

ADDRESS OF THE PRESIDENT OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

CHARLES W. HOLTON.

INTRODUCTION.

Another year has gone by since our meeting at Buffalo and another milestone in the history of this staunch organization has been passed. The last twelve months, for the drug trade, have been months of normal activity with the prospect of more prosperity in the months to come. Business has been neither brisk nor poor but has been in the middle ground with a fair share of prosperity for pharmacists generally throughout the country. From the high wave of business activity during and immediately following the World War we dropped, as was to be expected, to lower levels during 1922 and 1923. Since that time we have experienced normal conditions and, with business generally on a sound basis, it seems likely that the pharmacist may look forward to a reasonable share of prosperity and profit in the future.

PROBLEMS OF THE PHARMACIST.

The lot of the pharmacist has never been an easy one. For years he has been harassed by oppressive legislation, in fact he is usually looked upon as the first victim by legislators who seek additional revenue, or



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is concerned, they are becoming more enlightened as to the real work and services which pharmacy renders to the community. This may be and is, no doubt, due to the greater publicity that has been given to pharmacy, and in this field alone this organization ought to take a leading part in disseminating the proper kind of information to the public. The plan of bulletin boards in the drug store is an excellent one. With a membership of fifty thousand and a board in every store posted with information about pharmacy, what far-reaching result might be accomplished!

Another thorn which has always sunk deep in the flesh of our calling has been that of cut prices. During the past year we have witnessed considerable agitation to overcome this evil. It is axiomatic that to continue in business a fair profit must be produced, and when conditions become so unbearable that the pharmacist must sell a goodly proportion of his stock at little or no profit, it is time serious thought and action be given to the subject. In the spring of this

by reformers endeavoring to make us all good by legislative enactments. During the past year, however, there seems to be a tendency for the better in this direction. Our legislators are beginning to see the wisdom of consultation with those best informed before proposing a new law. They are more inclined to cooperate than before and, as far as the pharmacist

year I had the pleasure of a day spent in the company of Sir William Glyn-Jones, the great price-maintenance apostle of England. With his accomplishments in Great Britain we are all no doubt familiar. He came to Canada on the invitation of the Canadians to tell his story there, and subsequently came to New York and Philadelphia where he was entertained, and where groups of pharmacists listened to his message. His plan of action cannot be adopted here at the present time, but he has sown a seed which I believe will bear fruit. In fact, some of our drug associations are now actively engaged in prosecuting a plan which may have enduring results to all concerned. Some of our foremost and most reliable companies supplying the drug trade announce their willingness to cooperate in relieving a distressing situation. While it has been the policy of this ASSOCIATION to concern itself more especially with matters which pertain to the professional side of pharmacy, nevertheless we must be alive to all problems which drug stores are obliged to face and be ready and willing to do all in our power to ameliorate bad conditions and render aid in any movement which is for the uplift of our calling, no matter whether it be a purely business, educational or scientific character.

PHARMACEUTICAL EDUCATION.

During the past year all of our schools of pharmacy holding membership in the American Conference of Pharmaceutical Faculties have made plans for a minimum three-year course which must be pursued by all who would become graduates of pharmacy of the school, and this fall will see the inauguration of these courses. It seems rather anomalous that while the field of the future activities of these graduates appears to become more commercial, our schools are increasing their academic requirements. Nevertheless, such a course will unquestionably bring better qualified men to pharmacy, and, it is to be hoped, men with high ideals. If these results are attained the course will be justified, always remembering, however, that the work the graduate will be called upon to do in actual practice should be a large factor in determining what his previous education should be, and also remembering the ability of the store to absorb the product to their mutual advantage. In this connection I feel the work of the Commonwealth Fund will be of great value in determining our future course in pharmaceutical education, for it will tell us in accurate terms just what kind of work the pharmacist is required to do. And it ought to be noted that this is the first time, as far as I know, that an outside agency has undertaken a task of this magnitude. We are indebted to the donors of this fund for their interest and support.

THE STANDARDS.

