

In order to shorten your hours it may be necessary to go over your business, department by department, searching out better methods, installing up-to-date systems, making more records, in fact, doing everything that will tell you how your business stands, what your percent of expense is, percent of profit, the condition of your stock, and your turnovers. In this work you will need assistance. Would not the satisfied clerk be the most efficient? He is the man who works with his head as well as with his hands, for his mind is on his work instead of on his dissatisfied condition.

What we need mostly in pharmacy today is

Satisfied Clerks.

Efficient Clerks.

Willing Clerks.

Clerks who will look after our interests.

Shorter hours will do this; put your clerks under the same working conditions as the drygoods clerk, and I am sure many of your troubles will disappear.

There is one more question. What about these evenings—the time that rightfully belongs to your family? What about these evenings—the time that rightfully belongs to your clerk's family? No matter what success you may attain in your business, if you have to get it at the expense of your home life, I say to you the cost is too high, the value received too low.

PURE SKUNK FAT.

BY J. M. ANDERSON AND E. C. MERRILL.

About a year ago, in connection with some work in this department, it was desirable to know the analytical constants of the pure fat of the skunk (*Mephitis mesomelas* Licht). A search of the literature at that time being fruitless, an authentic sample of the fat was obtained from a freshly killed animal and rendered in the laboratory at a low temperature. Inasmuch as there appears to be no previous record of these analytical constants in the literature, the following results which were obtained are submitted for purposes of record.

The oil obtained was a pale yellow oily liquid at 25° C. After standing for a time at room temperature, a large amount of semi-solid fat precipitated. When chilled to 13° C. it entirely congealed. It had a characteristic odor and an acrid bitter taste. It possessed the following constants:

Specific gravity at 40° C.....	0.91107	Unsaponifiable matter.....	0.25%
Solidification point.....	13° C.	Soluble acids.....	0.544%
Hehner value.....	95.26		
Saponification value.....	197.74		
Iodine value.....	82.44	MIXED FATTY ACIDS.	
Acid value.....	3.61	Melting point.....	33° C.
Acetyl value.....	10.98	Acid value.....	202.01
Refractive index at 40° C.....	1.4610	Iodine value.....	79.62
		Refractive index at 40° C.....	1.4510

ANALYTICAL & RESEARCH DEPARTMENT,
 UNITED DRUG COMPANY,
 BOSTON, MASSACHUSETTS.