

THE SECTIONS OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

ABSTRACTS OF MINUTES OF THE SESSIONS HELD IN ASHEVILLE, N. C., SEPTEMBER 3-8, 1923.

(Continued from p. 1132, December issue, JOURNAL A. PH. A.)

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

Owing to the absence of Chairman Crosby B. Washburne, the first session of the Section on Practical Pharmacy and Dispensing, A. Ph. A., was called to order by Secretary Robert J. Ruth, September 6, at 9:00 A.M. Unavoidable absence of the Chairman was announced and regret expressed. The nomination of Robert J. Ruth for Chairman pro tem by Charles H. LaWall met with a second, and a vote being called for Mr. Ruth was elected by a unanimous vote. In like manner Irwin A. Becker was elected Secretary pro tem. After a few remarks relating to Mr. Washburne and the program, Chairman Ruth read the former's address; it follows in part:

ADDRESS OF THE CHAIRMAN.

The general thought of this year's address is Service; with its application first to the individual member in regard to his debt of responsibility to the Association; second, service as applied to business; third, the increased service possibilities of this Section to the public.

The older members of the American Pharmaceutical Association can and should render a great service. The young men who are coming into the Association to-day need that encouragement and inspiration which only the older leaders in the profession are able to give. If only there were more Sir Bartle Freres. Sir Bartle Frere was coming to visit a Scotch home. The master of the household, sending a servant to meet him, sought for some description by which the visitor might easily be recognized. "When the train comes in," he said at last to the servant, "you will see a tall gentleman helping somebody."

There are probably many Sir Bartle Freres in the American Pharmaceutical Association, but what possibilities there would be in reserve if there were only more with such tendencies for service.

Service touches the life of every person; it has a lot to do with temperament and even with our digestion. The absence of it leads to most of our irritability, and its presence serves to give us pleasure. We all insist upon it in connection with our every need, and our needs are legion.

In the home life, figuratively speaking, we demand it in our expectations. A house is not a home, because of our many and varied needs. We need comfort, cheerfulness, atmosphere, environment, air, light, heat, order, books, music, dress and furnishings, we need loved ones, and we need the greatest thing in the world, love. It takes these things to make a house "home." And it is in the home that we get the best idea of service. It must have been born there. Service born in the unselfish devotion of mother. There never was home without a mother, and to her sweet memory we dedicate our definition of service. Here it is! The cheerful performance of labor for the benefit of others. That which promotes the interest, happiness and advantage of others. Helpful, obliging, kind, thoughtful and considerate care of others. Something out of which we get pleasure by giving pleasure. These definitions should be written upon the walls of every business house as a gentle reminder of "what ought to be." They apply with equal force to every line of business. The things which we make and sell, although marvelous in material, are dead things in a large sense unless we add the human touch of service. The article purchased from an alley cart may perhaps be distinguished from the same article purchased amid the luxurious surroundings of an up-to-date store only by the service associated with the purchase.

The cry of the human is for service; in the bank, manufacturing plants, drug store, in our colleges of pharmacy, in fact in every line of business which one might possibly have transactions with; it applies with equal force to our own Association. The individual members can be of service to our branches, who in turn are of more service to the parent body. It is an endless chain.

The battle of business to-day has less to do with commodities and more to do with service. The real battle for supremacy is the battle for service. Things offered for sale are all right in themselves. Each undoubtedly fills a need; material and manufacture are generally dependable. Competition largely creates the right price and each may be good value for the price. They may

be advertised in master fashion; they may be displayed to good advantage; but they remain as dead as a wax figure until the touch of human service makes them live.

The personality of a kindly interest in your need is what enhances the value of the things you want. The mutual benefit produced by the transfer of a thing from one person to another is a sale, is the thing which creates the feeling of satisfaction, and the memory of both this benefit and the satisfaction lives long after the thing itself has been forgotten. This is the service of value and in the presence of its own recognized value the price is seldom questioned. Benefit and satisfaction create confidence which is akin to faith and faith is the very foundation of all successful business.

In this battle of service, the old idea of regarding a customer as a source of immediate profit only has largely disappeared, and a new and much better idea has been introduced, that of seeing in every customer a prospective business friend; because of this friendly interest through service, because of the mutuality of benefits enjoyed, because of the unselfish effort to promote happiness and satisfaction, because of the sincerity of purpose to be helpful, obliging and courteous, thoughtful and considerate of everything which touches the supply of a need, because of the seeking of pleasure through the medium of giving pleasure, service has come to have a new meaning. A new relationship has been introduced and cultivated. The old vision of temporary profit has faded away and there is now a much broader vision, that of fostering an abiding friendship more humanly binding, and more permanent in character and more cumulative in value to each concerned, a friendship which grows stronger and stronger by the service test, a friendship which passes as an inheritance from father to son. It is to this mutual idea of service that the larger and more successful stores owe their success and prestige. A. F. Sheldon says, "He profits most who serves best." To this might be added, "He serves best who pleases most," for, after all, it is only human to like the friend who pleases us. It is also human to expect this pleasing service.

It is without doubt the desire of all merchants to give pleasing service, and in the working out of their desire to make the service first pleasing to the customer, for it is through that return channel alone that the store's pleasure flows. This fact is self-evident, and the merchant who is wise will profit by this idea of service properly applied. Customers who receive this pleasing and dependable service never fail in the matter of appreciation. They know full well that a thoughtful, kindly interest in their welfare is the human touch which merits their recognition and approval.

Service then is the *one* thing which enhances the value of the thing associated with it. It is the "payment in full" of every promise in advertising. It is the realization of every promise in advertising. It is the realization of every expectancy born of a beautiful window display. It is the assurance of welcome upon entering the store. It is the satisfaction insured as part of every transaction. It is a true indication of sincerity of purpose and no other credential is requested or required. The first requirement is that one must have it before he can give it. The second requirement is that its possession yields pleasure only in giving it to others. In the words of another, it means, "Give to the world the best that you have and the best will come back to you."

