

exhaust. The principal objection to this method is the time that is required in evaporation. This is to a large extent under the control of the operator and can be hastened when desired by using a greater number of evaporating dishes or by evaporating in vacuo.

There seems to be no longer any dispute over the question whether water will exhaust opium of its morphine, since the U. S. P. has ruled upon this fact in its directions for making the deodorized tincture opium, also in the extraction of the opium in the assay process.

In 1902, Dr. E. A. Ruddiman published an article in the *Bulletin of Pharmacy*, vol. xvi., p. 368, in which he claimed that the opium was not entirely exhausted by the dilute alcohol used in the 1890 U. S. P. process.

In 1906, H. A. B. Dunning, in a paper read before the A. Ph. A., stated that it had been proved by assay that neither the old nor the new U. S. P. method for making tincture opium exhausts the opium completely. After repeatedly assaying the tincture made by the above method, the writer can state that his results have proved conclusively that this method does completely exhaust the opium of its morphine.

The saving in alcohol by using this method is quite an item in the cost of the tincture, especially where large quantities are made at a time.

In conclusion, the writer will state that this method has been in constant use by one firm for fifteen years with the most favorable results, and it is his firm belief that the practicability of this method will appeal especially to those pharmacists who are not prepared to assay their finished tincture.

NATIONAL FORMULARY AND U. S. P. WORK—WHAT HAVE YOU DONE WITH IT?

WM. A. HALL.

The U. S. P. and National Formulary work—What have you done with it? The thought that was in my mind a year ago when I consented to prepare a paper was a little history of what has been done in Detroit along that line, thinking it might be of help to organizations in other places, and that they might profit by what fruit we had gleaned out of it.

We first considered this work some six years ago. I think 1905 was the inception of it. We started in with the meeting that the Wayne County Medical Association had on the "U. S. Pharmacopoeia" which had just come out, and at that time we read a paper before the physicians and quite a number of the pharmacists of the city that were invited to be present on "What Physicians Are Prescribing." We were met with open arms by the physicians and invited to come again, and the thought was in each one's mind, both pharmacist's and physician's, that the idea was a happy one of a joint meeting. A committee was appointed by our local Pharmacists' Association, the Detroit Retail Druggists' Association, and secured the following year Prof. Schlotterbeck, who presented "Synthetics" for consid-

eration. Every meeting we have had has been one of constantly increasing interest on the part of both pharmacists and physicians. The physicians have been entirely willing to meet us half way and bridge over the chasm, that is wont to be assumed as existing between the two professions, and placed many orders for copies of the U. S. Pharmacopoeia and National Formulary.

Next year we took up the question of the U. S. P. and N. F. preparations. We had our committee prepare six or eight samples of a dozen or fifteen preparations so that we had quite an array of samples on the table for the inspection of the physicians at the time of the meeting. The physicians discussed and commented freely on the very favorable appearance of the preparations. That did us a great deal of good, not only in the way of having these preparations prescribed, but it gave the physicians an idea of working away from the proprietary remedies, along lines of legitimate work, along the lines of the U. S. P. and N. F. preparations—not that other preparations of merit should not be prescribed—because they are and will be, but that the work should be along *ethical* lines—it must be carried along the lines which are advocated by the American Pharmaceutical Association, the N. A. R. D. and by the American Medical Association. The N. A. R. D. took this matter up, as you have read in “Notes,” and then later evolved the scheme of having a write up of the preparations sent to a list of physicians that the local druggists selected along with some literature on these special preparations. Then the druggist following up the plan should detail the physicians individually, have a talk with them, and thus help to create a kindly relationship even outside of the detail work.

We followed the presentation of these preparations next year with an address by Prof. Remington on the subject of “The Pharmacopoeia and the Physician.” The following year “Preparations” were again taken up and a chart prepared showing the increase or decrease of the sales of about ten of the leading proprietary medicines in the Detroit markets and those that would not be considered ethical preparations. Last year, we adopted after discussion resolutions instructing our delegates to the U. S. P. Revision Convention. This year we had Prof. Hynson who spoke to us on “The Formation and Workings of the Committee of Pharmacy and Chemistry of the American Medical Association,” as well as a clear presentation, with historical references, of the relations that should exist between the pharmacist and physician. All these meetings were helpful. They brought the ethical preparations before the physicians’ minds and it resulted not only in a general enlightenment but a decided increase on the part of the physician of that line of preparations, thus benefiting not only the physician but also the patient and the druggist.

I took pains to collect some data in reference to this work by inquiring of different representative pharmacists in the city. Taking two hundred prescriptions in the year 1907, when we made our first samples, and in 1910, when the canvass was made, it showed a very gratifying result. The figures were, in brief, as follows: In 1907, of the 200 prescriptions that were looked up, there were called for of the U. S. P. preparations and definite chemicals 372 ethical preparations. In 1910, after three years’ work, there was a call for 440, showing an increase of 18%. On these same 200 prescriptions there were 102 patents and proprietaries called for in 1907, while in 1910 only 52, a decrease of 50%. In

1907 the per cent of the special or proprietary articles to the total number of articles called for in these same 200 prescriptions, was 17.4%, while in 1910, the per cent had dropped to 11.8. What was done in Detroit can be duplicated in other places. But you will say that we have the physicians *prescribing* in Detroit. All right, but how do the pharmaceutical houses get *their* preparations called for by the physician? Why, by detail work, and we can do the same, and don't neglect the valuable team work or get-together meetings. Now it seems to me we can do something and in the end the physician will get into the habit of prescribing the preparations that we so desire to get before him. If he sees that the local druggist can and does make the preparations that he wants to use, will it not be a natural thing for him to designate these? These preparations may be made *for* you if you do not care to make them yourself, but the idea is to get better preparations, more ethical preparations in use by the physicians which will result in a betterment all around.

Briefly, these are the results which we have been able to attain. The many physicians assured different members of our organization of their thanks that we brought these things up before them, and I hope what has been our experience in good results may be your experience too.

THE MICROSCOPIC CRITIC.

"Most people study character as a proofreader pores over a great poem; his ears are dulled to the majesty and music of the lines, his eyes are darkened to the magic imagination of the genius of the author; that proofreader is busy watching for an inverted comma, a misspacing, or a wrong-font letter. He has an eye trained for the imperfections, the weaknesses. Men who pride themselves on being shrewd in discovering the weak points, the vanity, dishonesty, immorality, intrigue and pettiness of others think they understand character. They know only part of character—they know only the depths to which some men may sink; they know not the heights to which some men may rise. An optimist is a man who has succeeded in associating with humanity for some time without becoming a cynic."—*William George Jordan*.

TRUE WORK NEVER FAILS.

"There is no honest and true work, carried along with constant and sincere purpose, that ever really fails. If it sometimes seem to be wasted effort, it will prove to us a new lesson of 'how' to walk; the secret of our failures will prove to us the inspiration of possible successes. Man living with the highest aims, ever as best he can, in continuous harmony with them, is a success, no matter what statistics of failure a near-sighted and half-blind world of critics and commentators may lay at his door."—*William George Jordan*.