

JOHN MCKESSON, JR.

NEW YORK, N. Y.

**In the drug business for sixty-two years. Member of the American Pharmaceutical Association
for fifty-one years.**



JOHN McKESSON, JR.

JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION

VOL. VII

NOVEMBER, 1918

NO. 11

JOHN McKESSON, JR.

Few Americans now living have had a longer, more intimate, more active and more virile an influence on any industry of the United States than has John McKesson, Jr., President of McKesson & Robbins, Inc., on the drug industry.

It is doubtful if any man in America has a wider knowledge of drugs and chemicals, of their sources of supply, the quantities of them annually produced, who controls them and how to get them.

Counting his apprenticeship in the house of McKesson & Robbins, of which his father was one of the founders this is John McKesson, Jr.'s 63rd year in the wholesale drug business of America. At 78 years of age his hand is still at the wheel—the master hand of a great institution—strong, alert and skillful seemingly as it has ever been.

Methodically as the ebb and flow of the tide, unconscious of growing years, with a zest for the day's work ahead of him that many a younger man might envy, he is at his desk each day at the stroke of the clock. A gentleman of the old school, disdaining ease, inured to hard work, you'll find him there in rain or shine in his little private office, answering cables from all parts of the world, directing replies to important mail, giving instructions over the telephone and advice and counsel to his subordinates, his sensitive fingers every second of the day on the world's drug and chemical pulse. With agents in every section of the globe, where drugs and chemicals abound, that little room for more than half a century has been within an hour's touch of all the world.

When on that fateful day in August 1914 word flashed into that room from Europe that the torch of war had been lighted in the world's greatest source of drugs and chemicals, there flashed back, quick as lightning, a message that to thousands of retailers, physicians and hospitals in America was vital. That message flashed across the Atlantic and Pacific in the most critical hour the American drug and chemical industry has ever known, sent hundreds of tons of crude drugs and chemicals to this country from every point of the compass. His foresight and initiative in this situation helped to ease a situation pregnant with

serious possibilities. What he did for the trade in 1914, he did in 1916 and 1917 for the Government, and when it called it found him ready with the materials it needed. Profiting by his experiences in the Civil and Spanish wars, he knew what Uncle Sam needed and anticipated it.

For 50 years John McKesson, Jr. has aggressively pushed and sought to popularize high grade American drugs in Europe, especially American botanicals, and has done much to extend their use. He was one of the first wholesalers in the United States to enter the pharmaceutical manufacturing field, and to make the whole world his market by engaging in an international business. In China he introduced packaged drugs with Chinese labels on them and in Central and South America with Spanish labels. The Governments of France, Italy, Russia, Greece and other nations of the old world have been his customers. He ships to Iceland and Cape Town; from New Zealand to Greenland and all the points between. His representatives cover the earth.

Once a year for many years Mr. McKesson himself has visited all the leading markets of Europe to study conditions at first hand. He knew the drug markets of the world by personal contact; whenever he moved—he knew accurately what could be done. From the first he has worked to give to American drugs, wherever sold, a tone of the highest quality. Quality has been his touchstone for 50 years. For it he has fought and made many sacrifices.

Starting with one building in 1833, the institution, of which he is the head, under his leadership has grown into seven buildings, covering many acres of floor space and employing help now counted in the four figures. Under him and that of his energetic partner the late Daniel C. Robbins, many men now well known in the trade received their training and got their start, including Henry S. Wellcome of Burroughs, Wellcome & Co., Samuel W. Fairchild of Fairchild Bros. & Foster, George R. Hillier of George R. Hillier & Sons, Harry Hall of Hall & Ruckel, Joseph F. Glatz of Schering & Glatz, Chas. F. Ward of Ward, Close & Co., Charles McLaughlin of McLaughlin, Gormley King Co., George Hartford, and a long list of others.

Mr. McKesson joined the American Pharmaceutical Association in 1867.

E. G. E.

INDUSTRIAL ORGANIZATIONS.

General Charles Dick, a former Senator from Ohio writing in the *New York Commercial*, says:

"The era of compelled industrial competition will give to a better era of wisely controlled combinations. For thirty years it has been the fixed policy of the Government to prevent combination whenever it tended to restraint of trade, and to enforce competition. There was no distinction recognized between good combinations and bad combinations.

"The people, however, have seen a new light. The Supreme Court of the United States has discovered some good combinations, some of them so good, the court declared, it would be most unfortunate if such an efficient industrial organization should be destroyed. When the United States was forced by the necessity of war to take charge of industry and called on big business to fill war orders, it made no attempt to enforce competition. On the other hand, it encouraged combination, coordination and collaboration with a resulting increased efficiency in product and increase of output. It is inconceivable that we shall ever return to the unrestrained competition which once prevailed."