It is this new idea of service which should be the inspiration to this Section to study how its activities can be of greater service to the public. The possibilities are many as well as varied. More time might be devoted to improvements in the appearance of our finished products, which includes packaging, for it is safe to concede that the patient has no means of sensing accuracy or quality of our work, but forms his judgment entirely on appearances. The statement that "Apparel oft proclaims the man" applies with especial force to the manner in which our products are dispensed and packaged.

There is also the question of improvements in palatability. In many instances where the correct procedure is used, this manner of improvement would create a mutual benefit.

All new ideas relative to improvements in efficiency and technique should be considered, such as an enlargement of our laboratory facilities by the installation of modern methods and equipment.

I sincerely thank my fellow officers for their coöperation, and those members who so unselfishly gave us their time and efforts. I greatly appreciate the honor bestowed in your selection of me as Chairman and am pleased that it offered me the opportunity to be of service.

The address contained no recommendations and was received for publication.

William Gray, E. Fullerton Cook and G. L. Harvey were appointed members of the Committee on Nominations.

Report of the Committee on Unofficial Formulas was called for. Owing to the absence of Chairman Leon Lascoff, Messrs. F. W. Nitardy, W. L. Scoville and E. F. Cook, members of the Committee, commented briefly on the importance and value of this publication, which should be brought to completion. The reading of papers was next in order. A paper on "Isotonic Solutions"* by W. L. Scoville was read by the author and discussed by Messrs. B. O. Shiflett, E. F. Cook, F. W. Nitardy, I. A. Becker, Wm. Gray and W. L. Scoville.

Titles of other papers follow. They were read and discussed.

"The Absorption of Alkaloids by Talc in N. F. Elixirs,"¹ by John C. Krantz, Jr.

"Wax a Valuable Adjuvant in Pharmacy,"² by Leonard A. Seltzer.

"Pharmacy in China," by H. V. Stokely.

"The Preparation of Non-Toxic Distilled Water," by Henry Kraemer.

"The Problem of Maintaining Pharmaceutical Respectability,"³ by L. E. Sayre.

"Comments on Extract and Fluidextract of Gentian," by K. A. Bartlett.

"Some Private and Quasi-Public Hospitals and the Drug Store,"⁴ by Joseph Jacobs.

"Demonstration of an Ampul-Filling Burette," by F. W. E. Stedem.

"Tincture of Ferric-Citrochloride," by Adley B. Nichols.

The paper by Joseph Jacobs on "Some Private and Quasi-Public Hospitals" was freely discussed and resulted in a resolution which was approved by the House of Delegates. Messrs. Wm. Gray, F. W. E. Stedem, B. E. Höckert, Robert J. Ruth, D. F. Jones, G. L. Harvey, I. A. Becker, G. C. Kendall and Joseph Jacobs participated in the discussion. The points brought out indicated that in some hospitals inexperienced dispensers were employed, prescriptions were dispensed at a profit, alcohol was dispensed; there was not always the appearance of hospital purposes but, at times, an evidence of conduct for profit; errors in some of these dispensaries were referred to; the question of the attitude of some supply houses came up for consideration, and the character of some hospitals. How all of these matters are to be corrected were leading questions of the debate; it was the consensus of opinion that the dispensers in hospitals should be qualified pharmacists.—See Resolution No. 20, p. 908, JOURNAL A. PH. A.

The paper by L. E. Sayre brought out differences in viewpoints.—See p. 975, JOURNAL A. PH. A.

After the reading of papers heretofore noted the first session of the Section on Practical Pharmacy and Dispensing was adjourned. The minutes of the Joint Session with the Scientific Section are included in the minutes of the latter.⁵

SECOND SESSION.

The second session of the Section on Practical Pharmacy and Dispensing was called to order by Chairman Robert J. Ruth at 2:30 P.M., September 7.

The following papers were read and discussed:

"Where Does the Hospital Pharmacist Stand,"⁶ by Edward Swallow.

"Materia Medica in the Hospital Training School," by Frances Greenwalt.

"What Preparations Should and Ought to Be Made in the Hospital Laboratory," by B. E. Höckert.

"Jottings from a Hospital Pharmacy Notebook," by Ivor Griffith.

"Prescription Clinic," by Nichols and Nebinger.

In discussing the paper by Mr. Swallow, Mr. Griffith contended that the hospital pharmacist usually received recognition when he evidenced his capability; that there was opportunity for successfully conducting a laboratory. He was supported by Robert J. Ruth. Discussions on other contributions will accompany the papers when printed.

* See pp. 865-868, JOURNAL A. PH. A. E. F. Cook asked whether it would be possible to provide formulas for isotonic solutions. The importance of isotonic solutions was emphasized by several and a more extended use advocated. Discussions will accompany papers, when printed.

¹ See p. 864, JOUR. A. PH. A.

² See p. 869, JOUR. A. PH. A.

³ See p. 975, JOUR. A. PH. A.

⁴ See p. 872, JOUR. A. PH. A.

⁵ See December issue, JOUR. A. PH. A., pp. 1122-1124.

⁶ See p. 870, JOUR. A. PH. A.

After the conclusion of the prescription clinic by Adley B. Nichols the report of the Committee on Nominations was called for and resulted in the election of Robert J. Ruth, of Pennsylvania, for *Chairman*; William H. Ford, of Ohio, for *Secretary*; *Associates*: H. Lionel Meredith, Maryland; Edward Swallow, New York; George Judisch, Iowa; Frances M. Greenwalt, Minnesota; Cornelia Cunningham, Tennessee; Frances Douglas, Illinois; *Delegate to the House of Delegates*, Irwin A. Becker, Illinois.

Favorable comments were made on the successful sessions of the Section.
The officers were duly installed and the Section adjourned.

SECTION ON COMMERCIAL INTERESTS.

The first session of the Section on Commercial Interests was called to order at 8:30 A.M., September 5, by Chairman Walter M. Chase. Secretary Henry B. Smith assumed the chair during the reading of the

CHAIRMAN'S ADDRESS.

