

which it was referred that the Executive Committee of the National Drug Trade Conference favored the principle of price standardization involved in the measure, although the Committee was not prepared to express an opinion upon the bill in all its details.

A communication was then read asking that the Conference endorse the following resolution :

*“Resolved, That the National Food Trades Conference does hereby recommend the appointment of a competent Federal Commission by the President by and with the consent of Congress authorized and directed to investigate the pure food and drugs laws of such foreign nations as may appear most advisable, and their administration and enforcement and to report fully the result of such investigation, which report shall include a statement of the existing laws, regulations, standards, methods and such other information as may be of interest, which report shall be published and made available for general use.”*

On motion duly seconded, put to vote and carried the resolution was received and referred to the Conference.

On motion, duly seconded, put to vote and carried, Dr. A. R. L. Dohme was requested to confer with the Revision Committee of the National Formulary and induce them to reduce the quantity of heroin in official mixtures from one-third to one-quarter grain per fluidounce.

There being no further business to consider, the Committee adjourned.

CHARLES M. WOODRUFF, Secretary.

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### KNOW WHAT YOU WANT—THEN GO AFTER IT.

“Half the failures, half the fellows who never get beyond holding down an unimportant job at only a small salary,” said an employer of many men the other day, “have quite as good brains and education as the chap who goes by them like an express train past a post. Only he knows exactly what he wants, and goes after it with all there is in him. You can’t stop the one kind—and you can’t boost the other.”

How about you? Do you know what you want?

If you do know, thoroughly and clearly, and want it hard enough, you’ll get it. Or at least you’ll come mighty close to getting it, and you’ll certainly be one of the movers, not one of the stickers in life.

If you know what you want you won’t be haphazard in your aims, and your energies will be directed into a single channel. There won’t be what efficiency experts call “waste movements.”

Try then, right away, to arrive at a clear understanding of what you want. After that study out the steps necessary to get it and begin on the nearest one.

You will be more than astonished to find how this distinct knowledge helps—how the things you do begin to count, how the waste wood is cleared out and the trail you mean to follow grows plainer.—*The Western Druggist.*