

# EDITORIAL

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## NECESSITY IS A GOOD TEACHER—"X" STANDS FOR EXPERIMENT.

WE should not worry over the shortage of many of the remedial agents when it is possible to find others equally or more efficient—there really are only comparatively few specifics among known therapeutic agents. Applying the thought generally, "necessity seeks bread where it is to be found," and "the art of our necessity is great that makes vile things precious." Europe is now learning much relative to the value of food-stuffs, and also the use of therapeutic agents, or perhaps learning of means that will do without many of them.

The manufacture of oleomargarine was prompted by Napoleon when he realized the need of a wholesome substitute that could be more easily preserved in edible condition than butter.

When turpentine rose in price we sought substitutes; when our potash supply was handicapped, American sources were discovered; the shortage of shellac a number of years ago provided a substitute from which the superior talking-machine records are now produced.

One of our citizens had gone to a European health resort to advise with an eminent specialist, who directed him to the waters of an American spring, only a few miles distant from where the patient had resided during the greater part of his life.

We ought to learn a new materia medica when our armamentarium is running short, even if we substitute or imitate—and this opens another chapter.

Imitation may not be essential for progress, but it does play an important part in industry and economy. The linotype imitated individual type; aniline dyes were spurious imitations of other colors; machine-work has largely substituted hand-work. So we might also go through our materia medica. More effective medicinal agents have been substituted for crude drugs and other compounds; and in many instances the substitute or the imitation has become the "genuine," or better, product.

Europe largely created our materia medica and much of that which we discovered has been developed there to such an extent that we have become dependent either for crude or refined material. The "dollar" idea has somewhat contributed to the conditions. We prefer to seek profits in exchanging manufactured goods for crude material, than to develop them, unless the manufacturing can be done on a large scale.

The inventive genius is native here. He is the wonder of the world. The thing desired is to do away with slow processes and manual labor. Rapid produc-

tion, quick exchange, characterize the trade of this country. We prefer to deal in large denominations. Prevailing conditions will not permit of slow methods, or handling of low-priced crude material, unless it can be exchanged quickly or converted into more expensive products that contribute a larger margin of profit.

We have bought the crudes for manufacturing and the native drugs of Europe because the wages paid in this country make competition in these lines impossible. Clinical laboratory experimentation is slow and therefore expensive, hence this work has largely been left to others. Conditions will not be decidedly different in this respect after peace is declared than before the war, but we should have learned some things it will be inexpedient to repeat, and also prepared for other plans of action.

The extent to which American manufacturers will engage in the production of synthetic chemical compounds remains to be seen; however, the pharmacists of the United States should no longer be compelled to pay higher prices than other countries for foreign medicinal agents, protected by U. S. patent rights. Foreign manufacturers should have no advantages over our own, and to this end our patent laws need revision. But beyond this, our materia medica deserves careful study. The number of remedial agents in itself is almost conclusive evidence that we are uncertain of their real merits. This speaks for coöperation between the schools and the industries so that more of the important drugs may be proven and standardized.

We are prone to look through different lenses at the accomplishments of other countries than sighted on our own. There is probably no country that would not gladly exchange their conditions for ours if that were possible. An analysis of the 1915 U. S. census returns, just issued, shows the money value of our manufacturers to be, in round numbers, \$24,000,000,000, and that the United States leads the world in manufactured exports for 1915, the value of which is given at \$1,784,000,000. However, we have greater opportunities that await development and while conditions may come about hereafter that will seriously hamper our industries in their trade with other countries, the time ought never to come again when these should not be prepared to supply every demand for home consumption. Our supply of medicinal agents should always be commensurate with the need for them. This is included in Preparedness.

When Alaska was purchased by the United States her resources were largely an unknown quantity. This may also be true with the Philippine Islands. Here may be a source of drug-producing and other useful plants. Unknown, or at least undetermined, resources of many states might be made available for the industries if such studies would be more closely associated with schools and receive more liberal encouragement from the people.

Even now we are well aware that nearly all raw materials entering into the manufacture of chemicals are found in this country, whereby the United States is placed in a very favorable position. When we take a survey of the world's resources, we are apprised that nearly all native products are found in this country, and those that are not serve as a medium of exchange for those we have to offer.

This phase of commerce is to be considered and constitutes a problem of every nation, namely, to find takers of products in exchange for money or goods that can be advantageously disposed of.

