

PROCEEDINGS OF THE LOCAL BRANCHES

"All papers presented to the Association and Branches shall become the property of the Association with the understanding that they are not to be published in any other publication prior to their publication in those of the Association, except with the consent of the Council."—Part of Chapter VI, Article VI of the By-Laws.

Article IV of Chapter VII reads: "Each local branch having not less than 50 dues-paid members of the Association, holding not less than six meetings annually with an attendance of not less than 9 members at each meeting, and the proceedings of which shall have been submitted to the JOURNAL for publication, may elect one representative to the House of Delegates."

Reports of the meetings of the Local Branches shall be mailed to the Editor on the day following the meeting, if possible. Minutes should be typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporter.

BALTIMORE.

The February meeting of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the Emerson Hotel on Friday evening, February 25th, Dr. L. M. Kantner presiding.

The following resolutions were adopted on the recent loss of a former President and active member of the Baltimore Branch—Dr. Hermann D. Engelhardt:

"WHEREAS, death has removed from our midst our beloved and respected friend and former President, Dr. Hermann D. Engelhardt, therefore

"*Be it resolved:* That the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION through the death of Dr. Engelhardt has lost a distinguished scientist and scholar, a loyal and faithful servant, a true friend and comrade, the memory of whose many lovable acts and deeds shall ever abide with us.

"*Be it further resolved:* That a copy of these resolutions be sent to the family of Dr. Engelhardt, the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, and entered upon the minutes of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION."

Students of the School of Pharmacy of the University of Maryland debated on the subject:

Resolved: That drug-store experience should be abolished as a requirement for registration as a pharmacist.

Affirmative: Benjamin Bretzfelder, H. B. Rudo, M. B. Hack.

Negative: Joseph C. Bernstein, M. B. Rosenberg, Paul Carliner.

Messrs. E. G. Eberle, H. A. B. Dunning, Channing W. Harrison and John C. Muth

acted as judges, and Messrs. Charles E. McCormick and L. L. Miller were the time-keepers.

The judges were unanimous in deciding in favor of the arguments as presented by the debaters upholding the negative side of the question.

The question under consideration brought forth many reminiscences and considerable discussion from Messrs. Louis Schulze, H. A. B. Dunning and R. L. Swain.

The four Itzoe Brothers presented the musical program of the evening, which included several semi-classical renditions, as well as novelties.

The meeting was an especially interesting one and the large attendance of members and friends was very encouraging to the recently elected officers of the Branch.

B. OLIVE COLE, *Secretary-Treasurer.*

CHICAGO.

The 164th meeting of the Chicago Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the School of Pharmacy Building, February 11, 1927, with an attendance of more than 100. The annual meeting of the Branch, which had been postponed from the January meeting, was called to order with President Peter J. Kolb in the chair. A report of Secretary-Treasurer Gathercoal was presented as follows:

During the year 1926 the Branch has held eight meetings, namely, the 155-162 inclusive. The average attendance at the meetings approximated 60. All of the meetings except one were held at the University of Illinois, School of Pharmacy Building. The meeting at which John Thomas Lloyd presented an illustrated lecture on "Coca" was held at the

LaSalle Hotel following a dinner in honor of John T. Lloyd and John Uri Lloyd. Other speakers of prominence before the Branch during the year were Dr. W. W. Charters, F. A. Upsher Smith on "Digitalis," Sherman W. Morrisson, Peter J. Kolb and Prof. C. M. Snow. The reception to new members at the December meeting combined with entertainment and refreshments by the Sorority brought out a large attendance.

During the year 77 of our members resigned or were suspended, two are deceased (T. S. Wakefield and R. E. Doolittle), and 17 moved away from Chicago. This total of 96 loss is offset by 95 gained into the membership, hence, the net membership December 31, 1926 was 474.

FINANCIAL STATEMENT.

Balance on Hand, Jan. 1, 1926	\$152.97
Contributions from members	194.00
Commissions (new members)	20.00
Lloyd dinner	57.50

	\$424.47
Printing and postage	\$151.56
Speakers	27.50
Lloyd dinner	100.40
Sundries	14.70
Balance December 31, 1926	130.31

	\$424.47

The report of the Committee on Nominations was received, approved and the following officers elected: *President*, E. N. Gathercoal; *First Vice-President*, H. C. Christensen; *Second Vice-President*, J. Harry Lindahl; *Third Vice-President*, F. O. Snyder; *Council Member*, Peter J. Kolb; *Secretary-Treasurer*, Sherman W. Morrisson. **COMMITTEES:** *Membership*, Wm. Gray; *Legislation*, J. Riemenschneider; *Practice*, I. A. Becker; *Medical Relations*, Dr. Bernard Fantus; *Publicity*, Samuel C. Henry.

