

Commercial Section and Section on Education and Legislation

PROCEEDINGS OF THE JOINT SESSION OF THE COMMERCIAL SECTION AND SECTION ON EDUCATION AND LEGISLATION.*

The Joint Session of the Commercial Section and Section on Education and Legislation was held in the Gold Room of the Bellevue Hotel, San Francisco, California, Tuesday, August 10, at 2 o'clock p. m., with Chairman Frank H. Freericks, Chairman of the Section on Education and Legislation, and Chairman Edward H. Thiesing, of the Commercial Section, presiding. In the absence of Secretary R. A. Kuever, Clarence McKellips acted as Secretary pro tem.

Chairman Frank H. Freericks, after calling the meeting to order, said: In the absence of the Secretaries of the two sections, Prof. Clarence McKellips has agreed to act as Secretary of this meeting. I take it that that will be agreeable to all, and I might say that Chairman Thiesing will open the program with his address as Chairman of the Commercial Section.

CHAIRMAN THIESING'S ADDRESS.

It was with some misgiving that the honor conferred upon me last year was accepted, and I trust that my shortcomings as Chairman of this Section will not be ascribed to an unwillingness for work. The commercial side of pharmacy and its needs are of course clear enough to all pharmacists, but to make the most of Section work both experience in it and a large acquaintance among our members is a very desirable adjunct.

The commercial side of pharmacy has always vastly interested me, not alone on its own account but as an essential to the progress of the art and science. The love for true pharmacy need not be alone dependent upon material welfare, and yet if my experience and observation may be a criterion, it does look to me that the man weighed down with the care of meeting obligations is but little disposed to regard pharmacy aside from his own concerns or to give thought for its general advancement and improvement. The cause of retail pharmacy, in my judgment, is intimately connected with its commercial side and features.

With all due consideration for the opinion of those who are interested in pharmacy only as an art and science, my patience is taxed when they would ignore the business part of the drug store and belittle the many side-lines which have come to find a place in it. Honest business when not altogether foreign, in the accustomed sense, in no manner discredits pharmacy, and many a man has found opportunity to be of service to it only because of the profits realized from the commercial adjuncts to his American Drug Store. We must accept conditions as we find them and work for their improvement. This Association, deeply concerned with pharmacy as a profession, would poorly serve its purpose if it failed to consider the commercial problems, and to help solve them so that the one may be reconciled with the other and hand in hand lead to higher and better things. Therefore the Commercial Section has an important place in the general

* The papers presented, excepting the addresses of the Chairmen, will be printed in this or succeeding issues and be accompanied by the discussions.

affairs and arrangement of our Association. I earnestly trust that the membership may give it even greater attention and thought, especially since it represents an activity which distinctly upholds the retail pharmacists whose interest and work should be maintained and increased.

The retail drug business is not and has not for years been in a very desirable condition. With prices demoralized very generally in the large communities on articles of a proprietary nature, prices have been reduced to a minimum on fully half of what is sold in the drug stores. With an evergrowing output of pharmaceutical products by manufacturing houses, the opportunity for exercising pharmaceutical skill and knowledge is constantly growing less. With greater inroads on the legitimate field of the retail pharmacist by dispensing physicians and more especially by those who cater to the latter, the troubles of the pharmacists are many. It is to these and their possible alleviation that I would ask your attention.

Pharmaceutical work in the drug stores offers many opportunities that are wasted to-day by many retail pharmacists. Products which they can well prepare are bought because of expediency and lack of initiative. Some even buy pharmaceutical preparations. Regardless of the fact that such methods do not justify the claim of being a retail pharmacist, such lack of correct pharmaceutical endeavor is usually a lost opportunity for profit.

Pharmaceutical skill whether exercised in the manufacturing laboratory or in the retail shop must be paid for and constitutes a part of the cost of the finished product. Of course the manufacture on a large scale of some products can be done at greatly reduced cost, and lower than is possible for the retail pharmacist; many, however, can be manufactured by retail pharmacists at a profit. In the cause of retail pharmacy we should try to reach every retail pharmacist and endeavor to create in him a greater interest and pride to supply his own needs, whenever possible, in the manufacture of pharmaceutical products. The work on the part of retail pharmacists may be profitably extended to a line of non-secrets for serving household purposes. These ordinary and self-evident thoughts, if taken to heart and acted upon, will increase the profits of every average drug store and will advance the art of pharmacy. To arouse a greater interest in work of this kind appears particularly to be the mission of State Pharmaceutical Associations.

THE MANUFACTURE OF PHARMACEUTICAL PRODUCTS.

It is not alone the growing neglect of the retail pharmacists to use their pharmaceutical skill which tends to make business conditions so unfortunate, but the manufacturers of pharmaceutical products have much to do with present day conditions confronting retail pharmacy. Needless to say, the manufacturers may well contend that they fill only the wants as they exist, but really do they not create wants without need, against the best interests of the retail pharmacists whom at the same time they desire to retain as customers?

