

scribed the above motto should be reversed for the sweetening portion of it is on the outside—in fact constitutes the greater percentage of the finished product.

Having encountered an exceptionally obstinate child, who was in need of a hepatic stimulant, a physician appealed to us for assistance in devising a pleasing form of medicine to meet the case. The first resort was to chocolate marshmallow drops into which the drugs were carefully introduced, taking care to leave no traces of the work done upon the confection, but this did not appeal very greatly to the patient, hence we were compelled to search further for our diplomatic ally. The reward for our experiments and trials was discovered in the form of what are known to the confectionery trade as Ceylon Wafers. These are small discs, flat upon one side, and rounded upon the other side, made of sweetened, flavored chocolate.

The discs were carefully hollowed out into a cachet-like container, into one of which the drugs were carefully placed. Another disc was then coated with heated chocolate syrup or Mucilage of Acacia and placed upon the drug-laden disc, when they were sealed together smoothly—the finished product showing no evidences of the deception to be played upon the unsuspecting objectors to medication for their ills.

These cachets were readily taken by the patients to whom they were administered, with the desired results. Certainly this form of administering drugs will not permit of bulky doses or unpleasant tasting drugs, but from our experience, it offers a method of combating unruly patients, who have a fondness for chocolate sweets.

The neatest products will result if the discs are carefully selected, so that they are of one size, and in warm weather, if rubber finger tips are worn so as not to dim the luster of the exterior of the cachets.

A FEW PRACTICAL HINTS.

LOUIS SCHULZE.

SOL. MAGNESIUM CITRATE.—Having strong faith in sterilization as a preventative of the formation of fungus growths in solutions of chemicals, for somewhat over a year we have prepared this solution by heating the distilled water to the boiling point for about half an hour, then adding the magnesium carbonate and citric acid; after the reaction has ceased, bottle while still hot, add the potassium carbonate and cork securely.

Thus we have been able to obtain a perfectly clear solution which remains so until the lot prepared at one time (usually one dozen) has been dispensed; since using this method we have found our sales of this popular remedy have increased, hence have come to the conclusion that there must be some improvement in the method that makes the final product more acceptable to the trade.

CHALK MIXTURE.—Time being a valuable consideration to the busy pharmacist, some few years ago we conceived the idea of adding to the Compound Chalk Powder an amount of oil of cinnamon equivalent to the amount contained

in sufficient cinnamon water to form a definite quantity of Chalk mixture, and have found this a quick and easy method of preparing the mixture when needed; namely, by weighing sufficient of the Compound Chalk Powder containing the oil and adding thereto the required amount of distilled water.

LIME WATER.—We have had most excellent results in maintaining a strictly U. S. P. article of Lime Water by preparing it from a Calcium Oxide which is marketed in air-tight tubes, each containing sufficient to make one gallon on addition of the required amount of distilled water.

We have found this a rapid and convenient way of preparing this article in a form to meet the official requirements, an important matter in these days of pure food and drug laws.

COLLECTIONS "ON ACCOUNT."

In regard to current accounts with credit customers, it is always well to mail a statement at the beginning of the year. A certain percentage of people straighten out their financial matters at that time, and these people will pay their bills. Another class, dubious pay, make an effort to do better with the advent of a new year, and it is just as well for the druggist to take advantage of the spasm of reform and get something on account.

One druggist says: "When a man gets to owing me more than he can pay me in a lump, I do not mention the amount of the bill, but go after him hammer and tongs for something on account. If I can get him to make a couple of payments on account, I often get the bill reduced to a figure that does not scare him or make him decide to jump me altogether. If I went at him for the full amount, a sum that he could not possibly raise, the chances are that he would get sulky and let the entire bill go by the board."

This is good reasoning, and a number of druggists follow it, going after something on account until they can get the bill reduced to some extent, and then making a strike for the full amount. Suing a man is always a risky business, and it is well to avoid doing this whenever you possibly can. A young, hot-headed merchant often threatens suit, but the older he gets the more willing he is to keep out of a lawsuit. There's nothing in making enemies. You will pick up enough in the ordinary course of business as you go through life.—*National Druggist*.

FAILURE SHOULD NOT DISHEARTEN.

"High ideals, noble efforts will make seeming failures but trifles, they need not dishearten us; they should prove sources of new strength. The rocky way may prove safer than the slippery path of smoothness. Birds cannot fly best with the wind but against it; ships do not progress in calm, when the sails flap idly against the unstrained masts."—*William George Jordan*.