

course, if the differences are serious, the state laws should be made to conform with the Federal statute and with each other, *but*,

"Is it really necessary *at this time* to enact state legislation similar to the Harrison Act, in order to ensure proper and sufficient protection of the public?" Would it not be better for the states to wait until the Harrison Act has been tried-out? The Harrison Act is a good law, the best that has yet been devised, but its possibilities and limitations have not been determined, and its administration will doubtless reveal some defects. Why not wait, and then, in the light of experience with the Act, amend or enact state laws, if necessary, especially adapted to state conditions and in co-ordination with the Federal Act?

The arm of the Federal Government is longer than that of any state or municipality and much more efficient. It reaches into the remotest sections of the country, and experience may show that the Federal Act will serve the public—both general and pharmaceutical—much better than 48 state laws; and, that one law will be far less burdensome to pharmaceutical interests than 49 laws, goes without saying.

J. W. ENGLAND.

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### PROFESSIONAL PHARMACY FROM THE VIEWPOINT OF THE COMMERCIAL LABORATORY.\*

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By commercial laboratories I mean the laboratories of the great commercial houses engaged in the pharmal and pharmaco-chemical industries. What are these laboratories doing for the medical and pharmaceutical professions? They are making most of the chemical, pharmal and biological preparations used by physicians in treating the sick.

Why are the commercial laboratories making these preparations? Why are not the retail druggists making them? These closely related and mutually dependent questions cannot be answered in five minutes or in an hour.

As a general proposition it may be stated that the concentration of capital and the centralization of business has brought about this change.

No well-informed person will dispute that, from an economic standpoint, the business of manufacturing and dealing in medicinal drugs, chemicals and preparations of the same, can be carried on more successfully on a large scale, than when operated in a small way. This applies to all lines of manufacture and the drug business is no exception. The great department store is an outcome of this economic fact. The great manufacturing plants in all lines, exist because of it. The so-called trusts exemplify the same principle. The retail druggists, as a dealer in ready-made goods, is in competition with the department stores. As stated by the widow of an old-time prominent druggist in Philadelphia, "When I was a girl, no one thought of going anywhere but to a drug store for a sponge or tooth-brush, but now nobody thinks of going to a drug store for either. Everybody goes to the department store for both." While this statement is somewhat exaggerated, it illustrates the tendency of the times.

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\* Read at the February Meeting of the Philadelphia Branch A. Ph. A.

All will agree that true pharmacy is developing along the lines of higher education and greater technical skill. The standardization of medicinal drugs, chemicals and galenical preparations required by the Pharmacopœia is for the most part impractical except when conducted on a large scale, thus raising the practice of pharmacy, in this respect, above the reach of those retail druggists who are not doing sufficient business to make standardization work practicable.

The retail druggist, as a manufacturer of chemicals, is in competition with the great chemical houses with their laboratories and skilled chemists. What chance has he in such competition? Is there any reason why he should not purchase his supplies from the chemical manufacturing houses?

The retail druggist, as a manufacturer of galenicals, is in competition with the great commercial laboratories of the pharmaceutical manufacturing houses. While his chances in competition may be somewhat better than in competing with the chemical houses, the very fact that galenical manufacturing has been drifting away from the retail drug store into the great commercial laboratories, is a strong argument against the claim that the retailers can manufacture just as economically as the large laboratories. If he can purchase his supplies of galenical preparations from the manufacturing pharmaceutical houses at greater advantage than to manufacture them himself, is there any good reason why he should be denied the privilege? If he can prepare his chemicals and galenicals with greater economy in his own laboratory than to purchase them, he certainly does not display business ability if he does not do so.

There are of course two classes of pharmacists and manufacturing houses. One class regards pharmacy simply as a commercial business of barter and sale and the other class regards it as a profession. The former considers it perfectly legitimate to manufacture and sell almost anything for which there is demand or for which a demand may be created by advertising. The latter hold themselves responsible as professional men and experts in drugs and realize that the commercial methods of the former are incompatible with scientific and professional requirements. Professional experts cannot afford to employ misleading methods of advertising or give countenance to pretense and error in conducting their business. The moment the public has occasion to doubt the sincerity of their statements, their reputation as experts is gone, and they sink to the level of the charlatan and quack. Pharmacists in purchasing their supplies from manufacturing houses should not forget this distinction between professional pharmacy and pharmaceutical quackery, and should discriminate in favor of manufacturers who refrain from using such illegitimate commercial methods in their business or supply quacks with the products of their laboratories for carrying on the business of quackery.

