruelly ill-treated the birds, and in the course of the case it transpired that the coolie was catching

the sparrows in order to sell them to medicine dealers. The reason he wished to keep them alive was that the medicine shops, who made a sort of cough mixture out of their blood, would not buy them if they were dead. The coolie was cautioned and his gear confiscated.

He—Well, I've found out one thing. You have no heart.

She—Oh, come now. How can a man without brains know anything about anatomy?

"I say that you should teach yourself to take things as they come."

"But I much prefer to knock them as they go."

Judge George F. Lawton, of the Middlesex Probate Court, told me a story the other day, relates a writer in the Boston *Herald*, of an American minister who was spending his sabbatical year traveling abroad. Arriving in London he made every effort to get an intimate view of the two branches of Parliament in session.

Of course, no stranger is allowed on the floor of the House of Lords, but the minister, not knowing this, and with the usual amount of American push, tried to make his way in. There is a rule, however, that servants of the various lords may be admitted to speak to their masters.

Seeing the minister walking boldly in, the doorkeeper asked:

"What lord do you serve?"

"What lord?" replied the astonished American, "the Lord Jehovah."

For a moment the doorkeeper hesitated and then admitted him. Turning to an assistant standing near by, he said:

"He must mean one of those poor Scotch lairds."

Ethel—You would hardly know Reginald since he got back from Europe. He lost all his money there and—

Elsie—Hardly know him? Why, I shan't know him at all.

It is always a mistake to hear things that are not necessary and have passed their usefulness, says a writer in the Rochester *Herald*. To sacrifice convenience to sentiment is wrong. The little bottle that Jack wore when he was a baby may have a sentimental association for the mother, but every time Jack sees it he feels grumpy and sore about it. The fact is that Jack has no further use for the thing.

There are so many women who cannot part with father's old uniform, if he ever had any; with the haircloth parlor furniture set that belonged to mother and which has been accumulating dirt and filth in the cellar or the garret for more years than the children can remember.

There are many ways of avoiding hoarding, than which there is no home practice more unsanitary. The best way is to start in to clean house with an eye only for the things you actually have use for. Gather everything else together and ship it away. Your house will be cleaner and your own health as well as that of all the other members of the family will benefit by your action.

She—Why is it a woman never looks at the man she's marrying when at the altar?

He—I do not know, but I do know she keeps her eye on him pretty well after the wedding.

"The ultimate consumer," the scapecoat of the tariff discussion in Congress, is being enlightened on many questions through the publication of facts brought out in debate. Some of this knowledge brings no joy to the heart of the "ultimate consumer," for he finds that in many instances he has been deceived.

Apropos of the discussion in the Senate regarding the necessity for protecting the American cotton seed oil industry, Special Agent Julien L. Brode, of the Department of Commerce and Labor, has sent information from Marseilles, France, that the American "ultimate consumer" has been using his own cotton seed oil for his salad dressing in the belief that it was "pure olive oil" from France. Mr. Brode adds, in a kindly spirit, that the French pure food law and the short crop of olives is going to boost the price of real olive oil for the "ultimate consumer."

Those Southern Senators who opposed the placing of a duty on cotton seed oil, contended that the industry needed no protection on the ground that there was no competition abroad;

but Mr. Brode gives a list of oils which he claims compete with the American oil. France imports about one-fifth of the cotton seed oil shipped out of the United States.

"The strict French pure food law," adds Mr. Brode, "which has been in effect for about a year, is having its effect on the market. Mixed oil was sold formerly as olive oil, but is not so sold now. This further curtails the supply and confines the demand more directly to the best grades of olive oil."

Just as soon as a druggist feels that he is making enough to properly support his family, fate brings twins or the measles.

One of the tiniest books in the world—a volume so small that it can and has been worn as a watch charm—is owned by Peter J. Collison, of 339 Adams street, Brooklyn. The book is an English dictionary, containing 364 pages and the definitions of 14,000 words. In a dispatch to the New York *Herald* recently it was announced that George Martin, of 243 Allen avenue, Columbus, Ohio, had found one of these dictionaries. It was believed to be the only one in the United States until Mr. Collison announced that he had come into possession of one of the volumes 20 years ago.

The dictionary was published by Robert Maclehose, of 153 West Nile street, Glasgow, and was dedicated to a Mrs. Kendal. The publisher stated in the preface that the work was undertaken "in appreciation of kindly encouragement given to the production of tiny articles, of which she has a unique collection."

The dictionary is less than one-third of an inch in thickness, is three-quarters of an inch in width and one and one-sixteenth inches in height. The volume is enclosed in a silver case, in the cover of which is a magnifying glass, as the print is too fine to be read by the naked eye. The book was published after photographic plates had been made of the 364 pages, which were set in large type.

In addition to being an extraordinary specimen of the art of printing, the book is of value because it contains many words that cannot be found in the average dictionary. Words with the meaning of which all are familiar have been omitted. In their places are printed words found in scientific and legal literature, as well as many words now obsolete.

"After looking in vain for the definition of some unusual word in the average dictionary, I have often found it in my watch charm dictionary," Mr. Collison said. "The book was presented to me 20 years ago by a friend, who picked it up while in Scotland. It is the only copy I ever saw and I doubt if there are many in this country."

Nearly 1000 dogs were on view at the two days' show of the Toy Dog Society at the Crystal Palace, London. The society offered a liberal list of premiums, the money value of which was about \$10,000. King Charles spaniels, pugs, Maltese and Yorkshire terriers and Pomeranians were the strong features of the show.

As a matter of imperative necessity, Postmaster-General Hitchcock has decided to discontinue the new green special delivery stamp and return to the familiar blue stamp showing a special delivery messenger boy mounted on a bicycle. In the great rush with which the mails must be handled, many letters bearing the new stamp have escaped treatment as special delivery matter because of its similarity in size and color to the one-cent stamp. In some instances delay in delivery of such letters has caused serious loss to the public and embarrassment to the Postoffice Department.

The old design with the boy on a wheel is distinctive and so well known to postoffice and railway mail clerks that it attracts instant attention and a letter bearing it is expedited by every employee. The issuance of the blue stamp will begin at once. The discarded stamp showing the winned hat of mercury entwined with an olive branch, is one of the most artistic ever printed, but the stamp is smaller than the old special delivery stamp, and this fact, with its green color, caused it to be mistaken for the regular one-cent stamp.

You cannot expect to make people climb on your soda water wagon if you run it like a brewery dray.

A clerk who makes himself look like a poison label should be kept in a dark poison closet.

## The Caution of Cummins.

By Emma Gary Wallace.



Cummins had a badly sprained ankle, and that was no trifling matter for a man of his avoirdupois. He fretted and fumed, had a telephone extension placed by the side of his couch and was absolutely certain that everything would go to rack and ruin in his enforced absence. It was bad enough to be laid up right in the golden spring days without the added knowledge that a new and undeniably attractive drug store was being opened up on the opposite corner below his own.

On the piazza roof outside his window an anxious mother-robin hopped to and fro eyeing him suspiciously. Best perchance he should cast envious eyes upon the sung little nest, she was building in an overhanging tree. After each return trip had added another hair or bit of grass to the walls of the tree-home, the bird would return to her shingly promenade to make certain that no immediate harm menaced the safety of her property. Cummins found himself watching the bird with nervous irritability.

"Wastes half her time watching me," he grumbled to his wife, "and the other half of the time, the little fool is too scared to do her work well. If she doesn't tend to her knitting and bind that nest more firmly to the crotch of the tree, the first hard storm will make a wreck of it. Like as not after the young birds are hatched at that, serve her right, too."

His wife laughed softly. She knew that the irritability was merely skin deep, and that the great heart of Cummins, tender as that of a woman, would truly grieve if the little home and its hopes were dashed to the ground.

"Do you know that bird reminds me of you, John," she declared gaily.

"Thanks, awfully," her partner in bliss acknowledged grimly, "so I am a fussy old bird, am I? Well, I can tell you this, if I were as lively as that robin, you'd see me hopping right along down to the store, to get things freshened up before that addle-pate across the way gets his sign out. I would have given any sane man with brains enough to run a drug store the credit for more practical common sense than to open another store where it is plain enough, there is barely picking for one, and here I am," he continued in an aggrieved tone, "shut up like a toad in a well."

Little Mrs. Cummins laid down her embroidery.

"John," she said firmly, "you certainly do remind me of that bird. You have spent half of the time for the last month watching that man down the street, and the other half you have been too scared and fretted to make plans for yourself. There certainly is a big territory here to draw from, and the new man had no way of knowing what a small percentage of the trade comes to the local merchants. It seems highly probable that the more of a business center it becomes, the more there is to attract people this way."

"Never mind the other man. He may be no more to be feared in a business way than you are to be feared by that mother-robin. Better tend to our own knitting and make some independent plans, not only to keep, but to increase our trade this summer."

John Cummins looked his amazement. If the Dresden china figure on the mantel had recited the Declaration of Independence he could not have been more astonished. In the eight years of their married life she had never before manifested the least concern as to financial conditions. It surely must be that her interest in the local Chapter work of the druggists' women folk was bearing fruit.

"What would you suggest?" he inquired cautiously.

"First of all," she returned promptly, "I'd forget all about that young chap across the street, unless I could help him in some way. He'll need it before he gets the experience you have had, and in the meantime," she added enigmatically, "I'd row with both hands."

Her companion looked at her inquiringly.

"You remember last summer at the lake, how hard it was for me to pull both oars at once, and that if I pulled on the right one steadily we went in a circle, and if I pulled on the left one steadily we also went in a circle. It was when I learned to pull a steady stroke *evenly* with both hands that we went straight ahead?"

"Last year, for six months you pulled the professional oar and not seeing immediate and overwhelming results, you decided you were traveling in a circle and after drifting for awhile you swung over to the commercial oar and have pulled ever since with considerable vigor on that one, and still you complain of not making any permanent advancement. What is the matter with pulling on both oars at the same time, and by all logic and precedent it ought to mean a straight ahead course regardless of the other craft about us."

Cummins drummed on the window sill. "It sounds logical enough," he said thoughtfully. "Can you suggest anything practical?"

"Possibly you will not consider it practical, but my idea of business competition is to compete directly for the trade you want to get and not to prepare to do battle royal with the other fellow. You have estimated that we do not get over 5 per cent of the trade of this neighborhood. Why not bid for 50 per cent, and if you could help the other fellow to get the other 50 per cent, it would be a long step toward driving undesirable rivals out of the business. It is because trade wanders so that we get so little."

Mrs. Cummins was called to the phone. Cummins was left to himself and as he reviewed the past two years he felt that the criticism he had received had been justified. He had failed to pull his oars together.

Perhaps he had been over-cautious as well. There had been a time when the store now occupied by his rival had stood vacant and some one had suggested that he rent it in order to control the nature of its occupancy, but he had hesitated, and while he hesitated the new man came and made a prompt decision. He had feared to spend much in advertising, regarding it in the light of a speculation. The various plans advanced by the local Association for increasing prestige and business he had usually waited to see tried out by some one else before he would consider them, if indeed he bothered with them at all.

Mrs. Cummins returned.

"It is the pioneer," she said, intuitively continuing his own line of thought, "who reaps rich rewards, and while it is wise to be conservative, it is well not to confuse timidity with caution. Real caution really is precaution—the preventing of undesirable results, and the securing of desirable ones. In our own case the wisest caution would be to increase our present patronage even at the expense of some suitable and telling advertising, and to regard the money so spent as an investment."

"What was Winters doing at the store when you called this morning?" her husband asked abruptly.

"Bottling vanilla, and it smelled perfectly delicious. If people knew how much superior druggists' vanilla is to the stuff ordinarily sold under that name, you'd have every woman who keeps house within reach of the store buying it for her cakes and creams."

Cummins looked at her reflectively. "Perhaps it can be brought about," he said.

There was plenty of time to figure and plan before he was able to hobble down to the store, and he held numerous consultations with Winters. The week that the new pharmacist announced for his opening changed to be the anniversary of Cummins' own business beginning in that neighborhood, and although he had never noted the occasion before, he determined to do so now.

Accordingly, he sent out neat announcements in the form of a personal letter, stating that the Tenth Anniversary of the establishment of the Cummins Pharmacy would be celebrated during the entire week of June 28. It called attention to the fact that ten years of faithful conscientious service were one-fourth of the business life of the average man and that the record for efficiency and reliability which had been established would be maintained. It invited inspection of the Prescription Department and solicited patronage. It called attention to the soda fountain and its perfect system of sanitary service. It asked for suggestions as to how any part of the store service could be improved to meet the needs

and wishes of the people. Each house-keeper calling during the week would be presented with a sample bottle of Cummins' Extract of Vanilla, sufficient to season a large cake and a dessert. Each gentleman would receive a trial tube of Cummins' Preservative Tooth Paste, and each young lady a dainty corsage sachet. Children accompanied by older persons would receive a Bubble Blower which would make bubbles without using soap at all. These gifts were to express the good-will of the store and to make the occasion one to be remembered and looked for each year.

Attractive notices of the Anniversary, in a more professional vein were sent to all physicians likely to be interested. These letters also asked for suggestions for improving the store's service, so as to better meet the doctor's and his patients' needs.

Special decorations were planned, extra values arranged where possible, and every one thoroughly imbued with the spirit of making each person so welcome that the visit would be soon repeated. There was a quiet dignity everywhere which gave confidence, and many new friends were gained.

Perhaps the "new man" profited by the crowds that came. Cummins did not have time to watch, for the weather was kind and the week proved a record-breaker. The added profit from the increased business of the first two days paid the additional expenses of the week, including the extra help. A registration book gave a reliable mailing list, and the frank suggestions made by customers and physicians gave the other side-of-the-counter viewpoint of some things. They revolutionized Cummins' own ideas of service in many cases and established a relationship with his public that he had never enjoyed before.

It was Saturday morning, and Cummins looked up from arranging some goods to find a manly, young fellow with a frank attractive countenance standing in front of him. He instantly recognized him as the "new man" from the corner below.

"Mr. Cummins, I believe?" he said courteously. "I have taken the liberty of calling to congratulate you upon your Tenth Anniversary and to hope that when I have been in business as long, that people will speak of, and feel as kindly toward me as they speak of and feel toward you."

John Cummins grasped his hand cordially. "Thank you," he returned in a voice strong with feeling. "Thank you, there is room for us both. Mr. Presmore, there is room for us both."

"I am so glad you feel that way, Mr. Cummins, and I wish to assure you that I deeply appreciate your kindness in sending me one of your splendid Announcements."

A puzzled look flitted over John Cummins' face, but the stranger did not notice it.

"I trust you will come down and see me soon," he said. "I should value your opinion highly upon my arrangement."

There was a few minutes more of friendly chat and both men felt when they parted that not only had cordial relations been established, but that each had discovered a sincere liking for the other. The week was proving an eye-opener to the man who had watched the robin so impatiently. He even watched his wife with a new interest as she came into the store.

"Did you send Presmore one of our Announcements?" he asked.

"I did," she replied. "Perhaps I ought to have told you first."

"You thought I'd object?"

She nodded.

"I am very glad you thought of it," he responded simply; "possibly I should not have felt that way then, though."

"And I have thought of something else," the little woman said with suspiciously misty eyes. "I believe the Angel of the Records has closed the ten-chapter volume of 'The Caution of Cummins,' and will entitle the new one just being opened 'The Courage of Cummins.' Isn't it fine to be able to see that as the years pass, we are growing broader and better. I'm proud of our Anniversary, John."

"So am I, so am I," agreed the blond giant behind the counter; "but I am prouder of the woman who has been the real inspiration of 'The Courage of Cummins.'"

#### Twin Marks.

"Death loves a shining mark."

"Yes, and the poor doctors hate to see him go, losing thereby an easy mark."—*Trenton Times*.

## Weighing a Stain.

By Joel Blanc.



Sometimes The Chemist permits me to look on while he is doing his wonder work. Of course, I have to keep quiet and avoid getting in the way and when I behave and remember that "those best do serve who only watch and wait" The Chemist sometimes adds wonder words to his wonder work.

A few days ago I was admitted to the laboratory while The Chemist was analyzing several samples of alcohol. He took a small, porcelain evaporating dish, washed it three times with warm water, then with distilled water and then,

like a wizard waving a wand, dried it above a Bunsen flame. Next, the dish was placed upon the balances, carefully weighed, then into it was poured 50 cubic centimeters of alcohol and placed above the flame to heat. As the dish became heated the alcohol rapidly evaporated. The sense of sight showed me that a change was taking place as the line of liquid sank lower and lower against the porcelain. At last there was nothing left in the dish but a trace of solid matter upon its bottom, only a small brown stain. All the power for either good or evil had passed, except a small brown stain that the ball of my thumb might have covered. Then The Chemist placed the dish upon the scales again and weighed the stain. It weighed one-half of one centigram. Then, looking at me with smiling face, he poured a few drops of distilled water upon the stain and said, "It's gone!" And gone it was. All the impurities of 50 cubic centimeters were washed away to be forever lost in a few drops of pure, cold water.

As I walked away through the leaf-roofed alley of trees, with no sound to disturb me except the tick-tap of my stick upon the path, my glance roved from one bowered window through which I saw the apparently moving apex of the Washington Monument to another leaf-bordered opening which disclosed the Liberty on the dome of the National Capitol where it seemed to float in the air above the cloud-toned stone. My thoughts still dwelt upon the tiny brown stain that my wonder-working friend had gathered from such great bulk, and which had been weighed and banished forever from the sight of man.

How much like the spirit distilled, is the spirit of man. How tiny the stains of trouble and injustice really are when we analyze them and then wash them away with a few drops of the clear water of reason. Because we know that the impurities are within and permeate through all the spirit, we allow ourselves to believe that all of life is darkened. We refuse to be self-analysts, we refuse to concentrate the impurities in a tiny stain and then wash it away—at least, some of us do.

However, there are men, many of them, who analyze the spirit of existence, just as the chemist analyzes alcohol. They are the men who are just, successful and happy.

We may meet one man who embarked in business when he was very young and failed, who has let the little stain of that failure impregnate his whole life and make of all his life a failure. Another man has experienced even a greater failure in his earlier years, but he has analyzed it, concentrated it to one small stain, studied that stain and after having gathered a lesson of profitable experience from it, washed it out of his life and commenced anew.

On one hand we meet a man who is crushed by the burden of physical affliction, who bemoans his fate and finds in sympathy only an added load, who grieves because he is forced to work. On the other hand, we find one of even greater physical afflictions, but who, through analysis, finds thinly veiled blessings within them. For him, sympathy is the strengthening tonic. In the necessity of labor he finds proof that his afflictions must be light or he would not be able to labor. Where one man grieves because a sense is dulled, another man suffers

ing the same affliction glorifies God for the divine law of compensation which takes the strength of a lost sense, multiplies it and adds it to another sense. Here is a man who bemoans the responsibility of parentage and yet, when the hand of suffering is laid upon one of his little ones, he would have his responsibilities troubled rather than that one of his little flock should pass away. The self-analytical father, seeing the dark stain of possible loss when its probability is remote, washes the stain away and is joyful in his parental burdens all the time.

Many of us who are self-analysts analyze wrongly. Instead of analyzing to find the impurities and eradicate them, we analyze to find, increase and preserve them. We are prone to look on the bright side of others' lives and the dark side of our own. If we were as quick to note the characteristics of the man who over-rides his deprivations and afflictions as we are of him who wastes his blessings, we would reap much happiness for ourselves. When we see a man who has had all the educational advantages and wasted them we flatter ourselves that we would have accomplished wonders, if such advantages had been ours. How much more would we profit if we would but note and study the man who, deprived of the education of schools, has wrung an education from borrowed books, from study of humanity and the teaching of nature through observation.

Dejectedly, we say that "tomorrow never comes." If we will but look backward in our own lives we will see that many joyful tomorrows have come and gone. Memory teaches us that the woes of childhood and youth were just as heavy and just as great at the time of their occurrence as are the sorrows of the maturer years. But that same memory also teaches us that the bright tomorrows did come; that in their light the troubles of youth were proved to be only tiny stains, and that a few drops of the water of courage from the fountain of time did wash them all away.

The happiest men I know are those who through failure and troubles of the younger years did learn to analyze themselves aright. I have known young men who were sympathized with so much that it made them mad and they determined to cease to deserve sympathy by ceasing to do that which appealed for it—and they succeeded. Those men carried 25 years of age as a back-bending load. Today they carry 40 years or more of youthful vigor and hope in the dimples of smiles.

It is almost ridiculous and yet it is a fact, that some men seem to find a sort of melancholy happiness in comparing themselves with the world's great failures. Others, those who realize how much spirit it takes to hold even a little human stain, glory in their little successes and line their quiet paths of life with laughter.

Even some of the best self-analysts make the mistake of doing all their analyzing on the highway, holding out to all the passers-by the evaporating dish of the soul and saying, "See how small my stain is." We should remember that the real minuteness of the stain is proven only by its weight. If we spread it where the public can judge of it only by the sense of sight it does not seem small, but large. The laboratory for self-analysis should be behind the double locked doors of conscience. Only there may the stains be properly weighed and speedily washed away.

The more we analyze ourselves the more we see the necessity of laboratory cleanliness. We see that in the majority of cases the substance of the stains is not of inherent impurities. Most of it is foreign matter put into the dish by our own carelessness, our own wrong thought.

So let us analyze our characters, our own sorrows and joys, our own souls, with the fearless fairness that we analyze a chemical substance. Let us condense the impurities to stains and then with the water of life wash them all away. When such an analysis is completed, the pure spirit of labor, hope, confidence and love may arise supreme within us and guide us onward and upward o'er a path of light.

#### Taking a Cheerful View of a Horror.

The knock of looking at the bright side of things was never developed to such perfection as in the case of a man who, after a railroad accident, telegraphed to his friend's wife:

"Your husband killed in railway accident; head, both arms and legs cut off."

But later this correction was received:

"First report exaggerated; your husband killed; head and legs cut off, but only one arm."—*Pink-Me-Up*.

## Original and Selected

### THE STANDARDIZATION OF MATERIA MEDICA PRODUCTS.\*

By F. E. Stewart, Ph.G., M.D., Philadelphia.

An important factor in materia medica standardization is the determination of the botanic identity of the species of medicinal plants employed in the manufacture of pharmaceutical preparations. Dr. H. H. Rusby, of New York, president of the American Pharmaceutical Association, and dean of the New York College of Pharmacy, Columbia University, in his lecture delivered before the Philadelphia Branch of the American Pharmaceutical Association, April 20, 1909, stated that a large part of the work represented by the United States Pharmacopoeia is valueless, owing to the failure on the part of investigators to identify the species of plants used in their researches.

For example, it has been ascertained that in a certain species of apocynum there resides a glucoside equal, if not superior, to digitalin as a remedy in the treatment of heart affections. Yet, because the discoverer of this principle did not describe the species of apocynum in which this glucoside resides, no one knows today just where to look for it. After citing a number of other instances to prove the enormous value of botanic standardization, he stated it probable that the next revision of the Pharmacopoeia would include methods for the botanical standardization of a number of the medicinal plants.

Owing to the development of microscopic methods, botanic standardization can be readily applied to powders, and adulteration may often be detected more readily in powders than in the drugs themselves. By microscopic means species can often be determined on account of peculiarities of cell structure and the presence or absence of crystals. At one time the presence of acicular crystals of calcium oxalate in certain amounts, was regarded as evidence of purity in belladonna root. Now it is known that the crystals came from poke root used as an adulterant, and the amount of crystals present is a measure of adulteration, not purity.

What do you suppose would be the therapeutic effect from a mixture like the following? Dr. Rusby related an instance where a lot of stramonium was submitted to him, which chemical assay demonstrated to contain 0.25 per cent mydriatic alkaloids as required by the Pharmacopoeia, but ocular inspection showed the presence of other than stramonium leaves. Botanic standardization of the powdered leaves then demonstrated that the stramonium had been fortified by using belladonna leaves; that the addition had raised the alkaloidal content of the mixture too high; then, to correct this, a poor lot of lycocyanus leaves was added, which brought the alkaloidal strength to the standard of the Pharmacopoeia. It is not necessary to say that the port of New York rejected the consignment.

I think that I have furnished you with sufficient evidence to prove that the subject of materia medica standardization includes a much wider field than is usually supposed to belong to it; that it embraces the fixing of standards for determining the identity, source or genesis, physical and chemical properties, physiological and therapeutic action, and the methods of preparing, dispensing and applying materia medica products in the practice of medicine and pharmacy; that it includes the application of these standards in the practice of the pharmacologic arts, namely, the arts of pharmacognosy, pharmacy, pharmacodynamics, and therapeutics; that it includes the study of methods of introducing new materia medica products to science and brands of the same to commerce; that it includes the protection of capital invested in materia medica commerce by patents either on products or processes, or both; that it includes the protection of the public from fraudulent substitution by the use of trade marks and brand names whereby the brands of manufacturers can be distinguished from each other and specified by physicians and pharmacists wishing to obtain the advantages of special skill in the pharmacologic arts; that it also includes a study of the

\*Portion of a paper read before the American Therapeutical Society, May 6, 1909.

advertising question in its relations with medical and pharmaceutical journals. For all of these subjects relate to the materia medica and have standards of their own, ethically, professionally, and commercially, and each subject dovetails into the other to such an extent that it is impossible to carry out any systematic plan of materia medica standardization without considering the subject from the broadest possible point of view.

The final question which we are to consider briefly is embraced by the question, Who is to do the work of standardization? Theoretically we have a profession of pharmacy consisting of retail druggists, graduates of colleges of pharmacy, having as its function the selection, preparation, preservation, compounding and dispensing of medicines to meet the demands of the medical profession for materia medica products, and also the legitimate demands of the public for domestic medicines. Theoretically the practice of pharmacy includes the selecting of all the crude material and manufacturing all the preparations of the same used in treating the sick, including what are known as chemicals, galenicals, and extemporaneous pharmaceutical preparations. Practically no such profession exists. For a long time retail druggists have not manufactured their chemicals, either inorganic or organic. Little by little the manufacture of galenicals has drifted out of their hands and into the laboratories of the large manufacturing houses. Extemporaneous pharmacy has dwindled down to small proportions. Ready-made preparations, such as pills, tablets, capsules, etc., have taken the place of the extemporaneous prescriptions. The retail druggist has thus become, to a great extent, a mere handler down of ready-made goods. This is due in part to a want of proper education of the medical profession in materia medica, therapeutics, and prescription writing. In part it is due to the development of standardization as applied to medicinal drugs, chemicals, and preparations of the same. While the future will doubtless show a decline in the use of ready-made prescriptions on account of the tendency of the profession to prescribe with greater accuracy, the time will never come when the ideal of a pharmaceutical profession of retail druggists will be realized. The subject of standardization will continue to develop, and as it does so the demand for skilled botanists, chemists, and physiologists will increase. To become really skilled in any one of these departments as a branch of pharmacology requires a preliminary university training and a post-graduate course in medicine, botany and pharmaceutical chemistry, with special training in the particular branch specialized.

Colleges of pharmacy are not turning out this class of men. The National Syllabus Committee, representing the colleges and boards of pharmacy, has issued a pamphlet containing their proposed course of study designed to fit retail druggists to practice the pharmacologic arts in a professional manner. The plan is ideal, but it is doubtful whether it can ever be realized to any great extent so far as the retail druggists are concerned, for reasons just stated, and because the manufacturing and standardization of materia medica products on a large scale can be effected with much greater economy than it is possible to secure when the practice is conducted on a small scale.

The large manufacturing houses have come to stay, and it therefore becomes important for the profession to investigate their methods of doing business. Is the practice of the pharmacologic arts to be carried on as a side line by great commercial houses engaged in the manufacture and sale of nostrums, under their own labels, under the labels of retail druggists, or under the labels of the large patent medicine concerns for which the said commercial houses are doing the work? Or is the practice to be conducted by graduates of medicine and pharmacy co-operatively associated with capitalists and conforming with scientific and professional requirements? These are important questions for the medical profession to decide. The Supreme Court, in its decision in the *Syrup of Figs* case, already quoted, has pointed out the way.

Who is to do the work of fixing the standards? Theoretically the medical and pharmaceutical profession assemble in congress every ten years to appoint a committee for revising the United States Pharmacopoeia, consisting of a list of medicinal drugs, chemicals and pharmaceutical preparations used by the medical profession for treating the sick, with formulae for their preparation, and standards for determining their identity, character, purity and strength. Invitation to this congress, known as a Pharmacopoeial Convention, has

recently been issued by Dr. Murray Galt Motter, secretary of the convention, which will assemble May 10 next year, at Washington, D. C. The following extracts from the constitution show the qualifications for membership:

"The members, in addition to the incorporators and their associates, shall be delegates elected by the following organizations: Incorporated Medical Colleges, and Medical Schools connected with Incorporated Colleges and Universities; Incorporated Colleges of Pharmacy, and Pharmaceutical Schools connected with Incorporated Universities; Incorporated State Medical Associations; Incorporated State Pharmaceutical Associations; the American Medical Association, the American Pharmaceutical Association, and the American Chemical Society; provided that no such organization shall be entitled to representation unless it shall have been incorporated within and shall have been in continuous operation in the United States for at least five years before the time fixed for the decennial meeting of this corporation.

"Delegates appointed by the Surgeon-General of the United States Army, the Surgeon-General of the United States Navy, and the Surgeon-General of the United States Marine Hospital Service, and by the organizations not hereinbefore named, which were admitted to representation in the Convention of 1900, shall also be members of the corporation. Each body and each branch of the United States Government above mentioned shall be entitled to send three delegates to the meetings of this corporation."

For the first thirty years of its history the National Convention for revising the Pharmacopoeia was a medical body. In 1850 colleges of pharmacy were first permitted representation. Decade by decade the pharmaceutical representation has increased, until in the Convention of 1900 it was slightly in the ascendancy over medical representation. The Committee on Revision, appointed by the last Convention, consisted of 26 members, 19 of whom represented pharmaceutical colleges, and only two of whom were practicing physicians. The pharmacopoeia resulting from the labors of this committee is acknowledged to be superior to almost any other pharmacopoeia in the world. Therefore no serious fault is to be found with the work of the committee. But the conditions existing demonstrate a great lack of interest in the pharmacopoeia on the part of the medical profession. The question is, How can the interest of the medical profession in the National Standard be stimulated? It is my belief that the way to stimulate the interest of physicians in the pharmacopoeia is through the medium of standardization of materia medica products, and the sending out of literature on this subject by the Committee for Revising the United States Pharmacopoeia, also by the various departments at Washington interested in the identification and standardization of drugs, by the Council on Pharmacy and Chemistry, and by the manufacturing houses engaged in the pharmaceutical and chemical industries.

I believe that the medical and pharmaceutical journals should take up this subject for discussion. It is evident that it would be unsafe to throw upon the educational channels of the medical and pharmaceutical professions to a discussion of advertised materia medica products without the establishment of a strong Central Committee, Board of Control, Bureau of Materia Medica, or Pharmacologic Society—call it what you please—representative in character, having as its function the co-operative classification and standardization of the newer materia medica, the censorship of advertising, the promotion of professional and commercial interest, and the protection of the public from dishonest commercial exploitation.

#### New York Ph.A. May Act on Slanders.

SYRACUSE, N. Y., June 12.—Druggists in this city are loud in their protests against a statement made by a drug company in circular letters to every doctor in the city, claiming that incompetency and dishonesty exist behind the prescription counters in many pharmacies.

George E. Thorpe, chairman of the State committee on trade relations of the New York State Pharmaceutical Association, has prepared a lengthy statement on the subject and will present it at the State convention, at Richfield Springs. The letters claim that in order to increase their profits druggists in filling prescriptions substitute cheaper preparations from containers bearing genuine labels. It is expected that the State organization will take action. The letter, it is alleged, was sent out because druggists preferred to patronize other manufacturers.

THREE ACTIVE WORKERS IN MAKING CONVENTION OF A.P.H.A. ENJOYABLE AND SUCCESSFUL.



W. R. DICKINSON, of Los Angeles, president of Los Angeles R.D.A. and chairman of executive committee which has the arrangements in charge.



T. W. JONES, of Los Angeles, local secretary of A.P.H.A. for coming convention; secretary of Los Angeles Retail Druggists' Association.



Mrs. FLETCHER HOWARD, president of the Ladies' Auxiliary which will help entertain the fair sex at the A.P.H.A. convention in Los Angeles in August.

QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

Lotion for Excessive Perspiration.

(C. A. W. and L. M. K.)—We cannot give you the formulas for the proprietary preparations. However, here are several formulas for lotions which have been recommended for external application in the treatment of sweaty hands and to correct the odor of excessive perspiration, etc.:

- (1)  
Solution of formaldehyde ..... 3 drams.  
Rose water, enough to make ..... 8 ounces.  
To be applied morning and evening and allowed to dry on.
- (2)  
Boric acid ..... 35 grains.  
Solution of formaldehyde ..... 20 minims.  
Alcohol ..... 2 drams.  
Rose water ..... 2 ounces.  
Water, enough to make ..... 8 ounces.
- (3)  
Boric acid ..... 2 drams.  
Distilled extract of witch hazel ..... 4 ounces.  
Rose water ..... 4 ounces.  
Use externally.

Purifying Common Wool Fat.

(W. B. C.)—How can I make the common wool fat, which is dark, light in color, and have it remain so?  
For the purpose of purification crude wool fat is treated

with weak alkali solutions and the resulting emulsion centrifuged, whereby an aqueous soap solution is obtained, on which a creamy layer of fairly pure wool fat is found floating. The creamy layer is removed and treated with calcium chloride, after which the fat is separated and dehydrated by fusing in the presence of unslaked lime. Acetone is employed to extract the pure wool fat from this mixture, and yields the same upon subsequent distillation of the solvent. Sometimes purification is effected by repeated treatment with water in a centrifugal machine. Unless you have a considerable quantity of wool fat to deal with it will not probably pay you to attempt any "purification" method.

Bottle Capping Mixture.

- (T. & S.)—
- (1)  
Soak 7 pounds of good gelatin in 10 ounces of glycerin and 60 ounces of water, and heat over a water bath until dissolved, and add any desired color. Pigments may be used, and various tints can be obtained by the use of aniline colors. The resulting compound should be stored in jars. To apply liquefy the mass and dip the cork and portion of the neck of the bottle into the liquid. It sets very quickly.
- (2)  
Shellac ..... 3 ounces.  
Venice turpentine ..... 1½ ounces.  
Boric acid ..... 72 grains.  
Powdered talcum ..... 3 ounces.  
Ether ..... 6 fl. drams.  
Alcohol ..... 12½ fl. ounces.

Dissolve the shellac, turpentine, and boric acid in the mixed alcohol and ether, color with a spirit soluble-dye, and add the talcum. During use the mixture must be agitated frequently.

Remedies for Drukenness.

(L. M. K.)—Some formulas and other information were published in the ERA April 20, 1905, page 447, which see. In the Alkaloidal Clinic some years ago the editor gave the following information in reply to a query "Is there anything which can be given to chronic drinkers, unknown to them, which will give them a distaste for alcohol?"  
"Hyoscyamine or atropine pushed to saturation will cause distaste for liquor, but the thing to do is to give apomorphine in the whisky and at the same time put the patient on atro-

pine or hyoscyamine until the throat is dry. Where a man will use no effort of his own to assist, it is practically impossible to cure the drink habit, but anyone can be cured promptly if he will place himself under medical care and desired to be cured.

"Fluid hydrastis, 5 to 10 drops, is often given in the patient's coffee and sometimes causes a distaste for liquor; chiefly by relieving the debility which causes the desire for stimulants. One of the most widely advertised 'secret remedies' consists of hydrastis. If you can push eliminative and tonic treatment and medicate with apomorphine such liquor as the patient does take (or give him straight liquor and a shot of apomorphine just after it), there is no difficulty in stopping the desire. Quassin, hydrastin and strychnine nitrate are the best tonics. Lupulin relieves the irritable stomachs of drunkards. Atropine, 1-500 grain, every three or four hours will make all liquor 'taste bad.'"

Of course, this information is for the physician and he alone should assume responsibility for treating these cases.

### Polish for Brass.

(T. & S.)—

Levigated tripoli	(1)	40 pounds.
Soft paraffin		8 pounds.
Japan wax		2 pounds.
Kerosene		1 gallon.
Oleic acid		½ gallon.