Prof. E. L. Newcomb, *Secretary* of the National Wholesale Druggists' Association presented the address of the evening on the subject of "Distribution in the Drug Trade." Dr. Newcomb first explained the Druggists' Research Bureau, the organization of which was very recently completed. He outlined the history of this movement and described the meeting of the nine delegates held January 17th. This board of delegates consists of two appointed by the N. A. R. D., two by the Amer-

ican Association Colleges of Pharmacy, two by the National Wholesale Druggists' Association and three by the Manufacturers' Association. The board of delegates recognized that the retail pharmacists needed help along the lines of business and financial research. It is estimated that at least 456 research agencies are working along these lines, yet very few of them are directly helpful to the retailer in the drug business. The delegates also recognized the need of a very extensive and representative membership in the Bureau, and provision is made for five classes of members representing clerks and assistants, retail pharmacists, teachers, wholesale and jobbing interests and manufacturers. The National Wholesale Druggists' Association had a sum of about \$17,000 available for education and research and turned this amount over to the Research Bureau. As this sum will practically meet the expenses of the Bureau for the first year it was decided that there should be no membership dues the first year and that an endeavor should be made to reach every member of each class, setting forth the aims of the Bureau and soliciting membership in the Bureau. It is expected that the membership will reach at least 25,000 this first year.

The essence of Dr. Newcomb's address centered about 12 planks in a great business platform. He was not prepared to put these planks before the meeting and pharmacy in general in a positive form but preferred to indicate them by questions, thus leaving each plank open for discussion. It is his expectation that out of this discussion will emerge a unanimity that can be concretely set forth in the form of statements acceptable to every division of pharmacy. His platform as thus presented is as follows:

1. Should every business transaction yield a profit?
2. When the dealer sells an item at less than cost, how is he going to make up the loss on that item?
3. What should be the remuneration to the distributor for his services?
4. What should determine the discounts upon purchases larger than the usual quantities?
5. What are we to consider as excessive or unreasonable quantity discounts?
6. Are special offers undesirable to good business? Are they fair to the public?
7. Do "free goods" offers promote good business?

8. Are demonstration offers fair to all branches of the trade?

9. What shall be done regarding the employment of "hidden" demonstrators?

10. Is it fair to subsidize customers' employees either by direct payments or by indirect means?

11. Is it fair to subsidize dealers either directly or indirectly?

12. Is it possible to unite all branches of the drug business on economically sound planks which are fair to all interests from producer to consumer?

Dr. Newcomb presented many splendid illustrations and emphasized his points in his usual forceful manner. Out of the address we might summarize the following points:

1. The great need of such a platform to establish profitable prices, to overcome destructive competition and to promote business ethics; harmony and assurance is so self-evident that it would seem as though emphasis is not necessary. However, there is no use in holding conferences between different groups until there is a reasonable unanimity in each group.

2. It is an altruistic problem, of course—pure altruism—the greatest good for the greatest number. However, we must get together on a positive platform and stop taking a negative attitude.

3. It demands organization and coöperation. These have been discussed as features of the whole drug business. The discussion must crystallize into action.

4. Such a platform with a fair degree of unanimity from every branch of the business can be had, only fear and lack of faith will prevent the completion of such a program.

5. Do your part as an individual or as a relatively small group of individuals to answer these questions in your own way to the best of your knowledge and belief and send your answers to the Research Bureau. It is only by comparing and coördinating replies from many different sources that we shall be able to compile a platform that represents a fairly unanimous opinion from the whole of pharmacy.

Chairman J. H. Riemenschneider, Executive Committee N. A. R. D.: "Free deals constitute one of the toughest problems the retailer must meet and they come in such a variety of forms that it requires almost a legal knowledge and certainly an acute mind to follow all of their ramifications and to analyze them. The

N. A. R. D. as a great organization recognizes the need of meeting the problems as set forth by Dr. Newcomb and stands ready to help."