The retail druggist, as a manufacturer of nostrums, is in competition with the commercial laboratories of the great manufacturing houses engaged in the nostrum business, but the nostrum business is not pharmacy. The nostrum business is the quack medicine business, whether carried on by a so-called patent medicine house or by the great manufacturing houses engaged in the pharmacal and pharmaceutical industries. True pharmaceutical practice consists in the selection, preparation, preservation, compounding and dispensing of medicines, prepared in accordance with common standards jointly adopted by the medical and pharmaceut-

ical professions and conforming with scientific and professional usages in their manufacture and sale. This is the true ideal of pharmaceutical practice. The false ideal is every pharmacist a manufacturer of his own nostrums and a prescriber of the same by recommending them over the counter as specifics or cures. The retail druggist who manufactures and recommends his own nostrums or the nostrums of manufacturing houses thereby becomes a quack doctor. He prescribes without a diagnosis and thereby violates the first essential to correct prescribing.

Before the advent of the advertising business, the retail druggist as a nostrum manufacturer was an individual quack doctor. The advent of the advertising business changed all this and to a large extent the retail druggist became an agent for the sale of nostrums manufactured by great nostrum manufacturing houses. The great manufacturing houses engaged in the nostrum business in advertising nostrums to the public are prescribing at long range without a diagnosis. The principle is the same whether the prescribing is done at long range without a diagnosis or at short range without a diagnosis.

Individualism in the practice of pharmacy is taught by every college of pharmacy and to the extent that such individualism is practicable, the ideal is correct, but individualism in the practice of quackery by pharmacists is not pharmacy. Such practice means pharmaceutical degradation.

Much of the so-called new remedy business carried on by the great manufacturing houses advertising to the medical profession is but another phase of the nostrum business. One class of nostrums is advertised in the newspapers to fool the people and the other class is advertised in the medical journals to fool the doctors. During the past thirty years tens of thousands of alleged new remedies have been introduced to the medical profession as wonderful discoveries in therapeutics. Not one-tenth of one *per cent.* of them have proved of any special therapeutic merit in comparison with older and better-known drugs used for the same purpose.

Now, it must be perfectly apparent that the retail druggists as manufacturers of nostrums and quack medicines cannot successfully compete with the great manufacturing houses engaged in this business.

It has been said that the retail druggist is threatened with extinction and this is not surprising under the circumstances. The question for us is:—What are you going to do about it? Many remedies have been suggested, one of which is the coöperative manufacturing of nostrums by commercial laboratories conducted under the control of retail druggists' organizations. But this plan is similar to that of the fish who jumped out of the frying pan into the fire to save himself from being served up for breakfast.

The pharmacists of New York recently had an opportunity to do something about it that would have placed pharmacy in the city of New York on a professional basis and gained public confidence. What did they do about it? Did they coöperate with Commissioner Goldwater in his attempt to force the nostrum manufacturers to publish their formulas so the public might be no longer deluded? No. They missed their opportunity and joined with the nostrum manufacturers in a protest against this. How can pharmacy expect to be ranked as a

professional vocation when the pharmacists as a body align themselves with those who prey upon the gullible public and exploit the sick.

I am saying nothing against the supplying of the public with pharmaceutical preparations made in accordance with scientific and professional requirements and dispensed to meet the demands of the public for legitimate household medication. That is one of the functions of the pharmaceutical profession. I am saying nothing against chemical and pharmal manufacturing houses who introduce new and valuable therapeutic agents to the medical profession.