This mixture forms a paste. For a liquid polish the following is recommended:

Levigated silica	(2)	10 pounds.
Kerosene		5 gallons.
Oleic acid		2 gallons.
Stearic acid		2 pounds.

### Polishing Cream.

Denaturized alcohol	400 parts.
Spirit of sal ammoniac	75 parts.
Water	150 parts.
Petroleum ether	80 parts.
Red or white bole	50 parts.
Calcium carbonate	100 parts.

Add as much of the powders as desired. Oil of mirbane may be used for scouring.

Manufacturers of brass probably use different media for brightening their goods. However, it is stated that articles of brass can be polished, after pickling, in the lathe with employment of a polish consisting of shellac dissolved in alcohol, 1000 parts; powdered turmeric, 1000 parts; tartar, 2000 parts; oxgall, 50 parts, and water, 3000 parts.

### Root Beer Syrup.

(G. & G.)—Try one of the following:

Extract of root beer	(1)	5 ounces.
Soda foam		1 ounce.
Syrup to make		1 gallon.
Color with caramel.		

Fluidextract of false sarsaparilla	(2)	10 drams.
Fluidextract of pipsissewa		10 drams.
Fluidextract of wintergreen		4 drams.
Fluidextract of licorice		4 drams.
Oil of wintergreen		30 minims.
Oil of sassafras		15 minims.
Oil of cloves		8 minims.
Alcohol		10 ounces.

This makes a root beer extract which may be mixed with syrup, or it may be diluted with 9 gallons of water containing 1 gallon of refined molasses, and charged in a fountain. If it is preferred to use a fermented article, add the water and molasses, using warm water, also 1 quart of yeast, and keep in a warm place until fermentation is complete.

Sassafras	(3)	4 ounces.
Yellow dock		4 ounces.
Pimento		4 ounces.
Wintergreen		4 ounces.
Wild cherry bark		2 ounces.
Coriander seed		2 ounces.
Hops		1 ounce.

Reduce to powder and percolate with a menstruum composed of 3 volumes of alcohol and 5 volumes of water until 48 fluid-ounces of liquid have passed. Of this half strength fluid extract 2 fluidounces are sufficient to make 1 gallon of root beer. Or, exhaust the above drugs with the menstruum indicated, add enough water to make 6 gallons, and start fermentation with 1 pint of yeast.

### Hair Restorer.

(C. L. B.)—We cannot give you the formula of the proprietary article. However, here is a formula which is typical of many of the lead and sulphur preparations recommended for "renewing" the hair:

Lead acetate	1½ drams.
Milk of sulphur (calcareous)	3 drams.
Glycerin	½ ounce.
Heliotrope perfume	2 drams.
Water, to make	10 ounces.

Mix the powders intimately and rub up with the glycerin, gradually add the water, and lastly the perfume.

In commenting on this formula, the author of "Pharmaceutical Formulas" states that precipitated sulphur does not mix well with water, and for that among other reasons the calcareous variety is here ordered. But if it be preferred pure precipitated sulphur may take its place, using only half the quantity and "killing" it with spirit before adding the glycerinated water.

A formula for a "transparent restorer," taken from the same authority, is the following:

Lead acetate	1 dram.
Saturated solution of sodium hyposulphite, a sufficiency.	
Glycerin	1 ounce.
Rectified spirit	½ ounce.
Rose water, to make	20 ounces.

To the lead salt dissolved in 2 ounces of water, add the solution of hyposulphite until the precipitate formed is redissolved. Continue to add half as much more hyposulphite, then the rest of the ingredients.

This preparation should be bottled as soon as it is made, a drop of ether being put on the surface of the liquid in each a few seconds before the cork is put in. Blue or amber colored bottles should be used. The lead sulphide which is in solution is very prone to precipitation, even in the bottles, especially when these are exposed to air and sunlight, and it is advisable, therefore, to bottle it as directed, also to serve it as recent as possible.

### State Pharmaceutical Meetings This Month.

June 9, Alabama, Gadsden; 9, Florida, Gainesville; 8, Nebraska, Lincoln; 9, New Jersey, Lake Hopatcong.

June 14, Idaho, Boise; 16, Minnesota, Tonka Bay; 15, Illinois, Quincy; 15, Kentucky, Cerulean Springs; 15, Missouri, Joplin; 15, Texas, San Antonio; 15, Connecticut, the Shoreham, Morris Cove.

June 22, Massachusetts, Swampscott; 22, Indiana, French Lick Springs; 22, Michigan, Detroit; 22, New York, Richfield Springs; 22, Pennsylvania, Bedford Springs; 23, Colorado, Estes Park; 23, North Carolina, Greensboro; 22, Maryland, Ocean City; 22, Wisconsin, Elkhart Lake; 22, Vermont, Lake Bomoseen.

June 29, Maine, Portland; 29, New Hampshire, the Wiers.

### American Chemical Society at Detroit Next Week.

DETROIT, Mich., June 12.—The summer meetings of the American Chemical Society will be held here, June 20 to July 2, in Central High School. A complimentary smoker will be held at one of the clubs or hotels on the evening of June 29. A trip of inspection to the big laboratories of Parke, Davis & Co. will be another feature and there will be a moonlight boat ride under the auspices of the company, June 30. The convention will end with a trip to Ann Arbor and a banquet in Detroit in the evening.

### Washington Chapter Selects Delegates.

WASHINGTON, June 12.—At a called meeting of Washington Chapter, W.O.N.A.R.D., held at the residence of Mrs. R. W. Duffey on June 11, the following were chosen as delegates to the National Convention to be held in Louisville in September: Mrs. Charles J. Fuhrman, Mrs. W. S. Richardson, Mrs. Walter McDonald and Mrs. A. C. Taylor.



# ADVERTISING for DRUGGISTS

## Neglect of Staples in Advertising.

The advertising tendencies of the age go to two extremes. Advertising new goods and novelties exclusively, or using valuable advertising space and effort for bald statements that are common knowledge even with children. With druggists, the latter faulty extreme has been most common. Thousands of dollars have been wasted on "Drugs and medicines. Stationery and fancy goods. Prescriptions carefully compounded" advertising foolishness. Cutters and department stores have not only gone to the other extreme, but their extremely low margins of profit, coupled with their advertising of new goods

almost exclusively, has forced them to turn stock so rapidly and add new lines so continuously that the buying public finds it next to impossible to secure a duplicate of an article purchased a few weeks previously.

Within the last few months, prominent newspapers and magazines have contained a number of communications, editorials and news articles in which this difficulty of obtaining what one may desire has been most vigorously and rebelliously condemned.

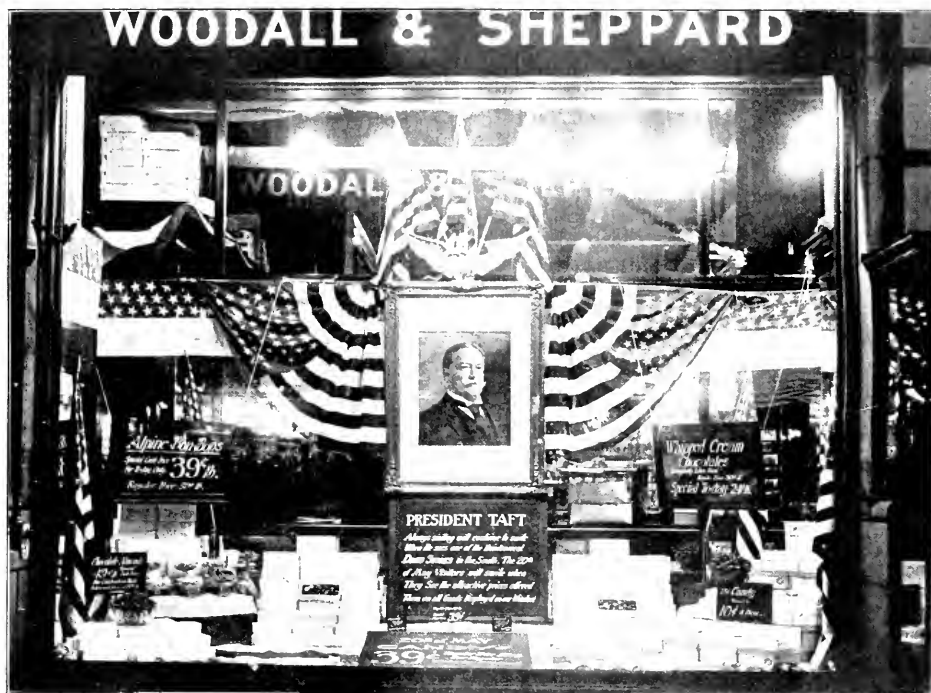
## Insulting the Conservative.

The insolence with which the sales people say "We are out and won't have any more," "Aw, that's out of date," and similar expressions, are turning many of the very best class of patrons against the extreme advertisers.

Druggists may take advantage of this tendency to get back at those who have been their most bitter trade enemies. By this statement it is not intended to imply that new goods and novelties should be neglected, nor is any return to the easy methods of our daddies advised.

For instance, one may see drug store windows and drug

**PRESIDENT TAFT'S VISIT TO CHARLOTTE ENABLES DRUGGISTS TO WIN ERA'S CASH PRIZE OF \$5.**



In the ERA'S Cash Prize Competition this week the judges have decided to award the \$5 cash award to Contest No. 2 to Mr. Sheppard, at Woodall & Sheppard, at Charlotte, N. C. The handsome window which is herewith reproduced, Pharmacist Sheppard writes to the ERA as follows:

"Enclosed you will find photograph of a window that I made good" so far as sale of goods was concerned and at the same time caused considerable favorable comment here. The subject was planned, designed and executed by myself. The occasion calling for such a window was the visit of the President of the United States to our city on May 20, our Fourth of July in Charlotte. The people here declared their independence of the mother country a little over a year previous to the Philadelphia declaration. We believed with many visitors in the city that we would sell candy, soda water and cigars, and so planned our show windows and outside display cases for this line of goods.

"We send you both window displays, one of candy display at special prices for the occasion and the other for soda water display. A barrel of limes in the center of the window, with three saucers of imitation ice cream on a plate glass shelf are seen on one side. Ice cream representing three flavors, vanilla, chocolate and strawberry, was made of plaster paris and colored. The photograph of this window is poor but we send it with the other. We have recently opened up our new store room and have one of the handsomest stores in the South."

store advertisements almost daily in which fountain syringes are featured, and yet there is a large percentage among the patrons of every druggist, especially among the elderly folks, who prefer a bulb syringe and will never be persuaded to use any other as long as they live. Not long ago a patron asked a clerk in a large department store for a bulb syringe and was informed that, "We ain't got none. Them ain't no good. A fountain syringe is what you want."

Do you not think it would be to your advantage to make a window display of both fountain and bulb syringes and have a show card to read something like this? :

*Fountain syringes are considered the most modern of all forms; but there are many who prefer the older bulb style. What one has been accustomed to for years is often best. We carry a complete line of both bulb and fountain syringes. It is not our policy to endeavor to force new ideas upon our patrons.*

**WE TRY TO HAVE WHAT YOU WANT AND GIVE YOU WHAT YOU ASK FOR.**

As we must concede that the majority of patrons desire the new goods, we are confronted by the difficulty of profitably carrying old fashioned goods for a very limited demand. In fact, in commenting upon some line that is considered "dead," the druggist is often heard to say: "I must get rid of that stuff. I have one regular patron for it, but that is more of it than he will buy in five years." However, every druggist who has had drive sales of old, supposedly dead stock, knows that in many cases the purchasers of such old goods were former users of them and in connection with such sales it is not unusual to hear the remark: "I have not seen any of that for years," or "I tried all over town to get that," or similar remarks.

Advertise to increase the old as well as to make the new. The foregoing rehearsal of facts suggests the following as being the proper course to pursue: That for which there is a limited and conservative demand should be advertised just as vigorously as new goods are advertised. If there is a half dozen of an old remedy in stock for which you have one or two regular customers, keep it to the foreground where others who have used it in the past may learn that you have it and be tempted to return to the use of it. Much of the so-called "dead stock" would never have become dead if it had not been shoved into a dark corner as soon as the demand for it commenced to fall off.

#### A Conservative List.

Go over your stock and make a list of all the articles that are supposedly dead, of decreasing sale, or of which there is an article for corresponding use in new or improved form. Publish a partial or entire copy of this list as an advertisement in either newspaper, folder or flier. In connection with such advertising announce that these are staple goods, but that the bargain stores have largely abandoned their sale to force more profitable and less meritorious articles upon the public. Do not cut the prices or offer the goods as shop-worn or as bargains. See that your advertisements of them are so couched as to appeal to and do reach the elderly and conservative classes of people.

#### Old Time Drugs and Herbs.

In line with the foregoing a window display may be made that will be very attractive. In the window place samples of old-time articles such as flaxseed, mustard seed, Epsom salt, tansy, pennyroyal and so on. In connection with each, display some modern plaster or other proprietary specialty which may be and often is used in place of the "simple." Use a show card similar to following:

*We here exhibit old and new style goods intended for the same curative or other purposes. Whether the ready-made plasters, poultices, salves and teas are better than the old style home-made articles we do not know. We are inclined to think that they are not. At any rate, it is our business to provide what people want. Here are the goods, both old and new. And of both, the very best.*

Go slow in stocking new goods that depend upon your

advertising for their sale, even though they be semi-staples such as tooth preparations, liniments, plasters and rubber goods. It is far better to re-order goods for which there is already a demand. That demand, no matter how light it may be, shows that the public has found some merit in the goods and that finding saves you time in talking and explanation, as well as in direct advertising. Your own experience has taught you that the patron who knows what she wants and repeatedly wants and purchases the same goods is the most satisfactory of all around customers. While in one sense, variety is necessary to satisfy and thus hold trade, more trade is lost by a lack of stock of articles previously supplied than can ever be made by showing and pushing fads.

#### Be Careful of "Style."

Remember that not all people are slaves of fashion. There are many desirable customers who become disgusted when told that "something just as good" is "the latest style." This is especially true of the drug business. If the younger generation is willing to buy the goods that its parents bought, by all means encourage it in doing so. You can get better prices and profits with less talk and labor on the old line goods than upon any others.

### NEW ASSOCIATION FORMED IN VIRGINIA.

T. A. Miller, President of the State Board of Pharmacy, Presides—H. G. Whitehead Chosen President.

RICHMOND, Va., June 12.—The Virginia Pharmacists' Association was organized last month in the hall of the Medical College of Virginia. The organization has for its purpose the creating of good fellowship among the members of the profession, elevating pharmacy from a scientific standpoint, and encouraging the raising of the standard of the examinations for licenses. The movement originated with the graduates of the University College of Medicine and the Medical College of Virginia. Any druggist in Virginia holding a diploma is entitled to membership. Twenty-seven practitioners were present at the meeting.

T. A. Miller, of the State Board of Pharmacy, presided at the meeting as temporary chairman. H. G. Whitehead, of this city, was elected president; A. E. Dorsey, vice-president; W. F. Rudd, secretary, and Miss Maude Lambert, of Roanoke, treasurer, of the new organization. The executive committee is composed of R. B. Parker, N. Thomas Ennett and W. F. Rudd.

#### National College of Pharmacy Commencement.

WASHINGTON, June 12.—The 88th annual commencement of George Washington University, of which the National College of Pharmacy is a part, was held at the Belasco Theater, Washington, D. C., on the morning of June 9. The large auditorium was thronged with the relatives and friends of the graduates, the latter occupying seats on the center aisle of the orchestra, while the faculty and guests of honor were seated upon the stage. Music was furnished by the famous Marine Band.

After orations by two honor graduates and the president's address, the deans of the various departments conferred the degrees. Don Kalusowski conferred the degree of Ph.D. upon Irene Nellie Richardson, District of Columbia; Ray T. Bailey, District of Columbia; T. Quinn Jones, Missouri; E. V. Payne, Virginia, and Chancey C. Reese, Maryland.

The memorial scholarships of the National College of Pharmacy were awarded as follows: John A. Milburn scholarship to Edward V. Payne, William S. Thompson scholarship to Naomi Elizabeth Richardson and the Edward T. Frisbie scholarship to Willard Day Boyer.

In the evening the famous ball and reception rooms of Rauscher's were the scene of a reception tendered to the graduates and their guests by President Needham and the faculties. After the reception dancing continued to a late hour, only interrupted by the serving of a dainty buffet lunch in the assembly rooms.

#### Gratiot County Druggists Elect Officers.

ALMA, Mich., June 12.—Gratiot County druggists, at their annual meeting here recently, elected officers as follows: President, H. J. Crawford, Ithaca; secretary, Roy Cowdrey, Ithaca; treasurer, H. G. Gillico, Pompeii.

## PERSONAL MENTION

—B. S. MATHISON, Bromo Seltzer representative, called upon the Milwaukee trade recently.

—PHILO H. OZANNE, formerly of Somers, Wis., has purchased the Wakelin Pharmacy at Phoenix, Ariz.

—W. A. BABE, formerly in the drug business at Oshkosh, Wis., will soon go on the road for John Wyeth & Brother.

—STEWART LINDSAY, well known young druggist at New Holstein, Wis., was recently married to a young lady at Plymouth, Wis.

—FRANK ACKERMAN, formerly with a pharmacy at Madison, Wis., has become connected with the Charlesworth Pharmacy at Kaukauna, Wis.

—FRED C. FERNALD, secretary of the Dr. Miles Medical Company, Elkhart, Ind., called upon friends in the New York City drug trade last week.

—FRANK CUDDY, well known in the drug trade and New York City salesman for Parke, Davis & Co., was married last week to Miss Fannie Mulrean.

—NICHOLAS GRASSER, drug clerk at the W. H. Barr pharmacy, Milwaukee, recently met with serious injury as a result of a collision with his bicycle and an automobile.

—ALEX BLACK, of La Crosse, Wis., a recent graduate of Marquette University (Milwaukee Medical College), has resumed his position at the Lien Pharmacy at La Crosse.

—H. A. NOLTE, of Philadelphia, was a visitor at Wildwood, N. J., where he is preparing to open his drug store. Mr. Nolte also conducts stores in Philadelphia and Atlantic City.

—WARD GILBERT, formerly of Milton Junction, Wis., now proprietor of a drug store at Melrose, Wis., was in Janesville recently as a delegate to the session of the Grand Lodge, I.O.O.F.

—SECRETARY POITS, of the N.A.R.D., spent last week in St. Paul and Minneapolis, where he attended meetings in and out of the twin cities of local and State organizations of druggists.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., left last Monday for Detroit and attended the annual outing of the employees of the concern which took place yesterday.

—O. P. ROSS and H. A. Somerville, representatives of Parke, Davis & Co. in central New York State and Albany, respectively, were visitors at the branch in New York City several days ago.

—CHARLES W. WHITTLESEY and A. D. de Bussy, president and secretary, respectively, of the Charles W. Whittlesey Company, New Haven, Conn., were recent visitors in New York City wholesale circles.

—W. S. MAYHEW, '06, University of Illinois School of Pharmacy, and Miss Bertha M. Gould were married at the residence of the bride's parents at Flora, Ill., on June 2. The young couple will reside at Forrest, Ill.

—HERMAN EMERICH, well known druggist of Milwaukee, will soon open a new pharmacy near Milwaukee-Downer College. A new building which is being erected for the new establishment is fast nearing completion.

—M. LEVY, representative of Brunen, Ritchey & Co. in Florida, has been recreating in New York City for the past few weeks while visiting the home offices of the house. Mr. Levy will return shortly to the fields of his endeavors.

—MR. and MRS. J. LEYDEN WHITE (Joel Blanc), of New York, were the guests of Mr. and Mrs. W. S. Richardson and their daughters at the reception of the graduates and families of George Washington University, held in Washington on June 5.

—RUSSELL T. BLACKWOOD, of Philadelphia, has sent out a neat announcement to the patrons of his store informing them of his intention to join the movement to less the hours of Sunday work in drug stores by closing from 1 to 6 on that day.

—JOHN FULTON, JR., who had been identified with the drug trade for many years, and recently with the National Supply Company, is now associated with the Archibald & Lewis Co., Borough of Manhattan, New York City, and will devote his attention particularly to the firm's drug department.

—FRANK W. SMITH, president of the Philadelphia Drug

Club, and representative of Eli Lilly & Co., and Walter V. Smith, of Val H. Smith & Co., of Philadelphia, were New York City visitors last week, en route home from Lake Hopatcong, where they attended the annual meeting of the New Jersey Pharmaceutical Association.

—PROFESSORS HALLBERG and Puckner, of the University of Illinois School of Pharmacy, attended the meeting of the American Medical Association at Atlantic City, taking an active part in the proceedings. Professor Puckner as secretary of the Council on Pharmacy and Chemistry, and Professor Hallberg as secretary of the Pharmacologic Section.

—WILLIAM O. FRAILEY, JR., son of William O. Frailey, of Lancaster, Pa., the well-known organization worker, was among the recent sight-seeing visitors to the National capital. Mr. Frailey was accompanied by his bride, their marriage having been solemnized in Lancaster on June 10. Mr. Frailey is a graduate of the Philadelphia College of Pharmacy, Class of 1905. He is associated with his father in business.

—EDWARD H. WOLFF, of the Wolff-Wilson Drug Company, St. Louis, and Mrs. Wolff will depart in a few days for Europe to be gone until September. Mr. Wolff, as part of the preparation for his trip, purchased a \$30,000 residence, which he will occupy on his return. The residence is at 4625 Lindell Boulevard, the show part of the city. Recently Mr. Wolff bought a building lot with intent of constructing a residence, but gave that up as too much trouble.

—SAMUEL E. DAVIS, a prominent Philadelphia druggist, with his wife, celebrated the third anniversary of their wedding at Seaside Park, N. J., where they are spending the summer months. Their guests on the festive occasion were their fellow members of the "Arkades," which organization has taken a large cottage at the shore and were as follows: Mr. and Mrs. Otto Kraus, Mr. and Mrs. Charles Rehlfuss, Miss Leonette Rehlfuss and Mr. and Mrs. L. H. Davis.

—ALBERT BOND LAMBERT, of St. Louis, was much disgusted with his part in the Indianapolis balloon race, although his craft, St. Louis III, made the creditable record of being in the air 24 hours and 10 minutes and traveling 325 miles. Mr. Lambert was compelled to land because his physical condition as a result of his recent illness made it impossible to remain in the air in the intense cold in high altitude another night, else he is confident he and his associate would have won out.

—RICHARD P. WINKLER, traveling in Latin-America for Parke, Davis & Co., has reached Panama and writes to a friend in New York City that the heat in the latitudes of the Isthmus is intense; also that reports coming in from Guayaquil, Ecuador, for which he intended to leave shortly, are to the effect that yellow fever and the bubonic plague are playing havoc with the population in the city. The medical authorities of the Isthmian Canal Commission, he states, have advised him to abstain under all circumstances against canvassing Guayaquil at the present time.

—MR. and MRS. WILLIAM H. MORRETTE, of Bridesburg, Philadelphia, were agreeably surprised a few days ago to receive a handsome dinner set, the gift of the party of friends who on April 29 last were their guests on a shad fishing party. Accompanying the gift was a card conveying the well wishes of Thomas H. Potts (secretary of the N.A.R.D.), George W. Fehl, L. H. Davis, D. J. Reese, H. A. Kalbach, W. A. Carpenter, N. S. Steltzer, N. A. Cozens, Z. T. Wobensmith, H. A. Netter, W. H. Sutton and N. F. Weisner. These friends all declare that Mr. Morrette's superior as druggist, host, sportsman and good fellow generally does not exist.

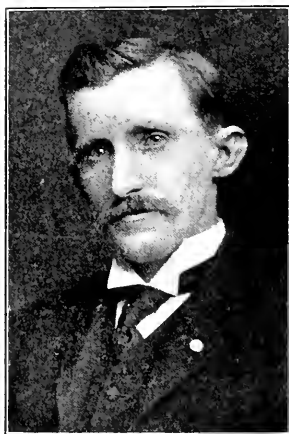
### Medicine Makers Fight Misbranding Charge.

CINCINNATI, June 12.—Deputy U. S. Marshal McGuire went to Dayton, Ohio, a few days ago and seized eight casks of medicine on the charge made by the Government that it was misbranded, the labels allegedly not showing the percentage of alcohol used in the liquid. The Prescription Products Company has served notice on United States Attorney McPherson that it will resist the seizure and confiscation of the goods.

### Divorce for Druggist Husband From Dentist Wife.

MILWAUKEE, June 12.—That his wife earns more than he does, is the contention made by Marcus Robbins, a Milwaukee druggist, who was granted a divorce recently from his wife, Marie, a dentist in New York. They were married in 1898 and separated the same year. Voluntary separation for five years was alleged and the wife interposed no defense.

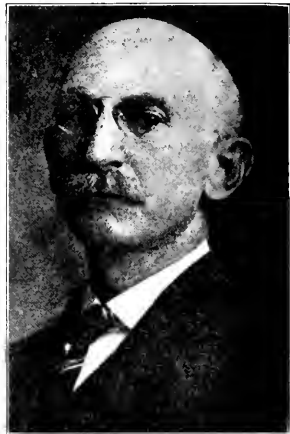
# GEORGIA PHARMACISTS ENJOY BARBECUE ON HIGH BLUFF AT ANNUAL CONVENTION AT MACON.



T. B. RICE, of Greensboro, elected president of the Georgia State Pharmaceutical Association.



T. H. BRANNEN, of Atlanta, third vice-president Georgia Ph.A. and president Atlanta Ad. Men's Club.



J. T. SHUPTRINE, of Savannah, re-elected treasurer of the Georgia State Pharmaceutical Association.

MACON, June 12.—Druggists from all parts of the State were in attendance at the 34th annual meeting of the Georgia State Pharmaceutical Association last month. An interesting programme, including discussions of various questions important to pharmacists, was carried out and Ben S. Persons, of Macon, presided.

The concluding session was held at the plant of the Central Georgia Power Company at Lloyd Shoals, where the delegates had been invited by W. J. Massey, president of the power concern, to attend a barbecue and to view the construction of the big dam. Both feast and mammoth pile of cement were heartily enjoyed. In fact the barbecue was pronounced by all to be the best ever, and the Macon druggists who are accustomed to good barbecue, say they never tasted finer. It was served on the high bluff that towers 150 feet above the bed of the river on the west side. From this eminence there is a magnificent view of the river.

A number of addresses were made and the officers for the year were named. Athens got the next convention.

The officers chosen at the concluding session were Thad B. Rice, of Greensboro, president; Joel P. Walker, of Montezuma, first vice-president; John S. Montgomery, Jr., of Thomasville, second vice-president; Thomas H. Brannen, of Atlanta, third vice-president; Max Morris, of Macon, secretary, and J. T. Shuptrine, of Savannah, treasurer.

The names of five prominent druggists were submitted to be turned over to the Governor so that he may select a member of the State Board of Pharmacy to succeed S. E. Bayne, of Macon, whose term soon expires. These were S. E. Bayne, L. E. Pellet, J. Peacock, Cornelius Vason and John R. Parr.

The delegates to the N.A.R.D. Convention at Louisville are Messrs. Shuptrine, of Savannah, and George D. Case, of Millidgeville.

Malory H. Taylor and his associates on the arrangements committee worked assiduously and successfully to entertain the members. In addition to the barbecue and trip to the big dam, there was an evening at the Crump's Park Casino and an automobile ride for the ladies, besides liberal dispensations of true Macon hospitality for everybody.



JOEL P. WALKER, of Montezuma, first vice-president of the Georgia State Pharmaceutical Association.



MAX MORRIS, of Macon, re-elected secretary of the Georgia State Pharmaceutical Association.

## Doctors to Be Guests at Druggists' Outing.

WASHINGTON, June 12.—The regular monthly meeting of the District of Columbia Retail Druggists' Association was held at the National College of Pharmacy on Tuesday. Dr. F. P. Weller, chairman of the entertainment committee, reported that arrangements for the annual outing and field day at Marshall Hall had been made for Friday, July 9. The physicians of the city and their families will be invited as their guests that the day may be made a grand success. Mr. Adams, representing the National Association of Retail Druggists, was present and will be in the city for a few days in the interests of the National Association.

## Physician Fined \$80 for Selling Drugs.

CLEVELAND, June 12.—For selling drugs without being a legally registered pharmacist, Dr. John A. Vincent was this week fined \$20 each on four counts by a justice.

## HUNTING FOR A MISSING MILLION OF SANITOL MONEY.

### Sworn Statement in March Declares it Was Paid Up in Lawful Currency, but Protective Committee of Stockholders Fails to Find It.

### President's Salary Raised From \$25,000 to \$50,000, but Decreased on Advice of Counsel Months Later—Ledger Rewritten and Minutes Destroyed to Conceal the Act—Old Book Burned in Furnace—Sweeping Charges of Mismanagement and Waste are Made and Startling Evidence is Given by Present and Past Employees in Receivership Proceedings in Missouri.

A legal quest for a million missing dollars, a ledger burned in the furnace of a chemical laboratory to conceal an irregular \$25,000 a year salary increase, which by its alleged conditions would have given the president of a corporation a salary of practically \$75,000 a year (the \$25,000 increase being payable in stock at one-half of par), are a few of many startling features of a lawsuit which affects the \$900 druggists, dentists and others who are stockholders in the Sanitol Chemical Laboratory Company, of St. Louis. The Sanitol Company has been doing an excellent business, it manufactures articles that are in general demand among druggists and dentists for their trade and it has a large and well-equipped plant in St. Louis, with a branch in Toronto, for the Canadian trade.

The recent application for a receiver for the company, reported in the ERA of June 3, was not altogether a surprise to some of the stockholders, for there have been eruptions of dissatisfaction during the last year that culminated in Philadelphia last October in the formation of a stockholders' protective committee. The story of the development of the company in its recent relations to its stockholders, as shown in evidence already taken in the courts of Missouri, together with affidavits and statements of what is yet to come, is of sufficient interest to place it in the high finance series of Wall Street, where worthless railroads are unloaded on innocent purchasers at the rate of \$100,000 a mile or more, but Sanitol itself cannot be put in that class. If the statements that are being made in this case are true the New York wizards are in a back number class.

If the claims that are made are true the Sanitol goods which are so popular are not made in accordance with the formulas for which \$200,000 was credited as being paid, which valuation was afterwards raised as being an element of the good will to \$900,000. Nor does the expansion rest there, for at the stockholders' meeting last December an effort was made to increase this valuation to the neat sum of \$1,900,000, but this attempt appears to have been defeated temporarily at least by the efforts of the Minority Stockholders' Protective Committee, which was also successful in passing a resolution to have the books examined by an expert accountant.

That the present litigation was started and is being fought to a finish is due primarily to T. Franklin Gifford, D.D.S., of Camden, N. J., a prominent and respected dentist of the Philadelphia district, who left a large practice to enter the employ of the Sanitol company and who discovered later on that conditions were not just what he considered to be for the best interests of stockholders outside of those in control in St.

#### FUTURE OF THE SANITOL COMPANY.

"Mr. Morris," said an ERA man to the chairman of the Protective Committee, "what is the outcome to be, the disruption and windup of the company?"

"Not at all. We expect with the help of the courts of Missouri to place the company on a sound business basis, with men in control who will not raise their salaries at the rate of \$25,000 a year, who will not promote excessive increases of capital stock to decrease the value of the holdings of the \$900 druggists and dentists who have invested, who will not burn the books of the corporation and who will not jeopardize their liberty by violating the law against forgery. We propose to get for all of the stockholders what belongs to them and we shall compel restitution from those who have that which belongs to the stockholders. With the evidence so far taken there is no fear of the future, but we want the support of every druggist and dentist and we warn them against turning in their stock for merchandise. The safe and wise thing to do is to join the Protective Committee."

Louis. But the discovery, or at least the events following, came from the attempt to establish a market in Philadelphia for dealing in Sanitol stock. Mr. Gifford early in June of last year approached Henry S. Morris, a dealer in investment securities at 368 Drexel Building in that city, with a proposition to buy and sell Sanitol stock, which Mr. Gifford represented could be purchased at a low figure and sold at a higher figure.

Mr. Morris knew about the Sanitol preparations and Mr. Gifford's arguments seemed convincing, so that an agreement was made between the two whereby Mr. Morris was to supply the capital to purchase the stock and he agreed to pay Mr. Gifford 25 per cent of the net profits resulting from the transactions in Sanitol stock. Mr. Gifford furnished a list of the stockholders and Mr. Morris wrote to all of them offering to buy and sell the Sanitol stock.

The outlook seemed promising until on July 17 Mr. Morris sent to the Sanitol Company at St. Louis 77 shares of Sanitol stock which he asked to have transferred to his name. There was more than apparently necessary delay in replying and it was not until 14 days later that he was able to obtain the transfer certificate. This delay led Mr. Morris to ask for a copy of the company's by-laws, and while he was in the inquiring mood he supplemented the request with a further one in which he said he would like to have a financial statement of the company's affairs.

At first the request was answered by a letter stating that the by-laws and financial statement were being sent under separate cover, but the "separate cover" package never arrived and Mr. Morris fears that in the light of information given in the following letter on Sanitol stationery there never was any "separate cover" sent:

Mr. Henry S. Morris, Philadelphia,

DEAR SIR: \* \* \* we expect to make up a statement for you, but we are unable to send you an intelligent one until the end of our fiscal year, Nov. 30.

In regard to the condition of our business, will say it has been quiet during the last few months, but are

#### CORPORATION LAWS OF MISSOURI.

Sec. 2011. False entries in books of corporations, third degree.—Every person who, with intent to defraud, shall make any false entries, or shall falsely alter any entry made in a book of accounts kept by any moneyed corporation within this State, or in any book of accounts kept by any such corporation or its officers, and delivered or intended to be delivered to any person dealing with such corporation, by which any pecuniary obligation, claim or credit shall be or shall purport to be created, increased, diminished or discharged, or in any manner affected, shall, upon conviction, be adjudged guilty of forgery in the third degree. (R. S. 1889, Sec. 3643.)

pleased to state that since the 1st of August there has been a substantial increase. We are enclosing a copy of the by-laws.

Our Mr. Lynties will probably visit Philadelphia and will take this opportunity of forming your acquaintance. Yours very truly,

SANTOL CHEMICAL LABORATORY CO.,  
R. E. Desmond.

Mr. Morris opened his eyes very wide when he read the belated reply that an "intelligent" financial statement could not be given and decided to make an investigation before he went further in carrying out his contract with Mr. Gifford. He did not then know the reason for the refusal of information, but within this month evidence has been given in the Missouri proceedings to show that the company's bookkeeper was then actively at work in secret falsifying the general ledger and writing a new one, the old one being burned afterwards in the company's furnace. Without knowing this, Mr. Morris, in a thoroughly practical way wrote to the Secretary of State of Missouri for a copy of the company's charter and the reports on file made by its officers.

As already stated in the ERA the company was organized in 1897 with a capital stock of \$500,000, which was increased by easy gradations to \$1,000,000, until in March, 1908, it was increased to \$3,000,000. The company's president, Herman C. G. Lynties, as chairman of the stockholders' meeting, swore in the certificate that half of the increase, namely \$1,000,000, "has been actually paid up in lawful money of the United States and is in the hands of the board of directors of said company." This statement was sworn to, according to the Missouri records, on March 30, 1908.

That is the \$1,000,000 that the minority stockholders are using the courts to locate.

On July 14, 1908, R. E. Desmond, the secretary and treasurer of the company, swore to a report made to the Secretary of State in which he gave the amount of capital stock subscribed as \$3,000,000 and the amount of capital stock paid up as \$2,000,000, that being another trace of the now missing \$1,000,000.

#### Minority Prevents Passage of \$1,000,000 Increase in Valuation of Formulas, Etc.

At the annual meeting of the company in St. Louis on December 7, 1908, the minority stockholders were in evidence to the extent of having a resolution passed calling for a thorough examination of the company's books by an expert accountant and preventing the passage of a resolution increasing the valuation of the good will, formulas, trade marks, etc., from the previous \$900,000 to the sum of \$1,900,000. Just a jump of a clear million! This might be the missing million which appeared in the reports to the Secretary of State and failed to appear in the financial statement of November 30.

