

former being run and supervised by Pharmacists, the latter by Druggists. It says a pharmacy should be fitted and equipped so that it can fill physicians' prescriptions and do scientific and ethical work, and that drug stores, of course, should devote their time to the selling of patent medicines, cigars, soda water chewing gum, and we may add bandages, cotton, in other words all articles that in case a druggists make a mistake he would not harm any one.

We agree with them in every way and manner. We believe that a pharmacist is a professional man, and should do professional and ethical work only, work that benefits the public as well as the physician. We have no more right to do unprofessional work than a physician.

We know that pharmacies can be limited in number by legislation and will be perfectly constitutional on the ground that it benefits the public. Pharmacists in America should be on equal rank and be given equal protection as those of Europe. What is holding us back? Physicians are in favor of it, pharmacists are in favor of it, the public not only favors it, but expects it.

The answer is honest and beneficial legislation. When we get it pharmacists will be limited in number by law.

OTTO ZEMAN.

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PEPARING FOR NEXT YEAR'S MEETING.

Association meetings are over for this year but it is time to begin getting ready for next year's meetings now. The real problem for most druggists is how to meet the expense of attendance, and no one need be ashamed to admit that this expense is a real reason why he does not attend association meetings, but if a little economy be practised and a determined effort made it will be easy for every druggist to attend some meeting. A few dollars put aside monthly between now and next summer will provide the means for attendance, a hundred dollars will take one a long way, and no one need fear the expense of social display, for druggists are not usually "malefactors of great wealth" and avoid high-priced hotels and display. Begin saving now; it will be the best and most profitable saving one can do.—*American Druggist.*

Proceedings of the Local Branches

"All papers presented to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art. III.

Reports of the meetings of the Local Branches should be mailed to the editor on the day following the meeting, if possible. Minutes should be *plainly* written, or typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporterr.

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NASHVILLE BRANCH.

PRELIMINARY WORK FOR BIG CONVENTION —
NASHVILLE BRANCH PHARMACEUTICAL
ASSOCIATION MEET WITH INDUS-
TRIAL BUREAU.

In response to a call issued by the Tennessee Industrial Bureau to the druggists of the city, a joint meeting with Nashville branch of the American Pharmaceutical Association was held Thursday afternoon in the board of trade rooms. The object of the meeting was to begin preparations for the reception of the American Pharmaceutical Association which recently decided to meet here next year.

Dr. J. O. Burge called the meeting to order and read many letters from members of the association in various parts of the country extending their congratulations to Nashville for capturing the convention for next year.

Secretary A. P. Foster, of the Industrial Bureau, in addressing the meeting, said that he felt proud that through the efforts of the bureau Nashville had secured such a large and honorable body of men to meet here. The bureau did not invite all conventions to meet here. Only the good ones are wanted. The American Pharmaceutical Association was especially desirable. The good accruing to Nashville from such a meeting would be far reaching, he said. He pledged the support of the Industrial Bureau, the board of trade and other business organizations in entertaining them.

Dr. G. W. Hubbard and Dr. C. C. Young gave glowing reports of the recent meeting of the association at Denver which they at-

tended and they felt sure there will be no cause to be ashamed of Nashville. Enthusiastic talks on behalf of the association were made by Drs. Ira B. Clark, R. L. Eves, S. C. Davis, E. A. Ruddiman, J. D. McDaniel, Earl Kemper, G. W. Hubbard, W. R. White and others.

Ira B. Clark was appointed chairman of the membership committee which will begin a strong canvas of the entire south for new members.

The other necessary committees will be selected at the next meeting, October 10, when active work will begin in preparation for the entertainment of the association.

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ST. LOUIS BRANCH.

St. Louis Branch held a special meeting at Anheuser-Busch Brewery on Thursday afternoon, September 19, and under the able guidance of Messrs. John Appelt and F. W. Seibel, the following made a general inspection of the plant: F. H. Hambrock, W. W. Moxley, W. O. Luton, Charles E. Dyer, C. D. Dillard, J. W. Thomas, W. P. Overstreet, A. A. Saavadra, Wm. Fredericks, O. F. Foehner, H. J. Stolle, P. L. Gain, H. G. Vallance, John Wasem, Arthur Schulte, C. R. Rhodes, Delta E. Combs, Charles Geitner, Louis Lieberstein, Wm. J. Meisburger, W. J. Lischen, P. Hanser, G. J. Riley, F. Kincaid, George Rawleigh, T. E. Armstrong, G. Gibson, W. Price, A. F. Raker, F. W. Stuart, F. K. Dillman, G. C. Whitmore, Wm. H. Lamont and J. W. Mackelden.

The next meeting of the Branch will be held at the St. Louis College of Pharmacy, 2108 Locust street, on Friday evening, October 19. **WILLIAM H. LAMONT, Sec'y.**

FINDING THE WEAK SPOT.

Maybe you've spent half an hour showing a line of goods to a customer, discussing their merits and his particular needs—and at the end of it all, he's trotted out without dropping a single sou-markee into your mite-box. That's an experience that hits us all, at regular intervals, and pretty generally releases the lever of our mental cussograph, too.

Next time you miss a sale in that mysterious way, take a few quiet minutes to your-

self and puzzle out the mystery. How did that customer look upon you and your goods. What was wrong with your line of talk. Where did you trip over yourself. Why did the goods fail to meet his particular needs. Did you have more suitable goods—and if you did, why didn't you think of them and push them. If the goods you did offer should have suited, what manner of presenting your case would have landed the sale.

That kind of self-analysis will disclose amazing weakness in the selling methods of the best of us. Put your finger on those weaknesses, and it's a mighty simple matter to improve. The percentage of lost sales will rapidly decline. The problem is—find out what's wrong. Once you've settled what's wrong, it's easy to find a remedy.—*Western Druggist.*

THE MENTAL DANGER LINE.

When we come to sheer hard work with the brain, we are close to the danger zone for many a business man or factory head. Attention to one thing or one line of thought is a strain very like excitement so far as the effects are concerned. It takes more blood to supply a hardworked brain than it does for the same brain when it is tranquil. An excited man finds that his temples are throbbing. More blood is needed because the waste of tissue is greater. Nature here endeavors to introduce a sort of economy. Close attention causes many external impressions to be shut out from the consciousness.

The process of shutting out external impressions assists in maintaining attention, but while it helps the worker for a time, it has its effect on the brain. Cats, both large and small, which lie in wait for their prey, develop such concentration of attention as practically to deaden the other faculties. When in this state hunters can usually approach them without being perceived. A man may work hard amid noise and disorder, but in time fatigue appears as nature's protest against the strain of work, the noise and the distractions caused by the disorder, and the attention automatically slackens.—G. S. HODGINS.