

SUBSTITUTE FORMULAS FOR SPECIALTIES.

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The substitution of one drug for another has been practiced from the earliest times. Was it not Claudius Galenus, the great Roman physician-pharmacist, who was about the very first to prepare a lengthy list of drugs, "Quid pro quo," a list which remained in use until about the Sixteenth Century.

Even at the present time the manufacturing chemists and the retail pharmacists are advocating the substitution of sodium salts in place of potassium salts, owing to the fact that the latter are quite scarce and much more expensive on account of the European war. In connection with this it should also be remembered that sodium salts possess two further advantages over potassium salts, namely, that they are more soluble and have a smaller molecular weight.

So much for drugs and chemicals, that is, their substitutes. How about preparations? How about substitutes for some of the proprietary preparations or specialties? It is needless to point out that the two standards in pharmacy, the U. S. P. and N. F. contain such substitutes. It is for this reason that on numerous occasions both of these works have been severely criticized. Personally, the writer has always held the opinion that it was perfectly legitimate and proper for the pharmacist to manufacture such so-called substitutes, providing, however, he sells these upon their merit and does *not* dispense same when the proprietary preparations or specialties are called for. Let it be thoroughly understood that the writer does *not* advocate the substitution of such preparations in place of the proprietary articles!

On several occasions and again at the Nashville Convention of the A. Ph. A., I had the privilege to present a copy of the Formulary of Pharmaceutical Specialties published by the Luxemberger Apothekerverein. This little formulary gives a great many formulas for specialties from Germany, France, and even the United States. The Latin titles are followed by the name of the specialty, for instance, Linimentum Capsici Compositum (Pain Expeller), Emulsio Olei Jecoris Aselli (Scott's Emulsion), Antipyreticum Americanum (Antikamnia), and last, but not least, Bromidia (Bromidia Battle). This may serve as an illustration what the Luxemburg Apothecaries' Society is doing.

The writer has just received from the Deutscher Apotheke-Verein, Berlin, a copy of a booklet having the title "Sammlung von Vorschriften fuer Zubereitungen zum Ersatz von Spezialitäten des Feindlichen Auslandes," which translated into English means, "Collection of Formulas for Substitute-Preparations of Specialties from Belligerent Countries."

The preface of the book tells us that owing to the existing conditions of war, these foreign specialties are partly unobtainable and should *by all means* be replaced by substitutes which the German apothecary can very easily prepare himself.

It is needless to say that principally French and British proprietary preparations are dealt with, for instance.

Capsules Guyot, Cascarine Leprince, Eau dentifrice du Dr. Pierre, Liqueur anti-goutteuse de Laville, Capsules Pautauberge, Grains de sante du Dr. Franck, Injection Brou, Pilules de Blancard, Quina Laroche, Sirop d'Aubergier, Sirop de Dusart, Vin de Dusart, etc., etc.

Bishops Citrate of Lithia, Easton's Syrup, Eno's Fruit Salt, Roche's Embrocation, Beecham's Pills, Calvert's Carbohc Tooth Powder and Paste, Elliman's Embrocation, Hazeline-Cream, Hazeline Snow, Morison's Pills, Pink Pills, etc., etc.

I find that about one half a page is devoted to Browne's Chlorodyne, and it is claimed that the formula given is the original one which has been supplied from a British source through apothecary Mandowsky of Hamburg.

Another interesting feature of this booklet is that there are two and a half pages of specialties which are arranged in a table, in case they merely consist of one ingredient, as f. i., Santal Midy=Caps. gelat. Ol. Santali 0.3 Gm.

The writer, as chairman of the Committee on Recipe Book of the A. Ph. A., was indeed pleased to receive this Formulary, which no doubt will come in very handy in the compilation of formulas. This little book will no doubt convince us of the proverbial German ingenuity and may well serve as an example to American pharmacy and to the American Pharmaceutical Association.

THE COLLEGE OF PHARMACY, JERSEY CITY, JUNE 21st, 1915.

MODERN BUSINESS METHODS FOR PHARMACY.*

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Notwithstanding the many signs to the contrary, pharmacy retains today many features which are distinctly professional, although the commercial side is rapidly increasing in importance. The desire on the part of pharmacists in the past, to maintain ideals which they termed "professional" has largely been responsible for failure to apply proper methods to the drug business, and we face today a condition in some stores where the commercial side or the merchandising end of the business is entirely eclipsing anything of a professional character; yet in other localities there are many signs which indicate that professional pharmacy is coming into its own and is advancing to a point never dreamed of in the past. It is quite safe to predict that the future will more sharply draw the line of demarcation between the so-called commercial pharmacy where merchandising is given almost exclusive consideration, and the store or laboratory where the emphasis is constantly placed upon professional activities and scientific work. Even though this condition is true, it nevertheless remains as a necessity of modern business that both types of pharmacists, if they would continue to exist, must understand and adopt methods in the conduct of their business which insure a profit. Now, these methods do not differ materially in

* Read at meeting Delaware Pharmaceutical Association, 1915.