Analyzing the company's statement the Protective Committee undertakes to show that there is a deficit. The committee says:

#### WHAT THE COMPANY HAS.

All assets, including machinery and appliances, furniture and fixtures, equity in real estate and buildings, cash (\$3000), Canada branch, inventory of mdse., ins., etc., accounts receivable	\$313,377.26
Liabilities, including notes payable at bank, due for mdse., accounts payable	125,847.40

Balance ..... \$187,529.86

#### WHAT THE COMPANY SHOULD HAVE.

Paid into the treasury April 1, 1908, according to sworn statement of Mr. Lynties	\$1,000,000.00
Net earnings after dividends have been paid in 1907-1908	372,838.04
Total	\$1,372,838.04

Making an arithmetical calculation the committee figures "a deficit of \$1,155,268.18 for the years 1907-1908 only" and asks over the signature of Dr. E. Carlton Palmer, 1311 North Broad street, Philadelphia, Pa.: "Also, where are the assets of the past ten years and what have become of them?"

Dr. Palmer is one of the original Santol protectors, who became interested in the movement last October and signed the now famous endorsement of Dr. Gifford, after the latter had left the employ of the company, owing to the discoveries

made by Broker Morris and their effect upon the interests of Dr. Gifford's Philadelphia friends who had become interested in the company by the purchase of its stock.

Others signing that endorsement of October 17, 1908, were: Dr. C. L. Card, Dr. J. G. Lane, Dr. H. B. McFadden, Dr. J. E. Duvvody, Dr. W. B. Marratta, Dr. Clifford D. Beal, all of Philadelphia; Henry Curtis, of Camden; Harry B. Leeds and A. D. Cuskaden, of Atlantic City; Alfred S. Marshall, Frank Maier and F. L. Wilkins, Woodbury, N. J.; Charles Maier, Gloucester City, N. J.; William H. Gano, Philadelphia; Dr. Earl T. Beale, Souderton, Pa.; Dr. William Seaton and Dr. Robert F. Moore, Wilmington, Del.; Dr. S. Eldred Gilbert, Philadelphia.

These gentlemen, with one exception either druggists or dentists, formed the nucleus of the present Stockholders' Protection Committee, of which Mr. Morris is now chairman. The membership has increased to more than 150 and it is constantly growing. Druggists desiring to join the committee can write to Mr. Morris at his office in the Drexel Building, Philadelphia.

#### Twenty-nine Plaintiffs Holding 2239 Shares Seek Injunction Against Present Officers.

In the action for a receiver, which also seeks an injunction against the continuance in office of President Lynties, Secretary Desmond and Director Bowman, there are 29 plaintiffs. The names have already been printed in the ERA. One owns 858 shares, another 528 shares and all but four own more than 10 shares, running up to 197 shares. The total shares represented in the complaint number 2239 and a fraction.

The complaint sets forth a history of the organization of the company and alleges that the present directors are dummies, one of them being called a "puppet" of President Lynties. Mismanagement and misconduct are charged and specifications are given. For four "formulas or alleged trade marks" it is alleged that Mr. Lynties caused \$200,000 in stock to be issued to himself, the complaint declaring that "said formulas were of no value whatever and were shortly thereafter abandoned and other formulas substituted in lieu thereof."

The complaint charges that in connection with the increase of stock from \$500,000 to \$1,000,000 a false statement was made to the effect that 50 per cent of the increase had been paid into the hands of the board of directors, when such was not the case.

The complaint tells of the raise of President Lynties' salary on April 1, 1907, from \$6000 a year to \$25,000 and asserts that he did no more for the latter sum than for the former, the increase amounting to a "waste of the assets of the company." Next comes the charge that at an unknown date in 1907 Mr. Lynties "fraudulently induced and procured the minority of the directors to increase his salary from \$25,000 to \$50,000 per annum, and did during a portion of the time thereafter take stock of said company, at \$5 a share, on account of payment of his said salary, whereas at the same time he required other subscribers to said stock to pay \$10 in cash per share therefore; that the receipt of said \$50,000 per annum as salary by the said Lynties was excessive and beyond reason and constituted the wasting of the assets of the said company."

#### Old Ledger Destroyed to Conceal Fraud; Dividends Paid in Violation of the Law.

Next the rewriting of the ledger is cited and the destruction of the old book is mentioned as having been done to prevent the discovery of fraudulent entries. The directors are accused of paying dividends out of the capital in violation of the Missouri law.

The complaint refers to the missing million dollars next. The statement is made that in an affidavit filed with the Secretary of State on or about April 1, 1908, Mr. Lynties testified that 50 per cent of the increase of capital stock from \$1,000,000 to \$3,000,000 had been actually paid up in lawful money of the United States and was in the hands of the board of directors, when such statement was not true. The proposition to increase the valuation of the trade marks, good will, etc., from \$900,000 to \$1,900,000 is called "fictitious and intended to deceive the creditors and stockholders of the company."

On March 28, 1908, Mr. Lynties is accused of "fraudulently" inducing the directors to borrow from him \$50,000 and pledge all the bills receivable of said company for securing the pay-

ment thereof, "thereby depriving said company of the legitimate income from conducting its business."

The complaint charges that excessive prices were paid by the Sanitol Company to the Brotherhood Realty Company, in which Herman C. G. Luyties was largely interested, for real estate.

Mr. Luyties, it is next set forth, in 1907 and 1908 employed agents to sell the company's treasury stock, sharing in the commissions, that dividends were declared for the purpose of promoting sales of the stock and that he "caused said company to engage in a stock jobbing business in buying, selling and dealing in its stock." Another allegation is that in the first five months of 1909 Mr. Luyties and the directors "caused the company to purchase its own stock and did deliver merchandise belonging to said company in payment thereof."

The relief asked of the court is that a receiver be appointed and that the defendants, Herman C. G. Luyties, president; George A. Bowman, vice-president, and Robert E. Desmond, secretary and treasurer, be removed from those offices and enjoined from interfering with the management of the Sanitol Company. The complaint was verified by Augustus J. R. Muller, until a short time ago chief chemist for the company.

Jamison & Thomas are the attorneys of record and the action is pending in the Circuit Court of the city of St. Louis.

In fighting for what they consider their rights the members of the Stockholders' Protective Committee have had a strenuous time. Efforts to conduct their campaign through a firm of St. Louis lawyers proved unsatisfactory. Finally Mr. Morris jumped on a train and went to St. Louis where he took personal command of the situation, relieved the law firm in question from further connection with the case and retained Jamison & Thomas, who are pushing the suit.

It is a curious circumstance that the expert accountant engaged at the instance of the Protective Committee to investigate the books of the Sanitol Company is the same expert who helped or advised the Sanitol's bookkeeper when the latter rewrote the ledger to remove traces of the \$50,000 salary payments made on account of President Luyties. On that account the expert's report is awaited with much interest by the Protective Committee.

"This expert was recommended to the minority stockholders by their former counsel," said Mr. Morris, "and is making the investigation practically at their instance. President Luyties is reported to have been greatly pleased with the selection of the expert, remarking after the annual meeting: 'Arnstein is a wonder; he can do anything. He got the same man to examine the books who helped to fix them.' Mr. Arnstein is the counsel for Mr. Luyties and the other defendants."

## TAKING TESTIMONY IN THE SANITOL CASE.

### Bookkeeper Werbe Tells About Writing a New Ledger Which Was Made to Look Like an Old Book.

As a part of the proceedings for a receivership for the Sanitol Company depositions of witnesses are being taken by F. J. McMaster, as special commissioner, at his office in the Third National Bank Building, St. Louis. These depositions are taken in shorthand, afterwards transcribed and signed by the witnesses. The appearances are Jamison & Thomas for the plaintiff and Albert Arnstein for the defendant. The evidence so far taken is of extraordinary interest to the stockholders, but the St. Louis and other newspapers have published nothing concerning the hearings and very little about the suit, despite the fact that it concerns something like \$600 persons.

The first witness was H. A. Werbe, bookkeeper for the Sanitol Company, called, sworn and examined on the part of the plaintiffs. He is 49 years old and has been working for the Sanitol Company since August, 1906. He testified regarding his assistants, their names and duties. Personally he kept the pay-rolls, in addition to the general ledger. Accounts with customers were kept by the subordinates. The stock certificate book was kept by a woman, who was not under his control.

Q. Did you ever do any work on any of these books at any other place than in the general office? A. Yes, sir.

Q. Where at? A. I worked in Mr. Muller's office some time along August or September, 1908, for two or three weeks.

This opened the evidence regarding the ledger. Mr. Werbe answered questions categorically and volunteered nothing ma-

terial. The room was away from the general offices and was a part of the laboratory, in fact the work was done in Chief Chemist Muller's private laboratory, beginning while he was away in Canada. Paper was pasted over the glass partition to prevent observation by anybody except those who might know that Mr. Werbe was in this secluded part of the building. He testified that he was engaged in rewriting the general ledger of the company from December, 1906, to August, 1908. The old ledger was copied into the new one, the pages of which were the same.

Q. The entries of the accounts in the new ledger corresponded with those in the old ledger? A. With two or three exceptions. Q. With two or three exceptions. What exceptions were there? A. A couple of accounts that I wanted to alter.

Q. What accounts were they? A. Mr. Luyties' account, the stock account and the office pay-roll account.

Q. What Mr. Luyties? A. Mr. Herman C. G. Luyties.

Q. In what respect did you enter that account in the new ledger different from what it appeared in the old ledger? A. Well, it affected Mr. Luyties' account so far as salary was concerned.

Q. Well, what were the different changes that you made, what was the salary credited in the old ledger?

A. The salary credited in the old ledger up to that time had been on a basis of—that is part of the time, possibly four or five months, something like that—was on a basis of \$50,000 a year, and in the new ledger I credited it on the basis of \$25,000 a year.

Q. The last entry or credit for salary for Herman C. G. Luyties in the old book was \$50,000 a year? A. Yes, sir.

Q. And in writing it in the new ledger you changed it to \$25,000 a year? A. Yes, sir.

A. As I understood it, the salary was based on \$50,000 a year, with the understanding that he was to take a certain portion of that salary out in stock. \* \* \* I think it was about \$5 a share. That was my understanding.

Q. Is there anything in the new book to show that he had taken any stock at \$5 a share on account of his salary? A. No, sir.

Q. Did the old book show it? The old ledger? A. I think it did.

Mr. Werbe said that Secretary Desmond had instructed him to credit President Luyties with the \$50,000 a year salary about February, 1908, that in August, 1908, Mr. Desmond had instructed him to change it back to \$25,000 a year. In rewriting the book the stock charged to Mr. Luyties had been changed to a basis of \$10 a share. Witness admitted that the footings had been changed and the changed totals ran all the way through. Regarding the fate of the old ledger he said the last he saw of it he had handed it to Mr. Desmond.

Asked as to conversations with Chemist Muller about the changes about substituting the new for the old ledger, this is part of the testimony:

Q. Did you not state to him at that time that you would rub your hands over the pages so as to make it look like an old ledger? A. I might have.

Q. Then you did, did you, rub your hands over the pages and made it look like an old ledger? A. Yes, sir.

Mr. Werbe developed a poor memory regarding help which plaintiff's counsel sought to show he had received in fixing the books from Mr. Kribben, an expert accountant who afterwards became the official investigator. Nor did he remember if he had been present at the Sanitol plant one Sunday when Mr. Kribben, Mr. H. C. G. Luyties, Mr. Desmond and Mr. Arnstein were there at a time when he was finishing work on the ledgers.

On cross-examination by Mr. Arnstein, representing the defendants, the witness admitted further changes in the books.

Q. You also stated that the reduction of the credit for salary from \$50,000 to \$25,000 per annum in that stock account made a change in the stock account by pricing the stock from \$5 to \$10 a share. Did it not also reduce the number of shares? A. Naturally it would about one-half.

Q. So that it reduced the number of shares that were credited to Mr. Luyties' account? A. Yes, sir.

\* \* \* You see, for instance, he got 100 shares of stock at \$5 a share, instead of that he was given 50 shares, and the charge so far as money was concerned was the same.

Robert Emmet Desmond, the next witness, aged 40, testified that he had been secretary and treasurer of the Sanitol Company since December, 1906, and had been secretary for two years before that. He became a director when elected treasurer. Regarding the rewriting of the ledger he was unable to say who originated the idea.

Q. Whom did you take it up with before you took it up with

Mr. Werbe? A. I took it up when I found out that a statement had been made by Dr. Gifford that \$50,000 was being paid Mr. Luyties a year, took it up with Mr. Arnstein. Q. I asked him what about it? He wanted to know if Mr. Luyties had ever been voted a salary of \$50,000 and in looking over the minutes, no such record appeared, and the ledger showing that his salary was credited with \$50,000, a change had to be made.

Q. You took it up with Mr. Arnstein before you took it up with Mr. Luyties? A. Yes, sir.

Mr. Desmond admitted giving the order to the bookkeeper to make the change, but was unable to recall whether he talked with Mr. Luyties on the subject prior to that time. The witness admitted having signed the minutes of a meeting at which Mr. Luyties' salary was increased from \$25,000 to \$50,000. Mr. Luyties also had signed it, but Dr. Bowman did not sign it. Thereafter until the conversation with Mr. Arnstein, resulting from Dr. Gifford's statement, the \$50,000 was credited to Mr. Luyties. The order to Bookkeeper Werbe followed a conference with Mr. Arnstein. When the subject first came up Mr. Luyties was out of town.

Q. Do you remember seeing Mr. Luyties going into the private laboratory of Mr. Muller during the time that Mr. Werbe was doing the work of changing the books? A. I won't state positively that I saw Mr. Luyties going in there, but I believe he was in there quite a number of times.

Mr. Desmond said his salary had been \$5,000 a year for two years prior to that time it was \$3,000. Dr. Bowman, the vice-president, received \$35 a week. He visited the laboratory once a week, consulted with various people, but so far as witness knew took no part in the manufacture of the preparations.

The witness admitted burning the old ledger, which he had received from the bookkeeper, after a talk with Mr. Arnstein and Mr. Luyties, in the course of which it was decided that the "old ledger should disappear." No express directions were given to him but as the two announced their conclusion that the book should vanish he took the hint and burned it in the furnace.

Mr. Desmond testified that 50,000 shares of stock appearing in the minute book as having been sold to Mr. Smith had been paid for with \$500,000 in cash, but he could not remember what had become of the \$500,000.

More witnesses are to be examined and preliminary affidavits indicate that the testimony will be of even greater interest than that already given.

#### How the Spring Campaign to Eliminate Dissatisfied Stockholders Was Conducted.

One of the side-lights on the controversy is furnished by the active campaign of the Sanitol officers in attacking the opposition by endeavoring to purchase the stock held by dissatisfied stockholders. A letter was sent to Alfred S. Marshall, a druggist of Woodbury, N. J., who signed the endorsement of Dr. Gifford, written on Sanitol stationery and dated St. Louis, April 14, 1909, which read as follows:

"We have been led to infer that you desire to dispose of your Sanitol stock. You hold 102 shares.

"We are in a position to place a limited amount at \$5 a share. Or send an order for Sanitol mdse. \$673.20 at list prices, which at discount on that quantity nets \$510."

Another letter to Mr. Marshall dated St. Louis, April 27, 1909, after stating that business had been affected by the hard times, continued as follows:

"No Sanitol dividends have been paid so far this year and no date has been set for the payment of the next dividend. It is probable that no dividend will be declared in the near future."

About that time Sanitol stock (par value \$101), was selling in the Philadelphia market at \$2.60. Other stockholders, however, received letters making a similar proposition. These letters were printed and blanks and addresses were filled in by typewriter. In circular form the recipient is advised to push Sanitol goods and in one particular case, that of Dr. T. C. Edwards, of Gainesville, Texas, the blanks are so filled in as to offer him "a bill of goods of \$25.50 (sold to patients brings \$40.50). You can send check or if you desire to dispose of your 5.10 shares of Sanitol stock we could sell this for you at such a figure that the net proceeds realized will be sufficient to pay the amount due for the mdse." The recipient is advised to enclose check or stock.

These invitations to push Sanitol preparations seem to have been so arranged as to make a \$5 per share price on the stock

held by each individual and a great many are said to have taken advantage of these offers.

#### The Other Side of the Story.

In the ERA of June 3, page 531, were printed statements by Mr. Luyties in which both he and Mr. Arnstein, his attorney, made answer to the preliminary charges. ERA subscribers who are interested will find these statements in their files and they should read what both gentlemen have to say.

#### "ROOM FOR BOTH." SAYS PROF. REMINGTON.

Sees No Objection to Formation of Division of Pharmaceutical Chemistry by the A.C.S.

PHILADELPHIA, June 12.—Prof. Joseph P. Remington fails to agree with his fellow members of the local branch of the American Pharmaceutical Association who hold that the proposed division of pharmaceutical chemists in the American Chemical Society would tend to disrupt the scientific sections of the A.Ph.A. He says that both organizations are far too large and powerful and that their work is such that neither would interfere with the functions of the other in the step contemplated. He has communicated his views to the members of the executive committee of the Philadelphia Branch who last week declared against the proposition. He says:

"In my opinion, a great good may be accomplished now that the officials of the American Chemical Society are encouraging the formation of a pharmaceutical section. It does not necessarily mean the severing of the connection with the Philadelphia Branch of the American Pharmaceutical Association. The monthly meetings could be kept up as heretofore and much benefit will undoubtedly accrue by the establishment of friendly relations between the chemists of the American Chemical Society and the pharmaceutical chemists of the American Pharmaceutical Association.

"And aside from this, every movement which will aid in making a better United States Pharmacopoeia by meeting and discussing the various problems, can but result in good. The invitation to form a section in the American Chemical Society now comes officially from the secretary and, in my opinion, it would not be wise now to refuse co-operation. The analytical chemists in Philadelphia are active and enthusiastic and if they are willing, a practical way of aiding both associations can easily be found."

#### Winona School of Pharmacy's Commencement.

INDIANAPOLIS, June 12.—The fifth annual commencement of the Winona School of Pharmacy was held on the college campus. Dr. Paul H. Hanus, of Harvard University, delivered the address and dwelt on the importance of a thorough education. In the evening a banquet was held at the Grand Hotel, at which an alumni association was formed. Prof. J. H. Gertler acted as toastmaster and gave a short history of the school. Short talks were given by several of the old graduates. The following officers were elected: A. F. Haller, president; S. R. Barnett, vice-president; C. A. Stark, secretary; William Klamm, treasurer; C. H. Becker, publicity; Philip Little, Harlan Carter and Harry Wedd, constitution and by-laws. During the past year 135 students have enrolled in the school. (The list of the 1909 graduates was printed on page 504 of the ERA of May 27.)

#### Hegeman & Co. to Build Big Warehouse Uptown.

As soon as the frame building which now stands on the site of 66 and 68 West 132d street, Borough of Manhattan, New York City, is torn down, Hegeman & Co. will commence the erection of a six-story warehouse on the plot. The company recently secured a 21 years' lease of the property and work will be commenced very shortly. The building will at first be devoted entirely to storage, but the installation later on of a plant for the manufacture of ice cream for the up-town branches is also under consideration.

#### Ebert Tablet Replica for Lecture Hall.

The Chicago Veteran Druggists' Association has presented to the University of Illinois School of Pharmacy a bronze replica of the memorial tablet of the Ebert monument and it will be suitably placed in the pharmacy lecture hall of the school. The class of 1909 has contributed the remainder of the class funds amounting to \$35 to the Alumni Ebert Fund.



**SOCIAL DRUG CLUB FORMED IN NEW ORLEANS.**

**Expected to Fill a Long-felt Gap in Association Work. Officers Elected—Club House Later.**

NEW ORLEANS, June 12.—Another important organization of druggists was added to the existing organizations when the New Orleans Social Drug Club was formed at a well attended meeting in the rooms of the College of Pharmacy. The object of the new organization is indicated by its name. The other associations here exist principally for the purpose of working. This is to be purely a social organization, and the intention of the organizers is to have three or four social events annually. If conditions permit, these affairs will be given more frequently. Business meetings will take place every quarter, but special meetings may be held on the call of the president. During the interim between meetings the question of social affairs will be in the hands of the entertainment committee, which, thereby, is made one of the most important parts of the organization.

There were 75 druggists in attendance on the first meeting, and almost every line of business was represented. After forming a temporary organization a committee on constitution and by-laws was appointed. It reported shortly afterwards, submitting a constitution and by-laws following very closely the Chicago club. The constitution provides that any person interested in the drug business is eligible to membership. This leaves the doors open to retailers, wholesalers, prescription clerks, salesmen in retail stores, drug drummers and salesmen, and in fact every one interested in the business.

The election of officers resulted in the following being chosen: President, Joseph Iper; vice-president, H. Gonzales; treasurer, Paul Weilbacher; recording secretary, H. J. Bourgeois; financial secretary, Dr. N. Caire; sergeant-at-arms, E. B. Briggs; trustees, August Flash, W. E. Horter, R. Angel, R. F. Grace, F. E. Weilbacher; chairman of the entertainment committee, George S. Humphreys.

It is planned by the club, as soon as the membership permits, to secure rooms of its own. It is hoped to have a membership of several hundred.

**Sly Burglars Use Fly Paper.**

MILWAUKEE, June 12.—Fly paper as a part of their kit was used recently by ingenious burglars who broke into the drug store of J. E. Young, 1130 State street. The thieves, who robbed two saloons and a millinery store besides the pharmacy, have not yet been apprehended by the police. In all these robberies, a new trick in the gentle art of house-breaking was employed. The burglars used a sheet of fly paper in effecting entrances and so successfully did the trick work that two places on the same police beat were entered and not the slightest disturbance was effected. It has been found that the burglars pasted a sheet of the sticky paper on the glass of the upper half at the spot where the catch is fastened to the frame. Then a slight tap from a steel punch easily pokes a neat hole through the glass and the paper holds the broken particles together so that no noise is made. Then a wire hook is inserted, the catch is unfastened and the "fly paper" burglars find the rest of their work easy. About \$50 worth of razors and \$5 in cash was secured at the Young Pharmacy.

**Western Pennsylvania Druggists Elect Officers.**

PITTSBURG, June 12.—The annual election of the Western Pennsylvania Retail Druggists' Association resulted as follows: President, P. P. Knapp; vice-president, Peter G. Walter; secretary, B. E. Pritchard; treasurer, B. P. Welsh; directors, William G. Schirmer, William Dice, Louis Emanuel, Edward J. Kretz, Richard Mierzwa, H. L. Lohmeyer, R. W. Henderson, S. W. Correll, Clarence M. Dorsey, H. M. Thompson, W. S. Erskine, L. E. Hewitt, W. J. Forrest, S. A. Stright, F. J. Brehm, J. H. Phillips and L. B. Hughes.

The organization is in a prosperous condition.

**IMPORTANT DECISION AS TO DRUG SHIPMENTS.**

**Liquid Extracts, Etc., When Shipped in Bulk and Not for Sale, Need Not Declare Alcoholic Content.**

DETROIT, June 12.—Several of the large proprietors of patent medicines, dentifrices, toilet preparations, etc., instead of doing their own compounding, prefer to entrust their formulae to some manufacturing pharmacist who makes in quantities and ships in bulk, to be bottled, labeled and marketed in the warehouse of the proprietor as the demands of his trade require. This saves the proprietor quite an investment in apparatus and skilled labor which must lie idle the greater part of the time.

A shipment of this kind made from Detroit to Wheeling, W. Va., was seized at the latter place under the Federal Food and Drugs Act on the claim that it was misbranded, the casks containing the liquid bearing no statement of the alcohol content. The consignee intervened, and C. M. Woodruff, of this city, recently argued the matter before the Federal Court at Wheeling, claiming that under the Act of June 30, 1906, interstate shipments were subject to seizure only when introduced into another State for sale. Judge Dayton has just rendered an opinion sustaining this claim, the cause being entitled, "The United States of America vs. 65 Casks of Liquid Extracts."

The opinion will be of wide interest as settling the limitations of a section of the law in which, as the court records in this district will show, many of our citizens are interested. Judge Dayton says:

"The defense relied upon to the effect that this liquid extract was not shipped in these casks for the purpose of sale thus in bulk but was so shipped to the owner thereof from one State to another for the purpose of bottling into small packages suitable for sale and when so bottled it is admitted the bottles were labeled so as to express the content of alcohol and comply with the requirements of the Act. The language of the statute is, 'Any person who shall ship or deliver for shipment from any State or Territory or the District of Columbia to any State or Territory or the District of Columbia, or to a foreign country, or who shall receive in any State or Territory or the District of Columbia for any other State or Territory or the District of Columbia or foreign country, and having so received shall deliver in unbroken original packages, for pay or otherwise, or offer to deliver to any other person, any such article so adulterated or misbranded within the meaning of this Act, or any person who shall sell or offer for sale in the District of Columbia or the territories of the United States any such adulterated or misbranded food or drugs, or export or offer to export the same to any foreign country, shall be guilty of a misdemeanor.' (Sec. 2.)

"Again 'any article of food, drug or liquor that is adulterated or misbranded within the meaning of this Act, and is being transported from one State, Territory, District or insular possession to another for sale, or, having been transported, remains unloaded, unsold, or in original unbroken packages, or if it be sold or offered for sale in the District of Columbia or the Territories, or insular possessions of the United States, or if it be imported from a foreign country for sale, or if it is intended for export to a foreign country, shall be liable to be proceeded against in any district court of the United States within the district where the same is found and seized for confiscation by a process of libel for condemnation.' These provisions must be construed strictly in favor of the accused. So construed, I am persuaded, they must be held to mean that anyone owning an adulterated or misbranded food or drug product who ships to another in another State such product is guilty; that anyone having received such product so shipped from another State by the owner or seller thereof who shall in the State where so received deliver, or offer to deliver such product to another in the original package, for pay or otherwise, shall be guilty; that any person who has



F. A. CHIAPA, San Antonio, Tex., elected president of the San Antonio Pharmaceutical Association.

received such a product from any other State who sells or offers it for sale, whether in the original package or not in the District of Columbia, or the territories is liable.

"Congress has no power except in the District of Columbia and the territories to prohibit one from manufacturing adulterated food and drug products; it has no power to prevent one anywhere from personally consuming such products; it did have power to suppress the manufacture of such in the District of Columbia and the territories and by this Act has done so; it had the further power to restrict in the course of commerce transportation from State to State of such products and it has done so; it had the power after such product was received from another State to restrict its sale in the original package and it has done so; it did not, in my judgment, have power to restrict one from manufacturing in one State such product and removing it from that State to another for the purpose of personal use and not sale or for use in connection with the manufacture of other articles to be legally branded and so manufactured. \* \* \* It seems clear that the transportation of this liquid was solely to the bottles made in Wheeling instead of the transportation of the bottles to the liquid manufactured in Detroit, and that it was so bottled in Wheeling and properly branded before any sale or disposition of it was effected. Under such circumstances I am constrained to hold that the six casks must be surrendered to respondent and the libel dismissed."

### DUES OF CHICAGO R.D.A. MAY BE MADE \$25.

**Jobbers Called to Account for Infringing on Trade of Retailers—Brokerage Plan on Trial—Outing.**

Chicago, June 12.—The monthly meeting of the Chicago Retail Druggists' Association was held on the afternoon of June 8 at the Northwestern University Building. There was not only a good attendance of members but representatives of leading Chicago jobbing houses were present by invitation. These included the Fuller & Fuller Co., Morrison, Plummer & Co., Robert Stevenson & Co., Peter Van Schaack & Co. and Numiston, Keeling & Co.

The reason for the invitation extended to the jobbers was for the purpose of bringing to their attention the complaint of the druggists against the sale of drugs and sundries by the jobbers to certain people at retail. J. F. Cannon spoke for the druggists and stated that in their view it was not fair for the jobbers to enter to any character of retail trade. He felt that the wholesalers and retailers should get together and devise a plan that would divide the wholesaler from the retailer.

The representatives of the jobbers present each in turn presented their views showing the difficulties of the situation from their standpoint and assuring the druggists that it was a business that they did not want, but was one which was forced upon them by conditions over which they had no control and that the returns from it were not sufficient to warrant the trouble involved, but that it had been a business necessity.

Mr. Yeomans pointed out that large Chicago jobbers in other trades carrying many lines had rules that prohibited a buyer in one line of goods buying at wholesale in any other line.

After a very free exchange of opinions B. A. C. Hoelzer formulated the opinions of the retailers in stating that they felt the jobbers should eliminate small cash sales and should not sell to private individuals at all and also that sales to manufacturing consumers should be limited to their business requirements and not include goods for personal use.

In a general way the jobbers accepted this proposition but asked for further time in order to confer together and act unanimously on the question when action was taken. The jobbers will be heard from again at a later meeting.

Chairman Sandkoetter, of the legislative committee, reported as to the progress made at Springfield against the proposed free antitoxin bill and proposed certain further amendments to the present law. The committee will present to the Illinois Pharmaceutical Convention at Quincy next week its demand for college educational qualifications for full registered pharmacists.

Secretary I. M. Light reported as to the annual excursion and it was decided that the same should take the form of a boat trip to South Haven, Mich., on July 15.

President Yeoman's plan of buying and selling stores for

members on a brokerage basis was given a favorable vote, it being decided to give the project a trial.

Some proprietary questions were discussed and then the matter of establishing downtown headquarters was taken up, but the members felt that a change was not necessary at the present time.

On the question of membership dues the expression of the meeting was favorable to the project to increasing them to \$25 per annum after December 30, 1909, but a referendum will be taken on the question before the next meeting when it is expected that the matter will be finally decided.

### BALTIMORE VETERANS IN PHARMACY.

**Entertained at the Home of Dr. John F. Hancock, and May Form an Association.**

BALTIMORE, June 12.—It is seldom that so many of the leaders of pharmacy in Baltimore meet as were brought together Wednesday evening, June 2, at the home of Dr. John F. Hancock, in St. Paul street, where some 25 of the foremost druggists of the city assembled and were entertained by him. The idea came to Dr. Hancock to have the oldest and most prominent pharmacists, who have made signal contributions to science, as his guests at a sort of reunion, and he was prompt to act on the idea, no other incentive or special occasion being needed. Accordingly, invitations were sent out and found gratified acceptance.

The company included A. P. Sharp, one of the founders of Sharp & Dohme; Dr. Richard Sappington, perhaps the oldest pharmacist in active exercise of his profession here; H. A. Elliott, Charles E. Dohme, also of Sharp & Dohme; Dr. Charles Caspary, Jr., Dr. D. M. R. Culbreth, Dr. H. P. Hyndson, Dr. Daniel Base, John B. Thomas, of the Thomas & Thompson Co.; John G. Beck, general manager of the Calvert Drug Company; David R. Millard, of Morgan & Millard; J. Edwin Hargest, William M. Fouch, president of the Maryland Ph.A.; Charles H. Ware, Louis Schulze, Owen C. Smith, J. W. Westcott, of Hyndson, Westcott & Co.; Charles Morgan, of Morgan & Millard; Dr. H. A. B. Dunning, of Hyndson, Westcott & Co.; Eugene L. Hodson, and Dr. E. F. Kelly, manager of laboratories for Sharp & Dohme.

Some very interesting reminiscences of the early days of pharmacy in Baltimore were recounted by Mr. Sharp, Dr. Sappington, Mr. Elliott and Mr. Dohme, and the guests were entertained with substantial, for Hancock being assisted in doing the honors by his son, James E. Hancock, and his daughters, Misses Mamie, Dessie and Lillie Hancock. It is thought that the gathering will lead to the formation of a Veterans' Association, patterned after those in some other cities.

One of the most active men in the Maryland College of Pharmacy for many years, and until its absorption into the University of Maryland, the treasurer, Samuel Mansfield, was unable to attend the reunion, owing to pressure of business. He is still hale and hearty.

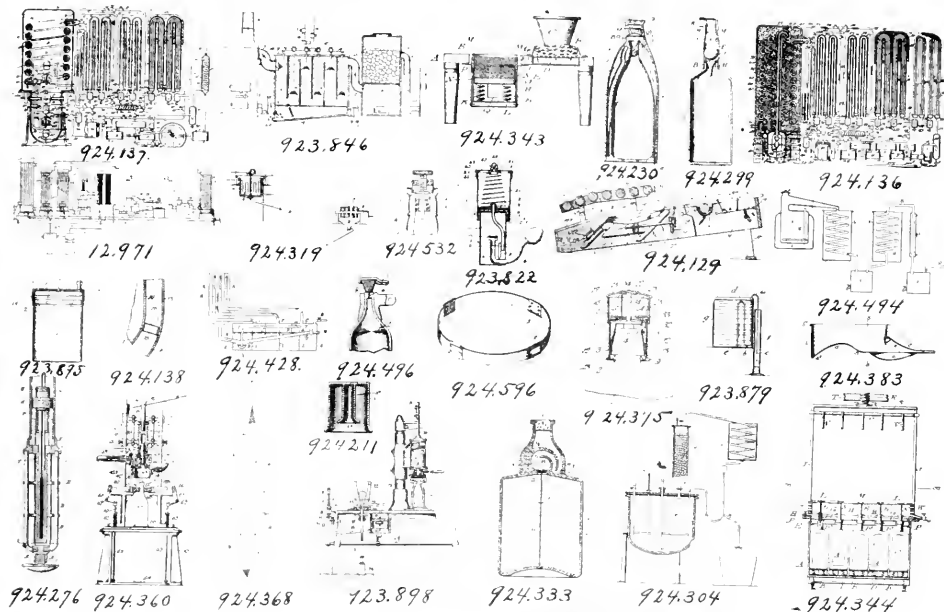
### Degree of Ph.Chemist Conferred on Four.

CHICAGO, June 12.—Simple exercises held at the University of Illinois School of Pharmacy marked the close of the first course leading to the degree of pharmaceutical chemist. The degree was conferred by Dean Goodman on four candidates, Charles Wesley Brown, Elmer Eldorado Cassin, DeLancey Thomas Gunning and Henry August Langenhau. Dean Goodman addressed the members of the class briefly calling their attention to the great field afforded the pharmaceutical chemist and expressing the hope that the members of this first class might fully grasp these opportunities and make a name for themselves and their class.

### Presidents Rusby and Elkin to Visit North Carolina.

RALEIGH, N. C., June 12.—Announcements containing the programme for the annual meeting of the North Carolina Pharmaceutical Association at Greensboro, June 23 to 25, have been sent out. The sessions will be held at the Benbow Hotel and Dr. H. H. Rusby, president-elect of the A.Ph.A., as well as W. S. Elkin, president of the N.A.R.D., are expected to be the guests of the association and make addresses. Max Payne is the local secretary. Special rates have been secured at the hotels in Greensboro, and regular convention rates will be granted by the railroads.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted June 8, 1909.

923,822—Frank C. Dornett, Detroit, Mich., assignor by mesne assignments to Duff Remedy Company, Chicago, Ill., a corporation of Illinois. Atomizer.

923,846—Oliver P. Hurford, Chicago, Ill. Process of extracting nitrogen from air.

923,879—Emil Neugebauer, Weisbaden, Germany. Siphon.

923,895—Emmett P. Ryeburg and Walter T. Bryan, Kansas City, Mo. Closure for receptacles.

923,898—Adolph Schiller, Schöneburg, near Berlin, Germany. Bottle-blowing machine.

923,916—George C. Westry, Murray, Utah. Method of thionous precipitation.

923,967—Charles Glaser, Baltimore, Md. Process of producing camphene.

923,999—Andrew P. Riggs, Seattle, Wash. Hair tonic.

924,120—Jacob Barrow, Windfall, Ind. Can-labeling machine.

924,136—Gabriel A. Bobrick, Los Angeles, Cal. Process for the liquefaction of gases and separation of air into commercial oxygen and nitrogen.

924,137—Gabriel A. Bobrick, Los Angeles, Cal., assignor by mesne assignments to United States Liquid Air & Oxygen Co., Los Angeles, Cal., a corporation of California. Apparatus for liquefaction of gases.

924,138—Oscar A. Boehm, New York, N. Y. Vacuum-insulated bottle.

924,211—Sylvanus L. Wottring, Prospect, Ohio, assignor to Wottring & Sutphen Co., Prospect, Ohio, a firm. Fire extinguisher bottle closure.

924,230—James A. Horne, Oregon City, Ore., assignor of one-third to George C. Buonnell, Oregon City, Ore. Antifraud

bottle.

