

STATE BOARD NEWS ITEMS.

Alabama.—Five out of six candidates taking the Board examination October 18th were successful in passing. All were college graduates, as Alabama's college prerequisite is now in effect. The date for the next meeting is indefinite but will be announced as soon as a sufficient number of applications have been received to warrant holding an examination.

Carl C. Williams of Tennessee was granted reciprocal registration recently.

Arizona.—The forty-eighth semi-annual meeting of the Board was held at the State House, Phoenix, on November 9th, 10th, 11th. Fifty-six candidates appeared for examination.

The following applied for reciprocity: Chas. H. Hebert, of Massachusetts; Edgar S. Shine, of Virginia; John M. Kern, of Nebraska; Leo L. Olsen, of Iowa; Thomas H. Powell, of Arkansas; Samuel Ensminger, of Florida; Florence A. Morris, of Montana; W. V. Blackwell, of Washington; Paul S. Shoemaker, of Illinois and Bert L. Salzman, of Wisconsin.

As this was the largest class of candidates in the history of the State, it speaks well for growth.

Dr. J. A. Dines, the oldest member in years of service on the Board, called for a two-minute silent tribute in honor of the World War Dead at 11:00 A.M. Armistice Day while the Board was in business session. In spite of illness for more than two years, Dr. Dines prepares his examinations and grades the papers, remaining intensely interested in pharmacy and Board matters.

California.—Five hundred and ninety-nine candidates appeared for the Board's October examinations—339 at Los Angeles and 260 at San Francisco. The new college prerequisite becomes effective January 1, 1928, and no doubt many of these candidates were making a last minute dash to get in under the wire. Results are not available as yet.

The California courts recently held that so long as no drugs, medicines, or poisons are sold, compounded, or dispensed, any other article of merchandise may be sold in a drug store during the absence of the registered pharmacist.

Colorado.—Much interest in the next examination, to be held January 27 and 28, 1928, has been created by the work of inspectors Clifford and Kemble, and already applications are in hand from a sufficient number of applicants to make a good-sized class.

Because of the confusion resulting from numerous tardy applications in the past, the Board feels that it must insist upon a rigid observance of the rule that all applications must be in the hands of the Secretary at least ten days prior to the date of examination.

Not only has the work of the inspectors brought about an increased number of applicants for examination, but to an even greater extent, it has stirred up the younger clerks and assistants to the advantages of becoming registered as apprentices, for the only valid experience they can acquire is that which is obtained as registered apprentices. Also, their employers are acting in violation of the law in permitting them to handle any drugs or medicines other than patent or proprietary medicines prior to becoming so registered. The dissemination of information relative to these facts has resulted in a great number of new registrations. Whereas these have averaged only 66 per year for a number of years past, nearly three times that number have been issued during the last four months. Also quite a number of old-time apprentices, who seemed to have settled down to contentment with that status, have found ambition for something better stirring in their breasts, and a considerable proportion of the applications now in hand for the January examination are from such as these.

Lawrence R. King was registered recently by reciprocity from Georgia.

Ernest J. Howard has recently had two of his articles published in *The Modern Hospital*, a monthly journal, under the titles—"Your Hospital Pharmacy—Does It Pay?" and "Education of Our Student Nurses in Pharmacy." Mr. Howard is Chief Pharmacist for the Presbyterian Hospital, Denver, as well as a member of the Colorado Board of Pharmacy.

Indiana.—The October examination resulted in adding to the roster of pharmacists the names of twenty-seven of the thirty-two candidates taking examination. Ten out of twenty-one assistant candidates were also successful.

The next examination will be held at the State House, Indianapolis, January 9, 10, 11, 1928. Applications must be in the hands of Secretary John A. J. Funk, State House, Indianapolis, not later than December 31st in order to receive consideration.

Maryland.—The Board of Pharmacy met in business session at the office of the Secretary, 16 West Saratoga Street, Baltimore, on November 22nd to canvass the results of the examinations held by the Board on October 12th–13th.

Seventeen out of forty candidates writing the full registered examination were successful in passing. However, the certificates of five are being withheld, until such time as the practical experience requirement has been fulfilled, as Maryland permits candidates to write the examination on graduation from college. Twelve out of eighteen taking the assistant examination also passed.

Minnesota.—At the October examinations, held the week of the 10th, forty-seven candidates were examined for Pharmacist and thirty-two for Assistant Pharmacist. Of these, twenty-two were granted Pharmacist registration and seventeen were granted Assistant Pharmacist registration.

The following applicants were accepted for reciprocal registration: Al F. Scheibel and James A. Pierce, both of Iowa; Alfred C. Bischof, A. S. Sigurdson and Henry T. Rice, all of North Dakota; William H. Gericke, of South Dakota; and Anton W. Brunner, of Wisconsin.

Mississippi.—T. E. Goodman, President of the Board, has sold his store at New Albany.

J. S. Puller, another member of the Board, recently returned from an enjoyable trip to the Western Coast.

Although it is certain that an entirely new Board will be appointed in 1928, there seems to be very little interest in the matter. The present Board seems to have been of a progressive nature, and the law-abiding pharmacists of the State seem to appreciate the efforts that the Board has made to do the right thing at the right time. Many of them think it unfortunate that the pharmacy law permits an entire change of personnel every four years instead of making one change each year, thereby keeping four out of five experienced men on the Board at all times.

