

with several portions of warm water. Should the crude fat show a high iodine value, a small quantity of sodium phosphate is stirred into the warm fat and allowed to stand, with occasional stirring. After two days, the chemical is washed out with warm water. The fat is again tested, and if the results show that it comes within the limits of the Pharmacopoeia, the bleach is applied.

After bleaching, the fat is washed until analysis shows that the product meets the requirements of the Pharmacopoeia and the wash-water does not respond to the test for the bleach used. The finished product should have a light yellow color and be free of any strong animal odor. The last traces of water are removed by allowing the fat to stand in a warm kettle. A more improved method is to pass the washed fat through a high-power centrifugal.

From this anhydrous fat is made the hydrous product. As we are aware, wool fat will hold as much as thirty percent of water. This amount of water can be worked in very well, but when the product reaches the market it has a tendency to separate out. It is better to add only twenty-seven percent of water. The product is now ready to be run off into containers, direct from the emulsifier or mixer.

To conclude: Swint is an admixture of hair, dirt, soap and fat. It must be washed with an acidulated water, and is purified by successive washings. The final water is removed by allowing the fat to stand in a warm kettle or by use of a separator. The finished product should be of a very light yellow color. Hydrous wool fat is made by incorporating twenty-seven percent of water, thoroughly mixed until a smooth cream-yellow color results.

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SOLICITING PRESCRIPTION PRACTICE.*

BY K. F. EHMANN.

In order that a successful prescription practice may be established, one must first lay proper foundation. The equipping of this department requires care and attention. Location, suitable apparatus and the convenient placing of all pharmaceuticals used are essentials, to say nothing of cleanliness; in a word it must be inviting and attractive. Going into many pharmacies an individual would get a very broad idea as to what a prescription department should and should not be—in some cases, it is the get-together room of the neighborhood, where all the happenings of the day are gone over.

After it is completely equipped, the next consideration must be given to the containers for prescriptions—the bottles, corks, labels and caps. For capsules or tablets, a metal screw-cap vial is best suited, with the label on the inside. Powders have a better appearance in hinged boxes. The advantages of neat-looking packages are many and well worth the investment. A legibly written label, on a clean container, is a very good advertisement; it attracts the doctor and the patient; the appearance of the finished prescription when it arrives at the sick room is the silent salesman for the pharmacy from whence it came.

* Read before Section on Practical Pharmacy and Dispensing, A. Ph. A., New Orleans meeting, 1921.

Another point of great value in building up a prescription practice is to invite the physician to inspect the department in which prescriptions are filled. This may be done by personal invitation or by letter. If, while the doctor is making this visit, you call to his attention new methods of administering medicaments, or some special feature you may have for taking care of them, you would be helping the doctor, as well as fixing in his mind your qualifications for that work.

In order that the pharmacist may solicit a prescription practice, he must have a selected physicians' mailing list. A personal letter to each doctor, once every month, calling to mind some particular work or some special way you may have of taking care of prescriptions, will prove very beneficial. Envelope inserts are very useful at times. The same may be said of prescription blanks with the doctor's name printed thereon. One thought must always be borne in mind, that an air of refinement and professionalism should obtain with all the work.

The location and equipment of the prescription department having been selected and the doctor invited to inspect this department, it is now your duty to give prompt and efficient service. Many patrons of a pharmacy are driven away through poor or indifferent delivery and as the great out-standing slogan to-day is *service*, your success depends to a great extent on carrying this into effect.

To conclude: in order to solicit a prescription practice, one must obtain the proper place, proper equipment and the proper service. Success depends upon the perfection of details. Earnest and conscientious service, with a desire to serve and please, will assure the coöperation of the physician and the patronage of the laity.

EXPIRATION DATES FOR UNSTABLE MEDICINES.*

BY E. C. AUSTIN.

In the category of remedies used for the treatment of disease there are many, as every pharmacist is aware, of the class known as extemporaneous preparations, that rapidly lose their potency.

Regardless of the care used in their manufacture, and of the efforts of the pharmacist to dispense only those of standard strength, these undergo more or less deterioration when they have been in the hands of the patient but a short time.

While there are a number of signs which betray to the initiated the fact that a change is taking place in such a preparation, it is too much to expect that these signs will always be noted or properly interpreted by anyone but a pharmacist. Verbal instructions to the nurse or patient will, in many instances, help to retard decomposition, but such instructions are often imperfectly understood and likely to be soon forgotten.

It is admitted that most prescriptions and other preparations of a perishable nature are intended to be used for a short period only, and are generally dispensed in comparatively small amounts, but that does not alter the fact that very frequently they continue to be used long after they have lost their full potency and sometimes after they have become worthless or even harmful. Unless the pharmacist is present in such cases, to point out the real cause of the trouble, he is liable to be

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