

## 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to the Association and Branches shall become the property of the Association with the understanding that they are not to be published in any other publication prior to their publication in those of the Association, except with the consent of the Council."—Part of Chapter VI, Article VI of the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 III of Chapter VII reads: "The objects and aims of local branches of this Association shall be the same as set forth in ARTICLE I of the Constitution of this body, and the acts of local branches shall in no way commit or bind this Association, and can only serve as recommendations to it. And no local branch shall enact any article of Constitution or By-Law to conflict with the Constitution or By-Laws of this Association."

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 meeting 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.

### CHICAGO.

The 200th meeting of the Chicago Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the university of Illinois School of Pharmacy on the evening of Tuesday, November 17th. The meeting was presided over by President Hynes.

Mr. Emig, instructor at the Pharmacy School, gave a short review of the articles appearing in the September and October issues of the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

The speaker of the evening was Julius Riemenschneider, past-president of the Chicago Retail Druggist's Association, and last year's president of the National Association of Retail Druggists. Mr. Riemenschneider is a retail druggist of Chicago, who has earned an enviable reputation as a successful business man—not by "merchandising" alone, not by prescription work alone, but by a combination of these. His subject was "The Independent Drug Store, Its Problems and Possibilities."

Mr. Riemenschneider began his discussion by pointing out that one trouble with the retail drug business to-day is that too many leases are not in line with the volume of business. Many stores are paying ten cents out of every dollar sale for rent.

The following suggestions were made for the development of a profitable drug store:

A suitable location must be chosen as this is of primary importance to a successful business.

Find out how to run the drug store for your particular location and *run it*.

Direct mail advertising, sent as first class mail, with particular attention to the correct addresses and spelling of names and with a personal signature, was found to bring very good results.

Have every delivery bear a shop label with name and address plainly written and not scribbled over the delivery package.

Place inserts in every package with name and address of the store thereon, advertising products handled by the store.

Never permit a prescription to leave the store unfilled, no matter how much it costs to get the ingredients.

Send notices to doctors, notifying them of new products you are carrying in stock for their use.

Send a letter of appreciation to the doctors at least twice, for the business they have sent you.

The drug store in present competition must have a life-saving department and the pharmacist can build the department for which he has been trained, that is, the Prescription Department. The prescription business can be built up by anyone, but you must work at it and give it much of your attention. An essential requirement for a good prescription business is a complete stock of materials.

The good-will of the neighborhood and the neighborhood business is as essential as the good-will of the doctors.

After a doctor has sent a new customer to your store, with a prescription, follow this up with a personal letter thanking him for the

business. By means of this "follow up" letter you are likely to gain a steady customer; at least, you are bringing your name to the person's attention.

Window displays are alternated, with about every fourth window display showing high class articles which do not bring many sales to the store, but which give it prestige.

Adopt everyday "chain store" prices. Have a "long shot" line of your own and do not hesitate to use your own name on products leaving your store.

Combination deals should be frowned on by retail druggists. The druggist cannot make profit when he is giving away merchandise as well as potential profit.

Never permit the loss of a single cash discount.

Sixty-seven per cent gross profit was made on prescriptions, so if this department is developed competition on advertised merchandise can be met and the average profit on the entire sales of the store will be sufficient to insure a satisfactory income.

Personal work in your own store plus the aid of organizations such as the National Association of Retail Druggists, Illinois Pharmaceutical Association and Chicago Retail Druggists Association will insure the independent retail druggist of making a success of his business.

LAWRENCE TEMPLETON, *Secretary*.

#### NEW YORK.

The November meeting of the New York branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the College of Pharmacy, Columbia University, on Monday, the 9th; there were 78 members present, of whom 18 attended a Get-Together Dinner preceding the meeting.

The chair was taken by President Robert P. Fischelis, who called upon the secretary to read the minutes of the October meeting; these were approved.

Treasurer Currens' report was read and accepted.

Chairman Lehman, of the Committee on Education and Legislation, spoke of the trends in the increased taxing of tobacco and gasoline in many States as reported by the Tobacco Merchants' Association, and said that tax measures being drawn up by some States would be designed to tax perfumes, cosmetics and other luxuries for State revenue. He reported on the New York and Indiana chain store taxes, saying that a tax along the lines of the latter

would be introduced at the coming session of the New York Legislature.

Dr. Mayer, for the Audit Committee, stated that the bills submitted to him had been sent to the treasurer for payment.

The secretary reported 13 additional Student Members from the Columbia University, College of Pharmacy and 1 from the Fordham College of Pharmacy; he had received applications from Edward White for membership in the Branch and from Abraham Etkins for membership in the parent organization. A motion made to approve the applications for Branch membership was carried.

