

## EDITORIAL NOTES

Editor: E. G. Eberle, 10 West Chase Street, Baltimore, Md.

Members of the Council, A. PH. A.: S. L. HILTON, *Chairman*; CHARLES H. LAWALL, *Vice-Chairman*; E. F. KELLY, *Secretary*; H. V. ARNY, A. G. DUMEZ, H. A. B. DUNNING, WILLIAM B. DAY, C. E. CASPARI, J. H. BEAL, T. J. BRADLEY, AMBROSE HUNSBERGER. *Ex-Officio Members*: W. BRUCE PHILIP, *President*; ROWLAND JONES, G. H. GROMMET, *Vice-Presidents*; C. W. HOLTON, *Treasurer*; E. G. EBERLE, *Editor of the Journal*; A. G. DUMEZ, *Editor of the Year Book*; J. W. SLOCUM, *Chairman of the House of Delegates*.

Collaborators: The Members of the Council; E. FULLERTON COOK, *Chairman*, U. S. P. Revision Committee; E. N. GATHERCOAL, *Chairman*, N. F. Revision Committee; Chairmen of the Sections, A. PH. A.: W. J. HUSA, W. J. RIVARD, W. PAUL BRIGGS, LEON MONELL, LOUIS GERSHENFELD, CHARLES H. STOCKING, *President*, A. A. C. P.; CHARLES B. JORDAN, *Chairman*, Executive Committee, A. A. C. P.; CLARE F. ALLAN, *President*, N. A. B. P.; HENRY C. CHRISTENSEN, *Secretary*, N. A. B. P. Scientific Section—Board of Review on Papers: *Chairman*, L. W. ROWE, Detroit, Mich.; JOHN C. KRANTZ, JR., Baltimore, Md.; F. J. BACON, Cleveland, Ohio.

### THE PROFESSIONAL PHARMACY.

#### AN ANALYSIS OF PRESCRIPTION DEPARTMENT ACTIVITIES.

BY FRANK A. DELGADO AND ARTHUR A. KIMBALL.

The second installment of this contribution is published in this issue of the JOURNAL; the first part is printed in the July number, pages 671-693.

We are taking the liberty of quoting from "World Trade Notes on Chemicals and Allied Products," Department of Commerce, Bureau of Foreign and Domestic Commerce, August 14, 1933.

"*Prescription Department Activities Analyzed*.—Valuable information that has never before been given will be found in "The Professional Pharmacy," a detailed cost and operations analysis of prescription-department activities of professional pharmacies, made as a major phase of the National Drug Store Survey.

"It is not practical in an announcement this length to outline the contents of the professional pharmacy. However, it might be stated that over 75 per cent of the sales volume of the professional stores studied was actual prescriptions. Sales volume of sample stores averaged \$107,000 each. Thirty-five professional pharmacies occupied an average of 1632 square feet. Answers to the following questions are furnished. To what extent, if any, have the specialty type of prescriptions grown over a period of 20 years? Have prescriptions in liquid, capsule and tablet form decreased or increased during the past 20 years? What is the financial outlay necessary to open a new store? What equipment is necessary? What population is

necessary to support a professional pharmacy? What is the turnover, gross margin, operating expenses and net profits of professional pharmacies?

"Approximately 1808 pharmacists open new drug stores each year in the United States, and were that part dealing with prescription ingredients brought to the attention of these pharmacists it is believed that a saving of from \$100 to \$500 per store could be accomplished.

"Two reports by the Bureau of Foreign and Domestic Commerce covering the professional activities of retail pharmacies have come from the National Drug Store Survey. The first dealt with the professional activities of 13 commercial-type drug stores in St. Louis. It was entitled 'Prescription Department Sales Analysis in Selected Drug Stores' and was issued, in 1932, by the U. S. Department of Commerce. Copies can be obtained from the Superintendent of Documents, Washington, D. C., at 5 cents each. The second report, recently completed, is entitled 'The Professional Pharmacy—An Analysis of Prescription Department Activities,' and presents a picture of the pharmacy which specializes in prescriptions and other items related to public health. This report, covering about 80 pages, is being printed in the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, in four installments, July, August, September and October 1933, and will then be available in a paper-bound book . . ."