Is it fair for manufacturing houses to continually burden the market with new preparations, adding nothing to the merit of such as already exist? Is it fair to Retail Pharmacy for manufacturing houses to detail physicians and encourage the use by them of special brand products, which are often without added good for either physician or patient, over the recognized preparations of the Pharmacopœia and National Formulary, and which every pharmacist should have an opportunity to make and supply? It cannot be denied that the present methods of business as pursued by pharmaceutical manufacturers have an immediate effect upon and tend greatly to injure retail pharmacy. For myself, I am rather inclined to believe that aside from the prospect of money return and of profit, most if not all of our pharmaceutical houses have an altruistic interest in Pharmacy. They, I believe, want retail pharmacy to continue as such and would truly regret its extinction. Of course, we may not expect and may not hope that the manufacturing pharmacist will undo himself, to maintain the retail pharmacist, but

may we not at least endeavor to secure an understanding which will satisfy the one and serve the other? It seems to me that something must be done in the interest of Commercial Pharmacy to save Professional Pharmacy for the retailer. Can we not arrive at an agreement which will mark the line of operation between the correct business endeavor of the manufacturing pharmacist and the retail pharmacist? My very high regard for those engaged in manufacturing pharmacy induces me to advocate, that such an agreement and mutual understanding be sought. To that end I recommend the appointment of a committee of five retail pharmacists to give thought and study to the problem and to take it up with manufacturing pharmacists or their accredited representatives.

THE DISPENSING PHYSICIAN.

Possibly no other obstacle to retail pharmacy can compare with the one caused by dispensing physicians. It very materially affects every retail pharmacist, and as a rule to the disadvantage and injury of the patient. We must grant that dispensing physicians as a whole will not agree to our claim that they disregard the best interests of their patients. We must allow also that frequently, from their point of view, they may reasonably have ground for such prostitution of their profession, and the difficulties are by no means one-sided. As I reflect upon the growth of the dispensing evil by physicians, as it has grown in the course of years in my community, (which no doubt is equally applicable elsewhere), I come to doubt that this problem has been properly handled by retail pharmacists. There is certainly a total lack of understanding or of an effort at such understanding. The evil has become so thoroughly rooted that it is hardly within the possibility for individual pharmacists to successfully attack it. Its uprooting, if at all possible to accomplish, must depend upon well directed, intelligent and organized effort. The attack to be successful must be upon the highest and most broad-minded plane; it must be primarily of an educational nature. It seems to me that the American Pharmaceutical Association is best equipped for resultful work along this line. At least it is worth an attempt and I urge its making.

Without taking too much time in an elaborate discussion, I submit as a possible and practical way for approaching this subject, the following: Through a suitable committee representing both the Section on Practical Pharmacy and Dispensing and the Commercial Section, I would formulate plans for reaching all the dispensing physicians of one fairly large city and of one smaller city, and would at first center all the energies on these selected cities. This should be undertaken by and with the co-operation of our local members. After a most thorough study and formulation of complete plans, the committee having secured a complete list of the dispensing physicians in these cities, should make it a personal matter with each of them, acting for the American Pharmaceutical Association.

It may be that I am mistaken, but I do believe that an intelligent approach of the average dispensing physician along high and educational lines will have beneficent results for the good of pharmacy and for the public well-being. This is submitted merely as a thought, and I hesitate to make of it a positive recommendation, preferring that such be left for decision by those better prepared to arrive at a correct conclusion.

In closing I would submit for your consideration that our Journal may well give a greater part of its space to the discussion of problems and matters which concern commercially the retail pharmacist. It will be helpful to our membership who are engaged as retail pharmacists and have a tendency to enlist from among their ranks a greater number of members.

I well appreciate that the Chairman's address might be extended to include a discussion of details and special features which would be of direct interest to the individual retail pharmacist in connection with his business, but believe that such purpose is best served by the presentation of papers and their discussion. In arranging with the Chairman of the Section on Education and Legislation for a

Joint Meeting of the two sections, we have had in mind to show that many of the activities which are now allotted to the various sections may well be brought together and be equally interesting to all in attendance. If in a measure we are successful, then our effort will be well repaid.

F. W. Nitardy moved that the address be referred to a committee. Seconded by Mr. H. B. Se Cheverell.

Chairman Freericks then asked whether there was any discussion of the address of Chairman Thiesing and asked whether the body did not want to pass it to a committee, and possibly have a later discussion.

DISCUSSIONS.

Mr. Osseward stated that inasmuch as Chairman Thiesing had recommended in his address that a committee be appointed to get in touch with the manufacturers regarding many of the products which they prepared and which increased the number, that he would like to read a letter which was given to him by one of the Seattle physicians, and one which he thought would fit in with the very work of the committee.

The letter in part follows:

Dear Doctor: One of the best examples of the occasional superiority of a pharmaceutical specialty over the product of even a skilled pharmacist, following a physician's prescription, is to be found in the case of _____ . Your prescription calling for _____ (contents hereafter indicated) could be filled, but the result would be neither sightly nor palatable in nine cases out of ten.

Bromoform is a splendid sedative; but there is only one way in which it may be safely administered, i. e., in solution. It is so heavy that emulsions are not practicable; and if kept in pure form it is exceedingly subject to decomposition.