New Mexico.—The October meeting of the New Mexico Board of Pharmacy was held in Albuquerque the 24th and 25th of the month.

Fifteen applicants appeared for examination and twelve of this number were granted registration as pharmacists upon their showing.

The next meeting will be held in Albuquerque on May 21, 1928. Address all communications to David L. C. Hover, Secretary, Cloudcroft, New Mexico.

North Dakota.—Thirteen candidates were successful in passing the Board examination given at Fargo on November 8th, 9th and 10th. Only college graduates are admitted to examination.

Plin M. Grice, of Michigan and William D. Odou, of South Dakota, were granted reciprocal registration.

The Governor's appointee, whom the Board recently refused to recognize, has served a writ of mandamus which is to be argued at Fargo in the near future. The Board refused to recognize the appointee on the grounds that he was appointed by the Governor in violation of the law, which specifically states that the Board members must be selected by the Governor from a list submitted by the State Association. The Governor ignored the recommendation of the State Association in making this appointment, and the legality of the provision will be tested in the courts.

Ohio.—As a result of the October examinations, forty-eight of the ninety-nine candidates writing the examination were granted registration as Pharmacists. Ten out of twenty-one taking the Assistant examination were successful.

Reciprocal registration was granted to Paul E. Lentz on Michigan license, and Clay Dean Bricker on West Virginia license.

Charles Ehlers, of the Board, was elected Treasurer of the N. A. R. D. at the Kansas City convention.

Oregon.—The Attorney General recently held that "it is a violation of Oregon laws for a drug store to be left in the hands of unlicensed persons while open for business," and the Board of Pharmacy is upholding the decision. As Secretary Ward says, "the Board feels that this dooms the existence of what is known as the 'one-man' drug store unless the proprietor can see his way clear to lock the store during his temporary absence."

As a result of the October examinations, three junior certificates have been issued. Only three candidates were examined—all women.

Four applicants were accepted by reciprocity: Carl H. Ackermann, of Minnesota; R. Baline Bramble, Washington; K. G. Cruickshank, Washington and Allen J. Sheppard, Nebraska. The Board adopted the following rules affecting registration by reciprocity at the meeting:

1. Applicants must have had at least one year's practical experience in the State from which they wish to reciprocate.
2. Reciprocity registration will not be granted an applicant who has been unsuccessful in passing an examination before the Oregon Board.

The Board of Pharmacy recently met at Corvallis with twenty Oregon druggists and the faculty of the School of Pharmacy of the Oregon State Agricultural College and assisted in outlining a practical course of instruction in the model drug store at the school.

Pennsylvania.—Secretary Kramer reports that eighty-five of the 152 candidates successfully passed the Pharmacist examination and forty-one the Assistant examination, both of which were held during October.

Rhode Island.—An examination meeting of the Board was held at the State House, Providence, on December 6, 1927. Report of the number taking and passing the examination was not ready at the time this item went to press.

Texas.—John A. Weeks, of Ballinger, President of the Texas Board of Pharmacy, recently opened a beautiful new drug store in the Hilton Hotel at Abilene.

Virginia.—The Board of Pharmacy conducted examinations at the Medical College of Virginia, Tuesday and Wednesday, November 15 and 16, 1927. There were six applicants for the registered pharmacist certificate and four were successful in passing. Eighteen wrote the assistant paper and three of this number passed. This was the smallest class to come before the Board in years.

The following reciprocal applicants were granted registration: C. V. Davis, Harry W. Walker and Fitz L. Furr, all of North Carolina; H. L. Day and Jack E. Pearlove, both from the District of Columbia; Richard T. Sanner, of Maryland; and William T. Utsey, of Mississippi. The next examination will be held in June 1928.

MODERN-DAY MERCHANDIZING.*

BY A. L. I. WINNE.

Times have changed during the past decade or so, and the retail merchant, be he drug merchant or other, who has failed to note this fact would do well to place the blame for his failure to do so where it rightly belongs—on himself. Asking questions such as "what is the matter with pharmacy?" and telling the world that "The Druggist Is More Than a Merchant," do not make a ripple in the economic mill-pond. To meet modern-day conditions any merchant has got to dust about and find out what is going on in the world, get a line on the whys and wherefores of these newer activities, and put some of them into practice.

Making money in the drug business to-day is not as easy as it used to be. It is almost impossible to make money on the basis of business as conducted twenty years ago, and fortunate indeed is the merchant who does not keep step with the times and yet escapes the red flag of foreclosure.

I am not going to attempt to discuss how some stores make a go of their businesses, nor to touch upon the many factors which contribute to the failure of others. The literature of pharmacy is full of such information, and the live wires in pharmacy read it and profit by it. What I want to touch upon briefly here bears from another angle.

I have reference to "cut-price" selling and chain-store competition. The most

* Section on Commercial Interests, A. Ph. A., St. Louis meeting, 1927.