The past year also marks the completion of the United States Pharmacopœia X, and the Trustees have designated January 1, 1926, as the date of its official adoption. The AMERICAN PHARMACEUTICAL ASSOCIATION may well be proud of its work as makers of Pharmacopœias and Formularies in which its members have had so large a part. I doubt if the average pharmacist, let alone the public, has any idea of the immensity of the task. The testing, revising, checking, editing and proof-reading necessary for the completion of the work is stupendous and when it is considered that practically all of this work is done gratuitously and

done so efficiently, we may be proud indeed of the loyalty and self-sacrifice of those of our members who have had a hand in the enterprise. It is to be hoped that along with these two volumes the AMERICAN PHARMACEUTICAL ASSOCIATION Recipe Book may soon be completed and published. Such a book, while not having the same official sanction as the United States Pharmacopœia and National Formulary, will have the weight of authority of this Association and will be invaluable in the drug store. Much fine work has been done on it by its Chairman and Committee and an early publication date would be most desirable.

THE HEADQUARTERS.

So much then for some of the events which have transpired since the Buffalo meeting. What of the future? What is in store for us and how shall we shape our course? Obviously the speedy completion of the Headquarters Fund and the erection of the building is the paramount issue. I believe we are on the threshold of a new era for this organization. The very fact that we have had the courage to go forward with so large and ambitious an undertaking as the Headquarters project shows that we believe in ourselves and our course and that we propose to push it through to a happy conclusion. This is the most important business before the ASSOCIATION at the present time. We have put our shoulders to the wheel and cannot and will not retreat until the fund is raised and the finished product delivered over to the ASSOCIATION. That we have not yet attained to the full sum of one million dollars is not surprising. The wonder is that we have about reached the half-way mark, a feat in itself which I doubt would have been possible a few years ago. That the full sum will be raised is a certainty, for the leadership we have had in this cause will admit of no failure—a leadership which has been faithful to its trust, loyal to the core, unflinching in the face of difficulties, and efficient in all its efforts. We owe a deep debt of gratitude to Messrs. Dunning and Newcomb and all those associated with them for their splendid and untiring labor in this Headquarters enterprise, labor and enthusiasm it would be impossible to buy with money. I recommend that we give Messrs. Dunning and Newcomb and their associates in the work a hearty vote of thanks for the excellent work they have accomplished in this building campaign. We are now far enough along with this undertaking to prepare plans and select a site for the building. The location of this site is to be determined by vote of the membership, but if I may be bold enough to suggest, I most earnestly hope that the national capital, Washington, may be selected as the location of our new building. Within its bounds we find the homes of many lines of activity, and surely pharmacy should have a place there. At any rate, an early selection of a site is desirable, and I recommend that the Secretary be authorized and requested to prepare ballots and send them out as soon as may be conveniently done.

THE FULL-TIME SECRETARY.

The second and very important undertaking which is before us is the establishing, for the ASSOCIATION, of a full-time Secretary. Heretofore our organization work has been carried on largely by volunteer workers. That it has been well done needs no comment from me, but we have now reached the point where the

