

## EDITORIAL NOTES

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### BUSINESS ITEMS OF THE PROFESSION OF PHARMACY.

The United States Division of Domestic Commerce is making surveys of different areas with the purpose of determining the buying habits and purchasing powers of both the urban and rural communities will be carefully charted, thus putting in the most compact and easily accessible form information that will be valuable not only to manufacturers but to retailers as well. An experimental survey of this nature has just been concluded in the Philadelphia district.

A study of costs of doing business in retail drug stores has been made in Colorado and reported on at the last annual meeting of the State Association. The survey was made and the report prepared by Don C. Sowers, secretary, and William L. Bracy, assistant secretary, of the Bureau of Business and Governmental Research of the University of Colorado, with the cooperation of Charles J. Clayton, secretary of the State Association. The report was based upon complete replies to a questionnaire by twenty-two retail drug stores covering their business for the year 1924. There is a striking similarity between the surveys for Colorado and those for North Dakota, Iowa and Wisconsin.

The *Chemist and Druggist* of October 17 describes the Taunus-Apotheke in Wiesbaden. The illustrated article states that Dr. Jos. Mayer, the proprietor of this pharmacy, is the owner of one of the most renowned international pharmacies on the continent. A photograph shows the interior of the modern phar-

macy and "in apt contrast a view of one of the two rooms in which Dr. Mayer has very effectively reconstructed an historical pharmacy, complete in every detail, even to the subtle rendering of mediaeval atmosphere, since every piece, even the wood-work, is a genuine antique. As a private collection it is undoubtedly unique in its completeness, and the pharmaceutical visitor to that delectable Rhenish spa will be well repaid by availing himself of Dr. Mayer's readiness to show his treasures of the past glories of pharmacy, selected with discrimination since the days of his apprenticeship." The collection includes over 300 pharmacy vases, of practically every manufacture and epoch.



Cook County Hospital—See the Pharmacy, page 976.

Cornelius Vanderpoel is pharmacist at the Cook County Hospital. During 1924, about 1600 persons received attention daily. There are 70 resident internes and 480 nurses in the hospital.

\* E. F. Kelly succeeds W. B. Day and C. W. Holton succeeds E. F. Kelly, January 1, 1926.

**Secretary W. Bruce Philip's** *Weekly Information Letter*, of October 13, aside from further messages on Pharmacy Week, contained a window poster with the following message to the public:

**This is Pharmacy Week.**—All laws of the city, state and nation demand that the Public Health be protected. Only trained professional men who have qualified by experience and examination are allowed by law to sell drugs and *Fill Prescriptions*.—This Drug Store complies with these laws. It is a legal service station to assist you and your physician by *Filling Prescriptions* and selling *Pure Drugs*.

**Secretary A. L. I. Winne**, of the Virginia Board of Pharmacy, writes that "Pharmacy Week" was generally observed by pharmacists in Virginia. Some stores went to a great deal of trouble in putting in displays and made most impressive showings. A great many stores neglected to take advantage of the opportunity afforded by the occasion, but as a beginning the results were very satisfactory, and in future years a more general observance can be expected. The Virginia Pharmaceutical Association gave prizes of ten, five and two and one-half dollars for best dressed windows.

**Edgar F. Heffner, Jr.**, of Lock Haven, Pa., presented a most excellent paper before Pennsylvania Pharmaceutical Association on "Advertising to the Physician," which the author and his father state drew professional and public patronage. The latter was promoted by newspaper advertising and the former by letters and personal calls. The character of the former received the commendation of local physicians.

*The Bulletin of Pharmacy* for October presents a sketch of **John Culley**, of Ogden, Utah, prepared by the late Dr. Kraemer, and found among the papers of the latter.

In the "Pharmaceutical Personalities" columns, for September and October, the *Druggists Circular* sketches Professors **Louis Saalbach** and **Hugh C. Muldoon**, of Pittsburgh, and Past-President **Harry L. Haussamen** of the North Dakota Board of Pharmacy and Past-President **Richard A. Austin**, of New York State Pharmaceutical Association.

Revision Committee member **Otto Raubenheimer** has recently contributed articles on the Revision of the N. F. and Nomenclature of the U. S. P. to the pharmaceutical press.

The leading article of the October *American Druggist* is by F. Ashford White on "The Evolution of the Druggist."

Every year *The Southern Pharmaceutical Journal* has a booth at Texas State Fair where visitors are welcomed during the 15 days of the exhibition—the importance of this annual fair is expressed by the daily attendance which, on special days, is not very far from 200,000.

*The Pacific Drug Review* has an interesting page of "Ideas of Our Readers," in which readers exchange suggestions.