Our preparation is efficient, permanent and palatable. With it you can obtain the sedative action of bromoform, in conjunction with the expectorants, ipecac, ammonium bromide and benzoïn, with safety to your little patient and without incurring his everlasting enmity on account of the "awful taste of Dr. _____'s medicine."

If you are not familiar with it let us send you a sample.

Mr. Osseward: And the doctor writes on the side of it, "Mr. Osseward, what do you think of their statement?" I for one, as a dispensing pharmacist, object to such procedure; I for one will not admit that this particular firm is so much superior to us in compounding such a preparation; and I do not believe that any other practical pharmacist would allow manufacturing concerns to assert superiority in their work.

It is not such a difficult compound to prepare; it does not seem that we are so incapable in our work in preparing a preparation of that kind, and I do not believe that a firm has a right to place such a preparation before the physician, or has a right to put such propositions to the physician, in our disfavor.

And I believe that a letter of this kind fits in very nicely with the recommendation of the Chairman to go before the manufacturer and see if we cannot get together on a middle ground so we will agree on something to prevent such as this. I do not believe it is fair for a manufacturing concern to send out such correspondence.

Dr. W. C. Anderson then stated that he believed the retail drug trade ought to know the name of firms that are soliciting business by means of that kind of advertising; that to his mind a letter of that kind constituted a direct charge against the legally qualified and educated pharmacists of this country that they were not able to compound a prescription correctly; that in his opinion that was what the letter was meant to infer; that such attacks ought to be stopped by the retail drug trade in the same manner as a few years ago the Association had taken up the matter of detail men from pharmaceutical houses going into the homes of physicians and explaining to them that if they sent their prescriptions to the druggist they would not be compounded correctly, because substitutions would be used and that the only way they could get effects for their patient properly would be by preparing a

prescription by their or by its coined name; that it was disreputable for the houses to call attention in that manner to their detail men, to the embarrassment of the pharmacist at large; he believed many of the houses had caused their detail men to stop that kind of work.

Every time a pharmacist came in contact with a letter of the character just read, and every time such a matter was learned of there should be a strong protest; that very often physicians who were friendly to the pharmacist came to him and told him what the detail men had said to them in reference to their preparations and what detrimental remarks had been made in reference to the matter as against pharmacists connected with phases of the pharmacist's work; and that in his opinion the American Pharmaceutical Association ought to air those things in order to put up such a protest that guilty pharmaceutical houses would be compelled to stop that kind of advertising.

Chairman Freericks then inquired whether there were any other remarks on the motion to refer the address to a committee of three. Dr. Weinstein then moved that the letter read be referred to the same committee. There being no further remarks, the motion was put, and carried.

Chairman Freericks then appointed Mr. Nitardy, Mr. Osseward and Mr. Se Cheverell as members of the committee.

Chairman Freericks then yielded the chair in favor of Chairman Thiesing of the Commercial Section, in order that he might offer his report.

CHAIRMAN FREERICKS' ADDRESS.

We may know whether we have rendered truly worth-while service from the work undertaken and performed. Year after year new minds apply themselves to the confronting problems; they seek advancement and light; they devote thought and study in order to help the common cause and to bring real progress. If only we would devote ourselves toward accomplishing, toward crystallizing and realizing in deed, the valuable word of our predecessors, then we might submit results and prove duty at least in part performed. Systematic, co-ordinated, and well planned effort, is our need. There should be a continuity of work and thought, not to the exclusion of new thought, and the commencement of new work, but nevertheless with an aim first at results.

Last year Chairman Craig served this Section with advice of true value. If only it be my just claim that we have advanced toward realization in a small measure and heeded in part the advice so given, then my office has not entirely failed. Well might I adopt the Address of last year and leave it, for its wholesomeness I cannot hope to improve. Of course custom and needed reference to current events will not permit that I adopt the Address of last year, but most earnestly do I ask you to continue mindful of the recommendations then made. The papers and reports which will be presented at this meeting may prove at least an attempted start at realization.

OUR LEGISLATIVE CONCERNS.

Correct, desirable and worth while legislation can follow only in the foot steps of well directed education. Legislation predicated and dictated only by self-interest without due regard to the needs of all, is built upon sand. The proper needs of all cannot be understood, measured and consummated unless they find general intelligent attention and endorsement. As the whole people advance, and progress, so do a large portion of them learn to know better and higher things, and learn to adjust their affairs in keeping. That which satisfied and sufficed fifty and a hundred years ago, will not answer at all to-day. Our ideals are upon a loftier plane, we are less new and consequently more exacting. It is not the few who unsupported may direct the course of correct and truly needed legislation, no matter how much they may be right in proclaiming such need. It hap-

pens, of course, that necessary legislation in accord with the public welfare, results from the active effort of a few, but unless the public understanding is raised to the level of what is truly desirable, the result is of no practical value, meaning only more laws and more violation of laws.

