

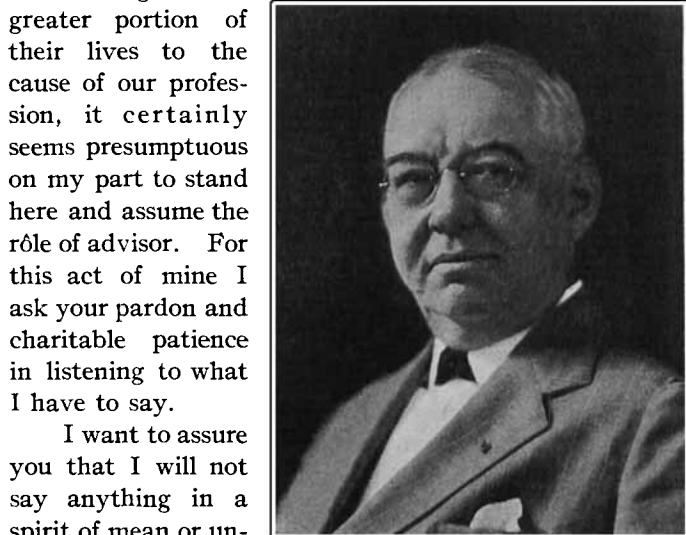
ADDRESS OF THE CHAIRMAN OF THE HOUSE OF DELEGATES,
AMERICAN PHARMACEUTICAL ASSOCIATION.

WILLIAM D. JONES.

Gentlemen of the House of Delegates of the American Pharmaceutical Association:

I understand that it is the custom of this honorable body that your Chairman shall present an address at each annual meeting; so it is my intention, as your present Chairman, to bring to your attention some thoughts which, in my humble judgment, may be well for you to consider.

Few men have ever been placed in a more embarrassing position than I am at this moment, and, when I think of the wonderful men sitting about me (at whose feet I would love to sit and learn the principles and needs of Pharmacy), who have given the greater portion of their lives to the cause of our profession, it certainly seems presumptuous on my part to stand here and assume the rôle of advisor. For this act of mine I ask your pardon and charitable patience in listening to what I have to say.



WM. D. JONES.
Chairman House of Delegates, A. P. H. A.

I want to assure you that I will not say anything in a spirit of mean or unkind criticism, but with the purpose of making constructive for this body to confer upon anyone. For this recognition I thank you from the bottom of my heart.

It is an added honor, I assure you, to follow in the footsteps of such men as have been your presiding officers in the past. Particularly, this is true of my immediate predecessor, W. Bruce Philip, of California. I am also deeply grateful to you for your wise selection of Vice-Chairman Jacob Diner, of New York. His presence is a great encouragement to me and his assistance will be invaluable.

During the past year I have mused much, and in my dreamings I have ever thought of a higher and better united Pharmacy, in this great nation of ours. It seems to me that it is a most fitting omen that at this time we should be meeting in a city whose history and traditions are so interwoven into the lives, the liberty and the contentment of the people of this nation. So I am thinking of the grand old AMERICAN PHARMACEUTICAL ASSOCIATION at this time and wondering if it

tive suggestions.

I hope to inform without moralizing; advise without offending; to hold ideals without self-righteousness; and to smile at my own follies as often as I laugh at another's.

As your presiding officer it will be my aim and desire at all times to be courteous, fair and just in all my rulings, and by the same token I ask your help and cooperation.