Secretary Herman Holthoefer, C. R. D. A.: "We heartily endorse the Druggists' Research Bureau and believe that Dr. Newcomb has ably presented the very fundamentals of our business problems."

C. P. Van Schaack: "The retail drug business has changed much from the old days. To a great extent the problems of the retail druggist have changed. This able presentation by Dr. Newcomb should prove a splendid foundation for meeting any of these problems."

Oliver C. Buss: "It is possible for a manufacturer to put an extensive line of goods into the retail drug store without his merchandise being advertised or sold at cut prices. Our firm has demonstrated this. Merchandising is a great art. The manufacturer depends upon the prosperity of the retail druggist. Selfishness as a trait of human nature has always existed and will always exist but it is possible to demonstrate that unselfishness to-day may be very profitable to-morrow. Let us approach this problem as an industry not as an individual."

Samuel L. Antonow: "Getting the retailer to help is the most difficult part of this whole plan. The coöperation of the retailer can be had only through retail organizations. Coöperation between the retailer and the wholesaler, which frequently seems so lacking, is very important and should be encouraged. If steps are not taken to change the present trend of things retailing in the drug business will soon be in the hands of a few. To-day 65 per cent of the retail business in the grocery line is in the hands of the chain stores."

George V. Haering: "We heartily endorse this plan of Newcomb's. Sometimes it seems as though the rank and file of the retail druggists are of the jelly-fish order. Organization is what will put it over."

Paul Gibney: "Newcomb's plan is good but it means lots of work. However, hard work never killed any man. Lets get busy on it."

F. O. Snyder: "Many look upon the chain store as of the dragon type. This is not so. Newcomb's plan is wonderful—a big bite truly but possible. The retail drug business is in a state of evolution from the old-time pharmacist to merchandiser."

Secretary H. C. Christensen, N. A. B. P., "Nothing is ever accomplished by saying—'It can't be done.' Let us who are present

to-night back this plan of Newcomb's. We sometimes look back and think that pharmacy is deteriorating but let us be assured that at no time in its history in America were young pharmacists more highly educated than to-day. This higher intelligence coming into the business will help solve these problems."

E. N. Gathercoal: "In my early days many a retail druggist hated his neighbor druggist to the extent that they were not on speaking terms. In a relatively few years organization among retailers has wrought a great change. A few years more will bring even greater results and the day is not far distant when retailers will be working on these great problems as presented by Newcomb, in hand with each other and with the jobber and manufacturer. In order to accomplish our little bit I would move that the *President* be authorized to appoint a committee to formulate answers to Newcomb's questions, not with the thought that such planks would be perfect but that they might be added to the work done by other individuals or groups, the report of this committee to be forwarded to the Research Bureau. This motion also carrying an endorsement of the Druggists' Research Bureau was unanimously passed.

A motion of thanks to the out-going President was unanimously approved by a rising vote.

E. N. GATHERCOAL, *Secretary*.

DETROIT.

The February meeting of the Detroit Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held in the new headquarters of the Wayne County Medical Society, February 10th.

Dinner was served at 6:30 P.M. The usual table-chat was livened by the presence of our friends from the University of Michigan, Prof. Stocking, Glover, Blicke and Mr. Powers.

The meeting was called to order by President Rowe. The minutes of the previous meeting were read by the Secretary and approved. President Rowe read, in part, a letter from Dr. Fischelis to Secretary E. F. Kelly, instructing him to get in touch with the authorities in charge of the Chicago Exposition of 1933, in accordance with the resolutions adopted by the Detroit Branch to take part in the International Temple of Health Exhibit.

Chairman Lakey, of the Program Committee, announced that Dr. Noah Aarenstein would

be the speaker at the March meeting. The April meeting will be Clerks' night, and the May meeting will be the Annual University of Michigan night at Ann Arbor.