The president thanked Editor Wimmer and Mr. Chevalier for publishing the A. PH. A. membership appeal in the *New York Journal of Pharmacy*.

Dean Diner reported progress for the Committee on Professional Relations.

Chairman Schaefer of the Committee on Entertainment for the meeting of the Boards and Colleges of Pharmacy of District No. 2, spoke of the plans for the banquet on March 14th and said that he would report further progress in January.

The president again reminded the members of the arrangements for the presentation of the Remington Medal to Prof. E. Fullerton Cook at Philadelphia on November 16th and said he hoped that as many as possible would attend.

Chairman Schaefer, of the Remington Medal Committee, reported the die for the medal had developed cracks and it was necessary to replace it; he moved that the custodian of the die be authorized to arrange for the making of a new one. The motion was approved.

Chairman Lewis N. Brown of the Committee on the Progress of Pharmacy gave a very interesting report on the following topics: "The Discontinuance of Bloomingdale's Century-Old Prescription Department," "Psyllium Seed and Its Increased Sale," "President Sturmer's address on Pharmaceutical Education before the American Association of Colleges of Pharmacy," "Chamois Skin as a Separator for Immiscible Liquids," "A Substitute for Rubber Gloves," "A New Poison Ivy Treatment," "The Determination of Phenolphthalein in Emulsions," "The Use of Hydrogenated Oils as Ointment Bases," and the ruling of the Department of Health of the City of New York that Barbitol and its derivatives can only be sold on prescriptions.

President Fischelis then introduced the speaker of the evening, Mr. L. E. Warren of the Food, Drug and Insecticide Administration of the U. S. Department of Agriculture at Washington, D. C., who gave an illustrated lecture entitled "Pharmacy and Medicine in Ancient Egypt."

(As this most interesting paper has been printed in full in the October 1931, issue of the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION,<sup>1</sup> readers are referred to that publication.)

The large number of excellent slides shown made this interesting subject even more fascinating for the audience.

Vice-President E. A. Bilhuber called upon Dr. Raubenheimer to discuss the paper, Dr. Raubenheimer said how much he had enjoyed the evening; he thought that the history of pharmacy was much neglected and should be brought to the attention of all students. He remarked upon the fact that, for all the 4000 years that have passed since the days of Ancient Egypt, little real progress has been made in some directions, since many remedies used then are still official in the U. S. P. and N. F. or are in use as household remedies.

Mr. Seley cited a number of references to the preparation and uses of drugs in the Bible.

Dean Anderson rose to say how much the members enjoyed the privilege of hearing Mr. Warren's lecture and that it was encouraging to see how many old medicines were being used to-day; he felt that some of the newer ones were still only experiments and many would have to give way to time-tested remedies. Upon his motion, a rising vote of thanks was given to Mr. Warren, and the meeting adjourned.

HERBERT C. KASSNER, *Secretary*.

#### THE ACADEMY OF PHARMACY AND THE NORTHERN OHIO BRANCH OF THE A. PH. A.

The Academy of Pharmacy (Cleveland) has been organized as a society devoted entirely to the professional aspects of pharmacy with a desire to be of service to the physician. Every member of the Society is a registered pharmacist and each pharmacy is listed and is inspected and equipped for pharmaceutical work. The Society invites criticism with a view to improve the service. The statements regarding its objects are given in Bulletin No. 1.

Bulletin No. 2 has been issued to physicians in which the objects of the Society are explained and coöperation of the members of the Society is offered.

Dean Edward Spease prepared a comprehensive presentation of the purposes of the organization, which was addressed to physicians of Cleveland—the subject of the message was entitled "Professional Pharmacy."

#### BALTIMORE.

The December meeting of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the Emerson Hotel on Thursday, December 10, 1931.

E. G. Eberle presented a brief but comprehensive report upon the Remington Medal meeting recently held at Philadelphia, in which he outlined the remarks of the principal speakers and commented favorably upon the large and representative attendance at that gathering. Chairman E. Fullerton Cook, of the Revision Committee of the Pharmacopœia XI, was the recipient of the medal.

Director Lewis E. Warren, of the Research Unit of the Food, Drug and Insecticide Administration of the Department of Agriculture, presented his illustrated lecture on "Pharmacy and Medicine in Ancient Egypt." This lecture, which was first presented before the AMERICAN PHARMACEUTICAL ASSOCIATION at Miami, has received such favorable comment that Mr. Warren, in response to numerous requests, has presented it before several of the local branches.