In view of the present plans for reorganizing the American Pharmaceutical Association, plans which in their essence provide a more adequate representation for the State associations, it would seem that the responsibilities of the Section on Commercial Interests should take on a deeper significance. State organizations are, in the main, made up of men actively engaged in the retail business and their biggest problems are those connected with the commercial side of the calling. Unless these problems are given most earnest consideration the State organizations cannot be expected to plunge wholeheartedly into the work.

Unless it is to try to dodge the issue—drug stores to-day are service stations catering to the wants of the people. Like the men engaged in any other calling, medicine, truck-driving, or what not, it is squarely up to druggists to give the public what it demands.

True enough, some of our larger cities boast stores which derive the bulk of their revenue from strictly pharmaceutical operations, but these drug stores owe their existence to popular demand and more firmly demonstrate the premise that the public must be served. A building tenanted by physicians requires a drug store specializing in prescription work; a structure full of office workers demands a store that supplies fountain pens, cigarettes, face powder, and similar articles.

The condition is an actual one. If the druggist is to keep his sign over his door he must supply what his customers want.

Whether the business is conducted along so-called professional lines or whether it verges on the luncheonette-hairnet type is immaterial. In either case a knowledge of business fundamentals is essential. The man who prices prescriptions by guess is just as likely to become a financial cropper as is the one who lets the bugaboo of competition dictate his selling figures.

Operating any kind of drug store under present-day conditions calls for an intimate knowledge of merchandising methods. The dealer must know how and what to buy, how to keep his expenses down to a point where net profits will be a tangible and not an imaginary figure, how to boost his volume of sales if expenses cannot be met from his present volume, and—most important of all, perhaps—how to build up a business that will continue from year to year.

These are things that cannot always be learned from books; they must frequently come from experience, from observation, and from contact with fellow merchants.

Here is where the Section on Commercial Interests will be of value. It can serve as a clearing house for the exchange of information and the interchange of ideas. It can, if its scope is broadened sufficiently, act as a medium for the dissemination of commercial knowledge that will go a long way toward bolstering up many of the ragged businesses which are tottering on the brink of bankruptcy. Statistics show the life of the average retail drug store to be only a little in excess of seven years—a sad commentary indeed on a calling which takes nearly that length of time to prepare to enter.

It is not beyond reason to expect that a plan of activity could be worked out, extending over a period of years possibly, whereby the Section would be of real value in providing better business information for the druggists of the country.

It is my personal opinion that one of the strongest appeals which could be made in enlisting the coöperation of the State bodies in the work of the parent Association would be a broadening of the activities of the Section on Commercial Interests along the lines suggested. The other Sections adequately take care of the professional side of the calling, but the commercial end

has been permitted to lag. And with commercial problems engaging practically ninety per cent. of the average retailer's time, this phase of the matter is indeed important.

Attempts have been made before by this organization to secure the coöperation of the State associations along commercial lines, as witness this extract from the By-Laws: "The officers of the Section on Commercial Interests—shall propose each year a subject for discussion at the meetings of the State associations, and at the following annual meeting of the association shall present a report of the action of the State associations upon the subject proposed."

The practice directed by the By-Laws has been allowed to go by default, so I am told, because little interest has ever been shown by the State organizations. Only a few of them have ever given the proposed subjects serious consideration, because in the main, the State officers have felt that but little bond existed between them and the officers of the national body. When the reorganization plan begins to function, however, a closer union will be effected and enough coöperation can probably be obtained to warrant starting a movement or investigation on a commercial subject of mutual interest.

But before starting to enlist support from the State associations, it remains for the members of the parent body to take a more active interest in affairs relating to commercialism.

During the past twelve months the officers of the Section on Commercial Interests have given considerable time to securing papers for presentation before this year's sessions. Over a hundred and fifty letters were mailed to members and over a score of members were interviewed personally. The men approached in these ways were men whose leanings are along commercial lines and men who might reasonably be expected to attend the annual meeting and present their papers in person. Included in the list were retailers, wholesalers, manufacturers, clerks, and teachers in whose schools commercial subjects are taught.

What was the result? Over a third of the members addressed ignored the invitation completely, an almost equally large number replied that they weren't interested or were not planning to take in this year's meeting, and only a comparative few accepted. And incidentally I may add, despite the fact that the program of the Section on Commercial Interests, in common with that of all other Sections, is open to any one who desires to submit a paper, not a single such contribution has been received.

I realize, of course, that not every member can be expected to prepare a paper for the annual meeting, and what I have said is in no sense to be considered as mere carping criticism. It does indicate, however, I believe, that interest in commercial affairs on the part of the Association members in general is not at the high point it should be nor at the peak it must attain if the Association is to do its part in interesting the members of State organizations. Commercial problems are vital to these men, and if the Section on Commercial Interests can help a long step in the proper direction will have been taken.

In advancing the foregoing suggestions I do not make them in the sense of recommendations for immediate action. Rather are they ideas which may be pondered by future officers of the Section. The time for action is when A. Ph. A. reorganization is a reality.

I do believe, however, that the time is now ripe for taking a more or less definite attitude in regard to the teaching of business subjects in our schools of pharmacy, and with this idea in mind it has been decided to have as part of this year's program of the Section on Commercial Interests a symposium on the subject, "Should Courses in Business Administration Be Included in the Curricula of Pharmacy Colleges and, if so, to What Extent?"

Representatives of a number of schools have promised to present their opinions in the matter and it is expected that the discussions will bring out a number of conflicting ideas.

Copies of these papers, together with stenographic transcripts of the discussions, should be presented to the American Conference of Pharmaceutical Faculties as a basis for further investigation. A committee from the Conference should then be appointed to serve with a similar committee from the Section on Commercial Interests, and an effort made to bring about more uniformity in the business administration courses taught in our colleges. I recommend that such action be taken.

On motion duly seconded and carried the Chairman's address was referred to a committee consisting of Messrs. W. Bruce Philip, Jacob Diner and Theodore J. Bradley.