President Rowe introduced the speaker of the evening, F. O. Taylor, Chief Chemist of Parke, Davis & Co., who gave a most interesting talk on "New Medicinals." Mr. Taylor said that with preservation of life—the goal of mankind—there are great opportunities to-day for pharmaceutical chemists. He outlined in detail many new medicinals introduced in the last few years. The more prominent ones being *Ephedra*, discovered by Nogi, a Japanese, many years ago and recently rediscovered by Chen and his staff at Pekin University where the alkaloid Ephedrine was isolated and which is now in use in the form of ephedrine sulphate. Tetrachlor-phthalein and acetylene have been found to produce sleep and are now being used for anesthesia. Mr. Taylor exhibited samples of these products. "Ephedra and vitamins," he said, "stimulated the research for other medicinal plants; metallic products have come to the fore through the success of neo-arsphenamine." Insulin in a crystalline form has been reported by Dr. Abel of Johns Hopkins. Phenol-iodo-tetrathalein has been a great help in X-ray work. Ortho iodexin benzoic acid has been the work of Prof. Blicke of University of Michigan. Peroxide of Hydrogen in solid form has been prepared with urea. Borocain, butein, hexyl resorcinol were also mentioned among the new medicinals.

Mr. Taylor said the biologicals were still receiving their share of attention including glandular products, also the immogens, particularly at this time; that researches were being conducted by every prominent university in the hope of finding new medicinals. The University of Michigan is working on fluorines.

A general discussion followed Mr. Taylor's talk in which he answered the questions propounded. He was given a rising vote of thanks.

BERNARD A. BIALK, *Secretary*.

NEW YORK.

More than eighty members and friends of the New York branch of the AMERICAN PHARMACEUTICAL ASSOCIATION were present at the February meeting. Frederick D. Lascoff discussed a paper, "A Procedure in Prescription Pricing," by Leonard A. Seltzer and A. Alton Wheeler. Joseph L. Mayer opened a discussion concerning the present formula for solution of magnesium citrate.

It was the opinion of those present that the plan of Mr. Seltzer and Mr. Wheeler was an eminently practical one. Following the discussion of the formula for citrate of magnesium solution the branch adopted a resolution urging reconsideration of the formula by the U. S. P. Revision Committee.

PHILADELPHIA.

The February meeting of the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held Tuesday evening, February 8th, at the P. A. R. D. Building, 2017 Spring Garden St., President Cliffe presiding.

Upon a motion from the floor the reading of the January minutes was dispensed with.

Two applications were presented for membership in the parent body, and they were accepted pending the action of the parent association. They were for Harry Wm. Mantz and Ray C. Gable both of Philadelphia.

Mr. Peacock, Treasurer of the A. P. H. A. Convention Committee, made a final report for the Committee and presented the Branch with a check for \$14.67 which represented the balance left over from the convention funds. The archives of this Committee were also turned over. The report was accepted and the archives referred to the Auditing Committee of the Branch. It was moved that the \$400.00 which had recently been received from Mr. Peacock's Committee be deposited in one of the local banks at interest. The bank to be selected by the President of the Branch.

A letter was read from Dr. Arno Viehoever calling attention to some recent statements in a lecture by Dr. Chevaleir Jackson. These statements were discussed thoroughly and resulted in the following resolutions being passed by the Branch.

"WHEREAS, an erroneous impression appears to have arisen concerning the attitude of pharmacists toward legislation which would require that containers for Caustic Lye, or combinations thereof, be so labeled as to warn prospective purchasers of the dangerous character of the contents, and

"WHEREAS, pharmacists do not oppose specific legislation designed to warn the public of the deadly character of Caustic Lye, therefore

"Be it resolved by the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION, that we express our full approval of such legislation as will compel packers of Caustic Lye or combinations thereof—under whatever name—which will endanger human life and

health if swallowed, to label such containers with distinctive type, signs and symbols which will declare in unmistakable manner the dangerous and deadly character of the contents thereof, and *be it further*

"Resolved, that we urge that any bill which is designed to accomplish the foregoing purpose be couched in clear, concise language and limited in its scope to the object to be attained in order that its provision may be intelligently applied and adequately enforced in the event of its enactment into law."

A brief discussion was given to the Cosmetic Bill which has recently appeared in several States, but no action was taken by the Branch upon this bill.

Mr. Hawkins, a representative of the W. C. A. U. Broadcasting Station arrived at this time and spoke briefly to the Branch upon the policy of the stations in broadcasting advertisements. This question was listed on the Branch's program for the evening with discussion to be led by Joseph W. E. Harrison, who had corresponded with several of the broadcasting stations in question, and as a result of his correspondence Mr. Hawkins came to the meeting to present the case of the stations. The point in question was as to the propriety of certain types of broadcasting which had been going on recently and, in fact, for some time, whereby certain proprietary remedies were advertised through the radio broadcasting stations in such a way as to mislead the public. The Branch took issue with this type of advertising and considerable discussion developed over it. As a result of Mr. Harrison's efforts a number of firms declared that they would change their methods and we feel that the situation will be better from now on.