The needs of pharmacy for better and correct legislation point in every direction. Year in and year out pharmaceutical bodies discuss these needs, to accomplish little, but to suffer more. In a large measure our efforts toward legislative improvement have been misspent. We have overlooked or ignored the unshakable fact that we cannot have a correct public understanding of legislative needs pertaining to pharmacy unless we first have a correct education of the Public mind. It is for us to reach the public. This we may do either by agreement with and between all who are its acknowledged spokesmen on a particular subject, or, if this fail, then by direct appeal. Our legislative aims and efforts are either right or wrong. If wrong they should fail, if right they must win. Right or wrong we cannot hope for determining results unless we are first willing to seek agreement with all who may be directly concerned, and then if special interest will not grant what public welfare demands we may look to the general public by an intelligent statement of our case. No other class of men and women have at hand such wonderful opportunity for successful appeal to the people as have the pharmacists of the country. Let our cause be right and it will be crowned with success if properly stated. Concerted action of pharmacists along that line, fairly directed, will within two years give them and through them to the people any legislative measure which they may desire and which ought to be on the statute books. The shameful and uncivilized practice, except in cases of emergency, of allowing physicians in settled communities to make and dispense their own medicines cannot withstand a proper educational campaign and much less the methods of the dark ages to have people use so-called patent or proprietary medicines without some knowledge of their contents and some means to learn their virtue.

There are no doubt other factors which should have our consideration in the matter of securing either State or National Legislation of a needed and desirable kind. Too often Legislative Measures are introduced on the initiative of Committees without having been discussed and considered by the entire body whom they represent. All may be agreed on principle but some may disagree on detail. Thus a division is created leading to chaos; dissension carried into Legislative Halls and principle defeated, all because of difference on frequently unimportant detail. In an attempt to sum up the important features for successful endeavor to secure desirable legislation we must have in mind that it can follow only and will always be largely dependent upon thorough agreement among ourselves as to every provision and detail before introduction; an earnest effort for mutual agreement in a conciliatory spirit with all others who may be specially concerned; against the continued opposition of special interests strongly entrenched, to a recognized rightful measure; a direct appeal to the public by a campaign of education carried on through every retail pharmacy.

EDUCATION AS IT CONCERNS PHARMACY.

We come now to the other branch of our Section work. Frankly, your Chairman enters this field with great hesitancy, and a full appreciation of his own limitations. A comprehensive outline of the status of pharmaceutical education, its advancement and its further needs require understanding not only of what may properly be expected in the practical operation of a retail pharmacy, but also of the best methods for fitting the student at college, so that he may correctly perform his duty, and appreciate his responsibilities. It is a field which can best be entered by one who as a teacher in the properly equipped college can combine his greater knowledge, and source of knowledge, with an insight to the correct practical operation of a retail pharmacy. As already stated, Chairman Craig last

year recommended activities which well deserve the attention of those who are concerned with them, and if they be acted upon, and are carried through to actual realization, the cause of pharmacy will have been splendidly served. A few observations from one not so well qualified concerning actual conditions as they appear to exist may not be out of place. Clearly would I want it understood, that my concern is with the retail pharmacist, and the teacher who at college prepares the student for retail pharmacy. Notwithstanding the proclaimed catholic character of our Association and its mission, my heart and mind are primarily concerned with the retail pharmacist, the apothecary if you please, his preservation and future. I contend for a place in the sun to the retail pharmacist. Our Association and this Section must be primarily concerned with retail pharmacy and its future. What good purpose can it serve, to ever increase the requirements for becoming a pharmacist in the face of ever-decreasing opportunity to exercise the functions of a retail pharmacist?

We serve no purpose in the general economic scheme by educating and training young men when at the same time we stand by and allow conditions to grow which make such training and education utterly useless and a waste of time. It does not require higher education, larger training, and greater learning to be merely a distributor or hander-along of the products manufactured by others. The very life of retail pharmacy demands that a halt be called. If the practice of retail pharmacy justifies its continued existence, as I certainly believe it does, then something must be done to stop the inroads which are being made upon it. Our colleges and schools of pharmacy depend for their student body upon the young men and women who intend to be engaged in retail pharmacy. If such institutions are to serve only for educating and training the men or women who would enter manufacturing pharmacy, then time will soon decrease their number. Notwithstanding the pre-requisite and its extension, yes in fact because of it, a revolution is bound to come unless there be a stay in the trend of proceedings; unless the opportunity for the exercise of pharmaceutical skill and learning be retained and increased for the retail pharmacist. In my humble judgment it is for the teachers in pharmacy to direct their attention toward that end. An evil condition now exists and constantly grows. It can be met and best overcome by those whose knowledge and learning peculiarly fit them to cope with such situation. Our colleges, and schools of pharmacy, must take the lead in devising ways and means for preserving and again creating the necessary opportunity for retail pharmacists. Largely it is for them to awaken greater interest among medical men, and in medical institutions for correct retail pharmacy.