The Chairman appointed as a Committee on Nominations, P. Henry Utech, W. Bruce Philip and W. L. Scoville.

The next order of business was the reading of papers. The Chairman announced that it was necessary to make some changes in the order of the program on account of several contributors who could not be present at the second session of the Section. Discussions will accompany the papers when printed. The following papers were read and discussed:

"What a Big City Store Holds Out for the Recent Graduate,"¹ by C. H. Rudes.

"Teaching Pharmaceutical Law,"¹ by Howard Kirk, Esq.

"Price Maintenance," by Henry B. Smith.

"The Commercial Advantages of a Local Association," by John H. Webster.

"A Panacea for Commercial Success,"² by Harry B. Mason.

"Safeguarding American Pharmacy," by Samuel C. Henry.

Next followed a symposium on "Should Courses in Business Administration Be Included in the Curricula of Pharmacy Colleges and, if so, to What Extent?" The participants in this symposium were Dean Edward Spease, Western Reserve University; Dean Theodore J. Bradley, Massachusetts College of Pharmacy; Professor Charles H. Stocking, University of Michigan; Dean Robert P. Fischelis, New Jersey College of Pharmacy; Dean Frederick J. Wulling, University of Minnesota. These contributions with discussion thereon will be printed in a succeeding issue of the JOURNAL.³ It was requested that a copy of this symposium be transmitted to the American Conference of Pharmaceutical Faculties.

The first session of the Section on Commercial Interests was then adjourned.

SECOND SESSION.

The second session of the Section on Commercial Interests was called to order at 8:30 A.M., September 7, by Chairman Walter M. Chase. The first order of business was the reading of the minutes. They were approved. Following this was the report of the Committee on the Chairman's address, during the reading of which Secretary B. Smith presided.

The report of the Committee on the Chairman's Address was made verbally by Chairman W. Bruce Philip who on behalf of the members expressed appreciation of the valuable address and the committee concurred in the suggestion of the chairman that copies of the papers included in the symposium together with the discussions should be presented to the American Conference of Pharmaceutical Faculties, as a basis for further investigation. A committee from the Conference should then be appointed to serve with a similar committee from the Section on Commercial Interests and an effort made to bring about more uniformity in the Business Administration courses taught in our pharmacy colleges. The report of the committee was accepted and approved.

A paper by F. W. E. Stedem on "Uncharted Commercial Outlets" was read and discussed. Thereafter Chairman Chase stated that the discussions on the symposium had not been completed at the first session.

A paper by Frank H. Freericks on "American Pharmacy Overlooking the Psychological Opportunity" was read and discussed. It was referred to the Section on Education and Legislation. Discussion was participated in by Messrs. Henry B. Smith, Leon Monell, D. F. Jones, F. E. Mortenson, W. Bruce Philip, F. W. E. Stedem, Joseph Jacobs, E. Fullerton Cook, F. H. Freericks and others.

A paper on "Window Displays and Their Application in Schools of Pharmacy," by E. R. Serles and "Chain Stores in the United States," by Clyde L. Eddy were read by title and referred for publication.

A paper on the "Purpose of the Coöperative Wholesale Drug Companies and What They Are Accomplishing" was read by R. E. Lee Williamson. There was no discussion.

"Retail Salesmanship" was the subject of a paper by Turner F. Currens.

The next three papers dealt with prescriptions. The first was by John Culley on "Prescription Pricing Psychology;" "Comments on Prescription Pricing," by Charles R. Weills; and "Prescription Writing as Viewed by Doctor and Druggist," by E. Fullerton Cook. These papers were discussed by Messrs. W. Bruce Philip, D. F. Jones, Theodore Wetterstroem, P. Henry Utech, F. H. Freericks, W. A. Frost, Henry B. Smith and others.

¹ October JOUR. A. PH. A., p. 874.

² November JOUR. A. PH. A., p. 982.

³ At the time of preparing these minutes only part of the papers of the symposium had been returned to the Editor.

A paper on "Service Possibilities" was presented by Ambrose Hunsberger. This concluded the reading of papers.

The report of the Committee on Nominations was called for and presented by Chairman P. Henry Utech. The following nominees were reported: *Chairman*, Henry B. Smith, New York; *Secretary*, W. Bruce Philip, California; *Delegate to the House of Delegates*, John H. Webster, Michigan. The report of the committee was accepted and after a ballot the nominees were declared the officers for the ensuing year.

A rising vote of thanks was extended the retiring chairman.

Chairman Henry B. Smith stated that the work of this Section was of great interest to all members because it related to the finances and conduct of business. He asked for the hearty cooperation of all members and invited suggestions relative to the program for next year. The Section on Commercial Interests was then adjourned.

SECTION ON HISTORICAL PHARMACY.

The first session of the Section on Historical Pharmacy, A. Ph. A., was convened by Chairman Clyde L. Eddy at 9:00 A.M., Wednesday, September 5.

Chairman Eddy summarized the work that had been accomplished on the History of American Pharmacy. On request of members present the introduction of the chapter on Pharmaceutical Journalism, by Francis B. Hays, was read by the chairman. It evidenced not only the historical value of the report but also a most interesting writer. General approval was given by an attentive and appreciative audience.

During the reading of Chairman Eddy's address Secretary Robert S. Lehman presided; the address follows:

ADDRESS OF THE CHAIRMAN.

So far as I am aware there never has been compiled a complete, consecutive history of American Pharmacy. The Fiftieth Anniversary meeting of this Association, held in 1902, was largely devoted to the reading and discussion of historical papers and a notable symposium appears in the Annual Proceedings of that year. The Fiftieth Anniversary edition of the *Druggists Circular*, published in 1907, contains many excellent papers covering practically every field of pharmaceutical endeavor. The recently issued history of the Philadelphia College of Pharmacy and Science contains a wealth of material and the files of the American Pharmaceutical Association, including the papers that have been presented from year to year at the meetings of this Section are rich in historical data, but with all this, there still is not available to the student a complete, consecutive and down-to-the-minute history of the science and art of pharmacy in America.

