

Homœopathic Recorder.

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“ENORMOUS PROFITS.”

Conversing the other day with the manager of a pharmacy where quality, accuracy, purity are the first considerations, instead of cheapness, he remarked: “You would be astonished at the number of physicians who say, ‘You people must make enormous profits.’”

It seems to be a kind of fixed idea with many that so long as one vial, or bottle, is labeled with the same name as another, and the one sells for five cents less than the other, that five cents represents excess of profit. This idea the dealers in cheap pharmaceuticals sedulously inculcate; they claim to “share” their profits with their customers and, in a way, bring into the profession of pharmacy a flavor of the methods of the department stores with their “bargain counters,” loaded down with stale or shoddy goods.

Now as a simple matter of fact, the men who “share” their profits, in other words, the men who sell cheap medicines, make a bigger profit at their low prices than do houses that pay attention to supplying medicines that are the best, at their higher prices. The man who gives eight hours’ time to making a 3x trituration, using recrystallized sugar of milk, cannot compete with the man who turns it out in an hour with powdered milk sugar, nor will he make as much money at his price as the cheap man makes at his.

Properly prepared medicines may be compared to strong, well made ropes that in the hour of peril may be depended upon not to break and imperil lives; while the medicines prepared to cater to the “bargain counter” spirit may “act” sometimes, but may, just as likely, act as the rotten rope does.

In the cruder forms of drugs there is less opportunity to “share” profits, and less liability for exploiting the commer-

cial spirit, for the senses can detect the difference between what is well made, and what is not, in such drugs; but as the decimal, or centesimal scale is ascended the opportunity opens out with an ever broadening scope. A 6x trituration properly made represents fourteen hours’ grinding, a 12x trituration properly made represents twenty six hours’ grinding but if they have received it they are not sold at the lowest quotations—they are not bargain counter goods.

There is also in tinctures a big field for cheapening goods. Common drug store *Aconite* is not what was proved, but it can be sold as *Aconite* at a lower price, yet bigger profit, than can the fresh plant tincture at the higher price asked for it. Here, again, the comparison of the ropes comes in. If the physician is prescribing according to the laws of similars, and the case depends on the medicines, he cannot well expect the inferior *Aconite*, that has never been proved, to do the work of the Hahnemannian *Aconite* on which the Homœopathic *Materia Medica* and, consequently his prescription, is based.

A little note quoted from a foreign Homœopathic journal in last month’s RECORDER points the way of cheap medicine. A brother practitioner prescribed *Thuja* in one case and *Arsenicum* in another. The remedies were undoubtedly indicated, but they had no effect. The writer of the note in question, suspecting that the medicine, and not the practitioner’s judgment, was at fault, had reliable medicine substituted, *i. e.*, *Thuja* and *Arsenicum* prepared as they should be, and the result was all that a physician could desire.

There can be but little doubt that whatever scepticism there is in the ranks of the Homœopathic profession is due almost solely to cheap and bad pharmacy. If a physician thoroughly takes his cases, and intelligently covers their symptoms with the indicated remedy, and there is no especially and uniformly successful response from them, he is apt to feel a little doubtful whether after all *Similia* is what it claims to be. Yet the fault in all such cases may simply be traced back to the glib drummer who sold cheap medicines “just as good” as those sold at a higher price.

Such transactions are disastrously expensive, the more so as so many fail to see the cause.

THE HOMŒOPATHIC RECORDER is now fairly entered on its eleventh year, and, we are glad to say, is in a more prosperous

condition than ever. The publishers aim to make the journal thoroughly practical—one that the physician can read with direct benefit to himself and his patients.

If any of our readers have any notes on remedies or the treatment of cases that they are willing to contribute for the benefit of their brethren, they cannot get a larger circle of readers than by sending such communications to this journal, to whose columns all courteous communications are welcomed. There are hundreds of physicians, who have never written a paper for publication, who could, if they would, write exceedingly useful and interesting papers that would be read with keen interest by their brethren, and we hope they will.

The RECORDER also aims to keep its readers informed of what is doing in the Homœopathic book world, a feature that is interesting to all practitioners.

A large number of sample copies are sent out of this edition, and we hope that a number of those who may receive a copy will conclude to permit us to add their names to the list of the journal's subscribers. The journal is published on the 15th of every month, and the price of a year's subscription is \$1.00. New subscriptions will be dated from January, or March, as subscriber may desire.

Address all subscriptions to Boericke & Tafel, P. O. box 921, Philadelphia, Pa.

UNSOLICITED.

The following, from the *Chicago Medical Times*, was an unsolicited testimonial to one of our Homœopathic houses:

HOMŒOPATHIC SUPPLIES.

"Very many Eclectic physicians use largely of Homœopathic remedies. Especially are the Schuessler remedies coming into very general use with our readers. We find also that they are consulting Homœopathic literature to a limited extent. The principle of our creed demands that we investigate the methods of other schools and use that which is good from them all.

