

Dr. Weinstein: I do not see what I could learn from this. This is the arrangement in most of the stores. The difference is that most of the stores do not do \$2,000 a month. There are stores in New York that do \$2,000 a month or say \$25,000 a year, but most of the stores would be happy if they could do so.

Mr. G. H. P. Lichthardt: It seems to me that the valuable part of that paper is the suggestion as to salesmanship. It is brought out very forcibly. I never realized when Jimmy came in with a prescription for an old gentleman with the rheumatism that possibly he might want a water bag. I know that I could not hold a job in a chain store because I could not do that. I would get fired the next week. But that is evidently the great point in that paper, to my mind.

Mr. F. W. Nitardy: The way that paper is written, you can see that it is by a man that considers dollars and cents in the drug business. He is a merchant and he is a business man, and his eyes are open for getting the dollars. We have got to do that, even though we like to be technical pharmacists.

I have been told lots of times that I am not a business man at all; that I am a scientific man. I do not lay any claim to that; I try to be a business man; that is the way I make a living.

I think there is a lesson in that paper. I don't agree with Dr. Weinstein that he cannot see anything new in the paper. I think it sets us a good example. I greatly appreciate the idea of Mr. Liggett.

MAGNESIUM CHLORIDE TO STIMULATE CYTOPHYLAXIS.

The property possessed by living cells of protecting themselves from infection is named by the author cytophylaxis. The favorable action of the majority of antiseptics used is due not so much to their killing the harmful micro-organisms, but to their allowing the process of cytophylaxis to proceed. This is mainly due to the action of phagocytes. Unfortunately, the majority of those antiseptics which kill the harmful germs, at the same time destroy, or hinder, phagocytosis. Even in the most favorable cases the number of phagocytes is reduced by 80 per cent. This explains the lamentable number of failures which follows the use of antiseptics when applied to infected wounds. The problem of killing the microbes without injuring the living cells has not yet been solved; but many antiseptics are known which destroy the cells without with certainty destroying the microbes with which they are mingled. The author has therefore experimented with a number of non-antiseptic solutions which stimulate phagocytosis. Of these magnesium chloride, in the proportion of 12.1 per 1,000 is one. This solution increases phagocytosis 75 per cent. compared with physiological salt solution, and the latter is 63 per cent. more active than Ringer-Locke's serum. The augmentation is observed not only in the number of active polynuclear phagocytes, but also on the individual phagocytic power of each cell. The solution retains its cytophylactic power when administered by injection into the circulation. It may advantageously be employed in this manner as well as applied locally in the form of dressing.—*P. Delbert and Karajanopoulo (competes rend., 1915, 161, 268), through Pharmaceutical Journal.*