At your last meeting, a year ago, you gave me the highest honor that it is

would not be possible, in this place, to re-dedicate our lives, in a pharmaceutical way, so as to bring the full benefits of this wonderful ASSOCIATION to every druggist in this country; whether he be rich or poor, humble or great. Then, indeed, would this dear old city not only be remembered as the "Cradle of American Liberty," but also as the birthplace of a new Pharmacy. You will say, "How can this be done; what do you mean by a new Pharmacy?" Let me remind you that this ASSOCIATION has now reached its seventy-fourth birthday. Let me also say to you that in all of these years the rank and file of the druggists of this nation have never availed themselves of the opportunities you offer them. When you stop and think that there are 50,000 retail druggists in this country and that less than 10,000 are members of this ASSOCIATION, I want to ask you—do you not feel that the time has arrived when we, as an ASSOCIATION, should make a new declaration of Pharmaceutical Loyalty, and by so doing declare to the druggists of this nation that from this day on the AMERICAN PHARMACEUTICAL ASSOCIATION intends to dedicate its life and the lives of its members to making pharmacists out of these 40,000 druggists? You will observe that I use the terms "Pharmacist" and "druggist." I want to say that I use these words advisedly. I even spell Pharmacist with a capital "P" and druggist with a small "d." I feel that I can do this because I am a druggist who wants to become a Pharmacist.

The man who is satisfied with things as they are, never makes them better. Doing to-day just what he did yesterday, and this year just what he did last, dead to the opportunities around him, he rusts and rests; the self-satisfied worker.

I challenge every Pharmacist who is a member of this ASSOCIATION that until you, as an individual member, begin to give of the very best that is in you, towards bringing every man and woman who is now engaged in the retail drug business in this country into this ASSOCIATION, and by so doing inspire them to take advantage of the opportunities that this body has to offer in the way of encouragement and leading them to be more studious in thought and application, thus cultivating in them, not only a desire, but an opportunity for higher ideals and standards in the true profession of Pharmacy as it affects their own business—until you do this, you are not doing the full measure of your duty, nor are you discharging your responsibility to those who are less fortunate than you. Do you know what the average druggist of this country thinks of this ASSOCIATION? If you do not know, then I will tell you what they think. They think that this ASSOCIATION is composed of a body of men who are only interested in the ultra-scientific and theoretical side of Pharmacy, and that you are not, in any way, interested in them or their problems. That is what many think of this ASSOCIATION. I want to tell you that there are thousands who honestly feel ashamed, through their ignorance, to come into the presence of such an august body. Now, I realize that this is not a true condition of things, so far as you are concerned, but the fact remains that there are many, many, yes, thousands of druggists who honestly have this idea. These, my friends, are the men who need you, and whom it is your duty to bring under your influence for the betterment of your profession. They are a part of us; they are here to stay; what are you going to do with them? This is your problem; this is my problem; are we going to meet it like real men? I feel sure that we will. Do not misunderstand me. What I am saying is not said just to be criticizing but rather to call to your attention a condition of facts, as I believe them to exist. Feeling

that many of these conditions can be corrected to a great extent, I would like to offer the following suggestions:

EDUCATION.

Of course you know that the only way to overcome ignorance and misunderstanding is to put the persons suffering from these conditions in possession of the real facts. The putting of men in possession of facts means education. Now, how can the rank and file of the druggists be given the real facts as to the AMERICAN PHARMACEUTICAL ASSOCIATION? I believe that the Council of this ASSOCIATION can present the individual ideals and working parts of this ASSOCIATION in such a clear, concise and practical way as to show the average druggist the absolute salvation that it holds out to him for the solving of his problems. Suppose the druggists all over this country realized that this organization was one in which not only the scientific and theoretical, but also the most practical and common everyday sides of his business could be solved and carried out. Do you not know that their interest would be aroused? We all know and realize that the retail drug business is, in its very nature, a dual proposition, made up of the scientific and the commercial sides; one just as essential as the other, thus making both absolutely necessary for the proper running of the business. I want to tell you that when these facts are realized by the druggists of the country your membership is going to be increased in proportion to the service you render, what it is entitled to and has a right to expect; and your opportunity for service will be increased a hundred-fold.

The opportunity and the means for educating pharmacists have never been so great as they are to-day. There is hardly a State University in this nation that has not already established a department of Pharmacy. Twenty-eight State Boards of Pharmacy have adopted prerequisite requirements. This means that in these States no person will be allowed to take the Board Examination who cannot furnish a diploma from an accredited School of Pharmacy.