Exactly what the changes in the chemical and pharmaceutical industries will be after peace is declared, no one can tell; but what we term "normal," applied to conditions of trade, will undoubtedly have a somewhat different meaning than in the past.

Necessity *should* be a good teacher—X stands for experiment. E. G. E.

### EDUCATION IS PREPARATION FOR ACTION.

THIS editorial was prompted by a news item, and editorial, and a hearing on the proposed New Jersey Pharmacy Law before the State Senate Committee on Public Health.

The news item had as headline, "2000 Druggists Said to Be Substituting," and was followed by the statement that "Dr. ———, Director of Public Health and Charities, addressed the Business Men at ——— last night, and declared that 2000 druggists in the city were 'substituting' in prescriptions."

"I recently made a test," said Doctor ———, "and of the first twelve prescriptions filled, all but three were substitutes. This permits my deduction that 2000 druggists in the city are substituting instead of filling prescriptions with the drugs called for."

The editorial is entitled "The Sale of Poisons," and follows:

The sensational poisoning case now attracting so much attention is a striking commentary on the ease with which the most deadly poisons can be obtained by any one who wishes to use them for any reason. By a happy accident the purchase of the poison was traced in this case. The accused went to a physician friend to learn where he might buy the arsenic that he wanted, but by so doing only added another clew for his detection, for he might have simply walked into any drug store and bought the poison without more than signing his name.

Quite needless to say, there is no compelling necessity on any one who wishes poison for any purpose to sign his own name and no safeguard against his disguising his handwriting. The druggist need not necessarily be acquainted with his customer nor need there be any identification of his signature.

If the paying out of money at a bank were as simple as this and as unguarded it is easy to understand how many abuses of the privilege accorded there would be. Surely human life deserves as much protection as money, and reasonable safeguards could be arranged by law so that at least the intending criminal would realize that he was leaving a very definite trail behind him.

Representatives of the grocery trade fought the New Jersey Pharmacy Bill and these were among the charges:

"That the bill would prohibit any grocer from selling remedies such as paregoric;

"That the bill was class legislation and was fostered solely by the pharmacy trade organization for the purpose of *confining the sale of drugs to drug stores*;

"That there *was no public demand* for such a bill and it was *an unnecessary imposition* upon the privilege of retail merchants to sell medicines and other proprietary remedies."

The headline in the paper of the report from which the brief extracts are taken read, "Merchants Put Up Stiff Fight Against Passage of Common Store Muzzler."

The comparison, for which purpose these items are quoted, is that in the first two the need of protection and the lack of it are emphasized, and the latter contends for an "open door" in the sale of medicines.

The subject of our editorial speaks for education; education of the public so that they may realize the need for the protecting influence of pharmacy laws; education of the pharmacists so that they will appreciate more thoroughly their own responsibility and that they are or should be their brothers' keeper.

The news item presents the story in a sensational way. Without a knowledge of the facts in the case, the twelve stores may have been selected because of expected results. Succeeding papers qualified the first statement by saying that it is estimated that 2 percent of the druggists resort to substitution, and the further comment: "Some of the druggists are victims of drug peddlers who take advantage of the high price of drugs and get up fake packages to imitate the original."

The desire of this writing is also to direct attention to what is indicated by the hearing on the New Jersey Pharmacy Bill, that there is an effort to destroy the protection which is given the public in the sale of medicines and poisons, and to oppose protective measures which involve sale regulations of medicines.

We invite a careful reading and consideration of Dr. J. H. Beal's article in the March issue of this JOURNAL, entitled, "Desirable Legislation as an Aid to Maintain Pharmacy." We might easily make applicable quotations from this excellent contribution, but our message is spoken by *Education is Preparation for Action*. There will always be difficulty in securing legislation unless the public is educated to a realization of their need for it, and have confidence in the ability and integrity of those included in the proposed regulations; and then,—you cannot tell what a legislature will do, anyway. Legislators are largely influenced by what their constituents demand.

Pharmacists should not remain inactive when an attempt is made to permit the unregulated sale of medicines, especially when this force is sufficiently powerful to prevent the adoption of a useful protective measure, such as was contemplated by New Jersey pharmacists. Neither should they remain silent when unwarranted charges are made, nor when conditions are reported which it has been their persistent purpose to correct; ineffective, because the people and the press have withheld their support—why? Do they lack confidence in the pharmacist's ability and integrity? Look inward and outward.

Again, "A cause is hopeless when the spokesmen are not converts," and—prepare for action by means of education.