Understand, that I have no desire to attack any of the magnificent industries which have grown up in pharmacy, in fact there is a sincere desire for their continued progress and prosperity. I have no motive whatever not founded on the best of good will, but in the cause of pharmacy, retail pharmacy must stand first. Well may we direct our attention to the propaganda for the use of biological products, not with a view of retarding progress and improved medication, but with a view of checking zealous prejudice often inspired by the necessities of self-interest. A distinct tendency seems evident also to crowd out and belittle vegetable therapy, when it is not at all certain that this should be allowed. Experience has taught that the hankering for something new, the following of style and fashion frequently leads to discarding what is more useful and the taking on of something less useful. Who is to grapple with such possible situation in Pharmacy unless it be men who are by learning and training fitted, and foremost among them as a class, as are our teachers in colleges and schools of pharmacy. Certain it is that this matter is of serious concern to retail pharmacy, and while a proper regard for the public welfare should always be uppermost and should always demand a thorough and impartial test of the new, it equally demands that the old which has been tried and found of service be not thrown over-board to suit fancy or self-interest.

With your kind indulgence, and in the light of what has been said herein we would now discuss briefly the events of the past year as they concern pharmacy, either in the presentation of new problems, or the saving or continuation of old ones. It is most thoroughly appreciated that views which may be expressed by me in that connection, may not be in accord with the views of those who are better fitted and better qualified, but at least I may ask that they be credited with sincerity and conviction.

THE FEDERAL REVENUE ANTI-NARCOTIC LAW.

The so-called Harrison Law which became operative March 1st has attracted public attention second only to the Food and Drugs Act. Simultaneously with its becoming effective the Commissioner of Internal Revenue promulgated regulations, some of which prove an appreciation of the difficulties to be overcome. That these regulations in part amounted to legislation cannot be held against the Commissioner who recognizing his inability to accomplish the proclaimed purpose of the Law, was compelled to thus provide what he should have found therein. The danger however remains, that these needed regulations, concerning particularly the distribution by physicians, dentists and veterinarians, may not stand the test of judicial decision, and accordingly any contemplated early amendment of the law should include proper provision in that respect, the need for which is largely substantiated by the Commissioner's action. Amendments are almost certain to be necessary.

Without any desire to under-estimate the right of all to find consideration and opportunity to be heard, it is to be sincerely hoped, that the representatives of retail pharmacy will have a greater voice in deciding upon the scope of such amendments. In general we must recognize on the part of the Internal Revenue Department an earnest and intelligent endeavor to make the law serve its intended purpose. It is but to be expected that the many details, each having two or more aspects, should at first result in decisions and regulations, which though intended for the public welfare may not be so. It is certain too, that some regulations have been prescribed which go beyond the provisions and intent of the law, adding to responsibility where it was not intended and causing fear of violation among those who desire to be its staunchest supporters. In some cases such regulations appear to be even in direct conflict with the expressed provisions of the law. Most important among these, and one which seems to be indefensible, is the regulation under which physicians' prescriptions, containing the minimum quantities, are held not to be refillable. This is certainly in direct conflict with the law, and in most instances will work unnecessary hardship on the general public. Our Association should declare itself in no uncertain terms of protest against that regulation.

PATENT AND TRADE MARK LAW REVISION.

It is not my purpose to anticipate the report of your Committee on Patents and Trade Marks. With the deep study that has been given this subject by Chairman Stewart it is not likely that one less well informed can treat the subject with hope of profit to you. Nevertheless it is my firm conviction and I believe it a duty to so say, that there has been no general effort for clearly understanding the needs of patent and trade mark law revision. There is some evidence of what in part at least may be prejudice dictated by self-interest. If American pharmacists and the public in general do not awaken to an active intelligent understanding, it is barely possible that they may have changes in the patent and trade mark laws imposed upon them, of which they had no thought at all, and which possibly may shock their sense of justice.

THE STEVENS PRICE MAINTENANCE BILL.

The maintenance of prices on articles of proprietary character, not involved with agreement between manufacturers, or other sources of supply, is in my

opinion a positive necessity. The Stevens Bill may be regarded a proper medium for crystallizing favorable sentiment toward such price protection. On that account it should have the hearty endorsement of every pharmacist and of this Association. The distribution of proprietary articles constitutes a large part of the business conducted in most every retail pharmacy. To be compelled to distribute them without profit is unjust, and what is more, results in conditions which surround many pharmacists and compels them to ignore true pharmacy because of the worry incident to making both ends meet.

STATE ANTI-NARCOTIC LEGISLATION.

Immediately after the so-called Harrison Bill became a law, and in fact in anticipation of its becoming a law, various persons or sets of persons became interested in drafting model bills for enactment in the several states, in order to make the respective state laws conform with the National Law, and in order also to make provision for some features not taken care of in the National Law which were believed to be necessary. It is not within my province to here enter upon a discussion of the merits or demerits of the several bills so resulting. It is altogether certain however that the anti-narcotic laws of nearly every state need amendment, in order to make them conform with the provisions of the National Law and to supply some needed provisions for the exercise of the police power not found therein. Undoubtedly retail pharmacists are largely interested in suitable state legislation to govern the distribution of narcotics, and it should be noted and kept in mind that the enforcement of state laws pertaining to narcotics must be largely if not altogether under the supervision of pharmacists. Any bill or law which fails so to provide should on that account alone be condemned. The subject I cannot well dismiss without expressing it to be my opinion that the Model State Anti-Narcotic Bill of the N. A. R. D. is the best and most comprehensive of its kind ever presented.