When I was made chairman of the Section on Historical Pharmacy a year ago it occurred to me that the Section might to advantage devote a year at least to the compilation of such a history and, accordingly, I communicated with a number of pharmacists in various branches of the profession and asked them to collaborate in the writing of such a record of events. For convenience the subject was divided into eleven chapters covering as many phases of pharmacy, scientific and commercial, and as many men were invited to contribute monographs covering the history of the branch of pharmacy in which he was largely interested, the chairman of the Section reserving for himself the task of preparing an introductory chapter and serving as editor of the whole work.

The following chapters were assigned early in the year:

PHARMACEUTICAL EDUCATION.—A history of pharmaceutical education in America. The development of the colleges, the spirit behind the educational movement. To include dates of the founding of the earlier schools, the passage of prerequisite laws, etc. To touch upon recognition given gradually to pharmacy as a profession. Possibly a forecast of the future.—Wortley F. Rudd.

PHARMACY LAWS IN AMERICA.—A survey of the earliest pharmacy laws, how the laws have been supported. The evolution of pharmacy laws in America. Dates of the passage of pharmacy laws in the various States. The spirit of the laws. The growth of idea of reciprocity.—H. C. Christensen.

PHARMACEUTICAL ASSOCIATIONS.—To include a history of the national, State and some of the more important local associations. The tendency toward organization. What

the associations have accomplished, what they plan. Their functions. History of the Kansas Plan, etc.—J. G. Beard.

THE PRACTICE OF PHARMACY IN RETAIL STORES.—How the actual practice of pharmacy has changed since Colonial Days. The processes of the old apothecary and how they have developed. The daily routine in the old apothecary shop, the drug store of 1850 and of to-day. What changes have occurred, when and why?—Robert S. Lehman.

COMMERCIAL PHARMACY.—The development of commercial practices in the retail store. Why the changes have occurred. Origin of cut price movement and modern merchandising in drug stores. Origin and growth of chain stores, etc. Prospect of the future.—Harry S. Noel.

FEDERAL LAWS AFFECTING PHARMACY.—Stamp and tax laws. Narcotic, prohibition, pure food and drug laws and other federal statutes affecting pharmacy. When and why enacted. Influence of laws on retail business, etc.—Jacob Diner.

THE PHARMACOPEIA AND NATIONAL FORMULARY.*—History of origin and development of U. S. P. and N. F. Why and how made official, etc.—E. Fullerton Cook.

BIOGRAPHICAL SKETCHES.—A series of fifteen "lives" of prominent pharmacists, men who have accomplished *significant* things in pharmacy. Arranged chronologically, intended to cover entire history of the profession in America.—Caswell A. Mayo.

MANUFACTURING PHARMACY.—A history of manufacturing pharmacy. Progress made, beginning with earliest manufacturing on large scale. Evolution from small scale manufacturing. Scientific progress, various fields covered. Comparison of modern manufacturing plant with early ones. Histories of individual plants in some instances. Date and importance of scientific discoveries.—A. R. L. Dohme.

WHOLESALE DISTRIBUTION.—History of wholesale distribution, including histories of some more important wholesale houses. Development of plan of distribution.—C. H. Waterbury.

PHARMACEUTICAL JOURNALISM.—Origin and growth of pharmaceutical journalism and the idea behind it. History of the journals. The place of the journals in the growth of the profession.—Francis B. Hays.

Of course, it was understood that the several authors would enlarge upon this outline as they saw fit.

These chapters were assigned early in the year and work has been progressing rapidly but a year has been found too short a time for the completion of the history. It is all volunteer work, which in every case has had to be done in the hours that could be spared from other work and needed recreation. There has been difficulty in getting material in. Secretaries of boards and associations and individuals to whom appeals have been made for historical data have been tardy in replying to letters addressed to them or have failed to reply to them at all. In some cases other volunteer work has of necessity taken precedence over this, making it impossible for some of the collaborators to finish their chapters.

But much of the work is done. Completed manuscripts of four of the chapters have been turned in and several others are nearing completion. Preliminary reports have been made on all of the unfinished chapters and I am confident that another twelve months will suffice for the completion of the final monograph. I recommend, therefore, that the Section continue the work during the ensuing year.

When all of the monographs have been turned in and the work is finished I am certain that it will be a valuable contribution to pharmaceutical literature and, in order that it might be preserved and made available for reference at all times, I hope that the Historical Section next year will see fit to recommend to the Association that the completed text be printed in book form.

Contemporary History.

As now projected, the history that we are working on will bring up to date the history of the profession in America. It will show pharmacy in its infancy, the first manufactory, the first colleges, the gradual growth of the idea that pharmacists should be qualified professionally.

* Upon request of Professor Cook this chapter has been divided and the part relating to the history of the National Formulary has been taken over by Chairman W. L. Scoville.

It will trace the growth of the prerequisite movement, the spread of commercialism, the evolution of pharmacy laws. It will trace, step by step, the history of pharmacy in the United States.

And then, having brought the history of pharmacy up to date, I hope that the Section will arrange to keep it so by making an ordered survey of each year's history a part of each annual program. I realize that much of this already is being done in the annual report of the historian and have only to suggest that there be added to his report a brief summary of legislative activities, etc., under such titles as "the prerequisite movement" (showing each year the advances made in this direction); "reciprocity" (showing development of reciprocity among the various States; etc., etc.).

Finally, I wish to thank all of those who have kindly consented to prepare chapters in the projected History of American Pharmacy and to pledge them my support in an effort to make it a creditable work.

Respectfully submitted, Clyde L. Eddy, *Chairman*.

The report of Chairman Eddy was received and it was moved that the work on the History of American Pharmacy be continued.¹ On motion of C. A. Mayo the scope was enlarged to include a history of pharmacy in the Government Service.—Carried.

The report of the historian was read; it follows:

HISTORIAN'S REPORT.