*The Spatula*, published and edited since 1894 by Irving P. Fox, has become part of the *Practical Druggist*. For a number of years the *Spatula* published selected formulas for preparations pharmacists and druggists sell and dispense, and some of these have appeared in book form. The business of the *Spatula* Publishing Company, except that of the monthly publication, will be continued; the subscription list of the latter has been taken over by the *Practical Druggist*. Best wishes are extended to Editor Fox and the successors.

The November *Scientific American* presents the second article on "The Progress of Medical Science"—the discovery of insulin and the new dustless gland therapy—by Morris Fishbein, M.D., editor of *Jour. A. M. A.*, and of *Hygeia*.

**Wilhelm Bodemann**, in reporting some of the "records" of the N. A. R. D. meeting in the *Practical Druggist*, cites as southern hospitality that he did not walk once from his hotel to the Convention Hall—always an auto on hand for him. "Another record—the drug show and the hall we met in were record breakers. Another record, the splendid Veteran Lunch.

The *News Edition of Industrial and Engineering Chemistry* has a column on "Why I Became a Chemist"—in the October 20 issue. **Daniel Base** and **Neil E. Gordon**, among others, tell of the influences that persuaded them into the ranks of Chemists.

*The Maryland Pharmacist*, volume I, No. 1, carries as frontispiece the picture of President **S. Y. Harris**. Contributors to the first issue are well-known officers and members of the AMERICAN PHARMACEUTICAL ASSOCIATION. The new publication also enters right into the field with articles on subjects of general interest, Association items and personal paragraphs. Editor **R. L. Swain** evidently did not delay in making due preparations for the official organ of the Maryland Pharmaceutical Association; the first number portends success, and best wishes are extended.

*The Carolina Journal of Pharmacy*, for

October, presents a sketch of **Melville Dorsey**, of Henderson, N. C., an organizer of the North Carolina Pharmaceutical Association, and his picture is the frontispiece of the number. Mr. Dorsey celebrated his 73rd birthday on October 28, and is still actively engaged in pharmacy.

**F. W. Schoonmaker**, veteran druggist of 42nd Street, New York City, was chief guest at a special luncheon last month, given during the luncheon celebration of "the world's greatest centennial thoroughfare." The veteran druggist is still active and is a member of New York State Pharmaceutical Association and the A. P. H. A.

Past-President of the A. P. H. A. **George M. Beringer**, owner of the oldest drug store property in Camden, N. J., has sold it for a price said to have been \$115,000. Mr. Beringer was the Remington Medalist of 1924.

#### BULLETINS OF THE DRUG TRADE BUREAU OF PUBLIC INFORMATION.

Director Robert P. Fischelis has issued Bulletins C-42 to C-50, inclusive.

Bulletin C-42 relates to the program of the annual meeting of the National Association of Retail Druggists held in Memphis, September 1, 1925.

Bulletin C-43 refers to the prohibition enforcement under the Andrews plan, which was a subject of discussion at the meetings of the N. A. R. D. and of the N. W. D. A. A special committee of the latter made a report at the Detroit meeting. In the same bulletin other committees are mentioned whose reports were part of the program at the Detroit Convention.

Bulletin C-44 is largely concerned with the address of Past-President Peterson of the N. A. R. D., who laid great stress on the need of legislation that would bring about uniformity in prices. In his opinion certain price cutting was nothing more than a commercial monstrosity, and for the purpose of hoodwinking the public. He advocated that the public be educated to the fact that price standardization is not price lifting.

Bulletin C-45 is concerned with the comprehensive report of Chairman Belsterling of the Committee on Drug Market, N. W. D. A. An interesting point is the bearing automobiles have on market conditions. Mr. Belsterling said that the expenditures for national tax and automobiles by the American people totaled over 25 per cent of the national income. He also referred to the fact that American auto-

mobiles were short-lived, which added largely to overhead costs. Business conditions were reported as being quite satisfactory, and the point was stressed that the law governing business is one of supply and demand and the less business is interfered with by the Government and politicians the more favorable will be the results. The report then gave consideration to the several divisions of the drug stocks.

Bulletin C-46 considers the address of President Sewall D. Andrews of the N. W. D. A., presented at the annual meeting in Detroit. Mr. Andrews referred to certain changes in the buying habits of consumers and dealers. On the whole he thought that a better intelligence in measuring values seems to be shown by consumers; certainly, there is not the prevalence of thoughtless buying that prevailed a few years ago. He said that the installment-plan debt of the United States amounted to more than three billion dollars. During a period of favorable business conditions this did not portend danger, but would have an ill effect during a period of depression. Credit buying had increased, he said, but in that connection the fact must also be taken into consideration that the savings deposits in the United States have largely increased and the amount per capita has more than doubled. The value of the dollar has depreciated, but the gross income of the American people has increased.