THE SINGLE STANDARD.

In connection with the Federal Food and Drugs Act as also in connection with state laws of that character much has been said in favor of eliminating the so-called double standard as it concerns drugs. The objection, frequently well grounded, that the double standard gives occasion for fraud and misrepresentation is a constant source of contention. In a paper read before the American Chemical Society by Dr. James H. Beal a solution for the difficulty is well pointed out. It is made plain by him, that all well grounded objections to the Federal Law and to the state laws which follow it, are based upon the prescribed methods for showing a variation from the official standard. There is absolutely nothing in the law, which would prevent the promulgation of a regulation to make impossible misrepresentation and subterfuge under the law as it now is.

PUBLICATION OF FORMULA.

Because of an ordinance enacted by the New York City Board of Health the question of requiring publication of formula for all proprietary medicines sprang into national prominence during the year. It may not be denied that the public or its qualified representatives should have some knowledge regarding the potent drug content of proprietary medicines, but it would seem both unnecessary and unfair to require complete publication of formula. This would mean the destruction of recognized property rights without compensating return to the general public. It seems to me that the advocacy for complete publication of formula is not grounded so much on a desire to protect the public welfare as on a possible desire to destroy the sale and use of proprietary medicines, which, notwithstanding their frequent condemnation are often serving the best interests of the public. It must be recognized however that the agitation for formula publication is growing, and that it finds many supporters among those who believe the public entitled to know

the potent drug content of such preparations, but who have no desire to destroy property rights. Our Association is in a splendid position to serve the best interests of all concerned in this very important matter, without giving aid to those who would proclaim public well being, as a guise for covering up the aims of prejudice and misdirected self-interest.

THE NATIONAL DRUG TRADE CONFERENCE.

The necessity and usefulness of the National Drug Trade Conference to pharmacy is urged by the best men of our Association. Personally, I have been unwilling to admit that to this time it has rendered service equal to its opportunities and which might not have been better rendered without its existence. Gladly will I agree that the Conference may become a most important factor in the correct disposition of legislative questions concerning the various branches of pharmacy, and also medicine as connected therewith.

Though denied at our Detroit Convention the right to have such views published, I beg again to say that in my judgment it is a most serious mistake and against the welfare of our Association to be as such represented in the Conference. Delegate representation therein for our Association, because of the various interests combined in this body, augments directly the number of representatives of one or more such interests, thus having a tendency to cause dissatisfaction and distrust. The Conference was called into life under the auspices of this Association and its connection therewith should properly be limited to a general supervision and a furtherance of good will, all of which may be splendidly accomplished by this Association furnishing the presiding officer for the Conference who should be without voice in its conclusions. In this connection may I also give expression to the personal opinion that an element now finds place in the Conference whose aims and interests are in direct conflict with the best interests of retail pharmacy, and which is representative of the greatest evil now confronting it. Admittedly the Conference is to provide agreement and mutual understanding among the various branches of pharmacy, a spirit of conciliation and fairness toward each other, as based upon understanding and common endeavor. It must not be out of mind however that business interests, which are so directly in conflict with each other, as are those whose continued existence depends either upon the physicians' dispensing evil, or its elimination, cannot lastingly work in common. In order to serve a just cause well it should not be placed in a position of having to entertain a compromise with evil.

STATE SUPERVISION OVER COLLEGES AND SCHOOLS OF PHARMACY.

Practically without state supervision many of our colleges and schools have rendered immeasurable and inadequately compensated service to pharmacy. They have not only kept pace with progress and advancement, but have been the primary cause of it. We have had an opportunity in them to observe a period of development of a voluntary nature. In late years however organized society in many states has learned to prescribe requirements which have the force of law, and a tendency on the part of other states to enact such laws seems to be growing. A higher standard and development voluntarily undertaken is based upon the highest ideals and loftiest aims for which state supervision is unnecessary. On the other hand when higher requirements are to be enforced by law they open up opportunity not before existing for only a technical observance of the law letter and a consequent circumvention of the law spirit.

The College Pre-requisite may have a distinct tendency to create colleges for profit. If the state would prescribe higher requirements for all, it seems that it should also determine or at least supervise the means and instruments for meeting such higher requirements. Is it not time that the colleges and schools heretofore working against great odds in service of the ideal should undertake to secure legal safe-guards against what may be devoted to purely material ends;

against the prostitution of teaching pharmacy to serve personal gain? It may have been correct in the past to assume that the standard of colleges might well be left to those who govern them as also a decision on the qualification of their teaching staffs, but new conditions are being created. A college may be conducted to furnish and inculcate true and wide knowledge, and again it may be conducted to enable its students to qualify for meeting the limited, even though perfect requirements, of a State Board Examination. If the state is to prescribe provisions which shall govern the teaching institutions, and is to assume supervision of some sort over them, it rests with the existing institutions to advocate such provisions, and to submit themselves to such supervision.

A SURVEY OF PHARMACAL EDUCATIONAL METHODS.