"The value of the information contained in this report is not believed to be confined to the proprietors of professional pharmacies. It contains much information which should be of practical value to the proprietors of commercial-type drug stores, in increasing their volume

of prescription business and the profit possibilities of their prescription departments. Professors and students in colleges of pharmacy may find herein answers to some of the questions about which there has been conjecture. Drug wholesalers and manufacturers of chemicals, galenicals and pharmaceutical specialties should find the list of leading ingredients, which was compiled after an analysis of 20,000 prescriptions, of particular interest. Pharmacists who are contemplating the operation of a professional pharmacy will find certain information particularly directed to them. It is hoped, therefore, that all branches of the drug profession and trade will be in some way aided by the information presented in this report."

Reprints of "Professional Pharmacy" will be bound in paper cover at 25 cents per copy; 10 per cent discount in quantities of 6 or more and 20 per cent discount in quantities of 100 or more. It is assumed the schools of pharmacy will desire the publication for their students.

#### ACRIFLAVINE SOLUTION.\*

W. A. Woodward reports that the following formula produces a stable preparation:

|                          |          |
|--------------------------|----------|
| Acriflavine.....         | 1 Gm.    |
| Glycerin.....            | 10 ml.   |
| Solution of ammonia..... | 20 ml.   |
| Oleic acid.....          | 40 ml.   |
| Chloroform.....          | 180 ml.  |
| Liquid paraffin to.....  | 1000 ml. |

Dissolve the acriflavine in the glycerin with the aid of heat, add the oleic acid and the solution of ammonia, stirring continuously, until the oleate formed has completely liquefied. Allow to stand until the liquid becomes viscous, then transfer it to a dry bottle containing the chloroform, and shake vigorously until dissolved. Pour the chloroformic solution in a thin stream into the liquid paraffin, previously sterilized and cooled to 50° C.

It is possible to use direct heat, provided it is controlled. This hastens considerably the liquefaction of the rather troublesome oleate which, if a steam-bath be used, takes a much longer time to liquefy.

The product is in the form of a clear, mobile reddish liquid. From a theoretical standpoint the principal criticism must be directed against the higher proportion, 18 per cent by volume, of

chloroform which the liquid contains. One of the great advantages claimed for acriflavine as a wound dressing is that its antiseptic action is exerted in concentrations too small to affect phagocytosis, and in this solution it should have been anticipated that the chloroform would seriously have interfered. However, the preparation has given complete satisfaction in clinical trials at St. Thomas' Hospital, both in obstetric work and as a wound dressing, and the fact that no pain was experienced tends to show that the presence of the chloroform is not deleterious.

The solution was effective *in vitro* against *B. coli* and, to a less extent, against *Streptococcus hæmolyticus* and *Staphylococcus aureus*.—*Pharm. J.*, April 8, 1933.

*On account of lengthy reports other matter had to be omitted from this issue of the JOURNAL.*

#### PERSONAL AND NEWS ITEMS.

Hugo Kantrowitz was elected *honorary life member* of the New York Pharmaceutical Association.

Prof. Gustav Bachman, of the University of Minnesota College of Pharmacy, received serious injuries in an automobile accident. While he is making good recovery, he fears that it will prevent his attendance at Madison.

William H. Glover, of the Massachusetts College of Pharmacy, was honored with the degree of Doctor of Pharmacy.

A public square in Cranston, R. I., was named in honor of Clifford E. Tabor, who fell in action in the Argonne Forest. He was a graduate of Rhode Island College of Pharmacy, and cited for bravery by General Pershing. Dedicatory ceremonies were held, the principal speaker being Dean W. Henry Rivard.

J. D. Spurier, of Cleveland, Ohio, has purchased the *Drug Bulletin*, founded in 1879, from E. D. Irvine, well and favorably known member of the AMERICAN PHARMACEUTICAL ASSOCIATION. Mr. Spurier was with Frederick Stearns & Co. for several years; recently he has been associated with *Ure Druggist*. The publication office has been moved to Cleveland.

We are advised of the death, on August 17th, of Mrs. A. L. I. Winne, wife of our fellow-member and Secretary of the Virginia Board of Pharmacy and Virginia Pharmaceutical Association. Sympathy is extended.

\* From *The Australasian Journal of Pharmacy*, June 10, 1933.