

## PROCEEDINGS OF THE LOCAL BRANCHES

"All papers presented to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art. III.

Reports of the meetings of the Local Branches should be mailed to the Editor on the day following the meeting, if possible. Minutes should be typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly, and manuscript should be signed by the reporter.

### CHICAGO.

The ninety-ninth monthly meeting of the Chicago Branch, American Pharmaceutical Association, was held Friday evening, January 24, 1919, at the City Club, with Vice-President A. H. Clark in the chair. The meeting was preceded by a dinner. At eight o'clock the business session was called and opened with the annual reports of officers and committees. Secretary-Treasurer Gathercoal reported for 1918 an average attendance of 45 at the meetings, and 71 new members received, with 32 lost, leaving a present membership of 204. Receipts for the year totalled \$496 and disbursements \$454, leaving a balance on hand of \$42.

The secretary reported that the data for the Honor Roll of Illinois pharmacists is now coming in. It was moved that the original questionnaires be deposited with the University of Illinois School of Pharmacy and that the Illinois Pharmaceutical Association be requested to publish a preliminary roll in installments, if need be, in the state-wide edition of C. R. D. A. News and a complete roll under various classifications in the next annual Proceedings. A vote of thanks was extended to the Illinois State Department of Registration and Education, and to Supt. F. C. Dodds in particular, for the excellent service rendered in obtaining the data for the Honor Roll.

Special attention was called to the next Branch meeting, which will be the one-hundredth monthly meeting. Mr. Wilbur L. Scoville of Detroit and Dr. Geo. D. Beal of Urbana have consented to address the Branch on that occasion, and every member is urged to be present and to extend our invitation to every Chicago druggist to hear these addresses. The Branch adopted a motion to invite the members of the Chicago Section of the American Chemical Society to attend this meeting.

The report of the Nominating Committee was then called for and the Chairman reported as follows: *President*, A. H. Clark; *First Vice-President*, E. Von Herrmann; *Second Vice-President*, Otto Mentz; *Third Vice-President*, Ad. Umenhofer; *Council Member*, Clyde M. Snow; *Membership*, O. C. Buss; *Legislation*, James H. Wells; *Practice*, I. A. Becker; *Medical Relations*, Dr. Bernard Fantus; *Publicity*, Thos. H. Potts, and *Secretary-Treasurer*, E. N. Gathercoal. This report was unanimously adopted.

The topic of discussion for the evening was "Pharmaceutical Reconstruction." Mr. J. H. Riemenschneider introduced the discussion, speaking from the retailers' standpoint. He was followed by Dr. A. S. Burdick of the Abbott Laboratories, who outlined some of the benefits and problems of the reconstruction period from the pharmaceutical manufacturers' viewpoint, and Secretary S. C. Henry of the N. A. R. D. spoke from the legislative side of the question. Mr. C. P. Van Schaack, who was to have represented the wholesale druggists, unfortunately was forced to send his regrets.

Each of these talks called forth not only the applause of the audience but also a wide discussion. A résumé of each is appended.

*Pharmaceutical Reconstruction from the Standpoint of the Retail Druggist.* Summary of an address by J. H. Riemenschneider.

"I am decidedly optimistic regarding the immediate future of retail pharmacy. The retailer has never known so prosperous a year as the one just passed. Not only has the volume of business increased, but the percentage of gross profit has increased, for so much of the business has been in prescriptions and medicines, yet the overhead expense has not so greatly advanced, for although the salaries of clerks has markedly increased the

number of clerks employed has been reduced, because of the scarcity of clerks and the reduction in hours of business.

"Prices of goods are coming down but slowly and it will be a long time if ever before pre-war prices are reached. Labor is high, raw materials are high and the normal domestic and foreign markets never better. Hence a disastrous slump in prices, except of a few items with which the government is heavily stocked, need not be expected. Retail prices will naturally fall rather more slowly than the jobbing prices.

"My advice to the retailer is this: buy according to your needs and your turnover, not heavily, nor yet too sparingly.

