

PHOTOGRAPHIC WORK AND SUPPLIES AS A SIDE-LINE.*

BY EMIL ROLLER.

It is a deplorable fact that it is impossible for the average pharmacist in this country to conduct his business as they do in European countries, on a purely scientific basis.

Certainly, the progress made in pharmaceutical education within the last twenty-five years fully entitles the pharmacist to do so, but if tried in practice 99 percent of the attempts would end in failure; therefore we have found it essential to our very existence to branch off from our regularly appointed duties to meet the rapid competition which springs up hydra-headed on all sides of us; we must blind ourselves oftentimes to the ethical aspect of our profession and join that vast class known as the American tradesmen. I say it is deplorable, but I am equally aware of the dire necessity of our actions. But let us be as jealous of our scientific attainments as we can, and let us exercise our scientific knowledge in as many dignified ways as possible. There are many side-lines which we can profitably handle, and still make use of our knowledge of chemistry. Let us take, for instance, the science and art of photography. There is hardly a home-to-day where there is not some form of a camera.

In the early days of the amateur, he was compelled to finish his picture from beginning to end, as he could not have the developing and printing done as easily as he can to-day. He had to come to the druggist to make up for him the different solutions or baths, such as developers, fixing baths, gold toning baths, intensifiers, reducers, and so on. The sale of the chemicals for these solutions, or the putting up of them, was a great source of income for the druggist, and having a clientele for these preparations, it soon became a necessity to also keep the plates, films and papers on hand to supply the demand. The profit in these goods varied from 40 to 100 percent in those days; however, this situation has changed within the past eight or nine years. At first, regular photographic galleries started to develop plates and films and printed pictures for amateurs; their charges were rather high and the druggist, who traded in photographic supplies, did not suffer much from this opposition, but soon some shops came into existence that made a regular business of developing and printing for the amateur at prices as low as 5 cents for the print. This, of course, was very enticing for the people and they soon gave up the laborious work of doing their own developing and printing. To-day the amateur who finishes his own pictures is a rarity, and competition in this field has also spoiled the prices we first received. Now most of these professional printing concerns charge nothing for the developing of the films and from 3 to 5 cents for the prints, according to sizes; they allow the druggist a profit of 30 to 40 percent for turning the work over to them. It has, however, stopped our sales of photographic chemicals and solutions and consequently the many other little essentials needed by the amateur photographer; all that is left to us now is the sale of films, cameras and the commissions from printing agencies, but to offset

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this loss it brings certain people into the store, who otherwise would never have entered.

One thing is very necessary to make this line a success and that is, when you handle photographic supplies, make yourself acquainted with the different photographic processes, so that you can answer all kinds of questions when people tell you about their failures, so you can show them how to avoid these in the future. This will give you a standing as a quasi expert, and once having gained the confidence of the amateur you can always have his business.

It is more than worth while to cater to this kind of trade, as the number of amateurs increases constantly, and in many cases it is a paying business from the outset. Having had twenty-five years' experience in the photographic work, always with success, I am sure you, too, if you give this side-line a trial, will find it not only interesting to yourself, but also very profitable. Try it, I ask you who have not done this work, for it will pay you.

MOSES A WISE DOCTOR.

There has been gathered a collection of facts to prove that the sanitary laws of Moses were not only on a line with the modern rules of hygiene, but in some cases in advance of them.

The Jew, thousands of years before Christ, settling in a semi-tropical country, was forbidden to eat pork or shellfish, and milk was designated as a source of contagion. In the Talmud a method of slaughtering animals was prescribed which is acknowledged to-day in our markets as the most sanitary.

Five thousand years before Koch gave to the world the results of his researches in bacteriology, the Mosaic law pointed out the danger to man from tuberculosis in cattle, but did not forbid infected poultry as food. It was only a few years ago that German specialists discovered that fowl tuberculosis was harmless to man.

The Mosaic law also enforced the isolation of patients with contagious diseases and the burial of the dead outside all cities. These hints the Gentile world did not fully accept until a century or two ago.

The wise law giver prescribed not only fasting at certain periods of the year, but the removal of whole families in summer out to camps, where for a time they could live close to Nature. Many of the laws of Moses were prescriptions intended for the health of both mind and body.—*London Tit Bits*.