The historian desires first to congratulate the chairman and secretary of this Section and other contributors on what will constitute the major part of this year's program—a History of American Pharmacy. The monographs will doubtless be of present interest, and hereafter valuable as references, for history speaks of action, witnesses the past; instructs for present application and directs the course of development.

With only a few exceptions the papers contributed to the Section on Historical Pharmacy of last year have been published, either in abstract or complete; all of them have been referred to with some comment in the minutes of the Section. The paper of our honorary member, Mr. William Kirkby, is printed in the September number of the JOURNAL. It is most interesting to note the connection of pharmacy with other industries, how pharmacy is influenced and how it affects other activities—the varied program of this Section last year indicated that.—Our secretary in describing the evolution of postage and delivery stamps associated the druggist with the development of the local express and postal delivery systems. E. V. Howell connected up folk-lore and pharmacy; Edward Kremers illustrated famous apothecary shops of the past and traced the influence of pharmacy on the trend of population in this country; H. W. Felter brought forward the backgrounds, foundations and founders of American materia medica in his illustrated lecture, which recently has been published in much more comprehensive form; H. M. Whelpley passed into review some of the events of earlier conventions; and James H. Beal spoke of the life of S. A. D. Sheppard whose labors in behalf of the American Pharmaceutical Association helped to make its history. In like manner all the other papers bring out some relation of the individual member, of pharmacy, or the drug business as part of the history of pharmacy. Some of the subjects were concerned with members of the section of the country we are meeting in, drug stores, and men who achieved greatness in other lines; they include a sketch of the late Ex-President Simpson, the story of Apothecaries' Hall of Charleston, and of O. Henry whose last complete story, "Let Me Feel Your Pulse," was partly written in Dr. Pinckney Herbert's Office at Asheville.

Ex-President E. L. Patch, who presided at the last Asheville meeting, is still with us. The veteran of the A. Ph. A. ex-presidents, Dr. John F. Hancock, will celebrate his 89th birthday next Sunday, September 9th. He joined the Association 60 years ago. In years Ex-President Joseph L. Lemberger is 3 months younger than Dr. Hancock, but in point of membership in the A. Ph. A. the former is the senior of the latter by 5 years, having affiliated with the organization in 1858. Ex-President Hancock, who presided at the 1873 A. Ph. A. meeting, had hoped

¹ Secretary A. G. DuMez, of the Council, A. Ph. A., transmitted the following: "At the meeting of the Council held on September 3, 1923, it was moved and carried that the secretary be instructed to bring to the attention of the Section on Historical Pharmacy the fact that four (4) years hence we will reach the 75th anniversary of the Association, in order that the Section might begin to make the necessary preparations for the occasion."

to attend this convention, but his health will not permit of the long journey.¹ A word from the American Pharmaceutical Association would please and cheer Mrs. Hancock and the venerable ex-presidents; Mrs. Patch passed away less than a year ago.

Among those who have gone before during the year are the following: Peter J. Arbes, New Ulm, Minn.; John Best, Denver; Stephen O. Blair, Monroe, N. C.; Charles E. Brack, Baltimore, Md.; Arthur L. Cheney, Morrisville, Vt.; Albert E. Clyde, Glencoe, Ill.; William H. Dewender, Brooklyn, N. Y.; William S. Disbrow, Newark, N. J.; Sol. Eckstein, Milwaukee; Ernest G. Ely, Barnesville, Ohio; Charles F. Fish, Saratoga Springs, N. Y.; Chas. M. Ford, Los Angeles; Oliver F. Fuller, Chicago; Halley H. Gaetz, Hamilton, Canada; Frank H. Galbraith, Milwaukee; Henry M. Gordin, Chicago; Miss Rosamond A. Guinn, New Bedford, Mass.; E. H. Gwinn, Victor, Ia.; E. H. Hechler, Cleveland; John Hepburn, Flushing, N. Y.; Adolph J. Hoenny, St. Louis; Louis C. Hogan, Chicago; Horace O. Hurley, Louisville; John Hurley, Little Falls, N. Y.; Manuel Johnson, Havana, Cuba; H. S. Kirk, Sacramento, Cal.; Charles N. Lehman, Tottenville, N. Y.; Theodore R. L. Loud, New York; Clement B. Lowe, Vineland, N. J.; Alfred Mellor, Philadelphia; Adolph W. Miller, Philadelphia; Ernest Monier, Boston, Mass.; Louis Philip Ohliger, Detroit; William M. Oliver, Elizabeth, N. J.; Claus K. Opjorden, Milan, Minn.; M. M. Osborne, Radford, Va.; Miss Annie M. Patterson, Baltimore; Henry C. Porter, Towanda, Pa.; Benjamin F. Quackebush, New York; James S. Robinson, Memphis; George H. Schafer, Fort Madison, Ia.; William J. Schneider, Winona, Minn.; Charles R. Sherman, Omaha; Harvey N. Siegenthaler (1921), Springfield, Ohio; Frank A. Southard, Buffalo, N. Y.; Maurice A. Train, Chicago, Ill.; J. F. Whitley, Gilliam, La.; Tobias J. Widrig, Newport, Ky.; N. Emery Williams, St. Louis; William A. Wilson, Independence, Ia.

Eight of the foregoing were members of the American Pharmaceutical Association for more than 50 years—John Best, Charles F. Fish, Oliver F. Fuller, John Hepburn, Alfred Mellor, Adolph W. Miller, L. P. Ohliger, James S. Robinson and George H. Schafer. One of the ex-presidents of the Association died during the year, Dr. George F. Payne, of Atlanta; two were honorary presidents—Oliver F. Fuller and George H. Schafer. The latter and James S. Robinson attended the Cleveland meeting and, at that time, were looking forward to meet again at Asheville. The death of two of our honorary members was reported during the year—Dr. Arthur Meyer of Marburg, Germany, and Dr. Hermann Schelenz, of Cassell, Germany. The latter contributed a paper on "The History of Emulsions," several years ago, which has appeared in the *Apotheker Zeitung* and a translation is to be made for the JOURNAL A. PH. A. One of the deceased, Sol Eckstein, was an ex-president of the National Association of Retail Druggists. A number of the deceased were active in the section work of the Association, some taught pharmacy, and most of them were engaged as retail pharmacists. It has not always been possible to obtain a sketch of deceased members and this prompts the repetition that all members, who have not done so, should send to the historian a photograph accompanied by a sketch or data of the principal events of their lives.