volume of work is heavier and we recognize the fact that it requires the full time of at least one executive officer other than the Editor. No matter how willing a worker a man may be, his regular employment must have his first consideration. With a full-time Secretary his first and only consideration should be the welfare and interest of the ASSOCIATION. Let it be said at the outset that he should be paid a reasonable salary and coupled with this should be a liberal allowance for expenses. His work as I perceive it should be along the following lines: he will, of course, be the official representative of the ASSOCIATION wherever he is, and it should be his business to attend meetings of local branches where it seems feasible to do so. He should be traveling from place to place, carrying the message of the ASSOCIATION and arousing enthusiasm for its cause. He should be a salesman for the organization, increasing its membership and revenue, and bolstering it in the places where it is weak. He might very well attend as many state association meetings as possible and give aid and suggestions where it is acceptable, to make these organizations as strong and virile as possible. This phase of his work seems especially desirable at this time since our House of Delegates is composed of representatives of the state organizations, and the more strength we can add to the state units the greater strength there will be in the national body. Another task the Secretary might help to accomplish would be the completion of the Headquarters Fund. He could be of great assistance to the Committee in bringing this work to a successful conclusion. In short, it seems to me the field work of the Secretary will be vastly more important than his office work. I should consider him a sort of missionary, telling the story of the AMERICAN PHARMACEUTICAL ASSOCIATION and its hopes for the future, and radiating enthusiasm for its cause. As a result of such activities a considerable increase in our membership should follow. We are making gains, it is true, but the pace is slow and we need added stimulus for the work. Every drug store in the land is a possibility, and when our work is more fully known larger membership, especially among the retailers, must follow. Of professors, jobbers and manufacturers we have a goodly representation. The retailers are our weak spot. Here is a field for intensive cultivation for our Secretary. We have been hiding our light under a bushel. When it is given a chance to shine abroad, I believe a great influx of new members may be probable. At the present time the Council elects its own Secretary. The Council is the governing body of the ASSOCIATION. Naturally the Secretary will be in close touch with the work of this body and it seems highly desirable that the Secretary of the ASSOCIATION be the Secretary of the Council also. Under the present By-Laws the ASSOCIATION Secretary is also Secretary of the House of Delegates. As that body meets only once a year it would seem as though the House might have its own Secretary. I recommend that we change the By-Laws so that the ASSOCIATION Secretary be also Secretary of the Council and that the House of Delegates elect its own Secretary. In outlining what I conceive to be the duties of the full-time Secretary I have no desire to be in any sense dictatorial. Experience, always a safe guide, will indicate what is wise, but in changing from a practically volunteer to a paid basis I think it is desirable that both ASSOCIATION and Secretary have a definite understanding of what it is hoped to accomplish, to the end that both may cooperate to the fullest extent in reaching the goal.

THE A. PH. A. PUBLICATIONS.

Besides the voice of the Secretary we have another avenue of approach to those we hope to interest in our organization. That means is the printed page—in our case the JOURNAL and YEAR BOOK. Both of these publications have served a useful purpose and have grown in strength and influence, but I believe the scope of the JOURNAL may be broadened to serve a still larger purpose. To anyone who wishes to look up the history of our organization or to find a particular paper or bit of information, the process is an easy one up to the year 1911, the date of our last PROCEEDINGS. Since that time to find what is wanted a complete set of JOURNALS is necessary, and except in the case of institutions and libraries, very few indeed will be found who have preserved a complete set. With one bound volume of the year's work one may readily find anything wanted. With our present dues of five dollars and the amount of publications we furnish for the money it is obviously impossible to give a bound book of PROCEEDINGS as was formerly done. Perhaps, in the future if our dues are raised, this may again be possible and I believe highly desirable. May it not be possible, however, to make a fall number of the JOURNAL, say the November or December issue, take the place in large part of our former PROCEEDINGS? It might be called the PROCEEDINGS number, and here one could find all the business transacted at the last meeting. Such a course is followed by some state associations and it seems to work well.

The work of the scientific section is probably one of the foremost accomplishments of our ASSOCIATION. Its additions to our literature have been very valuable and all should be encouraged to contribute to this section. Its papers at the present time are published in our JOURNAL. Many of these papers are really reference papers in which the writer gives many figures, such as melting and boiling points, and will be read only by those who have a special interest in the subject under discussion. Our rules, as I understand them, require these papers to be presented in abstract. Might it not be possible to print these abstracts in our JOURNAL in the PROCEEDINGS number, bring the YEAR BOOK up-to-date, and publish the full paper in that volume as soon after the first of the year as possible? I would not wish to detract from the value of our scientific papers one iota, but I submit that the proper place for them, especially those which deal largely with figures, is the YEAR BOOK. With a published abstract soon after the paper was read and the full context appearing in a few months it would seem to me we would have an ideal combination. We are fortunate in having in our midst such a tireless worker as H. V. Army. He offers to assist next year in bringing our YEAR BOOK up-to-date—an accomplishment highly to be desired. A YEAR BOOK for 1922 just out in July, 1925 would seem to be a bit behind the times. I believe we should make every effort to bring the YEAR BOOK up-to-date even if we have to strain a point in the matter of finance to do it. It might be that a number of our members would want only the JOURNAL, and if so the cost of publishing the YEAR BOOK would be less. My object in suggesting these changes is to open up our JOURNAL to topics of current interest and subjects which will appeal particularly to our retail members. Any book is only valuable in so far as it is read, and if we can obtain a larger number of readers our publication will become that much more valuable. I realize that the character of any journal cannot be changed overnight without some risk, but I believe we could, by a gradual process, publish in