924,276—Alfred Rosch, New York, N. Y., assignor to Chas. J. Tagliabue, Brooklyn, N. Y. Bulb protector for thermometers.

924,289—Daniel Westcott, Salem, N. J. Non-refillable attachment for bottles.

924,304—Paul Askenasy and Martin Mugdan, Nuremberg, Germany. Process of making dichlorethylene.

924,319—Peter C. D. Castle, Bellington, assignor to Gum Tragacoll Supply Company, Ltd., Hooton, England. The extraction of gum.

924,333—Gustavus B. Fletcher, Philadelphia, Pa. Non-refillable bottle.

924,343—Samuel B. Goff, Camden, N. J. Device for affixing labels to bottles.

924,344—Samuel B. Goff, Camden, N. J. Bottle-filler.

924,359—Ellen Kearney, New York, N. Y. Hair tonic.

924,360—Georg Kirkegaard, New York, N. Y., assignor to Imperial Stopper Company, a corporation of Maine. Bottle-filling and capping machine.

924,367—Otto M. Morris, Spring Lake Beach, N. J. Suspensory bandage.

924,375—Jeremiah L. Peters, Allentown, Pa. Stopper-lock for bottles.

924,383—Ida Schikorra, Philadelphia, Pa. Douche or bed pan.

924,428—Georges M. A. Claude, Paris, France. Process of separating oxygen from air.

924,449—Cura Gentsch, Vohwinkel, near Elberfeld, Germany, assignor to Farbefabriken vorm. Friedr. Bayer & Co., Elberfeld, Germany, a corporation of Germany. New resin-like product.

924,494—Hugo Noerdlinger, Arnaldo Caroselli and Ludwig Berg, Florschim-on-the-Main, Germany, assignors to the firm of Chemische Fabrik Florschim, Dr. H. Noerdlinger, Florschim-on-the-Main, Germany. Process of preparing pure lactic acid.

924,496—Stylit Paulard, Paris, and Nicolas Grillet, St. Fons, near Lyon, France, assignors to Societe Chimique des Usines du Rhone, Paris, France. Closure for vessels charged

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Food and Drugs Act, and Valid Patents.

G. H. DAVIS, Attorney, 908 G St., Washington, D. C.

with volatile liquids under pressure.

924,532—Robert Brown, Jr., Ilford, England, assignor to N. R. Capsule Syndicate, Ltd., London, England. Bottle stopper.

924,555—Charles F. Jenkins, Washington, D. C., assignor by mesne assignments to Single Service Package Corporation of America, a corporation of New Jersey. Method of making paper bottle closures.

924,595—James M. Blashfield, Kalamazoo, Mich., assignor of one-half to Peter V. Blashfield, Marshall, Mich. Appliance for relief of headache.

## REISSUE.

Granted June 8, 1909.

12,971—Heinrich Koppers, Essen-on-the-Ruhr, Germany. Process of obtaining ammonia and tar.

## TRADE MARKS.

Published June 8, 1909.

32,120—William Jackson Thurmond, Dallas, Texas. Class 6. A medicinal remedy for catarrh, ozena, bronchitis, catarrhal consumption, coughs, etc.

54,151—J. A. Folger & Co., San Francisco, Cal. Class 6. Cream of tartar.

59,055—Eleto Company, New York, N. Y. Class 6. Antiseptic and healing solution.

59,063—Eleto Company, New York, N. Y. Class 6. Sachet powder.

59,064—Eleto Company, New York, N. Y. Class 6. Cologne.

59,308—Van Scoy Chemical Company, Mount Gilead, Ohio. Class 6. Medicines for internal and external application for the alleviation of rheumatism and other muscular affections.

59,537—Josephine Dumas, North Fayette township, Allegheny County, Pa. A remedy for stomach troubles, sunstroke, headache, sore throat, colds, coughs, fever, la grippe, diarrhoea and dysentery.

59,780—Franz Fritsche, Hamburg, Germany. Class 6. Salves, ointments, powders and tablets for coughs and colds.

40,187—New Graciani Grocery Company, San Francisco, Cal. Class 46. Lucca olive oil.

40,355—Leroy S. Brown, Boston, Mass. Class 6. A medicine to counteract the effect of liquor on the human system.

40,844—Otto F. Litzenger, Converse, Ind. Class 6. Medicines for children.

40,914—Hessig-Ellis Drug Company, Memphis, Tenn. Class 6. A remedy for gripp, coughs, diphtheria, catarrh, sore throat, croup and scarlet fever.

40,971—Margaret Gavin, Herne Bay, Kent, England. Class 6. Face cream, toilet powder, tooth paste, liquid preparations for cleaning teeth, hair tonics.

41,940—Frederick Stearns & Co., Detroit, Mich. Class 6. Hemostatic, astringent and cardiac stimulants.

41,941—Frederick Stearns & Co., Detroit, Mich. Class 6. Scrums.

## Druggist Accused of Selling Morphine.

BALTIMORE, June 12.—Dr. A. C. Huthweller, a druggist at 218 North Greene street, was arrested tonight by several city detectives on the charge of selling morphine without a physician's prescription. Captain Pumphrey, chief of the detective force, had received several complaints about druggists violating the narcotic law and detailed the detectives on the case. They induced Estella Harris and Walter Wyatt to purchase the drug, which the detectives allege, they got, paying 50 cents for a bottle. Dr. Huthweller was released on bail for the action of the Criminal Court. He can be sent to jail on conviction under the city ordinance in question.

## New Cuban Law Requires Registration of Specialties.

Article 47 of the new Cuban Pharmacy Law requires that any specialty in order to be sold in the Republic of Cuba, must be previously registered in the office of the Secretary of Health and Public Welfare. The wholesale house of Jose Sarra, Havana, in a circular to the trade in the United States, announce that they shall be pleased to undertake the registration of products of firms who are willing to submit them a letter of authorization and a detailed descriptive list of the specialties affected by the law.

## NEW LIST OF TAXABLE ALCOHOLIC MEDICINES.

Internal Revenue Commissioner Issues New Schedule, Omitting Some Remedies on Account of Compliance by Maker With Official Requirements and Adding Other Compounds.

WASHINGTON, June 11.—T. D. 1505 relating to alcoholic medicinal preparations for the sale of which special tax is required was issued yesterday by Acting Commissioner of Internal Revenue Williams. It gives a list of alcoholic medicinal preparations, which have been examined and held to be insufficiently medicated to render them unfit for use as a beverage.

Special tax will be required for the sale of any of the preparations named, even though such sales are for medicinal use. The liabilities of dealers for sales for medicinal use of any of the preparations marked with an asterisk (\*) will, however, be held to date from and after the publication of this decision.

The names of most of the preparations heretofore published in Circulars 733 and 727 will be found included in this list, the only exceptions being those the manufacturers of which have revised their formulas to meet the Department's requirements. *Special tax will not, therefore, be required for the sale for medicinal use of any alleged medicinal compound not on this list until the Commissioner has been communicated with, and specific instructions given.*

It having been found in various instances that there are several preparations of the same name on the market, the names of the manufacturers of the preparations examined are given, and it should be understood that only the preparation as compounded by the manufacturer whose name is given is embraced in this list. The list follows:

### LIST OF ALCOHOLIC MEDICINAL PREPARATIONS.

- \*Abbott's Aromatic Bitters, C. W. Abbott & Co., Baltimore, Md.
- American Alimentary Elixir, American Drug Store, 1115 Canal street, New Orleans, La.
- Angostura Aromatic Tincture Bitters, E. R. Belders, St. Louis.
- Aromatic Bitters, Hanigan Bros., Denver, Colo.
- \*Aromatic Stomach Bitters, Pfeiffer Chemical Co., St. Louis, Mo.
- Aroma Stomach Bitters, J. S. Smith & Co., Burlington, Iowa.
- Arcus La Grippe Specific, Excelsior Medicine Co., Chicago.
- Angauer Bitters, Angauer Bitters Co., Chicago.
- Angauer Kidney-Aid, Angauer Bitters Co., Chicago.
- \*American Elixir, Beegs Manufacturing Co., Chicago.
- Beecher's Stomach Bitters, Lowrey Drug Co., Baltimore.
- Bismark Laxative Bitters, C. Lange & Co., Chicago.
- Bismark's Royal Nerve Tonic, R. A. Smith & Co., Panama, Ill.
- Blackberry, Carles Medicine Co., Aberdeen, S. C.
- Blackberry Cordial, International Extract Co., Philadelphia.
- Blackberry Cordial, Irondequoit Wine Co., Rochester, N. Y.
- Blackberry Cordial, Strother Drug Co., Lynchburg, Va.
- Blackberry & Ginger Cordial, Standard Chemical Co., Fort Black, Tonio, Albert Nigemann, St. Louis.
- \*Bleedine, Bleedine Corporation, Malden, Mass.
- Bonekamp Stomach Bitters, Geo. J. Fixmer, Springfield, Ill.
- Bonekamp Bitters, J. S. Smith & Co., Burlington, Wis.
- Botanic Bitters, F. E. Mayhew & Co., San Francisco, Cal.
- Bradenberger's Colicobids, Standard Chemical Co., Fort Smith, Ark.
- Brown's Utrine Tonic, A. E. & E. V. Brown Co., Mobile, Ala.
- Brown's Astringent Cordial Bitters, Chas. Leich & Co., sole agents, Evansville, Ind.
- Brown's Vin Nerva Tonic, Brown Chemical Co., Nashville, Tenn.
- Brod's Celery Pepsin Bitters, Jno. Brod Chemical Co., Chicago.
- Buckeye Bitters, Geo. Albert, Milwaukee, Wis.
- \*Butter's The Atlantic Vineyard Wine Co., Philadelphia.
- \*Carpathian Bitters, L. J. Sulak Land Co., West, Texas.
- \*Clarke's Rock Candy Cordial, Colburn, Birks & Co., Peoria, Ill.
- Clifford's Cherry Cure, Standard Chemical Co., Fort Smith, Ark.
- Clifford's Peruvian Elixir, Standard Chemical Co., Fort Smith.
- Cinchona Bitters, Morris & Dickson Co., Shreveport, La.
- Coca Star Jamaica Ginger, Gulf Mfg. Co., New Orleans, La.
- Coca Wine, American Drug Store, 1115 Canal St., New Orleans.
- \*Colombo Elixir, Colombo Elixir, Imported, Philadelphia.
- Cooper's Nerve Tonic, Muller & Co., Baltimore.
- Colasaya, Zwarts Pharmacy Co., St. Louis.
- \*Clayton & Russell's Stomach Bitters, Adams & Co., N. Y. City.
- Dandelion Bitters, Beegs Manufacturing Co., Chicago.
- \*Dandy Bracer, Dandy Bracer Co., Philadelphia.
- Dr. Brown's Blackberry Cordial, Texas Drug Co., Dallas, Texas.
- Dr. Brown's Tonic Bitters, Brown Chemical Co., Nashville, Tenn.
- Dr. Bouvier's Lichen Gin, Dr. Bouvier's Specialty Co., Louisville, Ky.
- Dr. Berzell's Magen Bitters, Imported, St. Louis.
- Dr. Fowler's Meat and Malt, Meat & Malt Co., Louisville, Ky.
- Dr. Gray's Tonic Bitters, Central Botanical Co., Cherry Creek, Colo.
- \*Dr. Robson's 3 Star Peruvian Tonic Compound, Pfeiffer Chemical Co., St. Louis.
- Dr. Hortenbach Stomach Bitters, Dr. Hortenbach, Minneapolis.
- Dr. Hopkin's Union Stomach Bitters, F. S. Amidon, Hartford.
- Dr. Hoffman's Golden Bitters, F. Traudt, St. Louis.
- Dr. Rattinger's Bitters, Rattinger's Medical Co., Sappington, Mo.

Dr. Sterki's Ohio Bitters, Dr. V. Sterki & Co., New Philadelphia, Ohio.  
 Dr. Worme's Gesundheit Bitters, J. D. Helmsath, Chicago.  
 DeWitt's Stomach Bitters, E. C. DeWitt & Co., Chicago.  
 Dubonnet Wine, Imported.  
 Dubonnet, Imported.  
 Duffy's Malt Whisky, Duffy Malt Whisky Co., Rochester, N. Y.  
 Duffy's Alimentary Bitters, Imported.  
 Elkhair of Bitter Wine, Piesens, Tonk Bitters Co., Chicago.  
 Elkhair of Bitter Wine, V. Bokk, Chicago.  
 Elkhair Calisaya, Reid, Yeomans & Cubitt, New York City.  
 Encalyptus Cordial, Zwartz Pharmacy Co., St. Louis.  
 Ferro China Bases (Manufacturer's name not stated; apparently imported).

\*Ferro-China Bitters, G. Citro & Co., Hoboken, N. J.  
 \*Ferro China Bissleri (Felix Bissleri), Imported.  
 \*Ferro China Universale, Imported.  
 \*Ferro China Bitters, D. P. Ross, San Francisco, Cal.  
 \*Fine Old Bitter Wine, Struzyński Bros., Chicago.  
 \*Folger's Aromatic Bitters, M. D. Folger & Sons, Grand Rapids, Mich.  
 \*F. Miller & Co.'s Stomach Bitters, Imported.  
 \*German Stomach Bitters, Geo. Kuerners, Granite City, Ill.  
 \*Gastrophil, Edward Rimsa, Chicago.  
 \*German Bitters, Evans Smith Drug Co., Kansas City, Kan.  
 \*Genuine Bohemian Malted Bitter Wine Tonic, Edward Rimsa, Chicago.  
 \*Gilbert's Rejuvenating Iron & Herb Juice, Gilbert Bros & Co., Baltimore.  
 \*Ginger Tonic, Lowmy Drug Co., Baltimore.  
 \*Ginseng Cordial, American Ginseng Medical Co., Syracuse, N. Y.  
 \*Glycerin Tonic (Elkhair Pepsin), W. P. Underhill, Concord, N. H.  
 \*Green's Chili Tonic, W. P. Green, Son & Co., Selma, N. C.  
 \*Green's Blackberry Cordial, Greiner-Kelley Drug Co., Dallas, Texas.

Harrison's Quinine Tonic, I. X. L. Chemical Co., Chicago.  
 Health Bitters, H. Bitzegeio, Chicago.  
 Herbs Bitters, Herb Medicine Co., Reading, Pa.  
 Herb Bitters, Otto E. Lenz, Petersburg, Ill.  
 Heribon, Hooper Medical Co., Hillsboro, Texas.  
 \*Hindu Tonic, Hindu Tonic Co., Chicago.  
 \*I. X. L. Bitters, I. X. L. Chemical Co., Chicago.  
 \*Indian Stomach Bitters, Dr. E. Vincedorfer, Hanna, Okla.  
 \*Iron Pepto, The Wm. Brooks Medicine Co., Russellville, Ark.  
 \*Jack Pot Laxative Bitter Tonic, J. B. Scheuer Co., Chicago.  
 \*Jaffe's Intrinsic Tonic, Jaffe Wine Co., Sacramento, Cal.  
 \*Jerome's Dandelion Stomach Bitters, Jerome Chemical Co., St. Louis.

\*Johnston's Cherry Elkhair, Parker-Blake Co., New Orleans.  
 \*Juniper Kidney Cure, Juniper Kidney Cure Co., Ft. Smith, Ark.  
 \*Juni-Kola, Bezugs Manufacturing Co., Chicago.  
 \*Karl's German Stomach Bitters, Natchez, Natchez, Miss.  
 \*Karl's German Stomach Bitters, Karl's German Bitters Co., Aberdeen, S. D.

Katarno, Katarno Co., New York City.  
 \*Kocher Stomach Bitters, Jos. Landshut, Pittsburg, Pa.  
 \*Kola Wine, Reid, Yeomans & Cubitt, New York City.  
 \*K. K. K. Morris & Dickson Co., Shreveport, La.  
 \*Kola and Celery Bitters, Milburn & Co., Baltimore.  
 \*Kreuzberger Stomach Bitters, Dr. E. Kreuzberger, Logansport, Ind.  
 \*Kudros A. M. Hellmann & Co., St. Louis.  
 \*Ko-Ca-Ama, The Wm. Brooks Medicine Co., Russellville, Ark.

\*Laxa Bark Tonic, Natchez Drug Co., Natchez, Miss.  
 \*Lee's Celebrated Stomach Bitters, Lee's Anti-Trust Medicine Co., Joplin, Mo.

Lemon Ginger, Ballard Snow Liniment Co., St. Louis.

Magen Bitters, A. J. Wahlersky, Chicago.

\*McCormick's Compound of Golden Seal, O. S. McCormick, Louisville, Ky. (Union, Mo.)

\*Meta Malt, Bernheim Distilling Co., Louisville, Ky. (Union, Mo.)

\*Mid Honey Wine, Struzyński Bros., Chicago.

\*Milburn's Kola & Celery Bitters, Milburn & Co., Baltimore.

\*Mikado Wine Tonic, Mikado Medicine Co., West Manchester.

\*Natta Iron Tonic, The Natta Co., Mobile, Ala. (N. H.)

\*Newton's Nutritive Elkhair, Parker-Blake Co., New Orleans, La.

\*Norpin, J. B. Scheuer Co., Chicago.

\*Novak's Stomach Elkhair, Jno. Novak, Chicago.

\*Obermuller's Bitters, John Penckler, Madison, Wis.

\*Older's Bitters, O'Hare Brothers, Pittsburg, Pa.

\*Old Dr. Scroggins's Bitters, A. J. Adye, Adelaide, Ind.

\*Old Dr. Jacques Stomach Bitters, D. E. Giles & Co., Concord.

\*Orzark Bitters, A. L. Joyce, Traverse City, Mich. (N. H.)

\*Orzark Stomach Bitters, Lee's Anti-Trust Medicine Co., Joplin.

\*Panama Bitters, Richardson Drug Co., Omaha, Neb. (Mo.)

\*Pepsin Stomach Bitters (E. L. Arpi), Imported.

\*Peters Stomach Bitters, R. Peters, Flowers & Co., Chicago and

\*Perrigo's 25c Bitters, L. Perrigo Co., Allegan, Mich. (New York)

\*Pioneer Ginger Bitters, Dr. Koehler Medicine Co., Appleton, Wis.

\*Pond's Kidney & Liver Bitters, Pond's Bitters Co., Chicago.

\*Pond's Ginger Brandy, Pond's Bitters Co., Chicago.

\*Pond's Rock & Rye, Pond's Bitters Co., Chicago.

\*Quinquina Dubonnet, Imported.

\*Royal Pepsin Tonic, L. A. Schardt, St. Louis.

\*Randy (Fozly) Cure, Rimsovo Malto-Sove Vino Chino, Ed. Rimsa, Chicago.

\*Scheetz Bitter Cordial, Percy R. Hentz, Pittsburg, Pa.

\*Stoughton Bitters, A. L. Joyce, Traverse City, Mich.

\*St. Weil, Francis Cropper Co., Chicago.

\*Sirena Tonic, Sirena Manufacturing Co., New York City.

\*Smith's Bitters, Van Natta Drug Co., St. Joseph, Mo.

\*Steinkönig's Stomach Bitters, Adam Steinkönig, Cincinnati.

\*St. Ruel Quinquina, Imported.

\*Strauss Exhilarator, Wm. H. Strauss, Reading, Pa.

\*Tatra, B. Zeman, Chicago.

\*Toln Rock and Rye.

\*Triedand Bitters, F. R. Leonori & Co., New York City.

\*True's Magnetic Cordial, Standard Chemical Co., Ft. Smith Ark.

\*U-Go, Fritz T. Schmidt & Sons, Davenport, Iowa.

Udele Josli's Dyspepsia Cure, Dr. Worthington's Drug Co., Birmingham, Ala.  
 Warner's Stomach Bitters, Warner, Friday & Co., Sioux City, Ia.  
 Weiders & No. 1 Tonic, Weiders' Cooperative Co., Sacramento.  
 Westphalia Stomach Bitters, E. R. Bohlers, St. Louis. (Cal.)  
 Whites Dyspepsia Remedy, W. L. White & Co., Louisville, Ky.  
 Williams' Kidney Relief, Parker-Blake Co., New Orleans, La.  
 Zeman's Medical Bitter Wine, L. Zeman, Chicago.  
 Zien Stomach Bitters, Zien Bros. & Co., Milwaukee, Wis.  
 Zig Zag Walker's Tonic Co., Paducah, Ky.

## NEWS OF THE STATE BOARDS OF PHARMACY.

### L. W. Miller Elected by New York Western Branch—Eastern's Election Occurs in Brooklyn Next Week.

Warren L. Bradt, of Albany, secretary, has issued a call for the semi-annual meeting of the New York State Board of Pharmacy, to be held at the Earlinton Hotel, Richfield Springs, June 26 to 28. As will be noted the first session is on the Saturday preceding the regular meeting of the State Pharmaceutical Association.

President Felix Hirsman, of the New Yorker Deutscher Apotheker-Verein has issued a card notifying the Verein's Brooklyn members of the election for a member to the State Board of Pharmacy, in place of Frederic P. Tuthill, whose term expires December 31, 1909. The election will take place next Thursday, June 24, at the Brooklyn College of Pharmacy, 265 Nostrand avenue, Brooklyn. There are two candidates in the field, Dr. William C. Anderson, dean of the Brooklyn College of Pharmacy, nominated by the Kings County Pharmaceutical Society, and William T. Creagan, nominated by the Brooklyn Pharmaceutical Association.

Niagara Falls, June 12.—At a meeting of the druggists of Western New York, held at Buffalo Wednesday L. W. Miller of the Miller-Strong Drug Company of this city was elected as a member on the Western Branch of the State Board of Pharmacy. The term of office is five years. Mr. Miller's opponent was Mr. Cushing, of Lancaster.

### Appointments Made by Gov. Gillett in California.

SAN FRANCISCO, June 12.—Governor Gillett has completed his appointment of the Board of Pharmacy for the next four years. The members are as follows: E. T. Off, Pasadena; H. O. Baker, Fresno; C. B. Whilden, Alameda, to succeed A. L. Leber; J. O. McKown, Livermore; G. M. Sutherland, Alameda; E. J. Molony, San Francisco; H. J. Finger, Santa Barbara, to succeed R. S. Oakford.

As now planned the next meeting of the board for examination will be held in Los Angeles during the week commencing July 19 and in San Francisco during the week commencing July 24.

Mr. Whilden has been the very efficient secretary of the board, without being a member of it. His appointment by Governor Gillett is a recognition of his active efforts in behalf of pharmacy.

### Mr. Taylor Reappointed to District of Columbia Board.

WASHINGTON, June 12.—Through Secretary Hilton, of the District of Columbia Board of Pharmacy, the Commissioners of the District announce the appointment of Augustus Carrier Taylor, to serve five years from July 1, 1909. This is a re-appointment and is no surprise to the druggists of the District. There was no other candidate. In fact, in the popular usage of the word, Mr. Taylor was not himself a "candidate." His services had proven so eminently satisfactory to the public and pharmaceutical interests of Washington that no other name than his was mentioned. Mr. Taylor is president of the D.C.R.D.A. and active in Washington Branch, A.P.A.

### California Bride for Michigan Druggist.

CINCINNATI, June 12.—After 12 years of correspondence by mail, George W. Tyler, 62, a druggist of Paw Paw, Mich., and Josephine Adams, 63, of Auburn, Cal., were united in marriage June 3 by the Rev. Napoleon Carlisle, of Covington, Ky. They met in Columbus, Ohio, a few days ago, the bride-elect having journeyed from her home in California to wed Mr. Tyler there. They could not secure a license there because they are first cousins. Then they came to Cincinnati, and were refused a license here, but somebody informed them that being first cousins does not prevent marriage in Kentucky. They went to Covington, Ky., as happy as two birds, and were soon made man and wife.

# THE DRUG MARKETS

## DEMAND AND PRICES REMAIN STEADY.

**Business Shows No Material Increase While Only Fractional Price Changes are Noted.**

**NEW YORK, June 14.**—Business in drugs and chemicals shows no material increase, but some fractional price advances are noted. The demand for seasonal goods has been retarded by cool weather, but an improved demand is looked for with the approach of a warmer season. Opium is firm, but without any new feature. Glycerin is higher, menthol is advancing, quinine is unchanged, Norwegian cod liver oil is steady at quoted prices, Hungarian chamomiles are scarce, with an upward tendency, and angelica seed is very scarce and extreme prices are asked for the small lots obtainable. Ergot is dull with an easier market for Russian and Spanish. Jalap root maintains its strong position, but with values unchanged. Camphor is in fairly good demand for the season, but there is no change in prices.

**OPIMUM.**—There is some demand for single cases, and such orders are being filled at \$4.25 per pound. In primary markets there is no change, but the weather on the whole has been favorable, owing to more frequent showers in many districts. The arrivals in Smyrna for the week ending May 21 amount to 2065 cases, against 1387 cases at same period last year.

**QUININE SULPHATE.**—The market is in the same unchanged condition with the demand limited to actual requirements. Manufacturers' prices are unchanged on the basis of 14c. per ounce for 100-ounce cans.

The only feature of any interest has been the Amsterdam quinine bark sale which was held last Thursday, and which went off at a slightly lower basis; a considerable portion of the offerings, it was reported, being unsold. Cables give the sales as 17,500 kilos at 3.10 Dutch cents, this comparing with 3.20c. for the previous sale. The sale has had no effect on the price of quinine in the local market.

**COD LIVER OIL, NORWEGIAN.**—The primary markets are firm, but without any change in value. Manufacturers do not seem inclined to make any concessions, and it is believed that the lowest value has been reached. The total to 7th instant is 53,500,000 fish, producing 42,333 barrels oil. The result in the year 1907 to June 13 was 45,000,000 fish, producing 37,350 barrels oil, and in the year 1908 to June 9 was 44,500,000 fish, producing 47,645 barrels oil. This shows a falling off of 5300 barrels, comparing with the result of 1908, but an increase of 4385 barrels as compared with the result of the year 1907.

**CHAMOMILE FLOWERS, HUNGARIAN.**—The latest reports confirm previous ones that the crop will be small, and higher prices may be expected. New crop of good quality is still offered to arrive the latter part of this month at 35c. per pound in cases of about 110 pounds. On the spot 42c. to 45c. is the asking price for old crop, but not much of good quality is to be had at these prices.

**GLYCERIN.**—Manufacturers have again advanced their price to 16c. per pound in drums, 17½c. per pound in plain cans and 17¼c. per pound in patent cans.

**MENTHOL.**—This article is doing better in our market, owing to firmer markets abroad, and reports of a partial failure of the crop. This article has been selling at unprofitable prices for some time past, but it looks now as if price would advance still more, as the stock in the local market has been very much reduced, and is much smaller than it was on January 1.

**IPECAC ROOT.**—Rio and Cartagena high test are offered at \$1.35 per pound for the former and \$1.00 for the latter. The foreign markets are higher with a good demand, and the tendency seems to be toward higher values.

**ST. IGNATIUS BEANS.**—In a late report attention was called to a lot of about 500 pounds which was offered to arrive, at 50c. per pound. A portion of this lot has been sold, and now only 200 pounds remain, for which 60c. per pound is asked.

**CASCARA SAGRADA.**—There is a somewhat better inquiry and the tone of the market is firm with prices well sustained at 8½¢ a lb. per pound in large quantities, as to grade.

**ARNICA FLOWERS.**—On the spot prime flowers are held at

11¢ a lb. per pound and prices in primary markets for new crop for shipment are said to be advancing in view of the unfavorable weather conditions in growing sections.

**SENNA, TENNEVELLY.**—A good consuming demand exists and prices are firm at 7¢ a lb. 13½¢, as to grade and quantity. Several sales of prime broad leaves have been reported at even higher figures.

## London Drug Market

**LONDON, June 5.**—The Whitsuntide holidays interfered with the business of the week and consequently the dullness which has prevailed of late has been more pronounced than ever. English refiners of Camphor have reduced their prices one penny per pound, bells being now quoted at 1s. 11d. and flowers at 1s. 10d.; the market for crude Chinese is very quiet at 142s. 6d. per cwt. spot; Japanese refined also tends easier, spot price of 1-ounce tablets being 1s. 8½d. per pound and of 2½-pound slabs 1s. 7d. The prices of Ammonium and Sodium Bromides have been rearranged and are one half-penny per pound dearer but the price of Potassium Bromide is unchanged.

Notwithstanding that the principal consuming season for Citric Acid is with us, the demand is singularly dull and the prices of Citrates have been reduced by one penny per pound. Tartaric Acid, on the other hand, is in good demand at late rates. There are buyers of "Kobayashi" Menthol at 7s. 3d. per pound but no sellers below 7s. 4d., the stock being very low. American Peppermint Oil is very quiet at unchanged rates. Japanese Peppermint Oil is firm at 4s. 10d. per pound. Essence of Lemon is lower at from about 3s. per pound and business has been done at 16s. 9d. per pound for Essence of Bergamot but no more is offered at this figure. Oil of Star Aniseed is steady at 4s. 5d. per pound. Glycerin is firm at the late advance. Rio Ipecacuanha is now held for 5s. 6d. per pound, being three pence per pound higher. Opium is very quiet and Morphine and Codeine are unchanged.

## Mayor and Legislators Guests of Druggists.

**ST. LOUIS, June 14.**—At the June meeting of the St. L. R.D.A., Mayor Kriessman and the St. Louis delegation in the recent State Assembly will be guests of the association. This is a part of the legislative programme, the thanking of those who aided the passage of the bill for a new State law and the opening wedge for some city legislation.

The request from the city will be for a carbolic acid ordinance similar to that in force in New York and for an anti-vendors' act. The druggists of the city are very tired of the reflections cast their way when an epidemic of carbolic acid suicides is under way but at present they have no protection except that with which they surround themselves. Such sales do not necessarily go on the poison book.

The vendors' nuisance is becoming quite pronounced in the city. It is reported that the number of women peddling tablets for all sorts of ailments and of known and secret formulas is very large. Several of these women make heavy sales, as their purchase of money orders from the druggists show.

A dinner in honor of Mr. Hazenow and his associate legislators has been on the cards for some time, but this is the first good opportunity.

## Cost \$750 to Change Mind About Sale.

**NEWARK, N. J., June 12.**—A verdict of \$750 was returned by the jury in the Supreme Court that heard the trial of Edward C. Ranney's action for \$2500 for alleged breach of contract against George Temple and his wife, Mrs. Mae K. Temple, of 210 Clinton avenue. The jury exonerated the wife.

Temple is the owner of a drug store at the address given. On September 19, 1908, according to the story of the plaintiff, who is a New Yorker, he made an agreement to sell it and its contents to him for \$4500. After a certain amount had been paid down Temple backed out, and the suit was brought before Judge Heislery.

It was testified in the course of the trial that Temple did a business of \$1000 a month and that the property was worth nearly \$6000. The defense was that the Newark druggist, after having made inquiries about Ranney, decided, according to Edward Kenny, the local man's lawyer, to have a guarantee that the money would be all paid.

# THE PHARMACEUTICAL ERA

PUBLISHED EVERY THURSDAY

VOL. XLI.

NEW YORK, JUNE 24, 1909

No. 25

**D. O. HAYNES & CO.** - Publishers  
90 WILLIAM STREET, NEW YORK  
Telephone, 2457 John. Cable Address: "Era, New York."

Western Office:  
Room 500, Dickey Building, 40 Dearborn St., Chicago  
Telephone, Central 5888

## SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	\$2.50 a Year
To Canada, postpaid	3.00 a Year
To Foreign Countries in Postal Union	4.00 a Year
Single Copies	10 Cents.

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Published every Thursday at 90 William Street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of this publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

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Each subscriber to The Pharmaceutical Era is entitled to representation in this work, and is invited to send us his photograph. We do not require a subscription from each partner and clerk. If the firm or proprietor is a subscriber, the other partners and clerks may have their portraits included for \$1.50 each. To secure all of the Album sections one must be a subscriber to The Era in his own name.

In sending photographs be sure that each one is distinctly labeled with the name, address, business, profession or occupation of the person, written clearly on the back of your photograph. A good plan is to write it on a printed label and stick it on the center of the back of your photograph. Here is a good specimen:

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Fred S. Rogers, Middletown, N. Y.  
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### Cabinet Photographs Only

The style of photograph we require is the so-called "Cabinet" size, with the head about two inches long. If other sizes are furnished they interfere with our plans for keeping the faces uniform, also prevent us from classifying the cuts by localities.

In view of the great amount of work we are assuming, to have each of our subscribers properly represented in this Album, we feel that we are not asking too much when we request each subscriber to supply us with the size and kind of a photograph which will facilitate our work and best enable us to do him credit.

In forwarding photographs for the Album, see that they are distinctly addressed as follows:

THE PHARMACEUTICAL ERA.

For Era Album 90 WILLIAM ST., NEW YORK.

## THE NEW INTERNAL REVENUE LIST.

Druggists who do not possess Government tax stamps and who wish to avoid conflict with the Federal authorities should go over their stocks and ascertain if they are carrying any of the taxable alcoholic remedies listed in the latest circular on the subject issued by the Internal Revenue Department and published on page 578 of last week's ERA. One of two things must be done. If the druggist wishes to carry and sell these preparations he must pay his Government tax; but, if not, the quicker he discards the contraband the less likelihood will there be of arrest and fine.

It will be noticed that some remedies which appeared in previous lists are not given in this one, the manufacturers having changed their formulas to comply with the law. A similar policy will no doubt be pursued by other proprietors, although it is doubtful if all can be persuaded that this will be to their best interests.

## PROCRASTINATION AT WASHINGTON.

July is almost here and the tariff revision discussion is still dragging along in the Senate at Washington, with little prospect of a quick settlement, while side issues in the shape of income taxes and taxes upon the profits of corporations are being injected into the situation, to say nothing of inheritance taxes and other possibilities.

In all of this agitation to provide ways and means for running the Government the fact seems to be overlooked that there is room for a reduction of expenses in Nation, States and most municipalities. The country just at present is infested with myriads of taxeaters whose sole thoughts appear to be the despoilation of property owners. It would be a very welcome sight to the average citizen if some leader should appear who would cut down the public expenses, bring about conditions which prevail in private business establishments and give the taxpayers fair value for their money.

## UNAUTHORIZED USE OF PHOTOGRAPHS.

That the only safe way to use pictures of persons for trade or advertising purposes is by first obtaining the written consent of the subject is made evident by recent court decisions, a fact of which druggists, both wholesale and retail, as well as manufacturers, will do well to take notice. Restrictions as to the use of photographs for trade purposes without the consent of the owner are becoming more stringent and the tendency in that direction cannot be better shown than in the recent decision of the Court of Appeals

in New York State (*Wyatt vs. McCreery*) wherein the constitutionality of the statute is upheld. This law goes farther than some others in making the offense a criminal one, subjecting the offender to prosecution for misdemeanor. While that provision was not at issue in the litigation mentioned the view taken by the court practically sustained its constitutionality in conjunction with other questions which were affirmatively disposed of in the decision.

There are so many vainglorious people and other willing subjects for personal illustrations, both in and out of trade, that advertisers can afford to pass by probable trouble makers who refuse to give their written consent to the use of their pictures. By adopting this policy litigation can be avoided and unnecessary expense prevented, to say nothing of escaping the annoyances which come with controversies of this nature.

#### ERA 1909 PRICE LIST WILL SOON BE READY.

Thoroughly revised, reset in clean type and more complete than ever before, the ERA's 1909 PRICE LIST is now in press and copies of it will be ready for early distribution, unless some unexpected delay occurs. Great care and attention have been bestowed upon the work of preparation, with the object of confirming and continuing the reputation for reliability which has been won by this indispensable reference book.

The alphabetical arrangement of the proprietary goods in Part 2 has been made uniform throughout, with numerous cross references referring to the names and addresses of the manufacturers in Part 3, a feature which is not found in any other general price list issued for the drug trade and which gives the ERA PRICE LIST a practical value which is greatly appreciated by the buyers, as well as by the manufacturers.

Part 4 shows a gratifying increase in the number of price lists, affording evidence that the manufacturers are beginning to appreciate the importance of having their price lists in this section of the ERA's PRICE LIST. A special index of these manufacturers' price lists is published therein and reference is made under each firm's name in Part 3 for those whose lists are published in Part 4. Already stamped with the approval of the trade the ERA PRICE LIST needs no further introduction to the druggists of the country.