Referring to trade conditions, President Andrews said that there was a tendency to hold down the stocks as far as possible, and the buying is largely on the basis of meeting the immediate needs by both wholesalers and retailers. This system has to its credit reductions in merchandise stocks, less capital requirements, less insurance, and the reduction of losses from price shrinkage.

Referring to trade associations, President Andrews said that the encouragement of the Department of Commerce, and surveys by the Bureau of Business Research of Harvard University, had greatly aided this phase of the Association's activity.

He advocated price maintenance legislation, and deplored the fact that price cutting was probably more prevalent at the present time than ever before. In his opinion the Federal Trade Commission should be abolished, or its rules and methods of procedure defined by a statute which would protect adequately the Government and also the rights of legitimate

business. Reference also was made in his address to the growing competition of chain stores.

Bulletin C-47 refers to the report of Chairman William J. Schieffelin relating to the Andrews plan of prohibition enforcement. The Andrews plan is based upon two well-defined principles, namely, the vigorous enforcement of the policing provisions of the Volstead Act, and the sane and business-like supervision of the alcohol-using industries. The Chairman referred to the meager salaries paid by the Government, and the unfortunate reputation which the enforcement service has earned, and that this made it difficult to induce competent men of character to accept these places, and this is also true of the police provisions of the law.

L. J. Bertoli, of the Committee on Salesmen and Selling Methods, stated in the report of the Committee that united effort of manufacturer and wholesaler is necessary for reaching a solution of problems of distribution, and stated that it was necessary to give consideration to the situation which now obtains. A graded compensation for salesmen was recommended by the Committee.

The Committee on Credits and Collections considered that installment selling had gone about far enough. Present conditions cannot continue, and must be righted in some way.

Bulletin C-48 again refers to the address of President Sewall D. Andrews, in whose opinion there was no cause for alarm—the outlook for good business, in his opinion, was promising.

Bulletins C-49 and C-50 deal chiefly with "Pharmacy Week," and the report on the Commonwealth Study of Pharmacy, and the relation of one to the other. Director Fischelis stated that the chief purpose of "Pharmacy Week" is to promote the movement to place the entire range of pharmacy endeavor on a higher level. Both "Pharmacy Week" and the report referred to have received consideration in preceding issues of the JOURNAL, and are also subjects of consideration in the present number.

These two bulletins present the high points of the report in a very interesting way. The following are mentioned: Needed reforms can be accomplished by reshaping the program of studies in the colleges of pharmacy; there is no immediate danger of too many drug stores; analyses of the 17,577 prescriptions showed a trend toward less manufacturing in the drug

stores; inventories were analyzed in various sections in which the interests differed and for the purpose of constructing a model curriculum conditions were investigated in all sections of the country; although pharmacy is undergoing a heavy barrage of criticism, pharmaceutical research was found scholarly and productive.

#### ENDOWMENTS FOR PHARMACY HOPED FOR.

It is to be hoped that pharmacy schools will come into the favored class before many years; pharmacists must exhibit a greater interest in the mission of pharmacy *i. e.*, they must carry the message to the public—"Pharmacy Week" has contributed thereto and the Headquarters will—these are outward signs. The activities and devotion of pharmacists in every division of the drug industries is known to us and is becoming better known, in a larger way, to the public through its services; every one can have a part.

From a small inland college with a \$3,000,000 endowment to the richest university in the United States is the sudden transformation which has come to Trinity, at Durham, N. C., which will be known henceforth as Duke University. Less than a year ago the tobacco king contributed \$40,000,000 to the institution on condition that it would incorporate his name in its title, and by his death recently another \$40,000,000 goes into its endowment by bequest. In point of endowment Harvard comes next with 65 millions and Columbia with 56 millions, and so a dozen or more institutions might be mentioned, but there is another point—tobacco now steps in front of steel and oil and is entitled to first place as the servant and supporter of learning. When will the pharmaceutical industries and the chemical industries, and others, supplying the drug trade, and the side-lines, such as soda fountain beverages, sundries, etc., step in line and place pharmacy and its institutions to the front?

Curtis Publishing Company has a large Scholarship Fund, through which boys who exhibit interest in their work and a desire to secure an education are helped. There must be more than interest and desire—initiative and success in sales development are essential to recognition.

Carnegie Corporation has recently given \$50,000 to the endowment of Swarthmore Library.