our JOURNAL some articles which would have a wider appeal to those in that field where we are now weak, namely, the retail pharmacists throughout the country. The work of the Secretary, where he is and what he is doing, might furnish a new section in the JOURNAL. It might even be possible to have more extended news about conditions in the drug world in various parts of the country, items which would be of interest to one who had any connection with pharmacy. That our Editor almost lives with the JOURNAL day and night, goes without saying and he will not take amiss, I am sure, these suggestions I have made. My only thought is to strengthen the JOURNAL and widen its scope and sphere of influence.

CONVENTION DATES.

While I am suggesting changes, may I endorse again the proposal that has been made before: that it might be possible to change the date of our meetings in some years to another season other than the hot month of August? There is no time which will suit us all, but it might be possible to arrange a date at Thanksgiving time or during the Easter season. I commend to the Committee on Time and Place of Meeting this suggestion for their consideration.

IN MEMORIAM.

As the years go by we are saddened by the passing of some of our most esteemed members. This year records the death of two of our Ex-Presidents, Lewis C. Hopp and Professor L. E. Sayre. Both of these men were true and faithful workers in the AMERICAN PHARMACEUTICAL ASSOCIATION, giving unstintingly of their time to further the cause of Pharmacy and especially this organization which they both loved. We mourn their loss but their memory and record will ever remain as an inspiration to those who follow after. May I ask our members to rise for a moment as a tribute to their memory?

THE CENTENARY LETTERS.

We have tried to collect again this year the series of letters written by the Presidents, suggested originally by Doctor H. M. Whelpley at Philadelphia, and which were lost. Some have been received, and it is to be hoped that in the near future the series may be complete. These letters will prove of great interest in the years to come and might be a valuable addition to our historical section.

Following the suggestion made at Buffalo, we have prepared this year a medal to be given to the winner of the Ebert prize, something which will, in tangible form, commemorate the immortal Ebert. The impression was taken directly from a bas-relief in the Illinois College of Pharmacy, and the likeness, we feel, is an excellent one. The medal will be awarded each year instead of the money prize heretofore presented.

PHARMACY WEEK.

A proposal has been made this year that, to further emphasize the work of pharmacy and to enlighten the public, a pharmacy week be held in drug stores accompanied with suitable displays in windows and stores, showing crude drugs, operations, old and famous prescriptions, and anything which will bring to public attention the place of pharmacy in the community, more especially its professional

aspect. This is a worthy undertaking and should have our cordial support. Our publicity committee would be the proper medium through which we could act, and I recommend that this committee be requested to prepare a special bulletin suitable for the occasion, to be placed in drug store windows this fall during pharmacy week, and that if special funds be needed, the necessary amount be granted.

STATE ASSOCIATION ACTIVITIES.

During June of this year and also the year before, I had the pleasure of attending the meeting of the North Carolina Pharmaceutical Association and viewing the work of this very progressive body. A full-time attorney, always available to the members in any legal phase of pharmacy, a coöperative insurance feature, an efficient Secretary, who, at the expense of the association, practically covers all the drug stores of this large state, are some of the outstanding accomplishments of the North Carolina organization. Such contacts between our own Organization and the state bodies are productive of good results to both; each may learn from the other, and it is a custom which I believe should be fostered. In fact, if time and funds would permit, in addition to the visits of the Secretary, our President might well do considerable traveling to various states, carrying the message and in return receiving the thoughts and ideas of the state bodies. Such trips, financed by the organization, would be money well spent. We have been too modest. When our prospective members realize that a united pharmacy means a better and fuller and richer pharmacy, they will see the obligation they owe, and join with their fellows in adding strength to those who have long labored in their behalf. Unfortunately, we must carry the message to them and more and more publicity must be spread abroad. Such undertakings, of course, will mean increased expenses, but the results would be worth it and I should have no hesitancy in doubling our dues, if necessary, to give us ample funds for the purpose of carrying forward a larger program of usefulness. With the purchasing power of the dollar reduced to sixty cents it does not require much calculation to prove that our existing dues cannot indefinitely meet the increased demand upon the treasury.