"In regard to overhead expenses bear in mind that with the passing out of all the saloons, rents of retail stores are not going to be higher for some time to come. Clerks' salaries may go somewhat lower but let us never permit them to reach the old pre-war levels. A business or profession that cannot or will not pay its workers a reasonable compensation commensurate with high education and moral standards must expect to draw only the riff-raff of society. I hope pharmacy will never again see the day when she will be disgraced by qualified drug clerks working for \$75.00 per month.

"Among other blessings in disguise that the war has brought to the retail druggist is the income tax—for that tax has made him keep books and take inventory. With a real knowledge of his financial conditions he can eliminate leaks, make all of the departments profitable and meet changing conditions on a solid basis.

"Another blessing of similar nature is prohibition. The retail druggist has long taken abuse and reprobation, most of it unjust and uncalled for, as a retail liquor dealer. Now all retail druggists must unite in their aim to remove this stigma forever. We should stand solidly against including any intoxicating liquor as a medicine. All forms of alcoholic liquors are out of my store for good. This stand will also tend to eliminate possible competition from former saloon owners.

"Nearly all druggists have accumulated real profits this past year. Care for your resources now—hold your profits and surplus tightly—don't invest in uncalled for luxuries nor wild-cat schemes. Conserve your resources and there will be no need in the im-

mediate future for any retail druggist to be forced out of business.

*Pharmaceutical Reconstruction from the Manufacturers' Standpoint*, by Dr. A. S. Burdick, Vice-President Abbott Laboratories.

"A few firms, biological and surgical supply manufacturers particularly, made a large amount of money out of the war. Most of the strictly pharmaceutical manufacturing concerns sold to the government under very keen competition and very little war profiteering was practiced. However, nearly or quite all of these concerns have materially increased the volume of their business and the capacity of their plants. When the government wished to place its first order for 193 million compound cathartic pills, the manufacturers' representatives sat up in amazement at the magnitude of the order. There was not gambooge enough in the whole country to make that many C. C. pills. Now, however, we are accustomed to work in these larger terms.

"On top of Government business came the influenza. This world-wide epidemic is perhaps the worst sweep of a disease since the great scourges of the middle ages. The world demand for medicines has been enormous. The demand for many items in the manufacturers' stock increased 300 or 400 percent. Very fortunately the armistice was signed before the full effect of this demand for drugs was felt. And from a strictly business standpoint this influenza demand had a good effect in profitably unloading stocks which in many lines were very large and in clearing the decks for the reconstruction period.

"Prices are going down, especially of certain chemicals and surgical supplies demanded by the government in medical and munitions work and of which great stocks have been accumulated. We hope this reduction will be gradual. The practice of retailers buying from hand to mouth is a very bad one at this time for it creates a vicious circle, a tendency to an unsteady market and financial disaster.

"Chemical and pharmaceutical research work carried out on an enormous scale in connection with war activities is now reacting as a wonderful stimulant for the reconstruction period. You are all informed of the great broadening out along chemical lines, especially in heavy chemicals and synthetic dyes. The production of synthetic chemical medicines has also received a great impetus and many houses are establishing large corps of research

men for the development of new synthetic remedies. The output of such medicines as have so far been manufactured has been very largely taken by the government but these will now be placed in increasing quantity on the market. All of these industries will continue to grow and compete for world trade.

"Standardization of products, of methods of production and of prices are all war benefits accruing to the manufacturers and which will assist wonderfully in reconstruction. Standardization of products applies particularly to the long list of drug preparations that are U. S. P. or N. F. It means too the dropping from the list of many preparations of little medicinal value and that are "slow-sellers." Standardization of prices does not mean that all of the manufacturing houses are going into a combine and establish identical prices for each article on the list but it does mean that if one house carefully estimates the cost of a preparation and adds a reasonable profit no other standard house can manufacture and sell that preparation for a price much lower. If a standardized product made by a standard process must bring a certain minimum price, then if a similar product is offered for sale at a much less price, it is a certainty that something is wrong with the product.

"I am an optimist. The immediate future of pharmaceutical manufacturing is bright. The war has been terrible and yet it has been a great stimulus to endeavor and industry."

E. N. GATHERCOAL, *Secretary*.

#### LUZERNE COUNTY.

The second regular meeting of the Luzerne County Branch of the American Pharmaceutical Association was held in the Auditorium of the Greater Wilkes-Barre Chamber of Commerce, Monday evening, January 27th. We discontinued our meeting since our organization last September due to the prevalence of Influenza.