Rev. J. J. Joyce Moore was unanimously elected to honorary membership in the Branch. Rev. Moore whose father was a well-known pharmacist in the city has himself shown intense interest in Pharmacy and had recently rendered the Branch some special services.

Mr. Hunsberger brought up the question of the difficulty arising between the Prohibition Enforcement laws and the State Pharmacy Law in regard to the handling of liquor prescriptions. The State law requires that all prescriptions be held by the pharmacist for a period of five years and the Prohibition Enforcement law recently required that all liquor prescriptions be sent to the prohibition office once a month for checking. After a

thorough discussion the following resolution was passed:

WHEREAS, a regulation of the Federal Prohibition Act requires that forms 1403, being prescriptions covering the sale of intoxicating liquor be returned to the prohibition office having jurisdiction, and

WHEREAS, the Act which regulates the practice of Pharmacy in Pennsylvania requires that all prescriptions compounded shall be retained in the druggists' files for a period of five years, and

WHEREAS, it is not apparent that said forms serve any useful purpose in a drug store after having been receipted for and checked by the Prohibition Office, *therefore*

Be it resolved by the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION that we sanction an amendment to the Pennsylvania Pharmacy Law exempting from its provisions, prescriptions covering the dispensing of liquor for individual purposes under permit issued in accord with the provisions of the Federal Prohibition Act, and designated as form 1403.

The program and entertainment for the March meeting were discussed, and it was decided to leave the program entirely to the Entertainment Committee. The March meeting is the annual meeting at which the Past-Presidents are invited as guests of the Branch, and election of officers is also held at this time.

President Cliffe appointed the Committee on Nominations as follows:

Ambrose Hunsberger, *Chairman*; Mrs. Bertha Peacock and John J. Kelly.

The Auditing Committee was also appointed as follows:

Prof. F. P. Stroup, *Chairman*, and Leo G. Penn.

The usual enjoyable dinner was held at the Touraine Apartments Restaurant in the early part of the evening.

ADLEY B. NICHOLS, *Secretary*.

PITTSBURGH.

The following officers were elected at the January meeting of the Pittsburgh Branch:

President, Frank S. McGinnis.

Vice-President, John G. Rees.

Secretary, Louis Saalbach.

Treasurer, P. Henry Utech.

Delegate to House of Delegates, Louis Emanuel.

The balance of the evening was devoted to a prescription clinic under the direction of Frank S. McGinnis.

The February meeting was held Tuesday, the 15th, when the topic of the evening was "The Turtle as a Laboratory Animal with a Demonstration on the Isolated Heart" by Prof. E. C. Reif.

It was decided that the next meeting shall be preceded by a dinner, after which we will have a debate on the subject of "Price Maintenance." The debate will be under the direction of Prof. C. Leonard O'Connell. The debaters will be chosen from the Junior Class.

LOUIS SAALBACH, *Secretary*.

UNIVERSITY OF WASHINGTON.

The February meeting of the University of Washington Branch, A. Ph. A., was held Thursday, February 25th, at Bagley Hall. Due to the absence of President Rising, Dean Johnson introduced the speaker, Mr. J. H. Whittlesy, Assistant Manager of Stewart & Holmes, wholesale druggists of Seattle. Mr. Whittlesy presented an interesting talk on the locating, equipping and stocking of a drug store. He mentioned the conditions influencing the choice of location; then the ratio of investment in fixtures and stock. He further analyzed the proportional investment in stock, as far as the sub-divisions were concerned. This was followed by information, on keeping up stock, buying and making displays. He emphasized the need of knowing the stock, of fair treatment to clerks, of service to customer and community, all of which was of interest to the audience and too detailed to mention here.

Dean Johnson led the discussion, calling attention to the value of developing those traits which characterize "dependability," during their college years, inasmuch as they were necessary, if a druggist wished to be successful in carrying out the suggestions outlined by the speaker.

H. A. LANGENHAN, *Secretary*.