E. G. E.

THE AMERICAN PHARMACEUTICAL ASSOCIATION AND  
ITS JOURNAL.\*

I realize that it is a difficult task for anyone to attempt an address on association work for this company who are imbued with the spirit of coöperation, who have analyzed and studied the question as it relates to the American Pharmaceutical Association and are faithful members of this organization.

But this is my subject and in hastily preparing for a presentation of it, I hope that I may be able to bring out some salient points for making the American Pharmaceutical Association stronger, and, if possible, more influential for the good of pharmacy and of greater value to its members. In this attempt I am searching for illustrations, hoping that I may strike on at least one thought that is applicable.

The formation of associations is always prompted by the individual's realization of the power there is in combined or concentrated effort, systematically and thoughtfully applied. At the mint, one of the happy sallies of the guide is to inform the visitor that he can have a bar of gold if he will carry it away with him; but what would happen if the half dozen visitors would accept the invitation at one and the same time? The offer is made for individual, not united, effort.

An association reminds me of the complex carbon compounds. The atoms or groups of atoms differently arranged, though of the same kind and nearly so in quantity, give rise to compounds decidedly different, some bitter, some sweet, some odorless, some odorous, some harmless, some poisonous, but nearly all of them very similar in appearance. The difference comes from how the individual atoms harmonize, how the groups are linked together and work together. Some of these compounds differ again when brought in contact with other influences; let the sun shine on some of them and they change color, they can't stand the light—they leave the association.

Occasionally a disturbing element may be brought in, say N or accompanied by O, that quickly disarranges the combination, even making cotton, emblem of utility, a source of destruction: waste, discord.

I have seen the people on your busy streets, out of the window of perhaps the fortieth floor, and I can well imagine what the appearance would be still higher up. The little lively specks moving here and there, busy as the proverbial ant, seemingly without a definite purpose, but we know that every movement was prompted by a thought and the sum total of these charges influences perhaps in a more or less remote way every human being, every other kind of life, every activity in this world of ours.

Having these three illustrations, let me endeavor to apply them as best I can. First, that in relation to combined, harmonized, concentrated effort. The effective strength of coöperation is not so much in following the direction of a leader as in the hearty accord of all in the purpose—everyone must put himself into it. One of the difficulties of the drug business is that druggists are more or less at sea relative to its activities. They must make a living out of it whether the situation is altogether to their liking or not. And perhaps if other businesses or professions were analyzed there might also be some dissatisfaction among those who pursue them. Perfection may be striven for but is never reached,—therefore there is always encouragement for progress. There is constant talk of commercializing pharmacy, but there is no business or profession that is not followed for a liveli-

\* An address by E. G. Eberle, before New York Branch, A. Ph. A., March 13. By vote of the Branch it was requested that the address be printed in the JOURNAL.

hood. So long as druggists think as much as they do about serving others more than how they serve themselves, it cannot be rightly said that they are dominated by commercialism. Surely the Association can expect better associates from among progressive business men than from among those that are unsuccessful.

Our Association realizes the existing conditions of the drug business and the work of the different Sections is systematically arranged so that all share in the benefits of the annual convention.

The success of an art or profession is reflected, not by selected individuals, but by the many engaged therein. We improve pharmacy by contact and conduct, by acts, not by words. We prepare ourselves for greater opportunities when we contribute advantages to others. We have profited by the lives of those who made our opportunities possible. Our further duty is plain—we should efficiently prepare others for the work we are assigning them to develop. Together, let us lift and carry away "the bar of gold."

Applying the second illustration, we should name our compound, not "666," but add another six. By the way, six is a good number; it represents the six working days of the week. At any rate, the four sixes placed next to each other should represent the number of our members, and would, if each one of us would only make up his or her mind to bring in a couple of new applications for membership. That should not be an impossible task when we have at least 45,000 druggists in the United States.

The atoms are the individual members; the compound represents the Association. The groups comprise the Branches, the Sections, the State Associations and all the related helpful organizations which should be brought in for perfect unity and effectiveness. The Association is the mass held together by the forces that activate the individuals and the groups. So then, to have the Association properly coördinated, these rings must be strongly linked or the compound would not be representative of the Association. But if the correct proportions obtain, if there is the proper activity and controlled mass action, then we have a body serviceable to all.

Inactivity may change the complexion of the Association; fortunately this is readily observed, just as the change of color in our chemical compound, and the suggestion is to correct the conditions. We all need to be stirred to action occasionally, especially when conclusions are reached that full duty has been performed by paying the annual dues, forgetting that the member's influence and coöperation are an important part in loyal membership. Occasionally, N and O get busy—constructive criticism is helpful when the critics recognize excellence as well as imperfection.