Last year you requested the historian to prepare an index of all matter in the files for the Section on Historical Pharmacy; he desires to report progress. There is not such a large amount of material, most of it comprising clippings which the reporter has gathered. As spare time permits this will be alphabetically arranged and indexed. Reports have been made at different times and printed with the annual messages of the historian. With comparatively few exceptions, the papers have been printed; no memoranda have been presented with illustrated lectures but in some instances slides have been donated and some of the lecturers are preparing to donate sets, which were used in illustrating their addresses. It is impossible, at this time, to publish lengthy historical articles, but most of those heretofore presented are published elsewhere as, for example, in State association proceedings, in book form, and one of the articles on Kansas legislation has been retyped by Secretary H. C. Christensen. The time when the Association will be housed in its own home is approaching and this will offer the facilities so essential for filing, which is now almost impossible, and for storing, exhibiting, etc.

"Chemical Chronology and Pharmaceutical Events of 1822," by Otto Raubenheimer, was published in the present volume of the JOURNAL, pp. 49 and 153. Among other items of historical interest are the following:

¹ The death of Ex-President John F. Hancock is reported in the December number, JOUR. A. PH. A.

The tricentenary of the death of Pierre Richer de Belleval brings to mind that the Montpellier Faculty of Pharmacy is located at the botanical gardens which were restored by Belleval at his own expense in 1623, after destruction by the troops of Louis XIII, who made this garden a sort of "No Man's Land," in 1622. He died at Montpellier in 1623.

Progress is being made in investigations relating to the Mulford Exploration of the Amazon.

In the *National Gazette* of a century ago drug culture is described. The *Philadelphia Medical Reporter* of 1873 contains articles on Mate and Yupon; relative to the latter the statement is made that the U. S. Department of Agriculture is seeking to supplant tea and coffee by it. The subject is part of the program of our Scientific Section this year.

Events of 1923 include the following: Prof. Émile Perrot, honorary member of the A. Ph. A., was awarded the Hanbury Medal; a monument is being erected to Dr. Jokichi Takamine in Tokio, he was for many years a member of the A. Ph. A.; the Remington Honor Medal was awarded to Dr. H. H. Rusby; Prof. Thoms visited in the United States, stopping on his journey to Japan; Dr. Frederick B. Power was awarded the Flueckiger Medal; a Golden Jubilee commemorated 50 years of pharmaceutical research of Prof. Dr. Tschirch; the First Century of the Philadelphia College of Pharmacy and Science has been commemorated by an historical volume; Veteran Druggists' Associations have been organized in Minneapolis and New York; Dr. Edward Jenner died January 26, 1823, an exhibit in his honor was a feature during the early part of this year at the Wellcome Historical Museum, London; Jean Henri Fabre was born in 1823, commemorated in France; Professor Roentgen died February 10, 1923; Baron Liebig died in 1873, commemorated by scientific organizations; May 27th has been designated "Pasteur Day" in France—celebrations in his honor were held last fall; William Bartram died July 22, 1823, he studied the flora of the Carolinas; the Silver Anniversary meeting of the National Association of Retail Druggists will be held this month (September 1923), in Boston; the International Pharmaceutical Federation convened in London during July; the discovery of insulin is probably the most important event related to materia media of the past year, and in that connection the closer relation of the laboratories of colleges and of the industries and the professions is significant.

In closing I wish to repeat that when headquarters for the American Pharmaceutical Association becomes an accomplishment the rooms for historical pharmacy will be a most interesting section of the building, and many of the records that are largely historical which are now lost to pharmacy will be preserved. Much material is in colleges that is in the way, but has real historical value; the same is true of the pharmaceutical industries—retail, wholesale and manufacturing. Also the pharmaceutical publications have matter that should be preserved; if material of this kind is wrapped or boxed, marked and set aside for the day of the completion of the headquarters building, the donors will have much satisfaction when they see it properly exhibited and cataloged.

Always glad to be of service.

Respectfully submitted,

E. G. EBERLE, *Historian.*

The report was received for publication.

A paper by Joseph Jacobs on "The True Discoverer of Anaesthesia a Pharmacist-Physician, Crawford Williamson Long," was read. A motion was made by C. H. LaWall, seconded by C. A. Mayo, that wide publicity be given to the article.—Carried. See abstract of discussion following the paper.¹

Two papers by Edward Kremers were presented by title—"Pharmaceutical Nomenclature" and "A Literary Pharmacopœia."

Chairman Eddy appointed H. C. Christensen, E. Fullerton Cook and W. F. Rudd members of the Committee on Nominations.

The chairman at this time spoke of the progress of the work on the history of pharmacy.

H. M. Whelpley turned over to the historian a volume which was started for the A. Ph. A. in 1852, containing the Constitution and By-Laws of the Association. In former years the members signed these and the volume contains the signatures of those attending the first convention and many of those in attendance at later meetings.

¹ This issue, *JOUR. A. PH. A.*, p. 51.

H. M. Whelpley gave an account of the Asheville meeting twenty-nine years ago. The slides illustrating the address were shown at the second session of the Section.¹

The members expressed their interest in Dr. Whelpley's account of the former Asheville meeting and the historical relation of other conventions. Chairman Eddy outlined his introductory to the History of American Pharmacy.

J. G. Beard made a preliminary report on "Pharmaceutical Associations." The amount of matter which enters into the preparation of this part clearly shows the work involved.

W. F. Rudd preferred to defer presentation of his report as this part of the history has a bearing on the other sections of the work. Some changes may be necessary after the other reports have been completed. Professor Rudd's wishes were complied with.