And in passing I want to call your attention to the fact that the time has arrived when it is necessary for these Boards of Pharmacy to be furnished with an intelligent, correct and just list of such Schools and Colleges. You doubtless remember that at the meeting held in Asheville, N. C., four years ago there was a set of standards and requirements for Schools and Colleges of Pharmacy presented and adopted by a joint session of the Conference of Pharmaceutical Faculties and the National Association of Boards of Pharmacy, and it was suggested and understood that there would be appointed a joint committee, composed of representatives from the AMERICAN PHARMACEUTICAL ASSOCIATION, the Conference of Pharmaceutical Faculties, and the National Association of Boards of Pharmacy. For some reason this committee has never been created. This, in my opinion, is very unfortunate. As your Chairman, I strongly suggest that you assist in creating such a committee.

My only reason for referring to this matter at this time is that I feel that the non-existence of this committee is seriously interfering with the carrying out of some of the proper parts of our pharmaceutical educational program. The State Boards have adopted these standards and you can readily see that they must have such a list of accredited schools.

The human race is divided into two classes: those who go ahead and do something, and those who sit and ask, Why wasn't it done the other way?

I also want to suggest that this ASSOCIATION maintain, through its educational department, a department of Commercial Pharmacy. The druggists of this country must run their business in accordance with the best and soundest business methods if they expect to remain in business. Through the services of such a department the individual druggist could solve his problems, such as overhead or cost of doing business, and the proper distributions of this overhead, as to salaries, rents, etc. You must realize that there is a maximum percentage that any business can afford to pay for each of these items. A great many men in the drug business have been forced into bankruptcy just because they did not know that they were paying too much rent, or too much for salaries, or were ignorant as to the correct way of figuring profits. Such services, in my opinion, are just as important and as necessary as the services rendered by your research and scientific departments.

You understand that I am trying to point out some of the ways in which this ASSOCIATION can be of help and value to the Pharmacists of this nation. Unless this ASSOCIATION is able to serve the pharmacists of this country in every department of their business I do not see how we can justify our existence as a pharmaceutical body. Bear in mind that while the druggist may be "more than a merchant," he is at all times subject to the strict business laws and rules which make it possible for a merchant to exist.

I would suggest to the committee on "Pharmacy Headquarters Building" that they take up with the National Association of Wholesale Druggists the question of that Association's maintaining the Commercial Department, upon the ground that when the retailer runs his business along correct business methods the number of "lame ducks" will be greatly reduced and the jobbers' losses from such sources will be reduced to a minimum. They can afford to do this as an aid to their own business.

There is something more to business these days than making goods and selling them at a profit. Men answer the call of commerce, not just to make money, but to help all mankind.

PUBLICITY.

It is not only your duty to continue the education of the retail druggists of this Nation, but it is also your duty to see that the public is properly informed as to the real conditions as they affect their lives and good health. The real educated Pharmacist can buy the front page of any daily paper and state only absolute and correct facts, sign his name to it, and the average person reading it will say, "That is a pretty well written advertisement." But others who may not be qualified are going to ask for the patronage of the public also, and the public is not always sufficiently informed to distinguish between the claims of the two classes.

You know the public generally feels that the only mistake a druggist can make is to give somebody an overdose. We are very thankful that such mistakes do not often happen, but the thing that does happen frequently in every section of the country is the improper compounding and dispensing of prescriptions and medicines and the use of drugs and chemicals that do not comply with the official standards, which deprive the patient of the expected effect. Is the patient not just as

seriously affected as if an overdose were given? For instance, the use of sub-standard Tincture of Digitalis may prove just as dangerous, in its failure to act, as an overdose of a standard product. You all know that the condition to which I refer is too general and injures the qualified Pharmacist and the public. What are we going to do about it?

I would suggest that some means be arranged whereby this ASSOCIATION can furnish to the members a copy of well edited and correct matter over the signature of the AMERICAN PHARMACEUTICAL ASSOCIATION, to be run in the local papers and paid for by the local Pharmacists. In this way this body cannot only render a great service to the Pharmacist, but even a greater one to the thinking and intelligent public. I feel very strongly that it is a serious duty of this ASSOCIATION to so enlighten the minds of the people, that their lives and good health may be protected. In the last analysis, what does all of your work and acquired knowledge amount to if it does not do this?