#### EDUCATIONAL TREND IN PHARMACY.

Somewhat surprising statements are contained in the annual report of the United States Commissioner of Education which has just come to hand. Comparing, as he does, education in pharmacy, medicine and dentistry, he finds that the former made a far better showing than the latter in 1908. While medical graduates dropped to 4802, below the number of fifteen years ago, and dentistry graduates were only 6519, a falling off of 2000 from 1902, there were 5567 graduates in pharmacy, a gain of 520 over the previous year. There was a decrease also in schools of medicine and dentistry, but an

increase of four schools of pharmacy, bringing the number up to 75. The commissioner is unable to determine the reasons for these unexpected conditions, but hazards the guess that the increase in pharmacy is more apparent than real, presenting his deductions as follows:

"Instead of young men depending entirely upon shop experience for their knowledge of pharmacy, as was the custom very generally not many years ago, it is probable that more of them now enroll themselves in schools of pharmacy, where they expect to receive systematic and valuable instruction in a much shorter time than when behind the counter. If this be the correct explanation of the increased number of students in pharmacy, there will probably be a more competent addition each year to the pharmaceutical profession, but only about the usual quota of new members."

We cannot agree entirely with the commissioner, for during the last twenty or thirty years since the enactment of pharmacy laws made school education essential, although not always obligatory, the growth in schools of pharmacy has been gradual and healthful, the year 1908 being far too late to offer in comparative analysis with the old conditions when pharmacists acted as instructors in their stores for students who also were their clerks. The present increase must be ascribed to the increasing demand for competent pharmacists and to the improvement of educational facilities which has been rapid and notable in recent years. With rare exceptions it is no longer possible to obtain the necessary education simply by attendance in a pharmacy and under the tuition of one man—although such experience is both desirable and necessary. The schools therefore are getting the full normal numbers of recruits in the profession of pharmacy and so it is likely to continue for years to come.

#### A DECADE WITHOUT ADVERTISEMENTS.

General Secretary Charles Caspari, Jr., has again issued the annual notice required by action of the American Pharmaceutical Association at the meeting at Put-in-Bay, September, 1899, "that no advertisements shall be solicited or accepted for any of the publications or programs issued in the name of the American Pharmaceutical Association."

During the ten years that this resolution has been in force the association has grown in membership, gained enormously in prestige and sustained an accession of prosperity that proves the wisdom of the course adopted by the members a decade ago. It is an example which all State associations may follow to their ultimate advantage and those that have already abandoned the solicitation of contributions and the annual canvass for advertisements are so well pleased with the results of the change that they will never return to the old system.

College commencement season is now at an end and several thousand new pharmacists have been given the sheepskins that make them members of the profession. They should not consider their education finished, but should view the future as offering greater opportunities for the acquisition of knowledge and for perfecting themselves in the duties of their life



work. One of the first duties should be to join the A.Ph.A. and the State and local organizations. The expense is small and the benefits intellectually and commercially are great.

Northern Ohio pharmacists have taken up the cudgels against the exploitation of proprietary medicines by advertisements of recipes couched in misleading language. In this they are co-operating with the doctors and with unity of purpose and plenty of energy they are likely to win their campaign.

American Medical Association, in its wonderful growth, furnishes an example which the pharmacists of the country should view with emulative effort. On May 1 last the A.M.A. had a membership of 33,335, a gain in numbers of 2392 within the year ending at that date. The American Pharmaceutical Association ought to be a close rival to the A.M.A. in size of membership. If you are not a member of the A.Ph.A., you can contribute your mite toward that glorious end by taking your pen in hand and sending for an application blank to some member or to Dr. Charles Caspary, Jr., general secretary, 109 Aisquith street, Baltimore, Md.

In pharmaceutical interest in Baltimore the recent dinner of veterans given by Dr. John F. Hancock has rarely been surpassed. Alpheus P. Sharp, one of the founders of Sharp & Dohme, was probably the oldest man there. He was born in Winchester, Va., 86 years ago and went to Baltimore when only 14 years old to enter the employ of Roberts & Atkinson, retail druggists, who were located where Baltimore and Hanover streets now cross, the pharmacy being located just across the way from the old Indian Head Tavern, one of the most famous hostilities of the time. He remained with this firm four years and then accepted a position with Charles Caspary, the father of Prof. C. Charles Caspary, the dean of the Department of Pharmacy of the University of Maryland and permanent secretary of the American Pharmaceutical Association.

Mr. Caspary, Sr., conducted a drug store in North Gay street, which ranked with the leading pharmacies of those days. In this establishment young Sharp spent the next five years, laying the foundation for those sterling qualities which were to lead on to great achievements in after life and forming that character destined to make a strong impression upon the history of American pharmacy. There he became acquainted with Louis Dohme and Charles E. Dohme, German youths, who were also making their way in the world from humble beginnings, and this acquaintance soon ripened into a fast friendship that has endured ever since and proved to be of the greatest moment in the lives of all three.

Young Sharp was the first matriculate of the Maryland College of Pharmacy, entering the institution away back in 1841. He applied himself to the studies with such avidity and exhibited such tenacity of purpose, such energy and extraordinary capacity that he received his degree in the following year. At the expiration of the five years with Charles Caspary Mr. Sharp opened a drug store on his own account on the southwest corner of Pratt and Howard streets, a move likewise fraught with momentous consequences. It was only natural that, having established himself, he should think of his close friends, the Messrs. Dohme, and soon they were prevailed upon to cast their fortunes with him. The rise of the young and exceedingly virile firm after that was rapid and steady. Not even the Civil War, with its unsettlement, could check the progress made. New ideas were promptly taken up when their utility had been demonstrated, but a sound conservatism marked the course of the firm, thoroughness and reliability being placed above other mere expediency. In course of time Sharp & Dohme became one of the leading manufacturers of pharmaceutical products in

the country, Mr. Sharp's untiring push being a most potent factor in the progress made and the phenomenal success attained.

About 20 years ago Mr. Sharp retired from active work, but he retained a large interest in the firm, which subsequently became a stock corporation, and up to the present time he shows a keen concern in its affairs. He has an office in the building and appears there as regularly as though he were still managing the establishment. There he receives his mail and goes over his various business matters. In spite of his 86 years he walks erect, with all of his faculties undimmed and keeping up with the developments of the period. He reads the papers carefully and is well-informed on a great variety of topics. He has never used glasses and his eye sight is wonderfully preserved.

Of exceptional pharmaceutical interest is the fact that Mr. Sharp read the first scientific paper submitted to the American Pharmaceutical Association at the fourth annual meeting, in 1855. This identical paper he read nearly fifty years later, in 1902, and it is preserved among the documents of the A.Ph.A., not only because of its historical value, but on account of its deep scientific worth.

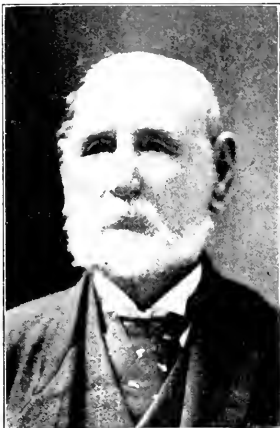
Mr. Sharp still holds membership in the American Pharmaceutical Association. He became affiliated in the beginning with the Maryland Pharmaceutical Association, and gave his alma mater, the Maryland College of Pharmacy, his earnest support.

His busy life left him little time for social diversions, being made up largely of close application to the business of Sharp & Dohme and to keeping up with scientific pursuits. But he managed to gratify his love of country life, a reminder of his boyhood days, by acquiring a farm on the eastern shore of Maryland, where he spends part of the time. He is a student of the science of agriculture, and has contributed extensively to agricultural papers. Even now he sends articles to various publications devoted to farming and to the daily papers on topics that appeal particularly to him. He has also dipped extensively into the study of geology and shows a broad knowledge of earths and of geological formations.

Mr. Sharp's wife died fifteen years ago and he makes his home with his son, Hon. George M. Sharp, a judge of the Baltimore Supreme Bench, at 2105 St. Paul street. Another son, who was connected with a Philadelphia drug house, died years ago. The venerable octogenarian believes implicitly in the gospel of work and of water. He is a total abstainer and his views on the latter subject are as pronounced as those on artificial fertilizers and the use of nitrogen to enrich the soil. He enjoys the undivided esteem of all who know him, and may be regarded as the Nestor of the drug trade in Baltimore, being the oldest member. Of his class at the Maryland College of Pharmacy he is the sole survivor.

Another veteran at Dr. Hancock's dinner was Dr. Sappington, who is also over 80 years old, has been located in Gay street for 60 years and is still actively engaged in the exercise of his profession, his present location being at the southwest corner of Gay street and City Hall Plaza, where he can be found every day. Another guest H. A. Elliott, until a few years ago, conducted a pharmacy at Pine and Lexington streets, and has held high positions in the profession. He has served as vice-president of the Maryland College of Pharmacy, being one of the founders of the institution. Not far behind in age is Charles E. Dohme, one of the active members of Sharp & Dohme. Of late, however, his health has not been very good, in which respect he is at a disadvantage as compared with his older colleagues.

An Italian physician who exposed fresh vaccine virus to the emanations of radium for varying periods and then made use of it in vaccinating children found, says *Il Policlinico*, that



ALPHEUS P. SHARP,  
retired member of manufacturing house  
of Sharp & Dohme, Baltimore, Md.

there was no effect on the action of the virus produced by the exposure to the rays, but that the pustules produced by the virus were entirely free from any septic suppurative; there was no inflammatory area and no fever. He finds that this is an efficient method of purifying vaccine virus, but on account of the expense of radium not one that can be commonly followed.

Daughter—Mother, could I love two men at the same time?  
Mother—Not if one of them gets wise.

The quantity of helium present is thought by R. J. Strutt to bear a definite relation to the age of radio-active rocks. From the ratio of the helium to the uranium, says the *Cleveland Plain Dealer*, he has estimated the time necessary to accumulate the former—that is, the age of the stratum. His provisional results show an age of 225,000 years for the English Pliocene, 3,080,000 for the upper green sand of the Cretaceous, 3,950,000 for the lower green sand and 141,000,000 for the hematite covering limestone of the carboniferous.

Edith—Has she any accomplishments?  
Marie—Yes; one. She can blush without trying.

F. W. Ekstrand, of Salina, Kan., when he turned in the report of the liquor sales made by his firm to the probate judge for the month of May recently, announced that the druggists of Salina have of their own accord established a "black list" of certain persons whom they found to be regular customers of the various drug stores for liquor.

"We kept an eye open for the fellows who were regular visitors at the different drug stores, and as fast as we could catch one going from store to store to buy more whisky we put him on our 'black list,' every druggist in the city having such a list, and we had a good many of them on our lists, too."

"Did Mrs. Oglamug's husband leave her well provided for?"  
"He left her fabulously rich."  
"How do you know?"

"I see by the latest society news she is to be married again."

Plans for a "same Fourth of July in Chicago have been progressing quietly. About 300 applications for permits to sell fireworks have been received, but only one has been granted. Fire Marshal Horan said he was investigating each application to see that each place proposed for a stand for explosives meets the requirements of the ordinances. The one permit granted is for an open-air stand in Washington Heights, protected by a solid brick wall. Other localities might well follow Chicago's example.

Two letters from Swinburne to the American critic, Edmund Clarence Stedman, have been published in the literary supplement of the *London Times*. Referring to Browning's "cherished dogma" regarding the personal immortality of the soul, Swinburne wrote in 1874 that he thought Landor "would have agreed with me that any matter so utterly incognizable is one on which it is equally unreasonable to have or wish to have an opinion."

Speaking of his Greek and French poems he says, "The latter I do consider part of my serious work. . . . I confess that I take delight in the metrical forms of any language of which I know anything whatever, simply for the metre's sake, as a new musical instrument."

The fate of the celebrated Heine monument, which the late Empress Elizabeth of Austria erected to her favorite poet in the gardens of her estate "Achilleion," on the Island of Corfu, has at last been decided, and it will most probably find a home in Hamburg. When the German Emperor bought the palace after the tragic death of its original owner, it was at once made known that the Kaiser did not care to keep the statue on his grounds, and was looking for someone to buy it. The reasons for the step are that the Kaiser neither approved of Heine as a man, nor felt any sympathy or appreciation for him as a poet.

Herr Campe, the owner of a prominent publishing house in Hamburg, which has issued the most celebrated edition of Heine's works has bought the monument for \$2,500, and states that he is willing to present it to the city provided the

authorities offer a suitable location for it. The statue is now on its way to Hamburg.

A story is being told in England of the severely practical disposition of the Duchess of Connaught. It is to the effect that when the King conferred upon the Duke the rank of field marshal, and conveyed the intimation to him in an autograph letter addressed to the Duke, whose name was followed by the covered letters "F. M.," the Duke was highly delighted. The Duchess, however, asked if it meant any increase in pay, and on being told that it did not, remarked that she did not think much of a promotion that conferred no equivalent improvement in one's financial position.

Archaeological explorations near Pompeii have resulted in the discovery of a large Roman villa, containing pictures which are believed to be Roman masterpieces, some fine sculptures, and chests filled with gold and silver. The Government has ordered the suspension of the work of exploration, and troops have been sent to guard the discovery.

Hitt—Well, it's just this way. The man who can go out hunting day after day and not care whether he gets anything or not has the right stuff in him.

Witt—Yes, especially when he's hunting for work, eh?

The use of electricity in furthering the growth of crops has been practically demonstrated on numerous estates in the vicinity of Berlin by some prominent scientists, who are continuing the experiments made some thirty years ago, first by a Dane, Professor Lemstrom, and more recently by the English scientist, Sir Oliver Lodge. The improvements made by the Germans are concerned chiefly with apparatus of high voltage, by means of which the electric current is passed through the plowed field, without endangering or disturbing the farmer at his work. A field which is to be subjected to this new electrical treatment is provided with several telegraphic poles on either side, connected with wires. The air underneath these wires is heavily charged with electricity, resembling the condition of the atmosphere preceding a thunderstorm.

A comparison between a field thus artificially stimulated and one left to the ordinary run of nature shows a marked increase in the size of the individual plant, a more rapid growth, and a more abundant crop, as its product.

To detect a hostile fleet or single ship at sea on a dark night, especially when a great distance away, is no easy matter, even with searchlights. The French naval authorities now believe, according to a dispatch from Toulon, that they have discovered a precious auxiliary in a luminous shell recently invented, and with which experiments have been made with great secrecy. The shell, according to a description given, is fired at a high angle, and when it bursts it scatters luminous balls over a large part of the horizon, enabling one to discover a ship within a radius of sixteen or eighteen miles.

There recently appeared in the columns of the *New York Times* a statement that Prof. Voyle of Berkeley University had succeeded, by the removal of cyanamide in producing a non-intoxicating whisky. Believing that if such was the case it would be one of the greatest blessings conferred upon the human race, but that it was too good to be true, a reader wrote to Prof. Voyle, asking him if he had been misquoted and received from him the following reply:

"The papers used the word 'whisky' when it should have been 'alcohol.' Whisky of today is not the simple product of years ago, but a rectified, blended composition that may or may not respond to the reagents used on pure alcohol to remove the poison that intoxicates. When the cyanamide is removed from alcohol the 'alcohol' is then reduced to the strength of whisky and does not intoxicate, but has its full strength and beneficial effect, and is a rich, refreshing, exhilarating food, which is needed by many people; and all wines and liquors, when unadulterated, can be treated so as to reduce or remove the intoxicant. I intend to publish further information to correct errors."

An agriculturalist asserts that if castor beans are planted near and trained up the side of the house or verandas they will drive away the mosquitoes so that the house will be free from them all the summer.

## The Best Americanism.

By Emma Gary Wallace.



The best Americanism means the largest all-around service in every line of industry, and the best service calls for skilled workers with well-rounded personalities and the capacity for constantly looking ahead to bigger and better things. It calls for co-operation, and recognizes the dignity of work well done.

It distinguishes service from servility. It means a comfortable competence obtained through honorable channels for ourselves and for the dependent upon us. Its esoteric spirit is felt in the great wave of approval for right and disapproval for wrong that is sweeping over the land; in the earnest plea of the times for honest business methods, for quality goods, and for moral advertising. By these excellent fruits shall we be known.

America is demanding not only better service, but the best obtainable service everywhere, and Americans are responding by meeting the demands in full and by voluntarily raising the standards still higher. Perhaps there is no broader, more-promising field anywhere for the ambitious, than that of the chemistry of today and tomorrow. Its importance is becoming more widely acknowledged, and its future is full of promise.

### Wide Fields of Service.

Industrial chemistry searches for the hidden secrets of nature, and when they are found it makes practical application of them for the better service of mankind. The maximum illuminating power of glass, the possible by-products of waste materials, a more enduring enamel for steel than is at present known, the utilization of corn-stalks, an inexpensive means of manufacturing diastase so that a scientific fodder for animals may be produced commercially—these are but a few of the connecting links between science and commerce. Already the laboratory has changed the history of more than one concern from bankruptcy to opulence by better methods and by the transformation of waste materials into valuable assets. The knowledge—the know how—is not sufficient. We are constantly reaching still further, compacting knowledge, and then applying the principles gained in the laboratory, to every-day use. That is wisdom in its purest essence. As energy is more potent than theory, so is wisdom more powerful than knowledge.

Hygienic chemistry in the laboratory of the home kitchen or even the factory kitchen means an understanding of foods that build up and maintain the greatest working energy with the least waste. It means a nation of people physically fit and mentally unbothered. It has come to mean this and more, for the subject has speedily broadened itself until the names of Domestic Science and Household Economics are no longer sufficiently descriptive, and the more inclusive nomenclature of *Euthenics*—the art of right living—is taking its place. Civic sanitation, the nourishing of the growing body of the child, the influence of different foods upon work, and all other contributory influences to the happy and the healthy home are duly considered.

Analytical chemistry leads still farther into the realms of life and its mystic forces. It brings us face to face with the restless nitrogen atom, and with other marvellous elementary substances and their combinations. The nature of a combination that has been made once, may be foretold, but a new or chance combination may hold untold possibilities. From the success of chemistry in steadily increasing the list of synthesized products of nature, it is to be confidently expected that in time the problem of living matter itself will be solved, and that will mean the greater mastery of disease and its preventive treatment. Surely a splendid service even in its partial completeness.

The land of Chemistry contains the fairland of science. Here we meet strange infinitesimal forms of benevolent or malevolent import; sterile liquids whose crystals refuse to

wheel unerringly into place unless the crystallization germ is present. Catalytic forces, fascinatingly mysterious. No Arabian Nights ever presented such a series of marvels and the Chemist is the modern Munchausen.

### Social Service and Interdependence.

In a single school in New York City there are assembled the children of twenty-nine different nationalities. Here, side by side, these children are taught by a wise and generous government the fundamentals of real education, the value of efficiency and the necessity of honesty. They are taught their duty to themselves, to each other, and love for the glorious Stars and Stripes. Truly the best Americanism.

In boasting of our independence, we sometimes lose sight of our great interdependence, for truly "no man liveth unto himself." A famine in India changes the price of stocks in Wall Street. The condition of the Delta at the mouth of the River Nile affects our cotton crop. Much that contributes to our comfort and caters to our sense of the luxurious comes from foreign lands, the result of long and patient toil.

Any catalogue of oils, gums, balsams and barks will show how much we owe to our world-neighbors, and to the pioneers who have gone into the unexplored wilds of foreign lands—even our brave missionaries themselves, for they have given us valuable additions to our therapeutic drugs. It has been said, that the man who reads a primer wants a shirt and soon his wife will want a broom. Uganda, that powerful African monarchy that was exploited at such terrible odds, will soon import carpet-sweepers and other modern conveniences. Commerce is created and promoted. By the law of Compensation, an outflowing current of material blessings must inevitably result in starting in the opposite direction a counter current of equally good things.

If there was no higher motive than that of commercial gain, the \$7,500,000 spent annually on foreign missions pay far bigger dividends to our national prosperity than the \$15,000,000 spent yearly at home on chewing gum, or the \$1,744,747,672 spent on spirituous liquors. The same statistics tell us that \$27,500,000 spent on drugs are more than offset by the \$75,476,932 expended for patent medicines. Americans are ready to spend for their own needs, fancied or real, but they need education upon the science of Value Received.

We may say flippantly that it matters not to us, how our fellows about us spend their money, but that is a shallow evasion. It does matter. By the great law of Interdependence we are obliged to be in no small measure our brothers' keeper.

### The Unselfishness of Service.

It is the unselfishness of real service that is making us a great nation. One notable example of this is the case of that eminent scientist, Dr. C. W. Stiles, who has braved ridicule, discouragement and a trackless waste of uninvestigated conditions to prove that no less than two million of our American citizens are sufferers from a strange, and long-seated infection now known as the hook-worm and aptly called "the American murderer."

He has succeeded in showing that much of the apparent shiftlessness, inability to get ahead, and the general ill-health of the so-called "crackers," "sand-hillers," and the peculiar freakish tendency of the "dirt-eaters," are due to this infection, which saps vitality, ambition and finally life itself.

The agricultural and industrial loss in a single State is estimated at thirty million dollars every year. What must be the toll in human lives! Investigation has shown the fulfillment of the vast consumption of miscellaneous patent medicine and pointed out the remedy to be nothing more difficult than Epsom salts and thymol, and even these to be necessary for but a comparatively short time.

It is this same spirit of helpful, disinterested service that has led to the remedying of wide-spread evils, the while we learned to keep our own door-yards clean. It has led to reforms of all kinds, all the way from village improvement societies to the great anti-tuberculosis movement. The true American not only believes in doing, but he Does. His doctrine is one of faith and actual result-giving works. The is still much to be done and much to be learned, and such the disposition of the true American that whatever comes his hand to do, he will do with his might—that is if he is live, wide-awake American citizen.

He will unite himself, heart and soul with the onward movements of his calling, and partake of their spirit of progress and uplift. If there are conditions of which he does not ap-

prove he will do his utmost to improve them, even if that utmost is little. He will scorn to stand back and grumble at what others are honestly trying to do, and which might be more satisfactorily accomplished if he did not withhold his help and encouragement.

He, or she for that matter, will continually increase the present-day degree of serviceability, for only as efficient service is rendered in the most approved style and in the most conscientious manner, is it worthy of us, and the Best Americanism.

#### Big Time Expected at N. Y. State Association Meeting.

Arrangements are now all completed for holding the meeting of the New York State Pharmaceutical Association at Richfield Springs, beginning next Tuesday, June 29, and concluding July 2. From all reports the attendance bids fair to be large and it is expected that many interesting matters, especially of a legislative nature, will come up and be threshed through. M. R. Mandelbaum, chairman of the transportation committee, announces that he has arranged with the Delaware, Lackawanna & Western Railroad, which runs direct to Richfield Springs without change, for a rate of fare and three-fifths on the certificate plan. The full fare going from New York will be \$5.55 and by obtaining a trunk line certificate and having it validated by the agent at the meeting on either June 30 or July 1, visitors will be entitled to a return fare of \$3.25, or total transportation cost of \$3.90. This rate is available going June 25 to 30, inclusive, with return limit to July 6. By leaving the New York City terminals of the Lackawanna Railroad at either West Twenty-third street, Christopher street or Barclay street, on Monday, June 28, at 10 a. m., Richfield Springs will be reached by 6:50 p. m. On this train special coaches have been arranged for the exclusive use of the party and also a dining car serving meals a la carte.

The headquarters will be at the Earlington Hotel, where a special rate has been made at \$3 per day (American plan).

The local and ladies' auxiliary committees have prepared a fine entertainment program and features will be walks, boat and trolley trips, a card party and a dinner at Five Mile Point. The banquet is scheduled for Friday evening.

#### C. H. Packard President Massachusetts C.P.

BOSTON, June 19.—The annual meetings of the Massachusetts College of Pharmacy were held last week. The choice for president fell on C. Herbert Packard, of East Boston, former president of the Massachusetts State Ph.A., and the present head of the New England section of the A.Ph.A. Other officers elected were as follows: Linville H. Smith, of Jamaica Plain, first vice-president; Herman Heinrich, of Holyoke, second vice-president; Lyman W. Griffin, of Brighton, secretary; John G. Godding, of Boston, treasurer; Max Creamer, of Boston, auditor; Lyman W. Griffin, Max Creamer, and Frederick A. Hubbard, of Newton, trustees.

Thomas Doliber was elected a trustee of the trust funds for the term of five years, and Charles L. Davis, of Newburyport, was elected to the same board for three years, to fill the unexpired term of S. A. D. Sheppard, who resigned on account of ill health.

The Massachusetts College of Pharmacy is in a most excellent condition. It has assets of \$233,594 in excess of liabilities.

Mr. Doliber has been connected with the school since 1867, when he entered as a student, and was graduated in 1869. He was president in 1872-4, and was treasurer in 1881-2.

Resolutions were adopted on the resignation of Mr. Sheppard, which expressed regret at the loss of "a valued and earnest worker." Mr. Sheppard had been actively connected with the school since 1868.

#### Election of Cincinnati C.P. Alumni.

CINCINNATI, June 19.—Members of the Alumni Association of the Cincinnati College of Pharmacy have elected the following officers for the year: William Henry Gausz, president; William F. Schuchardt, first vice-president; J. Frank Gallagher, second vice-president; Fred Kotte, treasurer; M. Klaiher, Jr., secretary. The directors are Charles A. Appmeyer and Lewis Kettermann. Speakers at the meeting were Julius Greyer, Dr. John C. Otis, Prof. Charles T. P. Fennel, Prof. Charles Appmeyer, William Henry Gausz and Fred Kotte.

## Science at Hyena.

By Joel Blanc.



"Well," said the old miner, "I done told you-all how them sooty-neer postals of Mustard's give the civic pride of Hyena Slope some considerable setback. Us Hyenas ain't no more than reekered our dignity an' aplum than this here Doc Bullwinkle packs in from the cattle accommodation what puts him off at Jagers City, that same metropolis consistin' of a six-car sidin', a burro corral an' one s'loun. When this same Bullwinkle informs the welcomin' populace of the Slope that he have come for his health and furthermore, when he-all convinces us that

it are to avoid the steel-trust smoke of Pittsburg what was sulphurizin' his gizzard into the tuberculosis, we gives that medical sharp our honest, horny pams. Some previous to Bullwinkle the only invalids what seeks our peerless health resort was theen' from the sheriff, alimony or a lynchin' party, or some similar debilitatin' climatic conditions.

"This Bullwinkle havin' been a board of health in Okahump-kee or Perry Hut or some similar place an' got away with it, he says he are well fixed in dust an' that while he are in our midst a gettin' now pipes for his lungs from the surroundin' atmosphere, sand-storms an' other higienic advantages of our hell-baked desert, that he will devote hisself to the uplift an' general salvation of we-all Hyenas. This here bone tinker charters three out of the five bed-rooms of the Grand Colonnade Hotel and proceeds to unpack the machinery from his trunks as soon as Greazer Jose gets 'em packed over from Jagers City. When us common council an' other prom'nint citizens views them contraptions we-all don't know what them their tools is. Bateye Bings says he seen somethin' like them in the assay office over to Pheonix. Stutterin' Smith takes a half hour to ask if they ain't a new style far layout an' Mayor Lingo Driggers is some fearful that this here Bullwinkle party are a scientific Roossian Anarchist from Warsaw, Indiana, an' that them implements is some new-fangled bums to blow up the dignity an' pants of the reform administration of the Slope. The scientific lunger blasts Stutterin's hopes an' cams Lingo's fears by describin' the things as a Mike O'Scope (which are probable named after the inventor), a sentryfudge (what looks like a foldin' buzz-saw), an' other ag-cultural implements like what are used by a man named Kebler what are boss ranchman on Jim Wilson's farm in Washington, D. C.

"For the next week this here Bullswiggle party goes around town admirin' the populace an' other live-stock an' condemnin' everything else. He says we are fine specimens of nature's noblemen, queenly women an' mules an' that our worst enemy are Mike Robes. Whereat Pinkeye Peters gets a rope an' wants to know whereabouts at Mike are. Bullswiggle prognosticates that Mike Robes are merely the cognomen of various different worms that infests our bein's, our feed, drink an' plug terbacker here an' heretofore, an' that if we don't eradicate 'em some sudden they will also infest our hereafter an' that right preciously soon. Bullhiggle don't know how clost he are to the hereafter when he soliloquizes that our sewer system which are two foot deep an' open to the sun-lit heavings, ain't sanitary. An' when he says that the soda, chewin'-gum an' snake-oil linament at Mustard's Palace Pharmacy are popplyated by them Mike Robes our bon vivants are some prone to dessicate that there Bullpickle, because Mustard are the most popular man in Hyena Slope—ceptin' Parson Tom. But Bulljiggle do seem to have it in for Mustard an' Doc Pender, who, as you-all knows, are Mustard's side-pardner an' medical salvationist of the Slope. Bullwinkle says that Pender don't know nothin' about intoxicatigolgy, higien, theeryphewticks an' some sim'lar things an' that he couldn't write a prescription for Aurora Borealis an' Digitalis q's, to make twenty cubic gas meters to save his dust bag. An' this Bullbingle further says that Mustard

are only a druggist an' that all druggists is substitutes, crafters, igneramuses, short-card sharps an' claim jumpers. Doc Pender is for shootin' up this Bullwinkle some perforated, but Mustard restrains his professional enthusiasm. Little Mustard ain't no ice-foot an' we-all ain't seein' why he takes all the aboose so cam-like.

"Bullsprinkle tells us Slopeites we only needs a few things to make our metrop'lis a mart of commerce, centre of civilization an' fucher hub of the universe. He says that all we needs is a board of health, a tubercolossal sanitarium, a money-sipal charity hospital, a pest house, a free clinic, a free dispensary an' a public antitoxin stable an' free vaccine calf shed, so as folks can put a pail out with the milk pincine an' get their antitoxins an' virus by the quart, free gratis for nothin'. Bullriddle says that most of our citizenry was sufferin' from streptococci, cholera germs, leprosy, yellow fever skeeters, black plague, Mike Robes, ticks an' sleepin' sickness, an' don't know it. Bulldinkie says the air we breathe are freighted with dormant activity, that our drinkin' water ought to be biled to extract the fusel oil an' that its use for bathin' is likely to produce emui.

"In two weeks after that there savang above, most of us Slopers thinks we has apendixicitus, dyspepsy, scorbutic anemir, double sorosis of the liver, cyanide of the solar plexus an' triconometry. So when this student of our inner lodes an' levels announces that he are going to give a free lecture in the Grand Opry House over Ikey Greenstein's pants pressin' emporium, the vox populi hails the event with loud acclaim. When Bullchicle adds that he will give a moving picture show in which he will exhibit livin' Mike Robes dancin' the Salome dance an' all the seven thousand an' eighty two germs performin' in the greatest show on earth, we-all jest enthuses into the opry house.

"Bulltinkle have induced the Grand Colonade Hotel to wash its extry sheet an' that sheet he have stretched behind the foot-light candles. At the back of the room he have put a whisky barrel on a table an' atop of this fell tower he have a magic lantern with his Mike O'Scope sorto grafted on soze the light shines through Mike's spectickles. When the congerization an' poll-tax list are all assembled the lamps are put out an' the show starts. The things what Bulltinkle shows on that sheet are sure some horrible. He shows a piece of cheese what ain't got nothin' left but the holes an' the maggots an' he says it are the left aorta of the small-box. He shows us every sort of wizzlin' varmint from a box constructor to a Chink dragon. After the first picture he says we ought to make him the board of health at two thousand a year. After the second picture he is goin' to run our charity hospital for three thousand. After the tenth picture the whole congerization is moanin' with anguish an' agonizin' from bein' afflicted with at least sixteen kinds of worms an' by popular, dispairin' vote Bullbuzzer have been chosen for seven different offices at a total salary of eighteen thousand a year. Then Perfesser Bulltinkle says he will show his last picture an' that it are the chef doover of them all. By my old, scared soul, that sure was the chamber of horrors on a hotel sheet! They was worms, snakes, bugs, lizzards an' sea-serpents. They made the combined night-mare an' delicious tremendous look like a funeral procession. 'My sufferin' friends,' says Bullwaddle, 'what you-all sees are just the magnified reflection of one drop of whisky!'

"After I'm done dead I'll hear them shrieks of anguish what split the shingles on the roof an' the splashin' of tears upon the floor. Swigger Swanson bellered like a be-veal. Brownbottle Buggins keeled over in a dead faint. While my own heart seemed bustin' with anguish, remorse an' a forever-to-be-unsatisfied thirst, I seen Mustard an' Doc Pender a sneakin' through the gloom to'rds Bullbeagle. Sudden-like they are a crash an' Mustard yells 'Light the lamps!' When the lamps are lit Mustard are holdin' up a flat bottle an' it's full of livin' worms an' other varmints an' some of them are six inches long. The fell tower an' magic lantern are on the floor, Pender's foot are just follerin' Bullfucker's coat tails through the door an' Mustard says, holdin' up the bottle: 'That's the one drop of whisky what he done showed you!'

"We never seen that high scientist again, but I have always been a little s'picious of Mustard an' Doc Pender an' that bottle of worms."

The druggist who is always moaning about had luck would holler for the cops if good luck tried to get in.

## Original and Selected

### MISTURA RHEI ET SODAE. U.S.P.\*

By Thos. D. McElhenie, Brooklyn, N. Y.

At the last joint meeting of physicians and pharmacists at the Academy of Medicine in New York, one of the medical men in his remarks used the title "Mistura Rhei et Sodae sine Glycerinum." This expression was new to me. I have never seen a prescription written in that way but I have dispensed in the last 30 years many gallons of a mixture which might be regarded as answering that description, not because glycerin was left out, but because it was not put in. The formula, so far as I know, originated with my old friend and family doctor, the late Dr. Thos. M. Rochester. He never wrote "Mist. Rhei et Sodae," but always transcribed the formula in detail as follows:

R—Sodii bicarb. .... 5ij  
Tinct. rhei ..... f5ij  
Aq. cinnamomi ..... f5ij  
Aq. menthae pip. .... ad f5ij  
M.

The doctor's contention was always that the use of glycerin promoted acidity of the stomach, a condition which the mixture is intended to relieve.

The above formula has an excess of sodium bicarbonate and is always dispensed as a "shake" mixture. I make it up by the gallon and probably dispense five gallons of it to a half pint of the U.S.P. or N.F. mixtures. My practice is to drop on the bicarbonate in a gallon bottle the essential oils needed for the aromatic waters, but in somewhat smaller quantity, as none is lost by filtration. Then add gradually 7 pints of hot water and shake to dissolve the bicarbonate; when cool, add the tincture of rhubarb and enough water to complete the required volume.

For purposes of comparison I have brought samples of Mist. Rhei et Sodae, U.S.P., Mist. Rhei Comp., N.F., and Mist. Rhei et Sodae, "Dr.R."

If glycerin be objectionable in an antacid mixture, as I believe it is, I would propose that this formula replace that now in the Pharmacopoeia under the same title, leaving the N.F. formula to stand for those prescribers who want glycerin used. Worked out to the usual U.S.P. quantity of 1000 Cc, the formula would be as follows:

	1 Gallon.	1000 Cc.
Oil of caraway .....	20 minims	0.308 Cc.
Oil of peppermint .....	20 minims	0.308 Cc.
Sodium bicarbonate .....	10 2-3 ounces	87.5 grams
Hot water .....	7 pints	850.0 Cc.
Make a solution and add		
Tincture of rhubarb .....	10 2-3 fl. ounces	87.5 Cc.
Water enough to make ...	1 gallon	1000 Cc.

\*Read before the New York Branch, A.Ph.A., June 14, 1909.

### THE MORE RADICAL REVISION OF THE PHARMACOPOEIA.\*

Henry P. Hynson, Pharm. D., Baltimore.