Chairman Eddy called on Dr. A. R. L. Dohme, who spoke in part as follows:

"The work that Mr. Eddy is undertaking in writing the History of Pharmacy is perhaps the most important that this Association could do for accomplishing the very laudable purpose of presenting to the medical profession, the officials of government in State and nation, and to the general public, the true worth and value as well as importance of the pharmaceutical profession to the life, health and well-being of the people of this country.

"A history of pharmacy if properly and thoroughly written is a very creditable chapter in the development and history of this country, but very few people apparently fully appreciate the importance of pharmacists' work in their daily lives; especially is this so at this time.

"To quote Professor Hermann Thoms, head of the Pharmaceutical Institute of the University of Berlin, who is probably the best authority on pharmacy in Germany to-day and who recently visited this country—'Gradually but with no uncertain steps has American Pharmacy developed and risen to the very forefront of pharmaceutical knowledge and research in the world. The Pharmacopoeia of the United States truly represents to-day the most advanced publication of authority among the pharmacopoeias of the world, but this would not have been possible without the development in the United States of a scientific pharmacy of high efficiency and value.'

"It will take some time to properly and thoroughly write this history, and my appeal is to the rank and file of pharmacy in all its branches in this country to cooperate and do their share in making this history complete and thorough. If this is done the work of Mr. Eddy and those associated with him in this work will have done for the American Pharmaceutical Association and for American Pharmacy a work of real value, the importance of which it is difficult to estimate at this time."

He briefly touched upon the part of the work he has undertaken to do. In his opinion the chapter on manufacturing pharmacy should record the real development and changes that have taken place in the preparation of pharmaceuticals from early times until the present.

Frederick J. Wulling in his remarks referred to the need of each association preparing a history of its activities and then, each year, adding to the historical records. The same thought applies to the schools, colleges and industries. Without such records history is apt to be inaccurate.

H. C. Christensen spoke briefly of his part of the work and reported progress. He explained in detail the great amount of research necessary in order to have proper sequence and record the development of legislation. He said many of the State associations had not been heard from.

E. G. Eberle stated that in the compilation of laws applying to pharmacy the date of enactment was frequently omitted. A search of records will reveal that information, but it would be a convenience to have this in the volume now in process of preparation.

Dr. Dohme was requested to speak of the work of this Section in General Session and ask for cooperation of all members, so that the contributors to the History of American Pharmacy may be aided.

¹ It is hoped to present the address in a later issue of the JOURNAL. It must suffice at this time to say that the address presented many interesting historical data which should be recorded in these pages. Events of the former Asheville convention, as well as those of preceding and succeeding meetings, were told with attention to detail and personal characteristics of individuals.

H. C. Christensen reported for the Committee on Nominations that all the present officers had been renominated. The session was then adjourned.

SECOND SESSION.

Chairman Clyde L. Eddy called the second session of the Section on Historical Pharmacy to order at 10:00 A.M., September 6. The minutes of the first session of the Section were read and approved.

C. A. Mayo presented a series of lantern slides of noted American pharmacists, biographies of whom will appear in the History of American Pharmacy. He gave a brief sketch of each as the pictures were shown; the following is a list: Daniel B. Smith, Lewis C. Diehl, John M. Maisch, Joseph P. Remington, S. A. D. Sheppard, H. P. Hynson, Charles Caspari, Jr., Charles Rice, C. S. N. Hallberg, Oscar Oldberg, Albert Prescott, Martin I. Wilbert, Albert E. Ebert, Edward Parrish, William Procter, Jr.

Pictures of the former Asheville A. Ph. A convention were then shown by H. M. Whelpley; most, if not all, of the pictures from which the slides were made were taken by him; the coloring of them represents the work of Mrs. Whelpley, who, if the writer is not in error, has attended every annual convention of the A. Ph. A. since and inclusive of that of 1892.

While part of the remarks relating to the pictures shown were made at the first session, seeing the outstanding figures of pharmacy at the annual convention and, particularly, those at the former Asheville meeting, brought fond recollections and much more was interestingly told of the occurrences and of the participants. The pictures related to many conventions and to individuals, not always while attending the American Pharmaceutical Association. The more extended references related to those who have gone before. An attempt to describe the pictures without the illustrations is impossible, except for the one who gave the illustrated lecture. It was more than interesting and enjoyed by all.

Chairman E. Fullerton Cook, of the U. S. P. Revision Committee, said that in his opinion other names should be added to Mr. Mayo's list.

It was explained that more than 15 names may be needed, but a larger number might not emphasize the importance of the leaders in pharmacy as well.

Mr. Cook then outlined his part in the History of American Pharmacy. He gave a brief account of the first pharmacopœias and then some of the main points of later editions and of the men who figured in these revisions.*

Chairman Eddy referred to the important chapter of the history relating to the practice of pharmacy in retail stores, which is being prepared by Robert S. Lehman. This chapter will trace the beginnings of pharmacy in this country to its present development.

H. M. Whelpley contended that the work could hardly be completed in another year; he also referred to the appointment of a committee for the 75th Anniversary Meeting of the Association. The members of that committee are: George M. Beringer, W. F. Rudd, Jacob Diner, A. G. DuMez, H. M. Whelpley, *Chairman*.

H. M. Whelpley referred to a movement he had started some years ago that the outgoing president of the A. Ph. A. address a letter to the president to come one hundred years after, in which the former depicted pharmaceutical conditions of his day, thus writing history for the pharmacists of another century. He hoped the idea would meet with favor and that addressing future presidents would become a duty of outgoing A. Ph. A. presidents.

The report of the Committee on Nominations was made and by vote the present officers of the Section on Historical Pharmacy were reelected. Chairman Eddy responded for the officers.

Thomas D. McElhenie said that Toronto would be an appropriate place for holding the 75th Anniversary Meeting.

On motion duly seconded and a vote the Section was adjourned.

*The history relating to the National Formulary and its development is being prepared by Chairman W. I. Scoville.