We had the pleasure of meeting, a few weeks ago, both Mr. Boericke and Mr. Tafel, of the widely known Homœopathic house of Boericke & Tafel, of Philadelphia, and formed a very pleasant acquaintance with them. In their conversation, reverting to the widely increasing use our physicians are making

of Homœopathic products, they desired to become better acquainted with us. After returning to Philadelphia they sent us an order for an advertisement in *The Times* in order to keep themselves directly before our readers.

Personally we have patronized this house at 44 Madison street, Chicago, for a number of years, and know very well of the absolutely reliable character of all their products. And we assert with confidence, that those of our readers who desire anything in the Homœopathic line will be treated with deference, and will obtain the very best of the kind from this firm.

They will consider themselves especially obligated to accommodate you if you will say that *The Chicago Medical Times* recommended them to you, and they will send you samples and circulars and catalogues.

This has the appearance of an advertising puff, but it is entirely unsolicited on their part and is written for the sole purpose of introducing those who patronize Homœopathic manufactures to a house where every interest of the purchaser will be honestly conserved."

"It is an ugly thing to speak meanly of the enthusiastic high-dilutionist, as though he were the very incarnation of idiocy or the product of a wild enthusiasm which is liable to land him in the insane asylum. Why, bless you, dear reader, at no time or age of the world has there ever been so much ground for faith in the infinitesimal or in occult forces as there is at this very time, in the early part of the month of January, in the year of our Lord 1896. But it is equally contemptible to sneer at the man who avoids these same high-dilutions because he cannot see their many presumed excellencies, and to make him out a pretender and ignoramus because to him Homœopathy is not necessarily confined to, or even closely associated with, the infinitesimal dose. Truth in her fullness is most likely to make her home with the catholic spirit that sees both sides clearly, and is eager to receive light, let it come whence it may."—*Dr. H. R. Arndt, in Pacific Coast Journal of Homœopathy.*

LIFE INSURANCE.—The Connecticut Indemnity Association has officially recognized Homœopathy by appointing a Homœopath as Medical Examiner in New York City. Dr. J. B.

Garrison, who was appointed, made the application for the position as Homœopathy's right, not as a favor.

A POINT WORTH KNOWING.—Dr. Leffmann has been testing the keeping qualities of hydrogen dioxide. A sample of each of the three most used brands of hydrogen dioxide was placed in a wide test-tube, the mouth of which was closed by a paper cap, loosely held by a rubber band, and the tubes allowed to stand on the laboratory table from August 1 to September 2. Originally the samples were about ten volumes in strength. On September 2 the strength was tested by the usual (permanganate) method, and gave the following results:

Sample of Oakland	7.7	volumes
“ Pyrozone	5.7	“
“ Marchand's	4.2	“

As a matter of practical importance, it may be stated that all samples of hydrogen dioxide that show high pressure when the bottle is first opened are liable to rapid deterioration. It is now so easy to obtain an article of uniform strength and good keeping qualities that there is no excuse for using a poor article or one of uncertain quality.—“*The Polyclinic*,” Philadelphia, October 5, 1895.

BERBERIS AQUIFOLIUM.—This remedy has never been proved, though it seems to be a very valuable drug in some respects. The dispensatory says that it is very useful in chronic syphilitic and scrofulous cachexia and in chronic skin diseases especially of a scaly type. It is also said to be a good remedy to clear away pimples from the faces of girls.

THE HAHNEMANN CLUB, of Philadelphia, Pa., one the oldest of these local organizations in the country, gave a free course of lectures last winter to the Homœopathic medical profession of that city.

This winter it has taken up a line of important questions for debate.

At the meeting at Dr. Pemberton Dudley's it discussed the various “Hindrances to the Progress of Homœopathy.”

At the entertainment of Dr. Bushrod W. James' it debated the “Present Dangers to Homœopathy,” which continued at the meeting held at the residence of Dr. John E. James.

At the last meeting at Dr. Aug. Korndoerfer's it took up the discussion of Hahnemann's rules for investigating the curative properties of drugs.

The following questions have not yet been debated:

What do you understand by the term “pura” as applied to our drug provings, and what means would you suggest as efficient safeguards against the introduction of heterogeneous symptoms in the prover's records?

The value of the so-called idiosyncrasies manifested in drug action upon given individuals as guiding symptoms to the selection of the Homœopathic remedy for a given case of disease.

The club proposes to celebrate the birthday of Hahnemann, on April tenth, by a general meeting of Homœopaths in Philadelphia.

DR. BUSHROD W. JAMES, President of the Hahnemann Club, of Philadelphia, Pa., suggests to the American Homœopathic profession the proper celebration of Hahnemann's birthday, Friday, April 10th, this year, by both the profession and the laity in general assemblage in every city and town of this country where Homœopathy has a footing.

It is the Hahnemann year and should be greatly honored by all true adherents.