The last illustration—the moving, busy people viewed from a distance—may be applied to divergent views of members, apparently irrelevant topics for discussion and, with this fortunately, the preponderance of systematized useful work. All of this activity is essential to the life of the Association; a sleepy organization is an offence against the laws of good behavior. We may think there is little to show for all this continuous effort and tremendous amount of performance until we look back over the history of our Association and realize that nearly all the work for American pharmacy had at least its inception here. We must, of course, not seek satisfaction in what has been done, unless it brings enthusiasm for more and better work—*the more we achieve, the more there is before us to be done.*

An effective association represents the subordination of the individual to group control, the greatest good for the greatest number, and therefore leads to wider opportunity for all the members to rise above their former level. President-elect

Wulling, in his address as president of the American Conference of Pharmaceutical Faculties, speaking along this line, for coördination of associations, said in part:

Our national development has reached a point where isolation and independence may still be possible, but where they are unprofitable and foolish. Interdependence is a great privilege and advantage of which we of this higher civilization may be the beneficiary if we so choose. Interdependence brings strength, safety, and comfort, and pharmacy is the rightful inheritor of these, but it must claim them and must fit itself to enjoy them. No organization can accomplish singly all that it should, and therefore the sum total of the result of the work of all the separate or ununited organizations can never equal a hundred per centum. By their very nature all pharmaceutical organizations are related. If they would unite into a strong federation, each preserving its identity for its own local or particular purposes, but merging with each other heartily and unselfishly in some wise and consistent manner in all matters of common or national interest, all problems could be solved much more easily, quickly, efficiently, and wisely. Our local, state, and national governments might serve as a pattern.

I am sure that Doctor Wulling recognizes the difficulties that obtain in promoting such organization, but if the desire is sufficiently strong, if the motives of those entering into the promotion are sincere, it is not impossible. No effort ever persisted in for the length of time proportionate to the aim ever wholly failed. The words "propose" and "purpose" are linked by effort, or, perhaps better, it is energy that combines them into accomplishment.

There are new fields opening for pharmacists in this country, especially in industrial lines, and this means more work for the Association. The opportunities in this city are greater than anywhere else and therefore you are interested.

The reorganization of the medical corps of the United States Army is contemplated and we should see to it that pharmacists in the Government service are given proper recognition. We may be speaking selfishly, but, as a matter of fact, those who serve their country in these responsible positions should be prepared to render efficient service. The experiences of the Spanish-American War should not be repeated. Trained men are needed and they are entitled to a degree of official and professional standing.

The Association is doing service for the pharmaceutical, chemical, and other related industries and will have a part in the promotions of these industries, stimulated by the changing conditions in Europe. The Association has always given more to its members and for pharmacy in general than the returns from membership fees warranted and while, fortunately, conditions have always developed which made this possible, endowments should be provided that will permit the Association to carry on its good work without handicap. Times have changed, schools and associations like ours in order to fulfil their duty to pharmacy must in part be aided by those whose needs they supply and whom they benefit. The graduates of schools of pharmacy should consider it a duty to hold up the standard of their respective Alma Maters and a privilege to contribute to their support in after-years. To that end, I am almost willing to say that graduates should nominally be assessed to pay an annual sum. We all pay to keep up educational and other institutions for the good of society, why not take a relative interest in our profession?

And now, last but not least, you will expect me to say something about the JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION. I am going to borrow an illustration used by the Philadelphia Branch of the American Chemical Society. Chemical and pharmaceutical investigations are being translated into

vigorous activity and, therefore, in keeping with one of the thoughts I have endeavored to present to-night, I will name the JOURNAL a catalyst, in the same sense that it reacts by contact. A catalyst first combines with one of the reaction components which reacts with other components of the compound. So the purpose of the JOURNAL is a helpful one, uniting and working for the members of the Association, Branches, Sections, the related bodies, and pharmacy in general. The JOURNAL is a means for promoting the work on the Pharmacopœia and National Formulary and now in preparing for the Recipe Book.

The JOURNAL, as the official organ of the Association, conveys the transactions of that body, and by every means that the publication may be aided the Association is helped. Everyone can assist in one way or another and your coöperation will be appreciated by the Editor, who, according to the best of his ability, is endeavoring to promote its success. Your encouragement, advice, and constructive criticism are always welcome.

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