At this meeting three candidates for membership in the A. Ph. A. and the local branch were proposed, which brings our membership close to fifty, and more prospects.

A constitution was adopted, with the exception of the amount of local branch dues.

Future meetings will be held at the Hotel Sterling the second Thursday of each month, luncheon to be served during the meetings, with the idea of making it a social as well as a business session.

At least one Relief Clerk is to be employed

by the Branch, for the use of the members, and more if it is deemed necessary.

The following Committees were appointed for the year:

Professional Relations, W. V. Green, *Chairman*.

Practical Pharmacy, John Lowman, *Chairman*.

Membership, Ellsworth Lynn, *Chairman*.

Commercial Relations, M. Greenstein, *Chairman*.

Banquet, Louis Frank, *Chairman*.

J. D. MORGAN, *Secretary*.

#### NASHVILLE.

A joint meeting of the Nashville Branch, A. Ph. A., and the Nashville Drug Club, was held in the Commercial Club Rooms, Thursday, January 23, 1919. D. J. Kuhn presided. The Tennessee Board of Pharmacy being in session, members of that body were in attendance at this meeting, as follows: Ed. Sheely, of Memphis; Harry Whitehouse, of Bristol; and M. E. Hutton and Ira B. Clark of Nashville.

Two communications were received in response to inquiries sent out asking what action had been taken by local associations relative to the signing of the pledge not to sell proprietary remedies for venereal diseases. One of these replies was from R. J. Frick, of Louisville, Ky., in which he stated that no action had been taken by their local association as a body, and his advice to the members was that they should use their own judgment. He feared that the signing of this pledge would be used against the druggists later as an admission that the sale of these preparations should be prohibited.

The other communication was from Ed. Sheely, of Memphis, who stated that no action had been taken by the Memphis Retail Druggists' Association, but that most of the retailers had signed the pledge as a war measure. Mr. Sheely stated that he understood that the Government would establish a clinic in Memphis to treat venereal diseases, but so far this had not been done.

Attorney Charles Hune, of the Tennessee State Board of Pharmacy, said that the Tennessee Pharmacy Law, which was passed more than twenty years ago, was now obsolete, and he outlined the draft of a new bill along the lines of the American Pharmaceutical Association Model Pharmacy Law, which may be introduced at this session of the Legislature.

D. J. Kuhn, Ira B. Clark and M. E. Hutton were appointed a committee to canvass Nashville in the interest of pharmacists returning from service, as requested by Chairman F. H. Freericks, of the American Pharmaceutical Association Committee on Soldier and Sailor Pharmacists.

President D. J. Kuhn called the attention of those present to a newspaper report that some druggists were selling denatured alcohol for beverage purposes. It was said that negroes would call for it by crossing their arms over their chest, representing the skull and cross-bones. A strong resolution was adopted discountenancing druggists guilty of selling denatured alcohol for beverage purposes.

WILLIAM R. WHITE,  
*Secretary.*

#### NEW YORK.

The January, 1919, meeting of the New York Branch of the American Pharmaceutical Association, was called to order by President Turner in the Lecture Hall of the New York College of Pharmacy Building, on Monday evening, the 13th, at 8.15 o'clock.

One hundred and three members and friends were present.

The Treasurer's annual report was received and referred to the Audit Committee.

*Member of the Council.*—Prof. Jeannot Hostmann brought in no report.

*Membership Committee.*—No new members were reported.

*Fraternal Relations.*—Dr. Leon Lascoff had no report to bring in.

*Audit Committee.*—Dr. Jacob Diner reported that he would go over the Treasurer's annual report.

*Education and Legislation.*—Mr. R. S. Lehman brought in a report which after some discussion was ordered accepted.

A letter was read from Mr. Frank Freericks regarding the Committee appointed to obtain positions for the returning soldier pharmacists. It was moved, seconded, and carried, that the Branch approve Mr. Freericks' suggestions in that we direct our representatives to the New York Pharmaceutical Conference to suggest that the conference take up this work, and that in addition the Branch vote \$25.00 towards the General Fund which is to be collected for this work.

