

a Michigan druggist, \$196.00 was saved last year in cash discounts. A saving of \$196.00 a year is equivalent to the net profits on sales amounting to \$1,500.00 or \$2,000.00—in other words, one would have to increase his business to this extent to make as much money as he can make without any trouble whatsoever by merely taking advantage of his cash discounts. And yet druggist after druggist goes to sleep on this opportunity, and pays anywhere from 1 to 4 or in some instances 6 per cent. more for his goods than he should.

These are a few of the reasons why some druggists don't make more money. I haven't tried to exhaust the whole catalogue of shortcomings—but I have already talked long enough. Neither do I mean to suggest for a minute that druggists are any worse than other retail merchants. They aren't. But I am convinced in my own mind that as a class they do not make that close economic study of their business which the times demand. They are scientific pharmacists—but they are not scientific business men. Modern business is just as much of a science as astronomy or biology or engineering. The old shipshod methods won't go—we are either up-to-date or out-of-date.

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#### THE OLD ORDER CHANGETH.

It is futile, though human, to lament the passing of the old-time apothecary, with his intimate knowledge of the drug from the appearance of the first seed leaf in the field or in the garden up to the time when it left his store in the form of an infusion or decoction. The regret has no warrant in the ultimate result accomplished, so far as the medicinal products are concerned. The most that the most skillful pharmacists could hope to accomplish under the old regime is accomplished under the new more expeditiously, more economically and more uniformly by the skilled manufacturer.

But the field which has been narrowed for the pharmacist in one direction has been widened for him in another. If the modern successor to the old-time apothecary has a scientific bent he will find an outlet for it in bacteriology, and in carrying out microscopical and chemical investigations for the physician. Scientific training, moreover, need not be wholly lost in the purely commercial aspects of the business. Indeed, there has quite recently grown up a science of commerce, which consists in the application of scientific methods to the solution of commercial problems, and the trained exponents of this new science of commerce terming themselves efficiency engineers, industrial organizers, etc., have shown that even in the smaller details of industrial and commercial callings the application of scientific principles may be made the basis for material reduction in effort and increase in efficiency. While the individual pharmacist may have been the loser by newer developments in the making of medicines, the world as a whole is the better off, and it is the type which must profit, even at the cost of the single life.—*American Druggist*.