In nearly all of the towns and cities throughout this country the really competent, educated pharmacist is having a hard time trying to keep body and soul together because of the improper regulations of the practice of Pharmacy and our failure to educate the public to the danger which may follow. The public has a right to look to this ASSOCIATION to give them the correct facts and conditions just as they exist, so that they may protect themselves and loved ones. This is one of your inherent duties and I beseech you to try and discharge this duty to your fellow men.

If you're afraid you will fail, you are half way to the land of has-beens. Stop thinking you can't succeed and you've turned your back on failure.

In all that I have said I want it clearly understood that my remarks have been addressed largely to the individual representative of every drug interest in every State of this Nation, and through you to your organization, and I want now to charge each one of you with the responsibility of transmitting these suggestions to your several bodies.

I feel that it is very fitting at this time to call your attention to the fact that when the group of splendid men and real Pharmacists who were directing and guiding the progress of this ASSOCIATION, through their bigness and broad-mindedness, decided to reorganize this ASSOCIATION along such lines that it might become the helper and director of all drug interests, they conferred upon the druggists of this Nation one of the greatest, if not the greatest, blessings that have ever been given to Pharmacy as a whole. And right here I want to pause and express my most profound thanks and appreciation, in the name of American Pharmacy, to these splendid men. As I think of their works I am reminded of the words of that great American, Theodore Roosevelt, who said:

It is not the critic who counts; not the man who points out how the strong man stumbled, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly; who errs and comes short again and again, because there is no effort without error and shortcomings; who does actually strive to do the deeds; who knows the great enthusiasm, the great devotions, spends himself in a worthy cause; who at the best, knows in the end, triumph of high achievement, and who, at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who never know either victory or defeat.

I would not say that this reorganization has been completed, nor do I suggest at this time that any changes be made in the present organization, but I do want to say, with all the force and earnestness that is in me, that I do feel that the time has arrived when every State ASSOCIATION and every other body that has representation in this body should rally with all of their force and interest and assist this ASSOCIATION, the AMERICAN PHARMACEUTICAL ASSOCIATION, the greatest confederation of Pharmacy interests that this country has ever seen. It can be done with your coöperation.

Of no use are men who study to do exactly as was done before, who can never understand that to-day is a new day. We want men of original perception and original action, who can open their eyes wider than to a nationality, namely, to considerations of benefit to the human race; can act in the interest of civilization, men of elastic, men of moral mind, who can live in the moment and take a step forward.

May I not ask, at this time, that all of you pledge yourselves, also your State ASSOCIATIONS, to take an active, virile part in making this ASSOCIATION a beacon light that will enlighten and guide Pharmacy wherever it may be found, even to the uttermost parts of the world.

We all realize that the several State Pharmaceutical Associations are the individual units which go to make up this ASSOCIATION. This being true, it becomes absolutely necessary that each State be brought to a realization of its responsibility.

We all come into this world with a song to sing, which frequently remains unsung, because we spend all our days in stringing and unstringing our harps.

I would also ask that you delegates urge your Associations to bring to this body, not only their ideas, but their needs and problems, if necessary, in the form of resolutions to be presented for discussion, consideration and final settlement. In this way the State Association would have the advantage of receiving the advice and counsel of the best minds and thought that can be obtained in this country. The program for this House of Delegates should be made up largely of subjects presented by the several States. Gentlemen, this is your organization; this should be the pharmaceutical clearing house for all problems that confront you. Why not take advantage of what it has to offer you?

In closing, I want to thank you for your patience and attention, and to say that if I have uttered one thought or suggestion that bears fruit, I will indeed be happy, and for each and every one of you my earnest wish is that the Great God before Whom we must all some day stand, to be judged for the things done in this life, may ever be near each one of you, to guide and direct you in the discharge of your Divine duty to your fellow men.

And so, Opportunity is now saying to you:

They do me wrong who say I come no more,
When once I knock and fail to find you in;
For every day I stand outside your door,
And bid you wake and rise and fight to win.