Chairman Schaefer, of the Remington Honor Medal Committee, reported that some money would still have to be collected in order to

pay for the die for the medal. It was moved, seconded and carried that the Chairman of this Committee be allowed to send out a request for further donations with the next notice of the regular meeting.

The Chairman of the Nominating Committee recommended that the following officers be elected:

*President,* Robert S. Lehman.

*Vice-President,* Jacob H. Rehfuss.

*Secretary,* Hugo H. Schaefer.

*Treasurer,* Gustave Horstmann.

*Chairman of Audit Committee,* Jacob Diner.

*Chairman of Committee on Education and Legislation,* E. J. Kennedy.

*Fraternal Relations,* J. Leon Lascoff.

*Progress of Pharmacy,* George C. Diekman.

*Membership Committee,* Dr. Charles Fischer.

It was moved, seconded and carried that Hugo Kantrowitz cast one vote unanimously electing the ticket as presented by the Nominating Committee.

Mr. Lehman in a few words thanked the Committee for the honor conferred upon him.

#### SCIENTIFIC SESSION.

Dr. Paul S. Pittenger read a paper on "Biologic Assays." Considerable discussion followed. A rising vote of thanks was then tendered the speaker and his assistant in appreciation of their efforts.

Under regular procedure the meeting was declared adjourned.

HUGO H. SCHAEFER,  
*Secretary.*

#### PHILADELPHIA.

The January meeting of the Philadelphia Branch of the American Pharmaceutical Association was held at the Philadelphia College of Pharmacy on Monday evening, January the 21st, with President W. W. McNeary occupying the chair. Business matters dispensed with, the feature of the evening was presented in the nature of a scientific paper read by Dr. Robert P. Fischelis, until recently a sergeant in the Gas Defense Service at the Long Island plant. The title of the paper was "Gas Defense Methods of the U. S. Army." Dr. Fischelis held his audience thoroughly attentive from the first word to the last, and the reading of the paper occupied about ninety minutes. Illustrative material was furnished in the way of a sample mask, complete in every detail and various parts, some old and some of the newest types.

It would not be possible to give a compre-

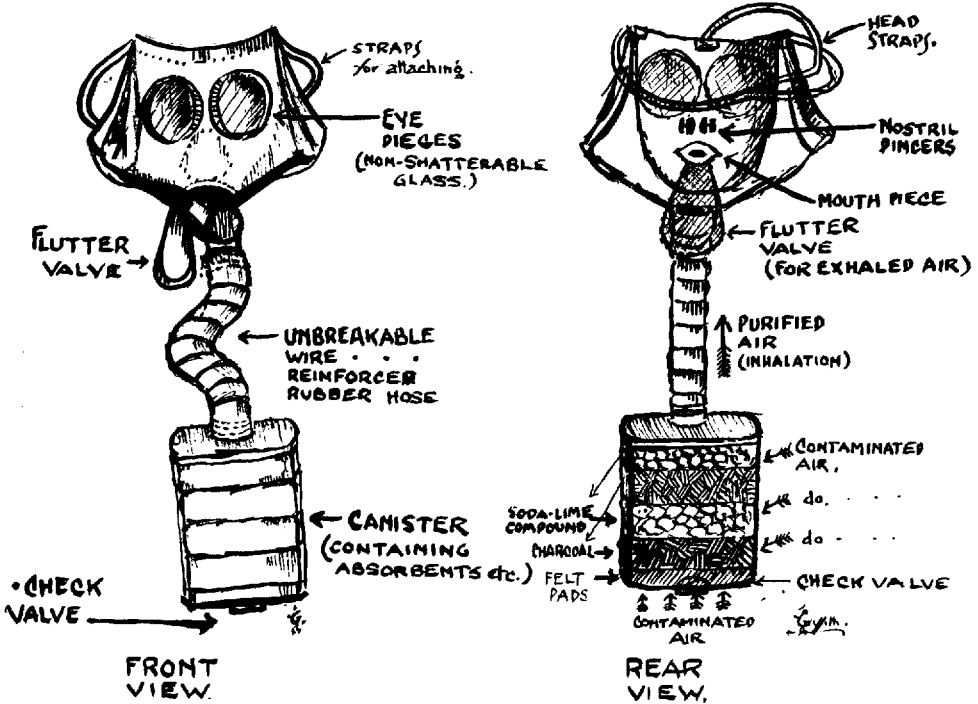
hensive abstract of the lecture without going to great length and the following quotations are simply given verbatim from an extract of a previous lecture given by Sergeant Fischelis in New York and carefully abstracted in the *Druggists' Circular*;

