

4—Sponges with cotton absorb better than those filled with powdered charcoal.

The most favorable influence of the oil gauze is explained by the protection that the oil furnishes against swelling of the thread and the consequent obstruction of the mesh.

The above uses of paraffin immediately suggest its use as a covering for bandages. The bandages can be dipped in melted paraffin and applied directly to the wound, this being somewhat analogous to a paraffin film although it differs in some essential respects. The finished dressings can be painted with melted paraffin, the bandages stiffened so as to form a support and this in some cases may take the place of a splint or even a cast. However, it is somewhat weaker and more pliable but has the advantage of lightness. The edges of dressings can be painted with melted paraffin so that bandages do not slide upon themselves. Moisture and dirt are kept out. The fraying that one notices on bandages after being worn a little while can be prevented by coating the edges with paraffin. These bandages can be easily removed with the scissors. The end of a bandage can be sealed by paraffin, doing away with the use of adhesive plaster. Countless other uses can be made of paraffin, such as the coating of labels on bottles. It is hoped that the ideas set forth here will be of service to pharmacists in presenting new ideas to the medical profession and at the same time be a source of revenue to them, not only from a financial standpoint but from the added prestige gained through presenting something to aid suffering humanity in general.

DR. FRANK CRANE'S COMMANDMENTS OF SALESMANSHIP.

9. Think Success.—Success begins in the mind. Why think fifty cents, when it is just as easy to think fifty dollars? Tell success stories, not incidents of failure and hard luck. Radiate prosperity. Feel prosperous. It's catching. Keep your chin up.

10. Be Human.—The reason you are hired to sell goods is that you are a human being. Otherwise your employer would have sent a catalogue. So be a human being, likable, engaging, full of human electricity. For I patronize as a rule the salesman I like.

Selling goods is the greatest business in the world. It takes all there is in a man. You need to know psychology, you need tact, intelligence, self-control, courage, persistence and inexhaustible good humor. It is not a job for a second rater. You simply have to make good or go under.

I admire a good salesman because I never was able to sell anything in my life. But I'm a good buyer.—Dr. Frank Crane.