OUR HOSTS.

We are met this year in the great and growing section of our country known as the Middle West. It is the first time we have held our meeting and accepted the hospitality of this state. We are more than glad to be here and meet the good people of Iowa, and we hope that our coming together here may be productive of worthwhile results to all. If the spirit of: "Freely ye have received, freely give" actuates our motives, nothing can prevent our obtaining the results we all hope to see.

CONCLUSION.

That I deeply appreciate the honor you have conferred upon me needs no emphasis. I have always cherished the warmest affection and fondest memories of the AMERICAN PHARMACEUTICAL ASSOCIATION. It has played a far greater part in my life than would seem possible at first glance, for in it are rooted some of the earliest recollections and traditions of an honored and beloved father, the journeys to its meetings have helped to build up a great portion of my knowledge

and appreciation of my native land, its members have been my life-long friends, and through it I met and married the daughter of another of its Presidents. Who could doubt the claim it has upon my utmost loyalty? I am indeed proud to have been its President during the past year. May we all accept our heritage from the past and pass it along to those who follow after us, enriched and made finer through the very intensity of our devotion to its ideals. And may this splendid ASSOCIATION continue to live and thrive and be of even greater service to pharmacy in the years to come.

REPORT OF THE COMMITTEE ON PRESIDENT'S ADDRESS. (COMMITTEE ON RESOLUTIONS.)

The report of the Committee on Resolutions will be published in a succeeding issue. However, for convenient reference the parts relating to the President's Address are given here:

Recommendation No. 1.—"I recommend that we give Messrs. Dunning and Newcomb, and all of those associated with them a hearty vote of thanks for the excellent work they have accomplished in this Building Campaign."—Approved by the Committee.

Recommendation No. 2.—"I recommend that we change the By-Laws so that the Association Secretary be also Secretary of the Council, and that the House of Delegates elect its own Secretary."—Approved by the Committee.

Recommendation No. 3.—"I recommend that this Committee (Publicity) be requested to prepare a special bulletin, suitable for the occasion, to be placed in drug store windows during Pharmacy Week, and that if special funds are needed the necessary amount be granted."—Approved by the Committee.

The foregoing constitute the specific recommendations in the President's Address. The President referred to several other matters by way of suggestion, which the Committee deemed it proper to consider, and include its findings in this report:

The first suggestion had reference to suggested changes in the form of the Association publications, and, while the Committee recognized their constructive and desirable qualities, it was thought that with the present changes, which the AMERICAN PHARMACEUTICAL ASSOCIATION is undergoing incident to its reorganization, that this is not a desirable time to make the suggested changes.

In the matter of the President's suggestion, referring to the meeting dates, it is the thought of your Committee that this question should be referred to the Council for consideration.

In regard to the suggestion concerning price maintenance, your Committee offers the following resolution for adoption by this body and the general session:

"Be it resolved that the AMERICAN PHARMACEUTICAL ASSOCIATION go on record as favoring legislation by the Congress of the United States, which will provide a rational system of price standardization for proprietary products."—Approved by the Committee.

<i>(Signed)</i>	JEANNOT HOSTMANN	JACOB DINER
	ERVIN F. KEMP	WILLIAM D. JONES
	JOHN CULLEY	R. F. LAKEY
	THEO. D. WETTERSTROEM	SAMUEL L. HILTON
	AMBROSE HUNSBERGER, <i>Chairman</i>	

Committee on Resolutions.

All of the foregoing actions of the Committee were approved in regular order in the General Session with the exception of the action on Recommendation No. 2. After further consideration in the General Session of the Association it was deemed advantageous for the House of Delegates and the Association to have the same secretary serve both bodies, and also the Council, and it was so voted.