Such survey was proposed last year by the Chairman of this Section and approved by it. The task is no small one, and involved with very many difficulties, but a start has been made through a Committee appointed for that purpose which will make its report at one of our sessions. The importance of the work, and the good which may result from it prompts me to ask for the Committee, which no doubt is to be continued, a hearty co-operation on the part of our colleges and schools.

THE INTERNAL REVENUE EMERGENCY LAW.

Because of concerted action on the part of all branches of the drug trade The Congress was prevailed upon last year not to impose a tax upon proprietary medicines, though it did impose such tax upon the consumer. As a matter of fact the tax does not reach the consumer at all, and to a large extent is drawn from the retail druggist, who does not share in the luxury. There is a growing opinion that the Government will need to continue an Emergency Revenue, and if this should prove true, our Association through its Legislative Committee should take steps to oppose the continuation of the tax on toilet articles, advocating if necessary, that it be placed upon articles of luxury with a view of reaching those who enjoy them.

LIMITATION IN THE NUMBER OF PHARMACIES.

There appears to be a growing discussion which in some manner would favor a limited number of pharmacies. Undoubtedly the growth of the chain drug store has much to do with this agitation. In a consideration of the subject we are first of all confronted with a legal situation which without fundamental change would make such restriction impossible. Advocates of such restriction seem to assume its possibility by reference to legislation which in many states governs the trafficking in liquor, but they overlook the fact that restrictions in connection therewith are founded upon changes in the basic law of such states. Aside from such restrictions specially engrafted into state constitutions, the fundamental idea continues therein, that all shall have equal, unlimited and like opportunities.

It is not however altogether impossible to limit the number of drug stores, if such upon matured consideration finally appears to be desirable. Inroads upon basic freedom of action have been made with reference to the distribution of alcoholic beverages, because a required majority of the whole people deemed this necessary. At least equal if not greater reason exists in the public mind today for restricting the distribution of narcotic drugs. Amendments to the constitutions of the several states are now in most of them comparatively easy to submit for decision. A constitutional amendment might be offered in most states, under which the right to distribute narcotics and their preparations can be restricted to one place of business for a certain number of population under license to be issued by the board of pharmacy. With proper provision for emergency distribution by physicians, there is but little doubt that such constitutional amendment would be favored by the whole people. It will be appreciated that with such fundamental

change and under a license system of that kind, it would be one of the very first conditions that the licensing board grant at least one license to every suitable applicant, before granting two or more to any one, and thus the number of licenses which may be granted would likely be exhausted by giving one to each applicant for one place of business. It may be fairly assumed, that even a so-called system of chain stores would find it difficult to adequately prosper if the permit to supply the legitimate needs for narcotics and their preparations were limited to one of its stores. The other stores would then not be drug stores. This thought is submitted for consideration in connection with the discussion referred to, and may in that respect serve a purpose.

A MODERN PHARMACY LAW.

Shortly after the Detroit Convention your Section Officers agreed upon a plan to interest pharmacists in all of the several states in the drafting of modern and uniform laws pertaining to pharmacy, to include the best of all of the present laws and such added features as will more properly meet present day advancement and needs. With the aid and approval of the Presidents of State Associations and State Boards of Pharmacy, a Voluntary Conference for undertaking this work was created to consist of a Representative from each State Association and State Board under the auspices of the Section on Education and Legislation. It is pleasing now to report that forty-two State Associations and forty-four State Boards of Pharmacy are represented in such Conference. A report of the work of the Conference will be made at the separate session on Wednesday morning, and sufficient time is now taken to merely refer to the intended work which has hardly gone beyond its preliminary stages. A continuance of the Voluntary Conference is most earnestly recommended because of the conviction that it is a splendid undertaking for this Section which in many respects is best suited to carry it on. The work as it progresses should find the widest possible consideration and discussion. It is recommended that there be allowed the Section for such work an annual appropriation of at least \$100.00, until completed.

In closing this address I must not fail to express my sincere appreciation for the aid given me by the other officers of the Section, and particularly grateful am I for the contribution of papers and reports which there is reason to believe will make the sessions of this Section both enjoyable and profitable.

Chairman Thiesing of the Commercial Section then stated that the body had listened to the very excellent report of the Chairman on the Section of Education and Legislation, together with its suggestions and recommendations, and asked the pleasure of the assemblage regarding its disposition.

It was then inquired of the Chair as to whether it would be necessary to refer the address to a Committee of the Section on Education and Legislation which would meet on the succeeding day, whereupon Chairman Freericks stated that the usual course was to refer it to a committee of three, and it was so moved.

Chairman Freericks then put the motion and desired to know if it was the wish of the members to discuss any of the features of the report before referring it.

Dr. J. H. Beal stated that the nature of the report made it very difficult to discuss; that it dealt with a large number of subjects in a very interesting manner and with some in a very comprehensive manner, and he desired to add, in an admirable manner.

That it was one of the most remarkable addresses that he had ever had the pleasure of listening to, and as of course many present knew, he disagreed with the Chairman on the matter of the Drug Trade Conference; nevertheless, the

Chairman had pointed out some of the means in his paper by which it might be improved.