He further suggests that on that day a special effort be made to obtain subscriptions to complete the statue to Dr. Samuel Hahnemann, and that collections be made on this occasion by all to obtain the balance of the fund needed.

Let every local society in this country take action and do its utmost duty in this regard.

SABAL SERRULATTA.—As an evidence of the health-giving properties of the Saw Palmetto, it may be mentioned that during the “off years,” when the fruit is in season, every species of animal becomes fat, even poultry. During hard winters, animals and poultry stand the cold better and remain in good condition when they have access to this article of food. In whooping-cough, bronchitis, etc., the marvelous power of this remedy manifests itself; it seems to modify in a remarkable manner the progress of pertussis. Much has been written upon the efficacy of Saw Palmetto in diseases of the bladder, prostrate, etc., which I can most positively endorse, relief being often afforded from the local application of the tincture within an hour, while the urine is fully impregnated with the odor of the drug.—*Doctor Dupon, in American Therapist.*

PERSONAL.

We all agree that "practice what you preach" is a good doctrine, but how many would be willing to "preach what you practice."

"Doctors all over are recommending not only the bicycles but the bloomers and all the new-women attachments." Dr. M. T. Martin, in *Medical World*.

Dr. C. E. Fisher has removed from Chicago to New York. What is Chicago's loss is New York's gain.

A RARE OPPORTUNITY. A physician of over twenty-five years' practice will rent office, with practice, on favorable terms; five years' lease, with privilege of renewal (accepted security). Retiring from practice on account of ill health. Call on or address W. RIDDLE GILLMAN, M. D., N. E. Cor. Ninth and Reed Sts., Philadelphia, Pa.

According to Benjamin Harrison, who ought to know, the President of the United States, is not officially notified of his election. He learns the fact through the newspapers and "just presents himself for inauguration."

Within a few weeks after the discovery of diphtheritic serum eminent scientists, all the way from Tokio to Poker Flats, announced the discovery of "serum" for all the ills of humanity.

"Who are 'allopathic' physicians, anyhow?" asks the *Buffalo Medical Journal*.

The fluid extract and drug store "tinctures" resemble the true Homœopathic tincture about as closely as a worm eaten dried apple does an apple just from the tree.

Dr. Hering will continue his interesting papers in March RECORDER. Last paper was received too late for February.

Dr. A. Becker has removed from 530 Milwaukee to 560 Chicago avenue, Chicago.

All things considered, we are inclined to think that "Jude the Obscure" was deservedly so.

The number of physicians who pin their faith to the law of similars is constantly increasing.—*Arndt*.

Potassiumorthodinitroresolate is the latest pharmaceutical from Germany. Push it along.

Dr. J. M. Hinson has removed to 391 Boylston St., Boston, Mass., where he will devote himself to eye, ear, nose and throat cases exclusively.

"I have decided to do no more forging around but to rely upon a firm I can have confidence in." From B. & T.'s mail.

Malcolm & Moss' *Regional and Comparative Materia Medica* is growing in favor as its plan becomes better known.

Boericke & Tafel are out with a new "Physicians' Price Current," for 1896. The cover is a beauty. Contents right.

Guess there'll be no war and we'll all go over to the Fifth Quinquennial, at London, in body or spirit and shake hands instead.

Boericke & Tafel have bought out the remainder of the edition of Dr. Dudgeon's translation of *The Organon*. A superb work that, notes alone worth the price of the book.

And lastly, subscribe for the HOMŒOPATHIC RECORDER.

THE HOMŒOPATHIC RECORDER.

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EPIDEMIC DISEASES.

Influenza.

Influenza is usually spoken of as if the term expressed a certain well defined disease, having one definite cause, one definite poison, and a series of uniform and definite symptoms. To speak of it thus is an error, and may lead, and doubtless has led, to disastrous results in treatment. Since 1889 we have had three distinct epidemics of disease all called by the name Influenza. Now no two of these three epidemics presented the same symptoms, and no two were amenable to the same remedies, as I found by experience. These three epidemics were in fact three distinct diseases; and still they all went by the same name—Influenza. Perhaps this was inevitable, for it would be difficult to find new names for every new epidemic. But it is nevertheless important that we should not be led into error by mere names, as has too often been the case.

There is no more typical example of the epidemic or aerial class of diseases than is Influenza. To discover its cause has baffled all our materialistic philosophers. They have made sundry guesses, and some of these guesses have been so absurd, so far-fetched, that we stand amazed at the credulity of the propounders of them. It is really shocking to reflect upon the stupidity of mankind in general, and of medical philosophers in particular. Men whom we have been accustomed to respect for the solidity of their judgment and the justness of their conclusions in other respects, have, when speculating upon the causes which may have given rise to Influenza, proved themselves quite unworthy of their position as leaders of science. They have talked about "the floods in China," the origination of "a morbid germ in Russia," and I know not what besides. All