At the May meeting of the Baltimore Branch of the A.Ph.A. there was offered and accepted, for future discussion, the following resolutions:

"Resolved, that it is the sense of the Baltimore Branch of the American Pharmaceutical Association, that the Ninth Revision of the U. S. Pharmacopoeia should not contain formulas for compound preparations and should present matter relating to simples and preparations of simples, only; that the National Formulary should contain only such formulas for compound preparations as are consistent with prevailing advanced knowledge of chemistry, pharmacology, pharmacy and therapeutics and that all titles therein contained should be true to content and in accord with accepted medical and pharmaceutical ethics." It is further

"Resolved, that the parent body be requested to consider

\* Read before the Philadelphia Branch of the A.Ph.A.

the advisability of publishing a General Receipt Book, with frequent supplements to contain all formulas dropped from the U.S.P. and N.F. and such other formulas as may be useful to pharmacists."

Probably, before discussing the resolution, it will be well to ascertain what effects would have been produced upon the present Pharmacopoeia, had the rule relating thereto been followed by the last Committee on Revision.

Certainly, "cataplasm of kaolin," "antiseptic solution" and "compound acetanilid powder" would not have been introduced and the old tinctures, "compound syrup of sarsaparilla," "compound mixture of glycyrrhiza" and "compound infusion of senna" would have been dismissed.

A broad construction and liberal following of the resolution would have suggested that slight changes be effected in a number of titles and formulas, whereby these might have been made to comply with this new rule. Two per cent of camphor would have been omitted from the cerate of lead subacetate. Solution of iodine in solution of potassium iodide, of sufficient strength, need not and should not have been called compound solution of iodine and, as it would not have occurred to any one that four-tenths per cent of potassium nitrate and thirteen per cent of citric acid enhanced or changed the medicinal value of a hundred per cent (so-called) solution of sodium phosphate, this might have been more appropriately styled "concentrated" solution. The mixture of freshly precipitated ferrous carbonate, containing myrrh, lavender and rose flavorings, did not need to be called compound iron mixture. It may be seriously wondered if the serpentaria would have been missed from the "compound" tincture of cinchona, which is aromatized by the orange peel. There are ten other articles whose formulas or titles might have been changed to their seeming advantage, leaving them more consistent with the practices of the times, namely: pills of iron and mastic; compound chalk powder, compound effervescent powder, the compound spirits of orange and of juniper; the compound tinctures of cardamom, gentian, gambir and lavender; troches of glycyrrhiza and opium; making fourteen that might have been so treated.

Besides the six articles cited, about thirty-two others would, undoubtedly, have been omitted. These are compound resin cerate; confection of senna; elixir of the phosphates of iron, quinine and strychnine; emulsion of cod liver oil with hypophosphites; compound fluidextract of sarsaparilla; glycerite of the phosphates of iron, quinine and strychnine; soap liniment; solution of iron and ammonium acetate; mixture of rhubarb and soda; compound powder of glycyrrhiza; powder of ipecac and opium; compound morphine powder; compound jalap powder; compound rhubarb powder; the syrups of iron, quinine and strychnine, phosphates; hypophosphites; hypophosphites, compound; squills, compound; rose water ointment; compound spirit of ether; the tinctures of: aloes and myrrh; benzoin, compound; ipecac and opium; opium, camphorated, with seven formulas for pills. This means that some forty or less additional titles and formulas would have remained in the National Formulary or would have found place therein and that there would have been three per cent less titles in the Pharmacopoeia.

Any one who has garbled a good sample of acacia understands the wonderful effect the removal of one or two per cent of objectional matter has upon the remainder, knows how greatly the product is improved by the slight loss which bears an infinitesimal relationship to the enhanced value secured. The question, whether or not there is really sufficient value in these articles to compensate for the detracting, retarding and confusing effects their presence in the Pharmacopoeia produces, should be carefully and truthfully considered. It does not appear wise to offer argument upon either side at this time. The whole subject, however, will be more clearly considered if we fix in our minds just what the Pharmacopoeia of today should be. Is it to be an authority as to standards, alone, standards of identity characteristics, standards of pharmacodynamic or adjuvant worth, standards of relative potency, or is it to be a book of both standards and suggestions? Its chemistry and pharmacy must be beyond reasonable question, but it can scarcely presume to establish therapeutic standards or even attempt to do so, when so little has been done to make such standards possible.

Contemplation of the more radical revision of the Pharmacopoeia brings to the front a number of most interesting questions. One broad and far-reaching in its effects would

seem to require earnest thought; it is: Will the admission or dismissal of an article depend upon its local use or disuse or even upon its national use or disuse? Would it not be more consistent with truth and progress that its place in the Pharmacopoeia should be dependent upon its proven pharmacodynamic value, whether used much or little?

The more radical revision of the Pharmacopoeia suggests the use of the English title as the chief title, putting the Latin title in the secondary place. Such a revision would also have placed under the matter relating to a principal article all its preparations, as sub-divisions, in alphabetical order. Physicians, teachers and students would surely approve this change, if manufacturers might not. An index of the text would then be useless and the omission of this would make it possible to utilize the thirty-four pages, now so used, for publishing as complete a list of synonyms as might be compiled.

One more effect of such a revision would be the removal of all matter, between the reverse of the title page and page 1, to the back of the book and make it and the proposed list of synonyms a part of the appendix. There would, necessarily, be an index to the appendix, but to this only.

To all these changes there may be very good objections and, mayhaps, insurmountable objections, yet, it is hoped they are of such a character as to claim, at least, the passing thought of today, which is often the treatment tomorrow consideration must receive.

## NOTES ON ESSENTIAL OILS.\*

### Aloe Wood Oils.

Moszkowski has published a few short notes on the subject of the Javanese scented wood *Kaju garu* (*Kaju gaharu*=eagle wood). In Sumatra the tree which yields the "eagle wood" is locally known as *Karas*, a fine tree, often reaching a height of 40 meters, with a smooth, grey bark and a splendid umbrageous crown. In general, Moszkowski's statements with regard to the wood and the method by which it is obtained agree with those of Boersma. On the other hand, Gilg, who examined a branch without blossoms or fruit gathered by Moszkowski, classifies the plant botanically as a new species of *Aquilaria* (*Aquilaria Moszkowskii*) which is stated to be most nearly allied to *Aquilaria malaccensis* Lam. and *Aquilaria grandiflora* (Lour.) Gilg, whereas according to Boersma the *Kaju garu* of Java is derived from *Gongystylus Miquelleanus* T. & B.

### Elemi Oil.

The name elemi, properly speaking appertains only to the balsam from *Canarium lucidum*, which is produced exclusively in the Philippines, and from which it is possible to obtain from 25 to 30 per cent of essential oil. Occasionally, however, the name is also applied to similar balsams of other derivation, the name of the country of origin being added in that case. Elemi from Southern Nigeria, of which the botanical origin is unknown, varies in color from white to pale yellow and yellowish green; and the samples examined at the Imperial Institute were of fairly solid consistency, and mixed with brown spots and vegetable residue. A sample gave 0.6 per cent of ash, acid no. 55.3, sap. no. 71.9, and the essential oil yielded amounted to 8.1 per cent. This oil was of a straw yellow color and contained ample proportions of phellandrene. A second sample gave 0.53 per cent ash, acid no. 37.8, sap. no. 46.2, and contained 4.4 per cent of essential oil.

Uganda elemi, from *Canarium Schimperianum*, also examined at the Imperial Institute, was white to pale yellow and contained a considerable admixture of dark spots and wood, giving it a dirty appearance. The resin contained 0.3 per cent ash, acid no. 29.4, sap. no. 44.8 (these data being determined from a clean, picked sample). Steam distillation of this sample yielded 11.2 per cent of a pale, straw-colored oil containing a large proportion of phellandrene. According to these data, African elemi generally resembles Manila elemi, but it yields a much smaller proportion of volatile oil than does the latter. Possibly, if African elemi were carefully gathered and treated, it might compete with Manila elemi, but as the demand is only small it might be difficult to find an outlet for large quantities, should they be brought to market.

\* Schimmel's Semi-annual Report.

# QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of *The Era*. Copies of these may be obtained at 10 cents each, except a few issues which are out of print, for which we charge 25 cents each.

## Rheumatic Elixir.

(H. B. McG.)—We cannot give the formula for the proprietary article. Why do you not put up a preparation of your own and exploit it as such? Here are three formulas:

(1)

Salicylic acid	640 grains.
Sodium bicarbonate	480 grains.
Glycerin	4 ounces.
Distilled water	4 ounces.
Make a solution and add:	
Potassium iodide	256 grains.
Fluidextract of cimicifuga	4 drams.
Fluidextract of gelsemium	4 drams.
Comp. spirit of orange	1 dram.
Alcohol	4 ounces.
Simple syrup, enough to make	16 ounces.

Mix.

(2)

Potassium bromide	240 grains.
Potassium iodide	240 grains.
Wine of colchicum seed	1 fl. ounce.
Syrup of orange	2 fl. ounces.
Compound spirit of orange	1 dram.
Water	5 fl. ounces.

Mix. Dose: A teaspoonful 3, 4 or 5 times a day.

(3)

Fluidextract of buchu	6 1/2 fl. drams.
Fluidextract of barberry bark	3 1/4 fl. drams.
Fluidextract of juniper berries	3 1/4 fl. drams.
Sodium salicylate	160 grains.
Simple syrup	1 fl. ounce.
Alcohol	1 fl. ounce.
Simple elixir to make	16 fl. ounces.

Mix all, let stand for 24 hours, and filter through purified talcum. Each fluidram contains 1 1/4 gr. sodium salicylate, and represents 3 grains of buchu, and 1 1/2 grains each of barberry bark and juniper berries.

## Greek Letter Fraternities.

(Interested Subscriber).—In reply to your query in the *Era* of May 6, 1909, page 422, requesting the names of Greek Letter fraternities in the United States whose membership is restricted to those following the chemical sciences, a correspondent calls our attention to the following information which appeared in a recent issue of *Science*:

"During the present school year, a council of Phi Lambda Upsilon, a national honorary chemical society, has granted three charters: the first, in Chicago, as the Chicago Alumni Chapter; the second in New York City, as the Columbia University Chapter, and the third in Ann Arbor, as the University of Michigan Chapter. The society was founded at the University of Illinois in 1899. It has for its fundamental object the promotion and investigation of all branches of pure and applied chemistry. Active membership is limited to graduate and advanced undergraduate students, except in the case of the student having the highest average grade of the sophomore year. The election of men is based primarily upon their scholastic standing and promise of research ability. Among the honorary members of the society are Professors W. A. Noyes, C. F. Chandler, S. L. Bigelow, Louis Kahlenburg, H. C. Sherman, E. D. Campbell, S. W. Parr, M. T. Bogert, H. S. Grindley, S. M. Babcock, R. H. Chittenden,

## ONE OF CALIFORNIA'S MANY BEAUTY SPOTS.



This is a view of the famous Magnolia Avenue, Riverside, California, one of the most attractive drives in Southern California. This double drive is seven miles long and is lined by palms, eucalyptus and peppers. Magnolias are planted at the street crossings and the glossy foliage and beautiful white flowers of these trees add much to the beauty of the Drive. Riverside is not far from Los Angeles and is described as one of the prettiest towns in America. There are six fine-looking pharmacies in Riverside and their owners expect to entertain a number of the delegates to the A.Ph.A. convention at Los Angeles in August.

C. G. Hopkins, A. P. Matthews, Drs. L. W. Andrews, A. G. Mann and T. J. Bryan."

## Moth Powder.

(S. Co.)—

(1)

Tar camphor	32 ounces.
Colocynth	8 ounces.
Saff	2 ounces.
Insect Powder	6 ounces.
Borax	4 ounces.
Filler	16 ounces.
Oil turpentine	2 ounces.

Mix all the powders well together, spread out on a sheet of paper and sprinkle the oil evenly over the whole. Then mix again and pass through a fine sieve. It should be put in a tight package, preferably the usual insect-powder cans. The "filler" is usually bran, sawdust, corn meal, etc. If desired, perfume can be added to this powder, oil of cedar being very appropriate, and also adding materially to its efficacy.

(2)

Camphor	4 ounces.
Benzoin	1 ounce.
Black pepper	2 ounces.
Cedar sawdust	5 ounces.

Mix after reducing the solids to a coarse powder.

(3)

Camphor	2 1/2 ounces.
Insect powder	2 1/2 ounces.
Naphthalin	1 ounce.
Carbolic acid	1/2 ounce.

Mix all together, the solids being in coarse powder, and pack in canisters.

## Moth Cakes

Cedar dust	1 ounce.
Camphor	1 ounce.
Cassia powder	1 ounce.
Orris powder	1 ounce.
Oil of lemon	10 minims.
Powdered myrrh	2 drams.
Powdered curd soap	2 drams.

Mix, adding sufficient rectified spirit to mass and press into cakes.

# LETTER BOX

## WOULD AID IN IMPROVING PHARMACOPOEIA.

Prof. Remington Writes Regarding Usefulness of Pharmaceutical Chemistry Division of the A.C.S.

*Editor of the Pharmaceutical Era:*

The article on page 526 of THE PHARMACEUTICAL ERA seems to call for a personal explanation, particularly owing to the following sentences:

"A feature of the discussion was upon the presence of the name of Joseph P. Remington on the committee. When the scientific section was organized, Professor Remington was one of its most ardent supporters and the local members are interested to know his reasons for apparently backing a movement which they believe to be detrimental to the A.Ph.A. and its affiliations in this city. Professor Remington is now in the West and his views on the question it was unable to secure at the time of the meeting."

I am always glad to give the ERA "a reason for the faith that is in me." I wrote to Professor Stevens before leaving for the West a letter from which the following is an extract:

"If such a division, while helping the Pharmacopoeia, will be friendly toward the chemists who are now interested in the A.Ph.A., I see nothing ahead but valuable co-operation. If the movement is hostile to the A.Ph.A. and the members are going to work against this association, I do not believe it would be to the best interests of either pharmacy or chemistry. I really believe that a spirit of co-operation between the two bodies could be fostered and in that case nothing but good would result."

Now I make to excuses, but stand exactly where I have always stood, i. e., for a better Pharmacopoeia.

The Committee of Revision are receiving help and suggestions from all sides and none which are more appreciated than that from the chemists of the United States. Many general chemists are now giving their attention and study to Pharmaceutical Chemistry, the Food and Drugs Act being a moving cause.

I do not believe that the scientific sections connected with the branches of the A.Ph.A. need be injured in any way by the forming of a division of Pharmaceutical Chemistry in the American Chemical Society.

The scientific section of the Philadelphia branch of the A.Ph.A. is a very active, able body of young men who are zealous and jealous for the success of the A.Ph.A. I honor them for it and it is true I have been one of its most ardent supporters and they all know now that I still continue to be, but I see no reason why I should not permit my name to be associated with a movement which will bring a great honor to American Pharmacy like the formation of a division of the American Chemical Society which seeks now to recognize Pharmaceutical Chemistry as an important branch of general chemistry, and I believe that it will be no hardship for the able and active members of the scientific section of the Philadelphia branch of the A.Ph.A. to belong to both organizations. In my opinion it need not be detrimental, injurious or destructive to either. The Philadelphia branch section can still continue to hold its monthly meetings and discussions and thus secure that personal contact and debate which is so helpful and still be able to furnish one paper annually to the American Chemical Society and this section will form a binding link which will greatly aid in the future in improving the Pharmacopoeia and increasing the respect for pharmaceutical attainments which will greatly uplift pharmacy. In fact I believe that I have more confidence in the ability of the chemists of the Philadelphia branch than they seem to have themselves. It is not a question of disloyalty whatever and there is, so far as I know, not the slightest intention on the part of the American Chemical Society to injure the American Pharmaceutical Association nor detract in any way from its usefulness.

Loupart, N. J.

JOSEPH P. REMINGTON.

## Potted Plants, Lobster Salad, Etc., in Pharmacies.

*Editor The Pharmaceutical Era:*

In your issue of June 10 we note an item entitled "Potted Plants Sale as an Attraction" by a certain drug firm, which

you describe as being unique. This sale of potted plants may have been unique in its way, but it certainly did not convey to the minds of the people who purchased from this firm or who noticed the display that pharmacy was a profession. This sale was probably quite as attractive as the sale of fake gold jewelry by the pharmacist.

Pharmacy is losing caste constantly and has no claim whatever to be classed among the professions. Recently in Norfolk I saw little tables in the center of an alleged pharmacy, from which chicken and lobster salads were sold at 10 and 15 cents, and there were signs all over the store about food, egg-nogg, cigars and all sorts of things. The druggist in selling postal cards, cigars, candies, jewelry, potted plants, etc., etc., encroaches upon the legitimate business of other concerns and absolutely destroys the confidence which the public might have in the druggists and the drug stores properly conducted and run in a dignified manner. It seems to us that the attention of the good druggist might be called to this matter, and that their time could be quite as well spent in doing something to take pharmacy out of the rut that it is rapidly getting into in making foolish formulas—nearly all of which are substitutes for old and well-known remedies.

It would be interesting to know how many pharmacists there are in this country who make their tinctures from drugs; it would be interesting to know how many pharmacists there are who make and dispense preparations under their own name, or who make anything. Perhaps the time will come when pharmacy will be regulated the same as in Germany—a pharmacist to a certain number of inhabitants; then he will not aspire to a larger clientele and be tempted to substitute and carry a stock of goods which have no business whatever in a drug store.

GRADUATE OF PHILADELPHIA C. P.

AND A RETAIL DRUGGIST FOR 30 YEARS.

(While all druggists naturally will not agree with the writer of the above letter, it is to be regretted that in expressing his ethical views he has not the courage to sign his name to the letter.—Ed.)

## Closes on Holidays—No Stamps on Sundays.

*Editor The Pharmaceutical Era:*

Having closed on Sundays for twenty-three years I have now added the five holidays to my list. As you will note on the enclosed folder I have also adopted another reform, that is, "no stamps on Sunday." If you wish to note these items for the encouragement of others I shall not object.

Philadelphia, Pa. Fraternally yours, C. E. KING.

Mr. King's announcement is as follows:

"P. S.—Store closed on Sunday, Memorial Day, July 4th. Thanksgiving, Christmas and New Year's Day, from 1 to 6 P. M. Store open Weekdays 7.30 to 10.30, Sundays, 8 to 1 and 6 to 10."

## Likes "The Antidote Factory."

*Editor The Pharmaceutical Era:*

I have just finished reading in the current number of your magazine "The Antidote Factory," and wish to express my appreciation. This is the most beautifully written, lovable little article I have read in many a many a day. Its writer is given to great understanding of human nature. In other words, to use the vernacular of the sunset people, she "Hyu cmntux." May other articles follow from the same author.

Very sincerely yours, THOS. H. ROGERS.

Dallas, Ore., June 13.

## Baltimoreans at the A. M. A. Meeting.

BALTIMORE, June 19.—Hardly arrived home from the annual meeting of the A. M. A. at Atlantic City, where he attended the meetings of the Section on Pharmacology and Therapeutics, Dr. Henry P. Hynson started for Omaha. He went at the invitation of the Nebraska Ph.A. to deliver an address at the annual meeting of that body. He was one of three Baltimoreans to attend the American Medical Association gathering. The other two were Dr. Charles Caspari, Jr., and Dr. E. F. Kelly, of Sharp & Dohme.

## Jumping at Conclusions.

"What a debt we owe to medical science," he said as he put down the paper.

"Good gracions!" she exclaimed. "Haven't you paid that doctor's bill yet?"



# ADVERTISING for DRUGGISTS

## Midsummer Advertising.

In this season of vacations, numerous holidays and long evenings the sale of periodicals is greatest. Every periodical that leaves your store should be a bearer of an advertising message from you. The more rubber-stamping of periodicals is of questionable advertising value. The following plan has proven successful many times: Prepare a circular of a size slightly smaller than the leaf of the smallest standard periodical which you sell. This should be printed on both sides, on good book paper, at least as good as the paper in the advertising pages of the magazines. Place one of these circulars between the leaves of each periodical as soon as a lot of publications is received. Do not merely slip the circular in, but touch the edge of each with a paste brush and then place it in the magazine so that the paste covered edge will adhere between the pages at the back of the periodical. Be careful of the location of the insert. Do not place it in the general advertising section of the magazine or between the pages over which runs the continuation of a single article. If it should be so placed the reader who is following the thread of a story will barely notice the circular and may resent its intrusion. Place each sheet so as to follow the end of a reading article.

## Paper Napkins.

In the season of picnics and outings, printed paper napkins are an excellent advertising medium. One may place them

conspicuously on sale at no cost and indirectly profit thereby. While it is well to sell them and have a publicly announced price, the enterprising druggist will find it profitable to present liberal quantities of them to churches, institutions and societies which are to hold open-air picnics or fairs. The druggist's advertisement should be printed upon the napkins prominently and in a color or colors and general design in harmony with the decorative printing already upon the napkins. It is best to have the printing done by the manufacturer or importer from whom the napkins are purchased.

## Advertising Fans.

Many of the cheap, crude, advertising fans that are offered to advertisers are comparatively worthless. It takes more than a rough stick and a piece of card to make a real fan. The advertising value of a fan depends upon its permanence and real utility. A printed fan is one of many advertising mediums that must be a "repeater" if it is to pay. While split bamboo and folding Japanese fans are seemingly expensive, they are, in the long run, the best fan advertising mediums.

## Going Away or Coming In.

If you are in a large place many of your patrons are going away for a little while at least. You should endeavor to induce them to take a liberal supply of their accustomed toilet and health requisites with them. Get up a plain, neat four-page folder that will slip into a six-inch envelope. On the front page print something similar to the following:

"Are you going away for comfort or inconvenience? Truly, 'there's no place like home' for the little things that make life easy. How aggravating it is not to be able to procure the soap, perfume, face preparation, hair dressing or other toilet requisite or even medicine to which one has been accustomed. Let us make up for you a little assortment of the things you will want while away and which very likely you will be unable

## PATRIOTIC WINDOW DISPLAY CAPTURES THE \$5 PRIZE THIS WEEK IN THE ERA COMPETITION.



The judges in the Era's Prize Competition have decided to award the \$5 Cash Prize this week to E. V. McAllister, of the West End Pharmacy, 1050 West State street, Rockford, Ill., for the photograph of a Memorial Day window display which he submitted in Contest No. 2. While the design is particularly adapted to Memorial Day, it offers suggestions which could be utilized for Independence Day and not many variations from the model would be required to make something like it of appropriate attractiveness for the Fourth of July. The card in the window bearing this legend, is timely and rhythmical: "Navigate the skies, do battle on land or sea, but get surgical supplies at West End Pharmacy."

to procure when you most desire them. Look over the remainder list on the other pages, check off what you desire and then bring this list to us as your purchasing memorandum. Of course, we have hundreds of staple needfuls and novelties that are not enumerated on this list. This is only a memory stimulator."

On the other pages of the folder print a list of the toilet requisites, medical staples and novelties for which you have the greatest demand. You will of course feature the good sellers among your own preparations. When preparing the list for mailing, try to remember some listed article or articles used by each individual and place a blue pencil mark against the names of such articles. Thus, if you are mailing a folder to Miss Kate Simpson and remember that she is a regular consumer of Onebudy's Massage Cream, Twobudy's Talcum Powder and Threebudy's Cough Syrup, place a blue mark against each of these items on the list. When she sees the marks she will be reminded that she needs these articles and also will be pleased with the proof that you remember her purchases and thus show appreciation of her patronage.

#### Transient Trade in Summer Resorts.

If you are located in one of the smaller places to which people come for their summer outings, then it is for you to go after the transient trade. If there is a resort hotel in or near your town it is well to make from the hotel register a list of the daily arrivals and addressed to names on such list deliver to the hotel, sealed envelopes or packages of advertising matter or samples, properly addressed for placing in the key boxes. There are few things that more directly appeal to summer visitors than souvenir postals of local views with the neat and short advertisement of the druggist printed thereon. Another "puller" is a ticket good for one glass of soda, mailed or delivered to each new arrival. A druggist in the Wisconsin lake region purchased a number of neat, quarter-pound candy boxes. On the cover was printed a local view and below this the words "M—'s welcome to Lake P—." One of these boxes, filled with choice candy and bearing a neat card with the words: "Compliments of S. F. M—, Druggist," was delivered to each new arrival at the big hotel.

#### For Stay-at-homes.

In this age of electrical rapid transit, thousands of towns have their "trolley parks" and other suburban resorts. The druggist may use them to advantage in the way of premium advertising. One druggist offered, for a certain number of days, a free ride on the resort merry-go-round with each can of his talcum powder. This proved so advantageous that during the season he offered with different specialties free tickets for every ration at the park. Druggists may arrange with the owners of park amusements to purchase tickets in quantities at a very liberal discount. It is best to have some distinguishing mark on the tickets so used or even better to have an especially printed and dated for use within a certain limit. By so doing the druggist need pay for only those tickets used and returned to him by the amusement proprietor.

#### Open Air Concert.

A Kansas druggist evolved an advertising scheme from which there were no direct returns, but which satisfied him as having paid liberally, indirectly. This plan is especially recommended to those who sell phonographs and records. A phonograph with a concert horn was mounted on a large toy wagon. At front and back there were uprights which held a muslin sign lettered thus: "We ask for no money. This concert is being given with the compliments of D—'s Pharmacy. All that a good drug store should have and also a fine line of phonographs and records." The druggist hired one of the town's handy men to pull this musical outfit around the streets of the town in the evening, when people were sitting upon their steps and porches. The wagon was stopped before the houses, a record adjusted and a short concert given.

It is suggested, that as a phonograph plays automatically when started, that the man in attendance might hand matter or samples to the listeners.

#### Automobile Injures Woman Pharmacist.

SYRACUSE, N. Y., June 19.—Miss Theresa Haas, pharmacist at William Muench's drug store in North Salina street, was knocked down by an automobile recently and had her collar bone broken, when the Knights Templar State convalesce was in progress.

#### ADDRESSED BY RHODE ISLAND'S GOVERNOR.

#### Largest Class Turned Out by College of Pharmacy and Interesting Exercises, Banquet and Dancing.

PROVIDENCE, June 19.—The Rhode Island College of Pharmacy and Allied Sciences held its commencement exercises at Roger Williams Park Casino. The class of '09 is the largest the college has graduated. President James O'Hare, Ph.C., presided and introduced Governor Pothier as the first speaker. Lawrence V. Calder acted as marshal.

Governor Pothier spoke briefly and confined his remarks to some solid advice in which he urged his listeners to strive for the best places in their field of endeavor.

Prof. John P. Sutherland, M.D., dean of the Boston University School of Medicine, spoke on the opportunities of young men, and his remarks were instructive and interesting.

Prof. John E. Groff, Ph.G., Ph.C., awarded the prizes. The William O. Blanding and Hall & Lyon Co. prizes of \$25 in gold each and the Daggett bronze medal for the highest general average, highest standing in operative pharmacy and highest standing in the theory and practice of pharmacy were awarded to Albert Whitman Claffin. Miss Lillian Gertrude Garrett received the George L. Claffin scholarship for a full tuition in the senior year for attaining the highest general average in the junior year. Degrees were conferred as follows:

Graduates in Pharmacy—Mrs. Bertha Lister Robinson and Albert Whitman Claffin, cum laude; Thomas Henry McKenna, William Shallcross, Amedee Mounsey, Jr., Charles Henry Flanagan, Ernest Albert L'Esperance, Olivia Joseph Arthur Dufault, Henry Irving Hough, Jr., John Raymond Hickey, John Bernard McGorty, Wilfred Charles Lambert, Albert Humbert Jackovny and James William Farron.

Pharmaceutical Chemist—Joshua Farron, Ph.G.; Albert Zurlinden, Ph.G.; William Leo Garrett, Ph.G.; Samuel Lewis Pearl, Ph.G., and Anthony Caesar Ventroux, Ph.G.; George Smith Morgan, honorary.

An informal reception was held by the graduates and faculty, followed by a dinner. Prof. Charles H. Daggett acted as toastmaster and Mayor Fletcher was the principal speaker. Others who spoke were: Edwin E. Calder, A.M., Ph.C., dean of the college; John E. Groff, Ph.G., Ph.C.; Francis M. Harrington, M.D., and Albert Whitman Claffin, president of the seniors. Dancing followed the banquet.

The officers of the class of 1909 are: President, Albert W. Claffin; vice-president, Thomas H. McKenna; secretary, Everett M. Posey; treasurer, Mrs. Bertha L. Robinson; class day committee, Albert W. Claffin, Ernest L'Esperance, Thomas McKenna, Mrs. Bertha L. Robinson and William Shallcross.

#### BOOK REVIEWS.

PROCEEDINGS OF THE AMERICAN PHARMACEUTICAL ASSOCIATION at the fifty-sixth annual meeting held at Hot Springs, Ark., September, 1908, also the constitution, by-laws and roll of members. 8 vo. 1203 pages. Baltimore: Published by the Association.

This volume is up to its usual high standard of excellence. The frontispiece is a portrait of the late Henry Martin Whitney, president of the association 1897-1898 and a member of the council from 1892-1895 and 1898-1901. According to the secretary the membership of the association to September 1908 was 2151, 206 new members having been elected since the 1907 meeting. Among the interesting features of the report are several papers and discussions relating to pure food and drugs and the section devoted to pharmaceutical education and legislation.

DESK BOOK OF FACTS FOR PHYSICIANS AND PHARMACISTS. Compiled by Ralph Walsh, M. D., Washington, D.C. 12 mo. cloth. 292 pages. Published by the author. \$1.50.

This little book contains a list of the newer remedies with doses, medicinal properties, etc., also tables of poisons with antidotes, the more important incompatibilities and other information to which the busy physician and pharmacist frequently wish to refer.

#### Graduating Class Washington State College.

PULLMAN, Wash., June 19.—At the recent commencement of the Department of Pharmacy of the State College of Washington the following class was graduated:

Ernest Oliver Crump, Clarence E. Goff, Lillie D. Kyllonen, Leon G. Little, George T. McMahon, Ray L. Price, Virgil Rodney Smith, E. H. Thompson, Hal E. Turneure, J. Roe Turner, Geo. Wash. Westcott, Thomas M. Wright, Jesse P. Laird.

## PERSONAL MENTION

—CHARLES E. VANDERKLEED, head chemist of H. K. Mulford Company, was a visitor in New York last week.

—H. K. MULFORD, vice-president of H. K. Mulford Company, has gone with his family to his camp in the Berkshires.

—WILLIAM P. RITCHEY, of Braun, Ritchey & Co., New York City, is spending a month in Canada with the hook and line.

—F. W. COOKE, druggist at Ripon, Wis., one day recently gave half of the proceeds from his soda fountain to the Woods Park Association.

—CHARLES E. HAYWARD, superintendent of the H. K. Mulford Company's laboratories, will spend the summer with his family at Ocean City, N. J.

—MILTON CAMPBELL, president of the H. K. Mulford Company, has bought an estate in Calvert County, Maryland, and moved there early in the month.

—PROF. JOHN URI LLOYD, of Cincinnati, took part in the thirty-ninth annual session of the National Eclectic Medical Association, June 18, at Chicago.

—JOSEPH HEALY, manager of H. K. Mulford Company's New York branch, left on Tuesday for a visit to the laboratories of that company in Philadelphia.

—LOUIS WEICHMANN, well known druggist at Wausau, is one of the incorporators of the Wisconsin Fire Insurance Company, recently organized at Wausau.

—D. G. WISE and his bride spent several days of their honeymoon in New York City last week. Mr. Wise is one of Sharp & Dohme's star Southern salesmen.

—GEORGE JUDISCH, of Ames, has been elected pharmacy lecturer and instructor in materia medica in the department of veterinary science at the Iowa State College.

—DR. GEORGE HARGREAVES, of Alexandria, Jamaica, W. I., sailed for London, Eng., Wednesday of last week. Enroute from Alexandria he visited several friends in the New York City drug trade.

—WILLIAM H. HEYL, of W. H. Heyl & Co., Bermuda, W. I., was a caller in New York City last week, passing through the city on his way to the Southern States, where he expects to spend several weeks.

—JAMES O'DONNELL, the Washington (D. C.) druggist, was an active member of the committee in charge of "Button day," the occasion being the sale of Taft buttons for the benefit of public play grounds.

—J. VICTOR HENKEL and Edgar J. Young, of Lancaster, Pa., were groomsmen at the marriage of their friend, Wm. O. Frailey, Jr., a fellow graduate of the class of 1908 Philadelphia College of Pharmacy.

—J. H. REHFUSS, president of the Brooklyn College of Pharmacy, and a prominent druggist, is spending his spare time in automobiling as he has recently purchased a commodious Franklin touring car.

—RICHARD MYERSTEIN, associated with the foreign department of Parke, Davis & Co., is to leave New York City shortly for Colombia, S. A., in which territory he will look after the interests of the house.

—DR. GEORGE D. ROSENBERG, vice-president of the Powers-Weightman-Rosengarten Co., of Philadelphia, has been elected a director of the Girard National Bank, one of the oldest financial institutions in that city.

—PROF. FRANCIS HEMM, of St. J.C.T., who has sold his store at Grand and Arsenal streets, St. Louis, to Theo. Becker, will spend the summer in the West traveling with his son, whose health demands a change of climate.

—H. D. HUTTON, of the firm of Hutton & Hilton, Washington, D. C., is enjoying a salt water trip along the Atlantic Coast. Starting from Norfolk, Mr. Hutton will visit points as far north as Halifax. Mr. Hutton's mother accompanies him.

—DR. J. A. ROSENHEIM, recently appointed sales manager for Goldsmith & Arndt, cigar manufacturers of Philadelphia, entertained members of the firm and the sales staff at a dinner at the Drug Club of Philadelphia of which he is an active member.

—GEORGE H. WHIPPLE, of Bridgeton, N. J., is receiving the congratulations of his many friends upon the recent marriage

of his youngest daughter, Miss Ada Whipple, to Henry Townsend, of the Cumberland Glass Co. The young couple are enjoying an automobile honeymoon.

—MRS. OTTO F. CLAUS, president of the St. Louis chapter of W.O.N.A.R.D., and her daughter Estelle, departed last week for a three months' tour of Europe. Both Mrs. and Miss Claus have been regular attendants of the Mo.Ph.A. conventions and were greatly missed at that gathering.

—AMONG the druggist visitors at the Milwaukee Drug Company this week were: R. C. Albers, manager of the North Side Drug Company, Sheboygan, Wis.; John Donploss and wife of Wausau, Wis.; John W. Berdelman, Amherst, Wis.; Dr. Borden, Plainfield, Wis.; W. Pierce, Plover, Wis.; Frank Adamski, Manistee, Mich.

—H. T. MERRIMAN, of the Milwaukee Drug Company, and A. M. Duesher, druggist at Birnamwood, Wis., are planning on a western trip which they will take in the near future. The Seattle exposition will be visited and San Francisco, Los Angeles, Salt Lake City, and Denver will be a few of the other points which will be visited.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, and L. A. Lange, of the Yahr & Lange Drug Company, have returned from the recent trip to Michigan taken with the Merchants' and Manufacturers' Association of Milwaukee. Both called upon the Michigan trade and believe that the junket was a valuable one.

—PROF. JAMES H. BEAL, of Scio, Ohio, a Pharmacopeial trustee and vice-dean of the Pittsburgh College of Pharmacy, was the guest of Dr. H. M. Whelpley, Saturday, and was met by a number of St. Louis pharmacists. Prof. Beal was to have been a guest of the Missouri Association this year but could not get away from home in time for the meeting. He has accepted another invitation for next year.

—OTTO KRAUS, who divides his time between his Philadelphia drug store, his carousel in Fairmount Park and his summer home at Seaside Park, N. J., on Monday celebrated the anniversary of his birth at the latter place. As usual, Mr. Kraus was the life of the party of friends who enjoyed the elaborate dinner prepared under the supervision of his good wife. Years apparently make no difference in this jolly Philadelphia druggist, who declares that a man is only as old as he feels.

—CHARLES LEEDOM, a prominent organization worker of Philadelphia, has been elected vice-chairman of the Philadelphia Association of Retail Druggists. He succeeds Joshua E. Marsden, who has sold his stores and is now spending some time at his old home at Towanda, Pa. Accompanied by Mrs. Marsden, Mr. Marsden expects to visit the Alaska-Yukon Exposition at Seattle and other points of interest in the West. He may decide to again embark in the retail drug business if he sees a good opportunity in the course of his travels.

### Marriage Mentions.

—F. C. HAUSER, of Covington, Ky., was married recently to Miss Lillian M. Brown, daughter of the late County Judge Martin Brown, of Newport, Ky.