While we have all been debating what to do about it, the public has been waking up to the situation and the results are before us in drastic legislation which has been enacted and is being proposed for the protection of the public against fraud in the drug business. Why was it necessary to pass the Pure Food and Drugs Act? Why was it necessary to pass the Shirley amendment for the prevention of lying in advertising? Why was it necessary to pass the Harrison Bill to prevent the public from being debauched by habit-forming drugs? Were these bills aimed at the practice of true pharmacy, namely, the business of manufacturing and dispensing medicines, prepared in accordance with common standards jointly adopted by the medical and pharmaceutical professions, and dispensed to meet the demands of legitimate pharmaceutical and therapeutic practice? Were they not rather aimed at illegitimate practices on the part of physicians, druggists and the manufacturing houses?

Now, what is the remedy? Is not the remedy to be found in coöperation between the medical and pharmaceutical professions and the great manufacturing houses with their commercial laboratories having as its object the legitimate practice of pharmacy and medicine? Such coöperation means the elevation of pharmaceutical practice to the position of a learned profession, ranking as a peer with the other learned professions. It means the raising of the pharmacist to a higher position socially. The great commercial laboratories under such a system of coöperation would no longer be used for illegitimate purposes. They would be no longer employed for the manufacture of nostrums and quack medicines. They would be employed in the production of medicinal drugs, chemicals and preparations of the same, prepared in accordance with the latest scientific and professional requirements. The proper enforcement of pure food and drug laws, including amendments intended for the abolition of lying in advertisements, will bring this about. The educated and trained pharmacist will then be protected from unfair competition with quacks and pretenders. To the extent that each individual pharmacist is provided with capital and facilities to do his own manufacturing, he will purchase his supplies from the great commercial laboratories. If he is not properly provided with capital and laboratory facilities, he will be protected in so doing. To the extent that he cannot do his own manufacturing, he will maintain his individual responsibility as a professional man because he will be in position to guarantee that the medicines he dispenses in prescriptions and over the counter are made in accordance with common standards, jointly adopted by the medical and pharmaceutical professions.

It does not mean that new therapeutic agents will not be discovered and introduced commercially, but it does mean that this work will be done in coöperation

with the medical profession through the channels of original materia medica research. The work will be coöperative. In the coöperation the universities with their laboratories, hospitals and clinics will take part, and also the commercial laboratories of the great manufacturing houses engaged in the pharmal and pharmaco-chemical industries. Thus the commercial laboratories instead of being a menace to professional pharmal and medical practice will become of great service to the medical and pharmaceutical professions, to the science of medicine and to the cause of humanity.

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THE HOUSE OF DELEGATES OF THE A. PH. A.  
IN REGARD TO ITS BETTERMENT.

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PROF. HENRY P. HYNSON.

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The forty and more well organized and active state pharmaceutical associations which are most satisfactorily and efficiently protecting and promoting general pharmaceutic interests in the several states of which each is a part, are a positive pride and especially gratifying to all loyal and ambitious pharmacists.

All these state associations, you may be reminded, have exactly the same comprehensive character of membership. They include all the different phases of pharmacy and the basis of organization and the objects to be obtained are practically the same in all of them. So far as their diversified membership and the work they are doing is concerned, they are also in exact accord with the American Pharmaceutical Association of which they are proudly accepted children.

These state associations are in no way justly subject to adverse criticism, yet, they, like many other good things, should progress naturally, and their usefulness and helpfulness should be steadily extended. Indeed, notwithstanding all that has been accomplished by them, these organizations may be made of still more value to their local constituents and of immensely more assistance, nationally. How?

By giving them equal uniform and exclusive representation in a national body composed of their delegates. This may be done by giving them sole control of the House of Delegates of the A. Ph. A. Why?

Because, owing to the character of their membership, which is catholic, pharmaceutically, and not restricted to any special branch of pharmacy, the A. Ph. A. is the only national body with which they can consistently be connected, and the only one with the objects and work of which they can perfectly harmonize. In fact, they are now practically state divisions of the American Pharmaceutical Association; certainly, they are more possibly so and more nearly so than are any other class of local associations.

What advantages would follow correlating these state associations and more closely attaching them to the A. P. A.? Any one giving a moment's open thought to the subject will see. The assistance and interest of other state associations may be secured to further progressive measures originating in any one of them, if the measure is not strictly local. The accomplishments and the helpful experiences of one may be passed on to the many. The voice of each local association