

no suit or action shall be maintained in any court of the United States for the enforcement or protection of any alleged right based upon such contracts.

10. It is declared that there shall be no property right in or to such liquors while in the possession of any common carrier in connection with any transportation thereof in violation of the act.

There is no specific penalty provided for violation of the act, unless deprivation of the right to sue upon contracts connected therewith, and the loss of property right in the liquors while under transportation be regarded as such.

It will be observed that the prohibition extends to the shipment of alcoholic liquors only when they are "intended" to be used in violation of the law of the State, etc., into which they are shipped.

It is a question, though, whether the language "intended by any person interested therein, directly or indirectly, or in any manner connected with the transaction," is not so broad as to be capable of working hardship in some cases. For example, suppose a booze selling druggist orders from his jobber, in connection with other drugs, some ethyl alcohol, brandy, port or sherry, intending to dispose of them in violation of local law, would not the pleading of his intent enable him to defeat the jobber from recovering either for the liquors or for the entire bill of goods, since the latter were a part of the transaction?

Undoubtedly the intention of the people behind the bill is to have it apply only to alcoholic liquors when unlawfully sold to be used for beverage purposes. Whether or not this will be the *effect* of the act will depend upon the construction which the courts may place upon its language. If there is any possible ambiguity in its provisions, it should be corrected now.

The drug interests do not use the expensive ethyl alcohol because they desire to do so, but because of the fact that science has as yet failed to discover any substance which can be entirely substituted for it in manufacturing chemistry and pharmacy. They would cheerfully abandon its use if it were possible to do so, but they have the right to demand that its legitimate use shall not be hampered by unduly oppressive restrictions because of its illegal use by other interests.

The enactment of the bills is being pressed by the National Temperance Bureau, representing the Anti-Saloon League of America and other national temperance organizations. The writer has on numerous occasions been brought into personal contact with the chief officers of the Anti-Saloon League, and has always found them ready to listen to argument. They are reasonable men and understand the peculiar situation of the druggist with regard to the use and sale of alcohol and of alcoholic liquors.

If it is considered that any legitimate drug interest would be unduly hampered by the passage of this act in its present form, these officials should be applied to directly for a proper change in its provisions.

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#### OLD TIME METHODS IN PHARMACY.

"There is no money in the drug business any more," says the old time druggist. To be sure there is not, if the business is conducted in the old time way: nor for that matter, is there any money in any other kind of business if conducted according to the customs of long ago. B. C. business methods won't attract Anno Domini customers.

The ancient pharmacy, with its old-fashioned tincture presses, macerating jars, and mortars big enough for a baby's bath tub, has shattered into a thousand pieces on the flagstones of commercialism, and like that celebrated character of the nursery rhyme, all of Uncle Sam's cavalry and infantry (alias the king's horses and men) can never stick this particular Humpty together again.

The wonder is that any one should expect the drug business to prove an exception to the general rule, and to remain unchanged in an age when all things else, physical and metaphysical, are in a state of flux.

Because the so-called professional features of the older pharmacy have passed away it does not follow, as sometimes argued, that modern pharmacy does not possess professional possibilities. What it does mean is that the crude processes of the old time apothecary have been superseded by more refined methods, that the old products of doubtful strength and composition have been replaced by products of definite strength and certain composition, and that the rule of thumb has given way to the rule of the balance and the burette.

Where the pharmacist has failed is in the lamentable fact that, unlike the physician and chemist, he has not sufficiently availed himself of the means of improvement afforded by his professional associations and the technical journals devoted to the cultivation of his art, and thus has fallen relatively behind these two sister professions.

The professional *possibilities* of pharmacy are greater today than ever before, but the rewards are for the industrious and progressive, and not for the slothful and careless.

The great thing lacking is a *general* disposition on the part of pharmacists to discover and develop these possibilities, and thus keep their art in even line with the developments in other arts and professions.

Develop or die is the law of progress. The judgments of economic law are harsh, and their sentences are without the quality of mercy, punishing those who err through ignorance with no less a penalty than those who are guilty of wilful violation.

Some men are like certain plants that when introduced into new climates and soil flourish beyond any point possible in their original environment, while others are so far lacking in adaptability that when conditions change they begin to lose out.

That there is still money to be made in the drug business when conducted according to modern business methods is attested by the example of thousands who have been successful in a measure never dreamed of by the old time apothecary.

In its commercial aspects the new pharmacy differs more widely from the old than it does professionally. This is because the age is distinctively a commercial one, and because every branch of trade which pharmacy touches upon has made tremendous strides in the art of exchanging articles of merchandise for units of U. S. circulating medium.

It is doubtless true, that the qualities which make a man successful commercially are different from those which make him a high type of professional man, but the two qualities are not necessarily antagonistic. The reason they are not commonly both highly developed in the same man, is because the complete develop-

ment of either alone requires about all of the energy and capacity that nature usually allots to one individual.

The writer can recall the time when he was obsessed with the idea that the men who did the largest drug business did so by virtue of selling inferior drugs, but on investigation he found that, as a rule, the men of large business handled the very best of drugs. This, after all, was a very reasonable thing to expect, because such men are good business men, and it is not good business to sell poor drugs.

The remedies for failing business are as numerous as astringents and purgatives in the U. S. P., and while some may be better in certain respects than others, there are a few general remedies that are applicable in nearly all cases.

One of these is that the losing out druggist must first thoroughly realize that his failure is due to some fault or mistake of his own, and not to "times out of joint," nor to the sins of humanity in general.

When the foregoing remedy has had its full effect and has purged him of his self-sufficiency, he must investigate the methods of other men who have made a success of the drug business under circumstances similar to his own, and then apply the same methods to his own business.

It would carry us too far afield to go into particulars and describe all of the details made use of by successful pharmacists, but it will serve the purpose in mind when this article was begun to mention one of them, and that is this:

Nearly all of the pushing, successful men in pharmacy are active association men. They are members of the A. Ph. A., and if retailers, of the N. A. R. D., and of their local association. They either attend the meetings of these associations, or they read their proceedings carefully, and they also read one or more good independent drug journals.

By these means they are brought into contact with the best minds in pharmacy. They not only learn new things directly, but their own minds are stimulated by their contact with others and they evolve new methods and expedients that would never occur to the druggist who pursues a hermit-like existence, and who fancies that he is saving money by not paying association dues, or that he is saving time by not reading the drug journals.

Whether the successful pharmacist is successful because he is an association man, or is an association man because he is successful, or whether both are due to the fact that he is a man of brains and capacity, one thing is fairly certain—the connection is causal and fundamental and not accidental.

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