Dr. Beal further stated that fortunately the Chairman and he seemed to agree on the particular points discussed, and he therefore took great pleasure in seconding the motion to refer the address to a committee of three.

Prof. H. P. Hynson said that he more or less agreed with the Chairman in regard to the Drug Trade Conference, not in regard to its inefficiency, but in regard to the American Pharmaceutical Association's connection therewith. Chairman Freericks had so ably pointed out that the Drug Trade Conference was closely connected and allied with the American Pharmaceutical Association, and in his opinion the presiding officer should be elected by the American Pharmaceutical Association; that he desired to state that he was heartily in accord with that, and that the thought was in accordance with the idea of collating all the national associations in the United States. That the Chairman was in exact accord with him on the question of the House of Delegates; that he desired, however, to bring up the question while he was on his feet that Chairman Freericks had said that there had been already presented in the House of Delegates a modern and model pharmacy law, and that in his opinion this furnished an excellent example of what the functions of the House of Delegates should be: a collation of the State Associations for the consideration of such topics as a model pharmacy law; that the Chairman had made a very excellent address in favor of the restriction of delegates, and he was therefore very happy and hopeful over the prospect.

Prof. Newcomb then inquired whether it was the intention of the motion to refer the request for a hundred dollars for work of the committee to the Council. Chairman Thiesing stated that he believed that that would come in the form of a recommendation to the Council. Whereupon Prof. Newcomb stated that if he was in order he would like to make a motion to that effect.

Chairman Thiesing then stated that the committee could make a report on the matter and it would be referred then to the Council. On motion, receiving a second, the question was called for and carried.

Chairman Freericks then named as the Committee, Messrs. Packard, Claus and Snow.

Prof. Remington said that he had listened to the address of Chairman Freericks and desired to express his approval, not only that, but his appreciation of the comprehensive character of the report.

Chairman Thiesing of the Commercial Section announced that the next order of business would be a paper by Dr. James H. Beal for the Section on Education and Legislation entitled, "Desirable Legislation as an Aid to Maintain Pharmacy."

Chairman Thiesing stated that the next number on the program was a paper by Mr. W. H. Cousins.

Mr. Cousins said that he did not know his paper was to contain anything about legislation, so he had prepared a paper on "The Business Needs of Pharmacy."

After discussion the paper by Dr. J. H. Beal was referred for publication, discussion of the paper by Mr. W. H. Cousins was deferred until after presentation of the papers by Dr. Wm. C. Anderson and Professor H. P. Hynson.

Chairman Thiesing then announced the next paper for the Commercial Section, "How the College May Better Equip the Student for Business," by Dr. W. C. Anderson, and the one by Professor H. P. Hynson on "Commercial Training in Colleges of Pharmacy," for the Section on Education and Legislation. After reading of the papers and discussion Dr. J. H. Beal moved that the papers read and discussed be referred to the Publication Committee, seconded by J. C. McGee.

The question was called for and carried.

Chairman Freericks on resuming the chair said that he was certain Chairman Thiesing would give his consent to the announcement of the next two papers, he also stated that the report of the Commission on Proprietary Medicines had been referred to this session for discussion by the Council.

The paper by P. Henry Utech on "Present Method on Prescription Charges. How the Joint Consideration by Physicians and Pharmacists of the Change in the Method of Prescription Pricing can Serve to Produce a Better Understanding Between Them. The Possibility for Educational Advantages," and the paper on "Present Methods of Prescription Pricing," by Dr. A. O. Zwick, were referred for publication.

Chairman Beal then presented the report of the Commission on Proprietary Medicines in abstract.

(This report will be printed in full.)

Chairman Thiesing then resumed the chair and stated that in accordance with the by-laws, nominations of officers for the Commercial Section were in order.

Mr. R. S. Lehman of the New York, was nominated for Chairman. Dr. J. H. Dawson and Mr. W. H. Cousins were nominated for Associates.

Chairman Freericks on behalf of the Section on Education and Legislation stated that nominations for officers of that section were in order.

Frank H. Freericks was nominated for Chairman and R. A. Kuever for Secretary.

On motion Chairmen Thiesing and F. H. Freericks put the motion for adjournment until the next sessions of the respective Sections. Carried.

CAMPHOR FROM SHRUBS.

The Bureau of Science of the Philippine government is making a study of the plant known as *Blumea balsamifera*, known by the natives in the Philippines as "sambon" or "gabuen," and which produces camphor. The shrub is one of the most common weeds in the Philippines. It grows from 5 to 8 feet high, with a stem almost woody in texture, and has long been used by the natives of the Philippines as well as by natives of China for medicinal purposes. The Chinese in parts of Kwangtung and Kwangsi Provinces already distill considerable camphor from the plant, the chief drawback to the more extensive use of it being the amount of labor required to secure the gum. It is well to note in this connection that the Bureau of Forestry at Manila is introducing the ordinary camphor tree of China and Japan into the mountain districts of Luzon in large numbers for the purpose of building up future camphor production in the islands.—*Consular Report*.