—CHAS. H. DAWSON and Miss Pearl Hall were married at the home of the bride's parents, Hastings, Mich., by the Rev. Mr. Van Auken. The couple will live in Ann Arbor, where the bridegroom is a member of the firm of Dawson Bros., druggists.

—GEORGE W. STANGMANN, a well-known druggist of Mt. Auburn, Cincinnati, was married last week to Miss May Anna Dinkle, of Hamilton, Ohio. Rev. G. Z. Medding, of Hamilton, performed the ceremony. The bridal pair will reside in Harrodsburg, Ky.

—FRANK L. BLACK, a popular clerk in the drug store of Hyndson, Westcott & Co., Franklin and Charles streets, Baltimore, has entered the ranks of the benedictes, having married Miss Alice Evelyn Richter, on June 9. Rev. John B. Ensor, of Madison Avenue M. E. Church, performed the ceremony. Mr. Black is back again at work after a trip to Atlantic City.

—RUFUS G. HINTON, of New York, associated with the special formula department of Parke, Davis & Co., is to be married soon to Miss Caroline Clark, of Hartford, Conn., and daughter of President Clark of the Aetna Fire Insurance Company. A reception given at Miss Clark's home last week, to announce the engagement, was an event in Hartford society circles.

## FIGHTING FOR CONTROL.

### Affairs of Upjohn Co., of Kalamazoo, Mich., Taken to Court—Family Differences Said to be the Cause.

KALAMAZOO, Mich., June 19.—A bitter fight for control of the stock of the Upjohn Company, manufacturing chemists, has been temporarily held up by an injunction issued by Judge Knappen in circuit court.

Dr. J. T. Upjohn, treasurer of the company, and Dr. Frederick Upjohn, vice-president and New York representative, are lined up on one side, while Dr. William E. Upjohn, president of the company, constitutes the opposing force.

Family differences outside of business and involving social relations also are reported to have become so acute that the brothers have not spoken to each other for months beyond the necessary words of business.

Both sides, it is claimed, have for a long time exerted their efforts to secure supremacy in the company. The brothers have a controlling interest in the business since it was started. Some of the stock, however, has been in other hands and the present trouble is said to have begun when Dr. William E. Upjohn tried to secure a sufficient amount of stock, held in the treasury, to give him control of the concern.

When the two brothers learned of the efforts of Dr. William E. to overcome their supremacy, they took the matter into court for adjustment.

The injunction, it is said, prevented matters from reaching a crisis on the date when the annual meeting of the company was scheduled to be held, but which was adjourned for 30 days, when the injunction is returnable.

The Upjohns are reticent, but Dr. J. T. Upjohn is credited with the statement that through purchases of certain outstanding stock he and his brother, Dr. Frederick L., are now in control of the affairs of the company.

The injunction prevents voting the stock in any direction until after the present difficulties are adjudicated.

It is stated that the present troubles, which grew out of differences of long standing, will not result in a reorganization of the company, although a decision in favor of either side will likely result in the case going to a higher court for adjustment.

The company is on an excellent financial basis.

### Bride and Groom Escape in Automobile.

MILWAUKEE, June 19.—That "the best laid plans of mice and men gang 'aft astray" is the opinion of Ottmar T. Beck, well known Milwaukee druggist. For two years revenge had looked sweet to Mr. Beck, but just as he was about to grasp it, he was foiled. Alvin E. Peters, partner of Mr. Beck, was to have been the object of the revenge, but he foiled the well-laid plans by marrying Miss May Fogg 36 hours before the time originally set. Immediately after the ceremony, Mr. and Mrs. Peters slipped out of the city in an automobile on their wedding trip, leaving Mr. Beck a sadder but a wiser man.

Cause for Druggist Beck's thirst for revenge was due to the fact that Mr. Peters was the leader of a party of friends who two years ago kidnaped him from his bride of a few hours and kept him in dire captivity for two long days.

### Riker's Camera Man a Suicide.

SALAMA DU GHAN, an Arabian, 50 years old, who was at the head of the photographic department of Riker's drug stores in New York City, killed himself Sunday night in the darkroom of the Riker store at Eighteenth street and Fifth avenue, Manhattan, by taking cyanide of potassium. Du Ghan was once a guide in Egypt and was a skilled linguist. He was a lecturer, but this year he could get no engagements. He leaves a widow. She said that of late he had been despondent.

### North Dakota Dry for July Anyway.

FARGO, June 19.—Liquor cannot be sold legally in North Dakota during the month of July as all druggists' permits expire on July 1 and druggists cannot make applications for permits under the new law until after that date. As it takes thirty days to secure a permit under the new law, all druggists will be compelled to discontinue sales of liquor for a month at least.

## LIVELY CONTEST FOR STATE BOARD MEMBER.

Pharmacists in Brooklyn Borough Straining Every Effort in Election Which is in Progress Today.

The campaign for the election of a Brooklyn member to the State Board of Pharmacy, which takes place today at the Brooklyn College of Pharmacy, has been going along lively for the past week.

The campaign committees of the various pharmaceutical organizations in the borough have had several meetings and have also issued letters to every druggist setting forth the qualifications of the respective candidates.

Dr. William C. Anderson, dean of the Brooklyn College of Pharmacy is the choice of the Kings County Pharmaceutical Society and has the backing of a large following associated with the society and its college.

William T. Creagan is the candidate of the Brooklyn Pharmaceutical Association and is also indorsed by the Greater New York Pharmaceutical Society.

During the past few days members of the campaign committees have been making individual calls upon the eligible voters in their districts and listed those who need relief clerks or have limited time. All such will be provided with the necessary help, switched from place to place in automobiles in charge of the several committees and it is safe to predict that a large vote will be polled, while an exciting time also appears evident judging from the high tension and the activity displayed on both sides.

### Interborough Phar. Association Elects Officers.

The nominating meeting of the Interborough Pharmaceutical Association was held last Saturday in the New York College of Pharmacy. There was a very large and enthusiastic attendance. Following are the names of the officers voted upon and elected for the ensuing year at the annual meeting held yesterday: President, A. J. Bauer, Manhattan Borough; first vice-president, Dr. Thos. Raymo; second vice-president, Chas. Keale; third vice-president, H. B. Cook, all of Brooklyn; secretary, Dr. Curt P. Wimmer, Manhattan Borough; treasurer, G. F. Hammond, Brooklyn; directors, H. A. Herold, Manhattan Borough; Dr. Henry Goeckel, Manhattan Borough; William Hoberg, Brooklyn; Lawrence Zurlo, Brooklyn. An assessment of twenty-five cents was levied upon the members.

### Chemists Will Be Elaborately Entertained.

DETROIT, June 19.—The Society of Detroit Chemists has elected the following officers for the ensuing year: President, Dr. F. T. F. Stephenson; vice-president, L. D. Vorce; secretary, H. C. Hamilton; treasurer, W. D. Mainwaring.

The society has its plans well in hand for the reception and entertainment of the delegates to the national convention of the American Chemical Society, which will be held here June 28 to July 2. An attendance of nearly 400 is looked for, and something elaborate in the way of entertainment is planned. The local society has secured the use of the Central High School auditorium for the convention.

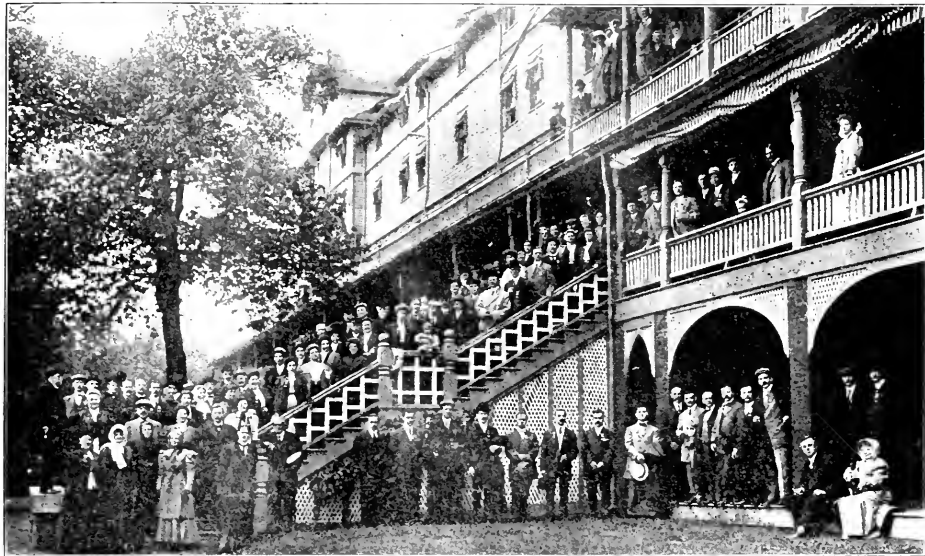
### Receiver for a Drug Store in Baltimore.

BALTIMORE, June 19.—A decree was signed last Thursday in the Circuit Court by Judge Heuveler, appointing Edward L. Ward receiver for the drug store of Christian G. Latterer. The petitioner in the case was Louis F. Franz, who alleges that he owns the store, but that Latterer, who is his brother-in-law, has taken possession of the place and refuses to surrender it. Mr. Franz says he bought the store on August 10, 1903, for \$3000, and put Latterer in charge because he is not a licensed druggist. Latterer, he avers, contributed only \$50 to the acquisition of the place.

### Misbranded Mineral Waters to be Exposed.

WASHINGTON, D. C., June 19.—The chemists of the Department of Agriculture are now devoting much of their time to the analysis of many so-called mineral waters. The progress thus far made shows that many of the widely sold and advertised waters do not contain the medicinal properties claimed for them. Others have been found which are entirely devoid of any medicinal substances whatever. So soon as the examinations are completed action will be taken under the misbranding clause of the Pure Food Law.

## GROUP PICTURE OF THE NEW JERSEY STATE PHARMACEUTICAL ASSOCIATION, LAKE HOPATCONG.



MOUNT ARLINGTON, N. J., June 19.—The thirty-ninth annual meeting of the New Jersey Pharmaceutical Association recently held at Lake Hopatcong, was one of the most successful in recent years and evidenced clearly the greater interest which pharmacists in general are taking in organization work, while the ethical and professional features were fully up to the standard of former years, there being a large number of very valuable papers submitted devoted to practical technical subjects. About 175 members and their friends attended the sessions which were held in Hotel Breslin.

President George H. Horning, in his address, commended

the propaganda campaign of the N.A.R.D., and recommended that the annual dues be contributed to aid in financing the work and also the appointment of a special committee to assist the N.A.R.D. contingent in covering the smaller local fields. The recommendations were adopted, as was also Mr. Horning's declaration against any increase in either the annual dues or initiation fees.

Secretary Frank C. Stutzlen announced in his report that the association membership was as follows: Active, 626; associate, 89; honorary, 17; total, 723; not included in this report but elected later were: 37 active, 10 associate, and 5



GEORGE H. HORNING, of Elizabeth, retiring president of the New Jersey State Pharmaceutical Association.



GEO. M. ANDREWS, of Woodstown, newly elected president of the New Jersey State Pharm. Assn.



FRANK C. STUTZLEN, of Elizabeth, for the twelfth time elected secretary of the New Jersey State Pharm. Assn.

honorary members. During the year 4 resignations were accepted and the deaths of 9 members recorded.

Treasurer James C. Field submitted a detailed statement showing total expenditures of \$1859.54 and a balance in assets amounting to \$1657.41, exclusive of about \$700 lost in the Monmouth Trust Co.

#### Would Co-operate With State Medical Association.

David Strauss, chairman of the legislative committee submitted a very complete report containing several important recommendations which were approved. Mr. Strauss requested that the committee be empowered to expend sufficient funds to keep every member posted on the various bills coming up in the legislature, contending that this method would bring results when required. Another important feature recommended in the legislative report and also adopted was that the committee be permitted to combine or confer with the legislative committee of the State Medical Association.

In the report of the trade interests' committee, the work during the year in connection with the agitation for the telephone slot-machine was well covered, and Stephen D. Woolley, chairman, advised that the campaign to make the slot-telephone more general, be vigorously continued and that it again be the principal task of the committee this year.

The committee on awarding the U.S.P. prize presented annually by the A.P.A., for the best paper presented at the State meeting announced Henry Schmidt of Elizabeth as winner. The title of Mr. Schmidt's paper was "Practical Application of the Propaganda for Reform in Using Ethical Preparations Instead of Nostrums," and was read at the meeting last year.

The report of the committee on free scholarship in the New Jersey College of Pharmacy announced that 9 men and 1 woman were candidates at the examination which was won by Edward Fotheringham with an average of \$42.5.

In the matter of adding a pre-requisite clause to the pharmacy law there was a spirited discussion and finally power was given the legislative committee to draft such a measure which will be submitted to the executive committee for approval. Instructions were given the committees to have the bill introduced at the next session of the legislature.

#### Interesting Lectures and Excellent Papers.

A very interesting feature of one of the sessions was the address of Dr. Clement B. Lowe, of Philadelphia, who was later elected to honorary membership, on "First Aid to the Injured and Hemorrhages." Dr. Lowe interspersed his remarks by practical demonstrations, showing how to apply bandages and check flows of blood; also dwelling at length on the use of antiseptics. The address was a very exhaustive one on the subject and covered many phases of special importance to the pharmacist in treating accident cases.

Following are the titles and the names of the authors of the papers presented at the regular sessions: "The Rapidity of Volatilization of Camphor," by Charles H. LaWall; "The Self-Adjusting Pill-Roller and Finisher," by Walter Ruch; "Syrup of Horehound," by George M. Beringer; and the following five by Dr. Philémon E. Hommel, "Should Phenolphthalein be Recognized by the U.S.P. as a Therapeutic Agent," "Linimentum Champhora," "Capsella Bursa Pastoris," "The Senna Syrup," and "Should Glycerium Umi Become Official."

The following papers, submitted to the committee on U.S.P. revision were also presented and read before the meeting: "Official Synonymy," by George M. Beringer; "Ointments and Cerates," by George H. White; "Troches That are Official and Some That Should Be," by George M. Beringer, Jr., and H. D. Kresze; "Compound Tincture of Gentian," by Bloomfield Hulick; "Some of the Syrups of the U.S.P. and the N.F.," by George M. Beringer and George M. Beringer, Jr.; "Notes on the Volatile Oils of the U.S.P.," by Charles H. LaWall; "Plasters of the U.S.P.," by Fred B. Kilmer; "Some of the Improvements Proposed in the Revision of the N.F.," by George M. Beringer.

The following were elected to honorary membership: Dr. A. B. Lyons, of Detroit, Mich.; Prof. Wm. M. Seabury, of San Francisco, Cal.; Prof. C. Lewis Diehl, of Louisville, Ky.; Dr. Clement B. Lowe, of Philadelphia, and Prof. Oscar Oldenberg, of Chicago.

The date and place of holding the next meeting were not definitely decided upon, but the matter was referred to the executive committee with power. Cape May seemed to have

the preference of the delegates and will probably be chosen if suitable arrangements can be made. The officers chosen for the ensuing year are:

President, George M. Andrews, Woodstown; first vice-president, T. S. Armstrong, Plainfield; second vice-president, Henry Schmidt, Elizabeth; secretary, Frank C. Stutzlen, Elizabeth; treasurer, James C. Field, Plainfield; executive committee, T. S. Armstrong, G. H. Whipple, E. R. Sparks, Edw. Ziegler, Chas. W. Holzhauser, legislative, H. A. Jordan, Lewis W. Brown, Stephen D. Woolley, Joseph G. Smith, David Strauss; trade interests, S. D. Woolley, John C. Gallagher, Jos. G. Smith; publication, George H. Hornig, Frank C. Stutzlen, E. J. Sayre, David Strauss, W. P. Rich; queries, Dr. P. E. Hommel, George M. Beringer, Jr., Henry Schmidt, A. F. Marqueler; U.S.P., Geo. M. Beringer, H. C. Field, C. H. LaWall; adulterations, S. M. Marqueler, Chas. F. Dare, George F. Deacon; U.S.P. prize, E. B. Jones, E. R. Sparks, George H. White; publicity, Frank C. Stutzlen, George M. Beringer, L. L. Staehle; memorials, H. A. Jordan, H. M. Smith, Edw. Ziegler; membership, P. Rich, Theo. Drake, Jos. G. Smith; delegates to the U.S.P. convention, George M. Beringer, H. J. Lohmann, G. H. White; alternates, E. B. Jones, Charles Holzhauser, Harry H. Deakney.

#### State Board of Pharmacy Report.

Secretary Henry A. Jordan reported on the doings of the Board of Pharmacy for the past year stating that the law had been vigorously enforced but the number of violations showed a decrease compared to the number of the previous year. Out of 578 applicants for licenses who were examined, 164 had been successful, bringing the total of registered men in the State up to 2425, of which 137 were qualified assistants and 2308 registered pharmacists.

Treasurer David Strauss reported receipts of \$4701.40 and disbursements amounting to \$3867.21, with a balance turned over to the State Treasurer of \$834.19.

The reorganization of the board for the ensuing year resulted in the election to the presidency of George H. White, of Jersey City, and the re-election of Henry A. Jordan, of Bridgeton, and David Strauss, of Newark, as secretary and treasurer respectively.

#### Organization of an Auxiliary by the Fair Sex.

The Women's Auxiliary was organized the evening previous to the calling of the meeting, with a membership of 30, and will act both as an adjunct to the State association and in connection with similar auxiliary bodies throughout the United States at the national conventions. The officers elected were: President, Mrs. George H. White, of Jersey City; first vice-president, Mrs. Henry A. Jordan, of Bridgeton; second vice-president, Mrs. Frank C. Stutzlen, of Elizabeth; secretary, Miss E. Areta Johnson, of Penns Grove; treasurer, Mrs. Stephen D. Woolley, of Ocean Grove. The ladies took a prominent part in the entertainment features during the meeting and demonstrated their ability to please in no little degree. Great enthusiasm was shown in the new organization and its success is undoubtedly assured.

#### Winners in the Sporting Events.

The prize winners in the various sports were as follows: Ladies' bowling, first prize, Mrs. Frank C. Stutzlen, second, Mrs. Louise L. Staehle; baseball, druggists, batting prize, David Strauss; fielding prize, F. C. Stutzlen; salesmen, W. N. Passapae, H. J. Edgar; standing board jump, first, Harry W. Crooks; second, W. P. Webber; third, R. S. Sherwin; fourth, W. N. Passapae; 100-yard dash, first, W. J. Coughy; second, W. P. Webber; third, W. N. Passapae; fourth, J. Pinkinson; putting 12-pound shot, first, Chas. W. Holzhauser; second, H. W. Crooks; third, F. M. Egger; fourth, W. S. White; pitching quoits, first, A. B. Crooks; second, H. W. Crooks; third, J. D. Case; fourth, R. S. Sherwin.

#### Druggists Decorate for Knights Templar.

SYRACUSE, N. Y., June 19.—Druggists were in no way outdone by other merchants in the way of decorating for the Grand Commandery of the Knights Templar this week. C. W. Snow, of C. W. Snow & Co., a member of Central City Commandery No. 25, was one of the active Sir Knights who served on the committees that made the event a big success. There were 4000 Knights Templar in the city and thirty visiting bands were in the parade. The druggists found the conclave a great boom to business. Almost without exception the stores were well decorated and in front of many of the pharmacies were large electrical designs in varied colored lights, showing different Knights Templar emblems. Thousands of people from the surrounding towns came in to witness the big parade and soda dispensers and drug clerks were kept busy waiting on them.

## ALABAMA STATE PHARMACEUTICAL ASSOCIATION DEMANDS MAKING OF NEW PHARMACY LAWS.



JOHN T. ROE, of Mobile,  
first vice-president of the Alabama State  
Pharmaceutical Association.



LEE WHORTON, of Gadsden,  
elected president of the Alabama State  
Pharmaceutical Association.



W. P. THOMASON, of Guntersville,  
second vice-president of Alabama State  
Pharmaceutical Association.

GADSDEN, Ala., June 19.—Samuel A. Williams presided at the recent 28th annual convention of the Alabama State Pharmaceutical Association which was well attended and proved very successful. The addresses of welcome were delivered by Mayor W. T. Murphree and W. P. Thomason of Guntersville, president of the Northeast Alabama Druggists' association. The response was made by J. T. Roe of Mobile.

Dr. C. L. Murphree of Gadsden read a paper on U.S.P. and N.F. preparations.

A discussion of the pharmacy laws of the state was precipitated over the appointment of a special committee, consisting of W. E. Bingham chairman, C. T. Roff and S. A. Williams, to draft a pharmacy bill which would incorporate the ideas of the druggists of Alabama.

Mr. Bingham scored the country merchant and physician for selling morphine, cocaine and their derivatives and the travelling salesmen who abetted the practice. He explained the trouble with the present law and the manner of its passage.

Decidedly the liveliest feature was the talk of P. C. Candious, of Mobile. All Mobilians lead up to the prohibition question no matter what the discussion and Mr. Candious was no exception. "In plain English," he said, "that legislature was a set of fools. They went to Montgomery with that prohibition business in their heads and never took the proper notice of other important matters." He wanted two bills, one a general pharmacy law and the other to cover the sale of poison.

Officers were elected as follows: Lee Whorton of this city, president; J. T. Roe, of Mobile, first vice-president; W. P. Thomason, of Guntersville, second vice-president; W. E. Bingham, of Tuscaloosa, secretary; F. F. Ravencroft, of Union Springs, treasurer. All of these gentlemen accepted the honors in brief speeches expressing their appreciation.

The naming of a delegate to the meeting of the N.A.R.D. at Louisville was left to the president. The 1910 meeting will be held at Mobile, in June, during the Confederate reunion.

The entertainment features were interesting and the visitors



F. F. RAVENCROFT, Union Springs,  
re-elected treasurer of Alabama State  
Pharmaceutical Association.



W. E. BINGHAM, of Tuscaloosa,  
re-elected secretary of Alabama State  
Pharmaceutical Association.

had a royal good time. There was an evening concert of the Alabama State Music Teachers' Association, a banquet and reunion, an outdoor entertainment at Elliott Park and a reception for the ladies of the association at the home of Mrs. E. H. Cross in Turrentine avenue. Lee Whorton was chairman of the local committee and was ably assisted by his fellow pharmacists.

#### W. C. Kirchgessner is Chosen President.

GRAND RAPIDS, Mich., June 21.—The Grand Rapids Drug Club, which now includes nearly every druggist in the city, has elected the following officers: President, W. C. Kirchgessner; secretary, William Tibbs; treasurer, Roland Clark; directors, John de Kruif, Henry Reichel, O. A. Fankboner. It was decided at the meeting to attend the annual convention of the Michigan State Ph.A. in a body, going to Detroit this week by special car via Michigan Central.

## DRUGGISTS UPHOLD OHIO STATE BOARD.

### Cedar Point and Los Angeles Meetings Are Discussed. Officers Nominated to Be Voted on in July.

CLEVELAND, June 19.—President Schmeurer presided at the June meeting of the Northern Ohio Druggists' Association which was held in the lecture room of the Cleveland School of Pharmacy. The members decided that all retail druggists should uphold the State Board of Pharmacy in ridding the calling of illegitimate and unfair competition.

The Cedar Point meeting of the Ohio association was discussed, and ways and means of getting a large delegation from Cleveland were considered. The annual outing was then taken up and the president was authorized to appoint a committee to take entire charge of the matter.

A letter from the Los Angeles R.D.A. contained an urgent invitation to partake of California hospitality at the meeting of the A.P.A. next August. It was agreed that every druggist who can do so should take this opportunity of seeing the great Westerland. Prof. J. H. Beal, it was stated, is gathering a carload from Ohio and Cleveland will probably be represented in the party.

Officers for next year were nominated as follows: For president, J. H. Sauer and J. G. Schmeurer; for first vice-president, A. L. Flammeyer and J. G. Reed; for second vice-president, Emil Petersilge; for secretary, H. V. Army; for treasurer, George J. Hoehn. Votes will be counted at the July meeting.

### Commencement of Cincinnati C.P.

CINCINNATI, Ohio, June 19.—A very successful graduation of the Cincinnati College of Pharmacy was celebrated at the Grand Hotel. Addresses were delivered by Professor C. T. P. Fennel, Professor John Uri Lloyd, Dr. F. B. Dyer, Superintendent of the Cincinnati schools; Dr. G. Strobach, Stanley Bowditch and Dr. John Otis. The graduates are:

Ellis Robert Bader, James Cleveland Blake, Alfred D. Conley, Amos F. Creager, John Luke Duffey, Harley H. Dunn, William Ed. Foertmeyer, J. Frank Gallaher, Albert Frank Haefner, Edwin James Hemmaway, Charles Bruen Johnson, John James Kennedy, Louis Kettmann, Mark Allen Kidd, Albert Paul Krause, Floyd Leroy Matthews, Erma Mabel Moore, Guy James Payne, Irl R. Pope, Stanley Ed. Roth, Edward C. Schaefer, William H. Schuchardt, George Sintz, Anna Smedley, Benjamin Franklin Steinko, Shelby A. Stirn, William Amos Todd, Tremer W. Tompkins, Gordon A. Triplett, Albert Curtis Welles, Jesse E. Welsheimer, and Judson T. Wilkes.

Matthias Klaiher, Jr., and Edwin N. Niederhofer were given the degree of pharmaceutical chemist. Erma Mabel Moore, of West Mansfield, Ohio, was awarded the prize in botany. Mark Allen Kidd, of Batavia, Ohio, was given the college medal, and other prizes were awarded to Louis Kettmann, of Cincinnati; Harley H. Dunn, of Morrow, Ohio; Shelby A. Stirn, of Ottsville, Ohio; Jesse E. Welsheimer, of Greenfield, Ohio; Albert Curtis Welles, of Latonia, Ky., and J. Frank Gallaher, of Franklin, Ohio. A college supper by the faculty to the graduating class was a feature of the evening.

### Enforcing Ohio Pure Drug Law.

COLUMBUS, June 19.—Druggists all over Ohio have received from the State Dairy and Food Commissioner a letter specifically setting forth what the department will recognize as the standard in certain drugs and articles of sale, and also calling attention to the misbranding of patent or proprietary medicines.

Regarding the matter of what shall be delivered when Hoffman's anodyne is called for, regarding which there has been much confusion and an inability to agree among druggists, the letter says that in the future this must be taken as meaning compound spirits of ether and nothing else, and druggists are warned that the department will recognize no other preparation.

Attention is called to the fact that druggists must keep in stock sweet spirits of nitre in accordance with the provisions in the eighth edition of the United States Pharmacopoeia and that it must be stored in small vials remote from light or fire.

### Ohio Travelers to Entertain State Ph.A. Members.

TOLEDO, June 19.—Secretary F. W. C. Diebel, of the Ohio State Ph.A., has sent out programmes of the entertainment prepared by that association for the annual meeting of the Ohio State Ph.A. at Cedar Point July 13 to 16. Judging

from the large increase in membership, this year's meeting will prove a record-breaker. The travelers are again giving the boat ride that proved so successful last year and those who were fortunate enough to take it are still talking about the fine ride. The boat will leave Cedar Point and pass up one side and down the other of all islands of any size, Put-in-Bay, Middle Bass, Famous Gibraltar, Ballast Isle, Sugar Island, Old Hen and Chickens, Pelee Island, and North Bass, a distance of 60 miles. A special feature of this year's entertainment will be the amusement furnished the children, one afternoon being given to them by the Cedar Point Company.

### Banquet and Election of Minnesota U.C.P. Alumni.

MINNEAPOLIS, June 19.—The fifteenth annual meeting of the Alumni Association of the College of Pharmacy, State University, was held at the college building. The following officers were elected: President, Nelson W. Root, '09; vice-president, Emily L. Lyman, '09; secretary, A. E. Lovdahl, '08; treasurer, A. G. Erkel, '02; delegates to the General Alumni Association, A. G. Erkel and Oscar Bloomo, '08; *Alumni Weekly* representative, Gustav Bachman; delegate to the Minnesota State Ph.A., Dean F. J. Wulling; toastmaster, Frederic K. Butters; poet, Theo. Fratzke, '09; sergeant-at-arms, Harry W. Speidel, '09. Resolutions were passed pledging support of the faculty in its endeavor to remodel and thoroughly equip the newly acquired Millard Hall.

The fifteenth annual banquet occurred at the Nicollet Hotel. About forty were present. A. G. Erkel acted as toastmaster. The speakers were Nelson W. Root, '09; Richard H. Puhl, '08; B. H. Nichols, '06, and W. F. Passer, '04. A. E. Lovdahl, '08, read a paper by Irving Robitschek, '05, in which the writer cited instances illustrating that the training students receive in the College of Pharmacy fits them for responsible, original and research work.

Miss Halverson and Miss Foster gave piano selections. Dean Wulling spoke on the future of the college.

### Minnesota University C. P. Commencement.

MINNEAPOLIS, June 19.—At the fifteenth annual commencement of the College of Pharmacy, University of Minnesota in the University Armory, Prof. Maria L. Sanford, who retires after thirty years of active service in the College of Science, Literature and the Arts, delivered the commencement address. She was introduced by President Northrop. She dwelt particularly upon the University as an important factor in the development of the State and its people. The exercises were interspersed with music by a military band. The names of the graduates appeared in the ERA of June 3, page 515.

### Vigo County Druggists Name Officers.

TERRE HAUTE, Ind., June 19.—Election officers for the ensuing year and hearing reports that showed the organization to be in a prosperous condition, claimed attention at the annual meeting of the Vigo County Retail Druggists' Association in the Commercial Club rooms. Officers elected were: Burton Cassidy, West Terre Haute, president; Otto Kadel, vice-president; Fred Black, secretary, and Bert Rines, treasurer. President Cassidy appointed C. Averitt and W. C. Buntin on the executive committee. Later the members went to a ball game in Athletic Park.

### State Prison Sentence for Perjury.

JACKSON, Mich., June 19.—John C. Berridge has been received at the prison from Van Buren County on a sentence of from eighteen months to five years for perjury in swearing to false reports to sales of liquor. Berridge is a druggist, the first to receive a State prison sentence for violation of the liquor laws.

### Burglars Stole Money and Metal.

BALTIMORE, June 19.—A. B. Glascock, who conducts a drug store at 3123 West North avenue, formerly the property of Harry Farrow, was robbed of \$27 in money and some weights on the night of June 15.

### Drawback Allowance on Pills.

WASHINGTON, June 19.—The Treasury Department has granted a drawback on pills and tablets manufactured by Sharp & Dohme, Baltimore, with the use of imported sugar.



## VALUE OF CLINICAL AND MEDICAL CHEMISTRY.

## F. E. Niece Urges Upon Pharmacists the Advantages of Adding This Specialty to Regular Business.

The subject of chemical and bacteriological analysis as an adjunct to the profession of pharmacy and especially adapted as a line for the retail druggist was discussed at the meeting of the New York Branch of the American Pharmaceutical Association of June 14. A paper, "The Pharmacist, the future Clinical Chemist," devoted to its consideration, was read by Frederick E. Niece, who supplemented his remarks with numerous demonstrations and experiments showing how some phases of the work should be done. He advised the pharmacists to make all haste in turning their efforts toward securing the necessary apparatus with which to do urine, sputum, milk and various other analyses, before this line of work was absorbed by the large commercial laboratories.

The value of clinical and medical chemistry, said Mr. Niece, was just becoming appreciated and was really an outgrowth of pharmaceutical chemistry, and would in time yield lucrative returns to the pharmacist who grasped the opportunity and secured a clientele of physicians, who as a class were more than willing to turn over this work to a careful pharmacist.

Ten plates containing cultures secured from candy, soda water, ice cream sandwiches, Croton water, air and various other sources, were shown and commented upon by Mr. Niece. From microscopical observation and subsequent determinations, Mr. Niece quoted figures showing a larger number of bacteria in distilled water than in Croton water, while in one quart of pasteurized milk, obtained from a large dealer in the Bronx, his calculation showed 50,015,000 bacteria. A stained slide of tubercular bacilli was also prepared and the specimens were viewed by those present through the microscope fitted with an oil-immersion lens.

Passing from the subject of bacteriology, various tests were carried out on samples of urine for albumin, urea, sugar, acetone, indican and blood. Besides the tests, the working of various apparatus, of which there was a tableful, was also explained by Mr. Niece and his assistant, W. A. Williams.

Both gentlemen were requested to appear before the branch again when their time permitted, and much enthusiasm was shown when a vote of thanks was given to them. The paper was ably discussed by Dr. Joseph Mayer and Otto Raubenheimer, who concurred with Mr. Niece that the time is ripe for the development of this branch of work by the pharmacist in conjunction with his other duties as a pharmaceutical chemist. An extended discussion was prevented by the limited time.

Thos. D. McElhenie read a short but very interesting paper on "Mistura Rhei et Sodae, U.S.P.," which appears on page 587 of this issue of the ERA. In the discussion of the paper, Mr. Raubenheimer objected to the preparation of this mixture by using hot water to dissolve the sodium bicarbonate.

Dr. George C. Diekmann, chairman of the committee on pharmacy, reviewed and criticized several articles from foreign journals and submitted a very complete report on the month's progress in pharmacy.

George H. Hitchcock reported on the recent joint meeting of the branch with the County Medical Society, and announced that the papers read at the meeting were scheduled to appear in the July issue of the *Journal of the New York State Medical Association*.

Dr. George C. Diekmann, Hugo Kantrowitz and Hugh Craig were appointed delegates to the N.Y.S.Ph.A. meeting.

## HOSPITALITY FOR N.A.R.D. DELEGATES

## New Features Planned to Make Louisville Convention of More Than Usual Interest—Big Crowd Expected.

LOUISVILLE, June 19.—Preparing for the annual convention of the National Association of Retail Druggists, to be held here the week beginning September 6, a meeting was held at the Commercial Club recently by the executive committee for the purpose of perfecting plans for the entertainment of the visitors.

The executive committee is formed of the chairmen of the various committees in this city. Those composing the committee are, Simon N. Jones, chairman; Charles P. Frick, E. H. Witselshofer, Horace Taylor, T. P. Taylor, E. G. Isaacs, Curt Krieger and Paul J. Kranz.

Entertainment is being outlaid, and the knights of the pestle and mortar expect to show the visiting members a fine time.

One example of Kentucky generosity will be the furnishing of elaborately engraved and quite expensive badges to each of the 1500 members expected to attend the convention, while in the case of other conventions the badges were sold to those attending conventions.

Twenty-eight booths occupied by manufacturing druggists' supplies will glitter in a blaze of illumination on The Seelbach roof garden, and the carnival festivities will be held there, besides other entertainments in the city.

In order that all exhibitors may have equal opportunities of displaying their goods to the best advantage, each of the booths will front upon a spacious aisle. The committee on exhibits has determined not to place any exhibits in the convention hall proper, and this has reduced the number of available spaces. The booths will be erected free of cost to exhibitors, except their own decorating.

Everything indicates that the attendance at the convention will be large, especially from the surrounding States and from points south of the Ohio River. Only one convention has been held in this territory—at Atlanta—and a great deal of effective organization work has been done by the N.A.R.D. during the last three years in the Southern States. Reports from such extreme points as Texas and Florida indicate an unusual representation from these sections.

The local hotel committee suggests to all members who contemplate attending that they communicate direct with the

several hotels and reserve their rooms as soon as possible. However, if upon arrival in Louisville they do not secure the kind of accommodations they desire, the local hotel committee will be in a position to take care of them in first-class boarding houses, apartments, etc. The official headquarters of the meeting will be at the Seelbach Hotel. All meetings of the association, ladies' auxiliary and exhibits will be held there.

The publicity committee of the L.A.R.D. announces that there will be many new features introduced which will detract from the usual monotony of conventions.

At the close of the convention there will be an opportunity of seeing the famous Mammoth Cave of Kentucky, which is a comparatively short distance from the convention city. There will be special railroad rates.

## Druggist Fined for Selling Cocaine.

BUFFALO, N. Y., June 19.—C. Eugene Clark, a Clinton street druggist who pleaded guilty to a charge of selling cocaine without a physician's prescription, was recently fined \$200 by Justice White in Criminal Term of Supreme Court. Clark paid the fine.