The meeting was preceded by a dinner, and was well attended. The presence of quite a few ladies graced the occasion.

WILLIAM F. REINDOLLAR, *Secretary*.

#### PHILADELPHIA.

The December meeting of the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held on Tuesday evening, December 15, 1931, in the Library, Sharp and Dohme, Broad and Wallace Streets. The subject for discussion was "A Symposium on Digitalis."

Various phases of this subject were discussed by the following authorities: *Botany*, E. H. MacLaughlin; *Pharmacognosy*, W. J. Stoneback; *Manufacture of Galenicals*, Laurence L. Miller; *Standardization*, Paul S. Pittenger; *Retail Phases*, Ambrose Hunsberger; *Clinical Indications*, J. B. Wolffe. After the general discussion of this problem, a survey following

<sup>1</sup>Page 1065.

the commercial progress of Digitalis, from the crude drug to the finished product was made through the plant.

Arrangements are being made to visit two other large drug manufacturing plants during the January and February meetings.

J. C. MUNCH, *President*.

W. J. STONEBACK, *Secretary*.

#### REMINGTON MEDAL AWARD FOR 1931.

The Remington Honor Medal for 1931 was awarded to Chairman Fullerton Cook of the U. S. P. Revision Committee in recognition of his distinguished services in pharmacopœial revision.

A testimonial dinner in honor of the recipient was held at Hotel Pennsylvania, Philadelphia, November 16th. Usually the award is made in New York City under the auspices of the founders of the medal, the New York Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION.

About one hundred and seventy participated in the dinner and those in attendance came from New York, Philadelphia, Williamsport, Baltimore, Washington, Pittsburgh and other cities.

President James C. Munch of the Philadelphia Branch welcomed the visitors and introduced President Robert P. Fischelis of the New York Branch as toastmaster. The latter gave a brief account of the history of the Remington Medal Award and spoke of the work of Professor Cook which led to the latter's selection for the honor.

Dean LaWall was introduced and spoke interestingly on Professor Cook as a friend and co-worker. He said that he had always found him loyal to the ideals of Professor Remington, and to his associates in the Philadelphia College of Pharmacy. He commented on his great capacity for work and the manner in which he had assumed the responsibilities for the production of the Pharmacopœia, following the demise of Chairman Joseph P. Remington.

Dean H. V. Arny was introduced and spoke on the subject, "Professor Cook, the Pharmacopœia Maker." He recounted interestingly the many trials through which Professor Cook had successfully steered the "pharmacopœial ship." He referred to the fact that Chairman Cook had been eminently successful in harmonizing divergent views among the members of the Revision Committee in the interests of producing a work which had earned the

designation of "peer among the pharmacopœias of the world."

Owing to the absence of Dean Jacob Diner, Prof. Otto Raubenheimer summarized the activities of the recipient. The recipient after expressing his thanks for the award recounted the accomplishments of Professor Remington and gave an interesting description of the latter, his personality and ideals.

The arrangements of the meeting were handled in splendid fashion by a Committee headed by Secretary Herbert C. Kassner of the New York Branch and Secretary Wm. J. Stoneback of the Philadelphia Branch.

Mr. Percy Remington, son of Prof. J. P. Remington, attended the dinner.

#### INTERNATIONAL PHARMACEUTICAL FEDERATION.

BY T. POTJEWIJD, SECRETARY GENERAL.

The Board of the International Federation met in Budapest in October. The detailed agenda, which appeared in the second *Bulletin* of the Federation this year, led to elaborate discussions. The inquiry on military pharmacy, started by request of the AMERICAN PHARMACEUTICAL ASSOCIATION, was closed in the beginning of this year. Monsieur Barthet wrote a report on this inquiry, the conclusion of which says: That for those states, which have a military organization, with a military medical service attached to it, it would be desirable to establish a military pharmaceutical service. The publication of the detailed report, which contains data of 23 countries, is looked to with great interest.

It was decided to make a few more inquiries on the status of the practice of Pharmacy in hospital pharmacies. This inquiry seems also to be of special interest for the AMERICAN PHARMACEUTICAL ASSOCIATION.

At the same time the "Comité des Spécialités" had a meeting in Budapest, which committee took important decisions respecting the working methods of the committee, and the scientific report on the active elements in "Specialties," as more closely studied.

#### POSTPONEMENT OF SEVENTH AMERICAN SCIENTIFIC CONGRESS.

The Director General of the Pan American Union advises that word has been received from the Mexican Government that the Seventh American Scientific Congress which was to have been held in Mexico City from February 5 to 19, 1932, will be held in November 1933.