

Fourth. No time is lost by employees before or after the time for lunch caused by change of dress, adjusting hats, etc. •

Fifth. Better moral influence than if allowed to go into undesirable neighborhood.

Sixth. It eliminates the necessity and inconvenience of carrying cold lunches and of going out in disagreeable weather.

I desire to express my indebtedness to W. G. McHenry, superintendent of this laboratory, for much of the data here presented.

THE PRACTICAL PHARMACIST.

—
L. HALE.
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There exists many opinions as to what constitutes the practical pharmacist, each individual opinion to a great extent formed by the channel of thought and endeavor of the respective pharmacist.

The idea that a man can spend four or five years selling various drug store goods from soda water, cigars, shoe polish, and patent medicines and claim the right to be a pharmacist is past. There must have been a certain amount of research and study before anyone can claim such a title. For a number of years there has existed two distinct forces representing the ultra opinions as to the ultimate position the pharmacist is to occupy. Each is vigorously endeavoring to master the situation and each having a few splendid examples of success to confirm the soundness of their contentions, but not practical for the average pharmacist for in each instance these successful examples have been to a great extent creatures of environment and would be wholly impracticable for the great army of pharmacists over our country.

On the one hand we find so-called drug stores that are really department stores with the drug department one of the smallest and most insignificant features. Such stores can exist only in congested centers of population and it is exceedingly rare that they ever attain any great degree of success in what must always be the chief aim of the properly conducted pharmacy—the filling of prescriptions. As an illustration of the success of such stores in this line I will remind you of the fact that one of the largest stores of this type in the United States fills on an average only 100 prescriptions a day.

Against this is arrayed that which would immediately strip pharmacy of all commercial features and transform her into a full fledged profession. However desirable this may be we are not ready for it yet and it is impracticable at this date.

In my opinion for many years to come the most practical pharmacists will be those who correctly blend the professional and mercantile into a happy union. The pharmacist must be both a professional man and a merchant. As a profession I believe that our recognized schools teach all the age demands. I further believe that all pharmacists would be the better by having taken the course of study they prescribe and that the demand for this is constantly increasing each year. The

idea that the manufacturers make and supply everything and that all the druggist has to do is to pour from one bottle into another is an old one and grows less true with each advancing step of pharmacy.

One of the most important and practical lessons we should learn is that it is our business to fill prescriptions and not write them. At the same time we should be able to tell old time customer and friend the correct amount of iodide of potash to put into a quart of rain water to cure rheumatism. Neither should we refuse to inform our other good friend the correct amount of quinine to put into a quart of whiskey for a bad case of malaria; we should also inform him of the nature of the remedy for and the frightful results that might follow an overdose. In other words there is certain information the public expects the pharmacist to supply and it is impracticable and poor business not to do so. Much of this can be given in such a manner as to show him the wisdom of consulting a physician and at the same time increase his customer's confidence in himself. Certainly nothing is more helpful than public confidence.

As to the learning of the commercial side of pharmacy, there is a part to this that can only be obtained by actual experience and is within itself a constant study and subjected to the same changes and advancements as are the most profound and advanced professional thoughts. I regard the recent addition of a commercial section in our colleges as a step in the right direction. In fact I trust it will not be long before they have in connection with their laboratories a well equipped pharmacy in which all the every day details of the business are shown.

The public expects the pharmacist to be able to tell all about the goods he handles. A man may buy a cheap hairbrush from a department store and in doing so he simply pays the price asked and is gone. Not so with him in the drug store—he wants to know all the details connected with its making and why this one should be higher than that when they look so much alike. The druggist is expected and should know. Now what is true of this one item is true of the many. The more he knows about his goods the better he is prepared to meet the present day opportunities of the present day pharmacist. This may not do in a hundred years from now but it is the practical course for this practical day.

A NEGLECTED ASSET.

JOHN J. BRIDGEMAN, PHAR. D.

Every man, whether scientific, professional or engaged in mercantile pursuits, must command a certain amount of what is ordinarily known as "business sense" and therefore have his attention attracted by the word asset, since it means to him something which he possesses or something to be reckoned with in the striking of a balance, or the determining of what one is worth. Now there is an asset which we all possess but which I am sorry to say is sorely neglected by the members of our honored profession, or seldom credited by us, to the full value—namely, the asset of mental and physical health. I have been asked by the Chairman of this Section to treat of this asset and to point out how it actually affects the earning capacity of men. You are all familiar with the expression so often heard, "A sound body begets a sound mind," and I venture to say that there is scarcely any one present who has not repeated it and then took to cover for fear