## Favors New Michigan Association



H. J. CRAWFORD.

of Ithaca, Mich., recently elected president of the Graftiot County R.P.A., is cashier of the Commercial State Bank, in addition to his pharmacy interests. The association has voted to take out no Federal liquor tax certificates after July 1, and to cut out its sale entirely.

President Crawford said recently: "The reorganization of the Graftiot County druggists is contemplated as a nucleus for a State organization of the retail druggists of Michigan. With all due respect to the State Pharmaceutical Association, what we need in Michigan is an organization of business men, men with energy and brains enough to protect themselves from such laws as our recent liquor measure."

## GALA DAY FOR PHILADELPHIA DRUGGISTS.

### Annual Outing and Field Day at "The Orchard" Proves to Be a Very Enjoyable and Successful Affair.

PHILADELPHIA, June 19.—The annual outing and field day of the drug trade—the joint effort of Chapter No. 6, W.O.N. A.R.D., the P.A.R.D., and the Drug Club—at Essington yesterday was quite the success anticipated. "The Orchard" at Essington along the Delaware River a few miles below Philadelphia is the summer home of the Athletic Club of Philadelphia and is famed for its beauty, its many enjoyable facilities and its cuisine. Needless to say the representatives of the drug trade enjoyed all of these attractions to their utmost and from the time the special train pulled out of the station at Twenty-third and Chestnut Streets at 10.15 a. m., until the last good nights were said there was not a dull moment.

Shortly after lunch, the game of ball between the retail druggists and the members of the Drug Athletic Association was announced. William A. Johnson marshalled the forces of the latter and Frank W. Fluck, president of the P.A.R.D., captained and pitched for the "pill rollers." Although there was some clever playing on both teams, from the standpoint of the spectators, the umpiring of Edward T. Hahn and C. M. Pletcher was the feature. "Eddie" opened the game by announcing in a clever speech that he wished to present to Captain William "Annianus" Johnson, a pair of gloves to wear during the game. The latter were of the kind worn by pall-bearers but they were accepted in the same spirit as marked the presentation. The superior training of the athletes was too much for the druggists and the latter lost.

Next came the turn of the ladies who showed no little skill and wonderful activity in the series of contests that had been arranged. In the potato race, Mrs. H. Ross won over a large field of contestants. Mrs. Frank W. Fluck took the egg and spoon race with an ease and grace which captivated the spectators. She was second in the potato race. Mrs. J. J. Kelly was second in the egg and spoon race and Mrs. Dobson was third. The latter won the candle race with Mrs. Brown second and Mrs. Fluck third. The race for misses, fifty yards, was an exciting event and was won by Miss Whisler with Miss Miller second and Miss Hahn third. A similar sprint for the married women was won by Mrs. Kelly with Mrs. Dobson second and Mrs. Miller third. Mrs. Brown won the shuffleboard match, with Miss Hahn second, Mrs. Hammoecker third and Mrs. Reid fourth.

Some of the matrons were backward in admitting their avoirdupois by entering the stout women's race. The ease with which Mrs. Fred R. Keller won over some of her lighter opponents provoked great applause. Mrs. George W. Fehr was second and Mrs. Philip Goll was a close third. Mrs. Fehr showed her muscle in the next event, the nail driving contest, winning by a fraction of a second from Mrs. Frank W. Smith and Mrs. Kelly. The courtesy race, in which couples had to "run a bit, smoke a bit and eat a bit" was very exciting as well as the most laughable. Charles Leedom was the dark horse and with Mrs. Osterlund as a partner he easily carried off first honors. J. H. Barlow and Miss Hahn were second, while Eddie Hahn with Mrs. Willis would have won had it not been for his well-known generosity. In this instance Mr. Hahn lost a few seconds by stopping to give an imaginary tip to a visionary waiter.

Then the men had an inning. In the fat men's race, Hammoecker galloped home in front of Landis and Pletcher. William Smith showed a clean pair of heels to O. W. Osterlund and C. S. Gill, his nearest opponents in the thin men's race. Barlow and Pletcher, who, it is said, had been practicing all spring in a narrow alley, won the three-legged race. Hammoecker left portions of his anatomy along the trail in the barrel race but won in convincing if not graceful style. Goll won the nail driving contest for the men, with Crawford second and Treasurer Fehr of the P.A.R.D. third. Harry C. Blair, president of the Philadelphia Branch of the American Pharmaceutical Association surprised the spectators by winning the prize for accuracy in throwing the baseball. His throw from center field to the home plate would have made any professional ball tosser envious. Frank Fluck demonstrated his hitting ability in the funco hitting contest, which he won with little trouble.

The judges were D. J. Russo, Frank W. Smith, J. H.

Barlow and C. S. Gill and their decisions were accepted without question. The sports consumed two hours and it was a tired and hungry bunch that gathered in the banquet hall of the club, where a big circular table fairly groaned with the good things which the menu contained.

After dinner Frank W. Smith presented the prizes. One of the busiest members of the party was D. E. Bransome, who in the capacity of chairman of the entertainment committee of the Drug Club as well as a member of the Athletic Club of Philadelphia had double duty to perform. In the evening there was dancing and it was with regret that the party heard the call of "train time."

## NEW YORK R.D.A. SUPPORTS STATE BODY.

### Members Insist that State Association Should Have a Voice in Selecting Pharmacy Board Members.

A special meeting called for the purpose of instructing delegates on various legislative matters likely to be brought up at the annual meeting of the New York State Pharmaceutical Association, was held by the New York Retail Druggists' Association last Friday evening.

The association pledged its unqualified support on legislative affairs to the State body and the delegates were instructed to bring notice of this action before the annual meeting next week. In regard to the selection of members to the State Board of Pharmacy, the delegates were instructed to express only their approval of such legislation in which the pharmacists would retain some control or supervision and to strongly oppose any efforts to bring about the election or appointment of members for the board in such a manner as might subject it to political juggling.

In view of the laws of some States that pharmacies can be owned only by licensed pharmacists and also the law recently signed by Governor Hughes relative to prohibiting corporations from doing a law business unless owned by lawyers, the association went on record as favoring legislation in this State, to permit the ownership of retail drug stores only by licensed pharmacists.

A resolution was also passed urging those not already members of the State association to join at once.

Peter Diamond submitted the final report on the present legislative session and dwelt at length upon the vetoing of the Brown Act, also giving a general review of the situation with regard to the future as well as the past.

Following are the names of the members appointed delegates to the New York State Pharmaceutical Association: Dr. Joseph Weinstein, chairman; Peter Diamond, M. Lucas, J. Goldblatt, M. Dlugash, L. B. Epstein, M. Zagat, H. Glassman, J. K. Bernhard, Ch. Brikovsky, A. Katzman, B. Miller.

Adam A. Moskiewitz was elected to membership and Dr. K. Rosahn elected to honorary membership.

Treasurer Weinstein reported a balance on hand of \$326, and \$75 was contributed to the State Association.

A lunch was served following the meeting.

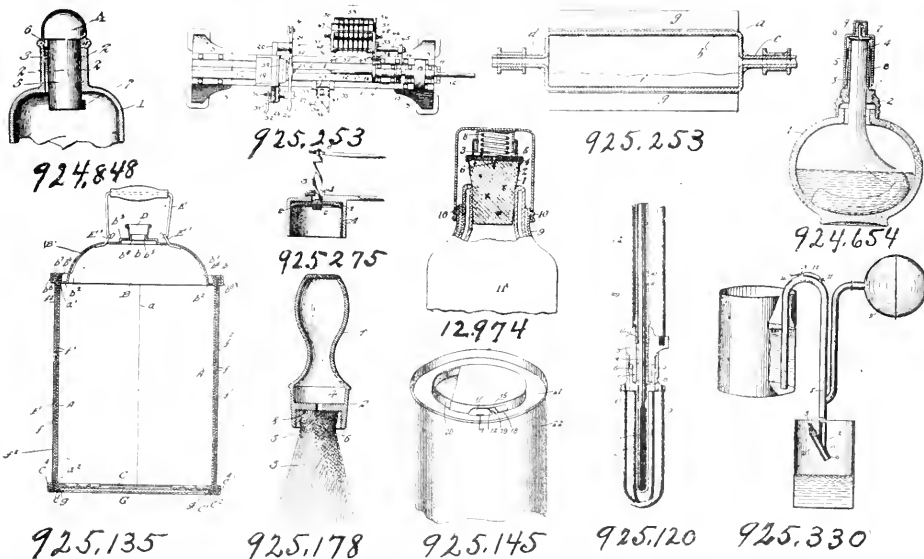
### Officers Elected by Charleston R.D.A.

CHARLESTON, W. Va., June 19.—At the last meeting of the Charleston R.D.A. the following newly elected officers were installed: J. C. Hall, president; F. G. Klostermeyer, treasurer, and W. C. Price, secretary. Reports from the delegates who attended the meeting of the State Ph.A. at Morgantown were heard. Remarks were made by Messrs. Hall, Krieg and Price. The report of the committee sent before council to have the druggists' license reduced to the old amount of \$25, was received. The committee had been successful in its efforts. A resolution was adopted asking the co-operation of the physicians of the city.

### Boston Elects Delegates to N.A.R.D. Convention.

BOSTON, June 21.—John J. Tobin, of South Boston, J. Arthur Bean, of Somerville, and Col. John W. Low, of the Eli Lilly Company, were elected delegates from the B.A.R.D. at the annual meeting of the association at the Massachusetts College of Pharmacy the past week, to the N.A.R.D. convention at Louisville. One new member was elected. The committee on entertainment reported that the annual outing of the B.A.R.D. would be held on July 21, at some point to be announced later, but probably at Bass Point, Nahant.

## PATENTS, TRADE MARKS, ETC.



## PATENTS.

Granted June 15, 1909.

- 924,654—Arthur C. Fox, New York, N. Y. Alcohol lamp.  
 924,848—Charles O. Smith, Quogue, N. Y. Bottle.  
 925,120—Henry W. Manier, Rochester, N. Y., assignor to Taylor Instrument Companies, Rochester, N. Y., a corporation of New York. Thermometer.  
 925,135—Franklin Rudolph, Winnetka, Ill., assignor to American Can Co., New York, N. Y., a corporation of New York. Jacket can.  
 925,145—George C. Weber, Chicago, Ill. Opening device for receptacles.  
 925,178—Herbert V. Hardman, Belleville, N. J., assignor to Rubber-Bound Brush Company, Belleville, N. J., a corporation of New Jersey. Brush.  
 925,253—Norman L. G. Whitehouse, Lewisham, London, Eng. Process of making ammonia and chlorin or hydrochloric acid.  
 925,330—Sidney J. Graham and Albert E. Fowler, Trout Lake, British Columbia, Canada. Siphon.

## REISSUES.

Granted June 15, 1909.

- 12,974—Conrad Hubert, New York, N. Y. Closure for vessels.

## TRADE MARKS.

Published June 15, 1909.

- 13,220—Ednur Pharmacal Co., St. Louis, Mo., and Kampsville, Ill., assignor to Ednur Pharmacal Co., St. Louis, Mo., a corporation of Missouri. Class 6. A remedy for dyspepsia, biliousness and diseases of the liver.  
 34,591—I. H. Lewkowicz, Sharon, Pa. Class 6. Tooth powder, tooth paste and tooth wash.  
 34,860—Acme Remedy Company, Piqua, Ohio. Class 6. Ointment used as a remedy for tetters, piles, eczema, scrofulous ulcers, burns, scalds, cuts, etc.  
 35,917—William Cooper & Nephews, Berkhamsted, England. Class 6. A liquid disinfectant.

37,824—Blue Ribbon Remedy Co., St. Louis, Mo. Class 6. Poultry powder.

39,161—The Natona Co., Mobile, Ala. Class 6. Iron tonic, tablets for the treatment of dyspepsia and indigestion, cough syrup and antiseptic salve.

39,637—Mechling Brothers Manufacturing Company, Philadelphia, Pa. and Camden, N. J. Class 6. Hyposulfite of soda and sulfid of sodium.

39,786—Scott-Brown Manufacturing Co., Oakland, Cal. Class 6. Scalp remedy.

40,428—J. S. Merrell Drug Co., St. Louis, Mo. Class 6. Liniment.

40,556—William F. Page, Rogersville, Ala. Class 6. Salve.

40,922—Union Wholesale Liquor Co., Chicago, Ill. Class 6. Bitter wine tonic.

41,641—Crude Oil Products Company, Pittsburg, Pa. Class 6. Hair tonic and liniment.

41,938—Frederick Stearns & Co., Detroit, Mich. Class 6. Baby powder, perfumery, face powder and face cream.

42,028—Ogden Pharmacal Co., Ogden, Utah. Class 6. An ointment for topical treatment of inflammations generally, sore throat, headache, catarrh, earache, rheumatism, bruises, cold sores, chapped hands, piles, burns, etc., etc.

## American Medical Association's Officers.

Following is custom of selecting its president a year in advance of his installation, the A.M.A. at Atlantic City named Dr. William H. Welch, professor of pathology at the Johns Hopkins Medical School. The other officers chosen were: Vice-presidents, Robert Wilson, of Charleston; Charles J. Kipp, of Newark; Alexander Lambert, of New York, and Stanley P. Black, of Pasadena, Cal.; general secretary, manager and editor of the *Medical Journal*, George H. Simmons, of Chicago; treasurer, Frank Billings, of Chicago; trustees, M. L. Harris, of Chicago; C. A. Daugherty, of Indiana; William T. Councilman, of Harvard; C. E. Cantrell, of Texas, to fill vacancy caused by Dr. Happe's death.

## Will Have Branch 23 in Syracuse.

SYRACUSE, N. Y., June 19.—The Post Office Department will on July 1 establish Substation 23 of the Syracuse Post Office at Stolz Bros.' pharmacy, at 205 East Genesee street.

## BOARD EXAMINATIONS

### New York—Eastern Branch.

Following are the names of successful candidates who passed the May examinations held by the Eastern Branch of the New York State Board of Pharmacy, at the Brooklyn College of Pharmacy, Address, Borough of Manhattan, New York City, where not otherwise specified:

**PHARMACISTS.**—Maurice Ackerman, Otto Alpers, Isaac Altshuler, Pasquale Aquaro, Philip Barasch, Israel Bass, James J. A. Bauman, Maurer, N. J.; Francis L. Bean, Middletown, N. Y.; Frank J. Beck, Edward W. Benjamin, Brooklyn; Nathan Berner, Samuel Bernstein, Louis Borker, Brooklyn; Ernst F. A. Botcher, George I. Branower, Clarence J. Brett, Meyer Brizgin, Brooklyn; Abram Cohen, Brooklyn; Alexander Cohen, Abraham Cooper, Louis I. Cooper, John E. Denny, Brooklyn; Nathan Ellenberg, Brooklyn; George Erger, Brooklyn; Karl Faaland, Brooklyn; Jacob Feldman, David R. Fraser, Gerald Frucht, Victor Gayda, Vincenzo Giacalone, Jersey City, N. J.; Harry Gluckman, Max Golob, Joseph Gordon, Hyman Grodinsky, Joseph Guardi, Frank Gusman, Brooklyn; Lewis Gussman, Brooklyn; Carl A. Hansen, Herman Hasan, Keren A. Hayunga, David Herschberg, Samuel Hides, Alexander Holzberg, William H. Hulse, Yonkers, N. Y.; Charles G. Judge, Nathan Kantowitz, Brooklyn; Benjamin Karpman, Thomas P. Kerwin, Kurt B. Klebe, Yonkers, N. Y.; Mortimer V. Kleinman, Anthony M. Lacowara, Morris Lipschitz, Leon J. Lindsley, Corey, Pa.; Ralph P. Litchman, David Litvin, Morris Loew, Boris Malisoff, Brooklyn; Anthony Martoccio, Joseph M. Mindel, Noah Minkin, Brooklyn; Wilson B. Morrison, Herman S. Nishevitz, Edward B. Oates, Jr., Paterson, N. J.; Samuel Pearlman, Dominick Martocci-Piesulli, Philip H. Picher, Brooklyn; Constantine G. Psaki, Benjamin Queen, George C. Reed, Morris Regelson, Joseph Reifman, Yonkers, N. Y.; Michael Roenblum, Max Rosoff, Henry Rubinstein, Philip Rudy, Zachary Sagalowitz, Nicholas Salinitro, Henry Schwartz, Meyer Shepard, Benjamin Silberstein, Brooklyn; Marc Singer, Leopold Sisselman, Sister Mary Jeanette (Emma M. Jacke), Jamaica, L. I.; Sister Mary Mildred (Isabelle M. Bonden), Brooklyn; Max Sloane, Jacob Spector, Nathan Spector, Max Spitzer, Brooklyn; Louis Stemple, Brooklyn; Samuel Stoller, Leon Tartak, Nicholas Tow, Siegfried Tow, Meyer Truman, Brooklyn; Howe R. Turnbull, Brooklyn; Harvey Weinschenk, Flushing, L. I.; Frieda Westermayer, Port Chester, N. Y.; Benn Windt, Samuel Wolf, Moses I. Zellin, Brooklyn; John J. Mantte, Henry A. M. Ramsey.

**DRUGGISTS.**—Charles C. Becker, Stapleton, S. I.; Louis Bell, Solomon I. Branower, Lee W. Twigg, Ossining, N. Y.; Henry L. Vincent, Three Mile Bay, N. Y.

The following successfully passed the examinations held on June 16 and 17 at the New York College of Pharmacy:

**PHARMACISTS.**—LeRoy R. Adams, Plainfield, N. J.; Samuel Adler, Charles W. Ballard, Leonard DiNolfo, Nelson Y. Hull, Joseph H. Kaminsky, Brooklyn; John J. Kindergarten, Charles Lutz, Jr., Charles Parker, Moses Sobel, Elde F. Thode, Paul H. Wagner, Cornelius Zeisler, Wm. W. Geety, Theo. A. Jost, Mt. Vernon.

**DRUGGISTS.**—George Baer, Alexander M. Bell, David Rascoe, Jacob L. Seader, James P. McMannus, Caesar LaGambina, Frank Leverich, Peekskill.

### Ohio.

**COLUMBUS, June 12.**—The following passed the examination as registered pharmacists at the May examination held by the Ohio Board of Pharmacy: M. B. Kauffman, Frank H. Buck, Roscoe B. Johnson, Edward N. Webb, Arthur W. Block, Arthur C. May, Columbus; David Lesser, John F. Bartlett, Will Nikolaus, Walter J. Reis, Charles Slezak, George L. Bader, William Rigelhaupt, Walter F. Meyer, Mark E. Treat, Walter H. Penke, John A. Jarmuzewski, S. J. Sternicki, Glenn F. Coleman, Omar C. Joss, Cleveland; Frank J. Kelly, Wm. H. Schuchhardt, Floyd L. Matthews, Louis Kertmann, George Sintz, Guy J. Payne, J. Harry Bruker, Cincinnati; Walter Klappich, Charles E. Conn, Toledo; Glenn G. Arnold, Carl F. Sattler, Lewis D. Brady, Mansfield; Earl H. Reese, Lancaster; Thomas J. McRobert, Xenia; George A. Mercer,

Prairie Depot; J. F. Gallaher, Franklin; J. E. Welsheimer, Greenfield; Paul S. Shipp, Zanesville; Albert C. Wells, Latonia, Ky.; Benj. H. Covert, Loudonville; P. Rottman, Millersburg; D. S. Patterson, Weston; P. H. Ohly, Sandusky; Cecil V. Jones, St. Paris; Wm. C. Thatcher, Circleville; Clyde G. Byrd, Lima; A. Scheffel Herzer, McConnellsville; John R. Funk, Hamilton; C. M. Liggett, Cardington; Shelby A. Stirn, Ottoville; Wm. H. McElroy, Newcomerstown; Earl Richards, Beverly; Harley H. Dunn, Morrow; M. Morris, Paulding; Charles S. Geese, Alliance; Wm. W. Alexander, Letart Falls; John H. Lease, Salem; Arthur R. Davis, Jeffersonville; Milton B. Crafts, Chagrin Falls; Clyde E. Wager, Wauseon; Fred A. Saywell, Hudson; R. H. Chelneus, Piqua; S. J. Hannum, Salineville; Carl E. Schmidt, Canton; C. A. Wooley, Mountville; Wm. A. Foertmeyer, Milford; Loren L. Fogg, Zanesville; Joseph R. Bock, Chillicothe; H. R. Crabbs, Ada; Mark A. Kidd, Batavia; Roland Arnold, Bellaire; Judson T. Wilkes, Charleston, W. Va.; Allen J. Heuschling, Bellevue, Ky.

**SATISFACTORY ASSISTANTS.**—John W. Lee, Peter E. Kern, W. E. Duffie, H. D. Mathews, Edgar C. Austin, Glenn G. Howell, Columbus; Ford P. Silber, Amos F. Crazier, Cincinnati; Aubrey Goldrick, Stephen Gregus, Frank F. Deubel, Cleveland; Eva F. Robertson, Toledo; Roscoe C. Himes, Vera D. Hariman, George M. Swigart, Selma L. Schmidt, Dayton; Cecil C. Cole, Canton; Allen G. Piersol, Bellaire; Howard M. Bergert, Canton; Thomas G. McCormick, Mount Vernon; C. A. Warner, Windham; A. F. Scalover, Zanesville; H. F. Hosfeld, Tiffin; John M. Galbreath, Coshocton; K. E. Shauwecker, Canal Dover; A. W. Barton, Cumberland; M. K. Larkworthy, Galion; Otis Bradford, Aberdeen; Herbert Lucas, Circleville; Allen G. Piersol, Greenville; Leon P. Shinn, Huron; H. G. Metzger, Shelby; Anna H. Smedley, North Bend; Francis D. Davis, Newark; George H. Wilson, Steubenville.

The following made a grade high enough to entitle them to the assistant's certificate on their pharmacist examination, if they desire to accept the same: George E. Scanlon, W. F. Braunlich, Cleveland; F. M. Rockwell, Albert Haefner, Roy H. McClung, James C. Blake, Walter J. Fallon, D. L. Hawkins, I. H. Gerhard, Cincinnati; Louis A. Kief, G. Flickinger, Toledo; Ernal M. Moore, LaVerne English, West Mansfield; John R. Clark, Cambridge; C. F. Thomas, Springboro; H. Z. Brower, Farmersville; W. M. Dannemiller, Canton; Thomas E. Webb, Warren; F. M. Keely, Joliet, Ill.; R. B. Court, Mantua; F. C. Christofferson, Logan; Ellis R. Bader, Hamilton; C. E. Hudson, Canton; George W. Pike, Lisbon; Edw. C. Schaefer, Portsmouth; Benj. F. Steidle, Sidney; Lewis Myers, Columbus Grove; Carl C. Bechtel, Orrville; Claude G. Ranger, Morenci, Mich.; G. A. Triplett, Bellevue, Ky.

There were 162 applicants for registered pharmacist, 73 were successful, 39 passed as assistants on such examination and one was absent. There were 64 applicants for assistant examination, 35 were successful, 27 rejected and two absent.

### Illinois.

**SPRINGFIELD, June 19.**—At the May meeting of the Illinois State Board of Pharmacy, 15 out of a class of 43 applicants for registered pharmacist and 19 of the 25 candidates for assistant pharmacist passed successful examinations. Their names follow:

**REGISTERED PHARMACISTS.**—John E. Austin, John C. Borowski, George L. Detrick, George Eckhardt, P. Gonorovsky, Ralph M. Gray, Arthur W. Huff and Maurice Kogan, all of Chicago; Ernest C. Cazel, Wilmette; J. K. Elder, Murrayville; Earl W. Gsell, Evanston; Louis H. Ortzig, East St. Louis; Leon A. Philibert, Highland; H. J. Hearrington, Henning; A. C. Musgrave, Hutsonville.

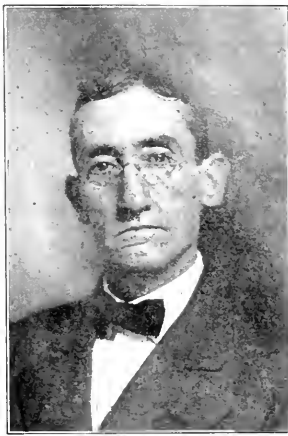
**ASSISTANT PHARMACISTS.**—Oliver J. Adams, Grayville; Harry L. Deck, Girard; Otto Hohenstein, Carl W. Holz, Springfield; Ben J. James, Litchfield; Wm. E. Meyer, Quincy; L. Nierstheimer, Bloomington; Benj. H. Reiss, East St. Louis; John L. Tuscher, Springfield; Kurt H. Wendler, Nashville; C. D. Witter, Maple Park; Joseph J. Barrash, Robert H. Caldwell, Benj. Feldman, I. M. Kalanovske, Arthur D. Langdon, Felix J. Ratajick, Jerry E. Rimsa and Max Sime, all of Chicago.

The next meeting for the examination of assistant pharmacists will be held in Chicago on Tuesday, July 13. On the following day (Wednesday), July 14, an examination will be conducted for registered pharmacists. The next apprentice examinations throughout the State will be held July 2.

DELAWARE PHARMACEUTICAL SOCIETY HOLDS SUCCESSFUL ANNUAL MEETING AT WILMINGTON.



WILLIAM POOLE, Wilmington, retiring president of the Delaware State Pharmaceutical Association.



BENJ. H. MATTHEWS, of Milford, elected president of the Delaware State Pharmaceutical Association.



FRANK H. GRAY, of Wilmington, secretary of the Delaware State Pharmaceutical Association.

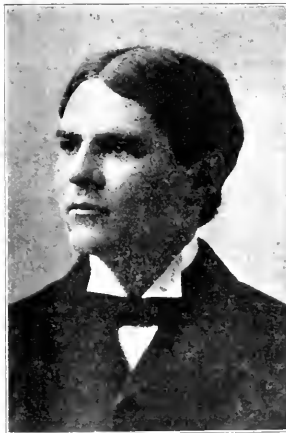
WILMINGTON, June 19.—At the recent 23d annual meeting of the Delaware Pharmaceutical Society, which was held in the parlors of the Clayton House, the attendance was large. Vice-President James T. Challenger, of New Castle, presided at the sessions in the absence of President William Poole, of this city. The Rev. W. G. Koons welcomed the delegates and opened the sessions by prayer. N. B. Danforth, of this city, responded. The reports of the officers showed the society to be in excellent condition.

Delegates were appointed as follows: To the meeting of the American Pharmaceutical Association at Los Angeles in August, H. K. Watson, of Wilmington; to the meeting of the revision of the United States Pharmacopoeia at Washington on May 10, 1910, H. J. Watson, of Delaware College; W. F. Dunn, of Smyrna; William Poole, of Wilmington; alternates, Thomas Donaldson, of Wilmington; J. O. Bosley, of Wilmington, and J. T. Challenger, of New Castle. To attend the meeting of the Pennsylvania Pharmaceutical Association on June 23, H. P. Brown, G. O. Hancock, and Erdman Hoffman, all of Wilmington. To the Philadelphia Pharmaceutical Association, J. M. Harvey, of Wilmington.

The following officers were elected: President, B. H. Matthews, of Milford; vice-presidents, F. J. Harmonson, for New Castle County; H. R. Jones, for Kent County, and W. F. Haines, for Sussex County; treasurer, J. O. Bosley, of Wilmington; secretary, F. H. Gray, Wilmington; executive committee, H. P. Brown, Wilmington; E. R. Allaband, Wilmington; W. R. Keys, Clayton.

Under the law, it is the duty of the society to nominate several members, one of whom is appointed by the Governor as a member of the State Board of Pharmacy each year, as a vacancy exists. This year the term of Dr. W. F. Haines, of Seaford, expires, and the society nominated R. M. Kauffman, Seaford; W. F. Dunn, Smyrna; Norman C. Downes, Wilmington; J. O. Bosley, Wilmington. These names will be forwarded to Governor Pennell.

After the meeting had adjourned, the members boarded



JOHN O. BOSLEY, Wilmington, re-elected treasurer of the Delaware State Pharmaceutical Association.

special electric cars and went to Brandywine Springs Park, where they spent a pleasant afternoon.

"What Is Whisky?"

WASHINGTON, D. C., June 19.—Your correspondent is reliably informed that the recent pronouncement from the Attorney General which assumed to state what whisky really is, is being met by a flood of protests which are being sent directly to President Taft.

These protests are largely from State and local officials and from others who have no financial interest in the controversy. Political leaders in the prohibition movement are also antagonizing the Attorney General's finding, for obvious and not necessarily unworthy reasons.

There is no probability of President Taft rendering the final decision until after the return of Dr. Wiley from Europe. The doctor is expected to reach Washington early in July.

Obituary Notes.

—JOHN W. F. WILLSON, who retired a few years ago from active work, after a career of more than 50 years as a druggist, with a store at Broadway and Dorchester street, South Boston, died recently at the age of 83. He was a native of Portsmouth, N. H., and his father was the founder of *Zion's Herald*, the organ of the New England Methodists. He was a graduate of Wilbraham Academy. He leaves three children.

—WM. H. SCOTT, oldest druggist in Richmond, Va., is dead. He had held public office and leaves three children.

—DR. W. T. BRYTHE, who for a number of years represented Sharp & Dohme, died on the 20th inst. at his home at Oak Cliff, Tex.

—JOHN BERRY, retired, Biddford, Me., is dead, of pneumonia. He had invented and patented laboratory apparatus. A widow and two children survive.

—JOHN J. GOODRAD, for many years a druggist in Jersey City, died recently at his home, 233 Fifth street. He was 57 years old, and was born in England. A widow and a daughter, Mrs. Douglas-Story, survive him.

## THE DRUG MARKETS

### PRICES FIRMER AND TENDING UPWARDS.

Business Continues of Average Volume, With Demand Limited to Meet Current Requirements.

NEW YORK, June 21.—General conditions of the market are unchanged, but business continues of about average volume, with the demand limited to small parcels to meet current requirements. The changes have been few and unimportant, with the exception of menthol and glycerin, which are higher. Opium, quinine and Norwegian cod liver oil are quiet but steady. Insect flowers and insect powders are tending toward higher values. Asafetida shows increased firmness.

**OPIMUM**—Primary markets continue firm with no indication on the part of the principal holders to make any concessions. Regarding the new crop, the news is that rain is required again in some districts, but there is nothing alarming in the situation, and, according to all accounts, the outturn will be about 6500 to 7000 cases, including 800 cases from the Salonica district. Jobbers continue to quote cases at \$4.25 per pound.

**QUININE SULPHATE**—In Batavia on the 17th instant, about 120,000 ounces of Java quinine realized florins 10.20, which is a slight decline, and the lowest point it has reached at any time in the past. The decline, however, is so slight it will not affect the price of the standard brands, which are held at 14 cents per ounce in 100 ounce cans.

**INSECT FLOWERS**—Advices from producing markets confirm to a great extent the general reports about a small crop, and in consequence prices for all the different qualities have rapidly advanced, and at the present time are held at high figures. Open flowers would cost today 25 cents per pound, half-closed 32 to 35 cents per pound, and closed 42 to 45 cents per pound. The prices for all grades were materially advanced last Thursday.

**GLYCERIN**—Manufacturers have again advanced their prices and now hold drums at 17 cents per pound, plain cans 18 cents per pound, and patent cans at 18½ cents per pound.

**DRAGON'S BLOOD**—This article in reeds has become quite scarce in this and foreign markets, and the price has been advanced to 70 and 88 cents per pound, as to quantity and quality.

**ASAFETIDA**—There is a good inquiry for this article, but spot stock of good quality is very scarce and none is being offered at the present time except in a small way. The demand for powdered is active, and dealers are behind in filling orders, owing to difficulty experienced in getting the substance powdered, as it takes time and the operation cannot be hurried without injuring the product. Jobbers announce that they have a good stock of whole asafetida at the mill, and hope in a short time to be well supplied with the powdered variety.

**MENTHOL**—The market continues to advance, and cases are now held at \$2.50 per pound. It would cost to import above this figure at the present time, and a still higher market may be expected. There is a continued good inquiry, together with stronger markets abroad, London cables recently reporting an advance there to 8s 6d. Dealers in the local market refuse to shade prices.

**COD LIVER OIL—NORWEGIAN**—Manufacturers are firm in their views, and there is not any probability of lower prices, but on the contrary, dealers look for a better market, and higher values later in the season.

**CHAMOMILE FLOWERS—HUNGARIAN**—The ruling quotation for prime quality is 45c. per pound in large quantities, and spot stocks are extremely scarce. New crop for shipment is firmly maintained at unchanged figures for No. 1 quality, but for second grade a slightly lower range of prices is named.

**CANTHARIDES**—Prices for Russian are firmer owing to cables of stronger primary markets, and spot quotations for prime flies have been advanced to 60 and 62 cents per pound as to quantity and grade.

**BALSAM FIR**—Oregon continues firm at \$1.25 to \$1.35 in large lots and as to style of package. Sales of barrels have been reported at the inside figure. Canada is quiet but steady

at \$7.00 to \$7.10 per pound, and advices from primary sources are to the effect that there is very little as yet obtainable in producing districts.

**CURACAO ALOES**—Quotations are maintained at 6¼ to 7 cents per pound and sales in a jobbing way are reported at the inside figure. There is a moderate consuming inquiry.

## London Drug Market

LONDON, June 12.—There has been an improved tone in the market this week which it is hoped will be maintained, for business has been exceedingly dull for a very long time. The main feature of the week has been the activity in Menthol, due to unfavorable crop accounts, considerable sales having been made at advancing prices up to 8s per pound having been paid for Kobayashi. Japanese demethylized peppermint oil has also been active and spot business has been done up to 5s per pound. On the other hand American peppermint oil is quiet. Camphor has been quiet and prices are nominally unchanged. Oil of Star Aniseed is 1 penny per pound cheaper at 4s 4d per pound spot. Cubebs are very scarce and after business at 105 per cwt.; holders are asking 115s. At the spice sales there were heavy offerings of Jamaica Ginger and 300 packages, about one-fifth of the offerings, sold at steady rates on the whole but slightly easier in some cases. Business has been done in Buchu leaves at 1s 5½d per pound for good round green.

Opium is steady on the spot but in view of crop reports from Smyrna there is a probability of a weaker tendency in morphine and codeine. Glycerin continues firm. Jalap is quoted high, good testing tubers being held for 2s per pound. Reports received here from the South of France are to the effect that the crops of Lavender and Neroli will be below the average. The reports to hand regarding the English medicinal crops are on the whole favorable.

### Chewing Gum Interests Merge With Large Capital.

The Sen Sen Chiclet Company was incorporated under the laws of Maine with a capital of \$6,700,000 last week, for the purpose of taking over the business of six of the largest factories of chewing gum in the United States and Canada. The interests merged are: T. B. Dunn Company, of Rochester, N. Y.; Frank H. Fleer Company, of Philadelphia, Pa.; C. R. Somerville, of London, Ontario; The After Dinner Gum Company, of Rochester, N. Y.; Grove Company, of Salem, O., and George B. Curtis Company, of Portland, Me. The officers of the new concern are: T. B. Dunn, of Rochester, chairman of the board of directors; F. H. Fleer, of Philadelphia, first vice-president; A. P. Leighton, mayor of Portland, second vice-president, and C. R. Somerville, of London, Ont., secretary. Announcement has been made by the New York brokers who brought about the merger, that there has already been a large subscription to the securities of the company by directors of the American Chiclet Company, but that there will be further offerings to the public.

### Mixture Explodes—Druggist Badly Hurt.

KANSAS CITY, June 19.—While compounding a prescription in his store at 15th street and Troost avenue recently, Harley High was badly injured by an explosion of the chemicals which he was mixing in an evaporating dish. His right hand was badly hurt, and powdered chemicals were blown into his face. Mr. High was suffering so greatly that he could not tell how the explosion occurred. No one else was near.

The injured man was treated at the residence of Dr. W. T. Singleton, Jr., directly across the street. It was found necessary to amputate the right thumb at the first joint. The great mass of powder which had been blown into Mr. High's face was picked out. He was taken to his home, 3214 Chestnut street. Fire which resulted caused \$900 loss.

### Orleans Magic to Advertise a Drug Store.

In Louisville, Ky., recently Frank Hertle resorted to Oriental magic to advertise his new drug store in the Seelbach Block. "A famous exponent of black art" did the demonstrating and the plan attracted large crowds to the new pharmacy.







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The Pharmaceutical era

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