

"These results from Dr. Kebler's report are especially interesting when compared with those presented in the paper, as the former may be said to represent the work of trained chemists, while the latter represents the work of inexperienced chemists. With both classes of operators we find that in the majority of cases the variation in results are less when aliquot parts are used. However, with equal care, I believe that the difference between the two methods is not very great, so that if either method is used in the next revision of the Pharmacopœia there will be but little ground for criticism.

"The causes for error when using aliquot parts are: First, inaccuracy in measuring, and second, loss by evaporation when pouring the volatile solvent on the drug and again when measuring the aliquot part. To reduce this to a minimum the solvent should be cooled before measuring, and again reduced to the same temperature before measuring the aliquot part. It appears, however, that the error due to these causes is no greater than the error due to imperfect extraction, when using the total extraction method. Different results are frequently obtained by different operators when using the potassium mercuric iodide test to ascertain if the drug is exhausted."

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### THE PLACE OF THE JOBBER.

Of course, in the last analysis, the existence of the jobber depends, as it does with all others, upon his proving himself worthy of his hire. In business no men or methods can survive in a struggle with other men and other methods that do the work more cheaply and efficiently.

As long as a territory is sparsely settled its business does not justify manufacturers in sending out their own salesmen. The trade is handled by wholesalers. As soon as the territory becomes populous and prosperous, the manufacturer naturally begins to consider whether or not it is more to his advantage to deal direct with the retailer or through the medium of a jobber. This sort of situation is continually recurring, and the manufacturer's decision is made in terms of *cheapness* and *efficiency of service*, whether he advertises or not. In a situation like this, if the wholesaler cannot prove himself worthy of his hire, he loses his customers.

The manufacturer who wants to do away with the wholesaler has a man's job in front of him. Suppose, for example, he decides to do away with jobbers in the Middle West. The first thing he can count on is a loss of anywhere from 10 to 50 per cent of the trade—no very alluring prospect. Next, he must take upon himself the expense of a big selling force, of a vastly complicated shipping problem, of new storage warehouse facilities, of much increased bookkeeping and credit departments, and he must accept in the place of three or four large ledger accounts, which are as good as gold, several thousand petty accounts in which the risk of loss is problematical. Furthermore, he must induce the retailers to accept all the troublesome complications which come from buying from many concerns instead of from one.—*McPike's Bi-Monthly*.