

H. A. B. DUNNING

BALTIMORE, MD.

Chairman of the Headquarters Building Campaign, A. Ph. A.



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If Dr. Dunning should do no more for the American Pharmaceutical Association than he has accomplished as chairman of the Headquarters Building Campaign, he has earned a place among her leaders; if he does no more for organized pharmacy than he has as leader in the first national movement in which pharmacists of every class have joined their efforts, he will deserve the gratitude of every pharmacist—and it is likely that the significance of this latter phase of Dr. Dunning's work will not be overlooked in all future efforts for pharmacy in a national way.

Henry Armit Brown Dunning, named for a noted Philadelphia lawyer and orator who was a close friend of his father's, was born at Denton, Caroline County, Maryland, October 24, 1877. He grew up on a farm and was trained in the schools of the town. An uncle, Mr. J. H. Redden, conducted a pharmacy in Denton and this accounts for Dr. Dunning's interest in and connection with the profession.

After an apprenticeship with Mr. Redden, he entered the Maryland College of Pharmacy, now the School of Pharmacy of the University of Maryland, in 1896, graduating in 1898, and later was given the degree of Doctor of Pharmacy. Dr. Dunning has taken a great interest in the school as a member of its Alumni Association, as a member of its Board of Examiners, as its Associate Professor of Chemistry from 1903 to 1913, and as an active member of the Committee on the School of Pharmacy which the Maryland Pharmaceutical Association has continued since the school became a part of the state university in 1920.

While a student, he was employed for a short time by E. R. Downes and Company and then by Hynson, Westcott and Co., to the further development of which business he has since given his principal effort. He filled various positions in this business; some years ago he became a member of the firm, when the name was changed to Hynson, Westcott & Dunning, and succeeded to the presidency upon the death of the late Dr. H. P. Hynson. The business and the modern plant which houses it at Charles and Chase Streets is owned by Mr. Westcott and Dr. Dunning. In addition to the strictly professional pharmacy which is among the most noted in this country, a manufacturing business, national in its scope and very unique,

has been developed since about 1910 and is rapidly becoming one of the important industries of Baltimore.

In order to better prepare himself for the increasing demands of his business, Dr. Dunning took special courses at the Johns Hopkins University, specializing in organic chemistry, and some of his original work in connection with the development and improvement of the products of his company would have earned him a reputation as a research chemist if done individually.

Organization work has claimed its share of his time. He has been a member of the Maryland Pharmaceutical Association for many years, has served on various committees, as chairman of its Executive Committee and is now the First Vice-President. He joined the American Pharmaceutical Association in 1902 and has given service in various capacities, particularly as secretary and chairman of the Section on Practical Pharmacy and Dispensing and as a member of the Revision Committee of the National Formulary for several years. His firm is a member of the American Drug Manufacturers' Association and he presided as chairman of its Scientific Section at the recent annual meeting. He also holds membership in the American Chemical Society and various other scientific and professional bodies.

Dr. and Mrs. Dunning and their children live in Guilford, a residential suburb of Baltimore. For many years, Dr. Dunning has given considerable of his time to athletics, being especially interested in handball and wrestling and lately in golf and motoring. This interest in athletics has drawn him into the work of the Y. M. C. A. He was also for some time a member of the Maryland National Guard, serving with it during the Spanish-American War.

This is a brief résumé of the interests and work of this pharmacist who has demonstrated his interest in the American Pharmaceutical Association in a most practical manner. He believes in its future if properly equipped and endowed, and is willing to give of his time and success to its development. In the prime of life, a logical thinker, a consistent and effective worker, devoted to his profession—Pharmacy in general, his state association and the American Pharmaceutical Association look forward to his greater success.

E. F. K.

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#### BUSINESS AS A PROFESSION.

Dean Wallace B. Donham of the Harvard School of Business Administration in an article contributed to the *Boston Transcript* explains that case material for teaching business represents the problems of going concerns, some of them of national prominence.

"When a case has been prepared and edited by the faculty it is presented to the students as a business problem for solution by each individual. An effort is made to give all pertinent facts and many impertinent ones, exactly as they arose in the experience of the concerns from whom they were obtained. In some cases the conclusions reached by the executive are given; in other cases they are

not. And sometimes the results of the decisions of the firm are given. The students analyze the cases and discuss with the instructor the pros and cons of their various conclusions.

"From studying these cases the student gains a knowledge of business principles and practices common to all sound businesses. The idea is often expressed by business men that their own business is entirely individual and that the study of other business would not afford them any guidance. Almost without exception such a belief is not warranted. All industries are confronted at one time or another with more or less the same problems which have to be met more or less the same way."