"Between June 30, 1917, and the signing of the armistice, 2,400,000 gas masks were manufactured on Long Island and sent to France for the American Expeditionary Forces. Not a single soldier who had one of these masks, and who put it on when the signal of gas attack was sounded, was gassed; and not one

would pass through the cloth, reach the flesh and cause a burn which would be very slow and very difficult to heal.

"There seems to be no question but that the knowledge that the United States had perfected the gas mask, had accumulated a tremendous supply of a very deadly gas, and had developed airplanes for gas attacks on a large scale, was one of the factors which impelled the Germans to sue for peace. Chemical warfare had much to do with ending the war."

Sergeant Fischelis demonstrated the con-



Showing Construction of Masks.

defect was found in any of the masks issued to the men at the front."

Such was the record of remarkable efficiency attained by the Gas Defense Service of the United States Army, as described by Sergeant Fischelis.

"This meant," he said, in describing the mask, "that the American gas mask was proof against all gases used by the Germans, except mustard gas, and mustard gas is really a volatile liquid, which penetrates cloth and similar substances, rather than a gas. A soldier wearing a gas mask might receive a drop of mustard gas on his sleeve and not know it. In an hour or so the mustard gas

ponent parts of the mask, explaining the need for charcoal as an absorbent of gas, and the method by which this material was combined with soda-lime and permanganate in every mask. The mixture accounted for the high efficiency of the American mask. The charcoal absorbed the gas, and the soda-lime reacted upon the gas absorbed—especially on phosgene gas—to neutralize it.

"Testing masks was a labor of the chemical or control department of the great gas mask factory on Long Island," the Sergeant said. "The masks were tested with actual gas in order to discover defects or leaks. This country used laboratory tests wherever prac-

licable, in order to spare the men; but France and England insisted that the mau-test was the only safe test, and so the man-test was



The Mask in Use.

made. There are men in the Chemical Warfare Service whose heart and lung actions have shown decided deterioration as the result of

their work in testing masks with actual gas."

When the armistice was signed, Sergeant Fischelis said, the factory had just perfected a new mask which was proof against the newest and most insidious gas employed by the Germans—a smoke gas, so-called, which could penetrate the charcoal mass used in the masks. This gas he described as really very fine particles of a poisonous substance which entered into the molecular spaces of the charcoal and thence was drawn into the lungs. It presented a new problem, which was finally solved by enclosing the canister of the mask, containing the charcoal, in felt. The felt excluded the smoke gas. This mask, he said, was deemed proof against any gas that the Germans might be able to devise. Quantity production was ready to start on November 4, last; then came the signing of the armistice.

Dr. Fischelis was given a rising vote of thanks for his excellent and carefully given presentation. Discussion of his lecture was lively and was participated in by Messrs. England, Lowe, Stroup, and others. Private Trautwine, of the Chemical Service Section, spoke interestingly of certain phases of the gas production in this country and stated that he would have offered some still more interesting data, were he wearing a red discharge stripe on his coat sleeve. He was still in the service, however, and revealed nothing that he was not supposed or allowed to.

The meeting, the best attended of the season, adjourned at 11 P.M.

IVOR GRIFFITH,  
*Secretary.*

## COMMITTEE REPORTS

### REPORT OF THE COMMITTEE ON PATENTS AND TRADEMARKS.\*

BY F. E. STEWART, *Chairman.*

Your committee is presenting conclusions in this year's report consisting of concrete statements of the facts and principles presented in former reports. Our reports have been, in a general sense, a protest against the invasion of the pharmaceutical field by the nostrum manufacturers and commercial drug business, and the degradation of the pharmacist to the level of a petty shopkeeper acting as mere sales agents for materia medica products and preparations manufactured under the control of unlicensed practitioners of medicine and pharmacy. We see in this commercialization of what ought to be a professional calling the ruin of all we have been working and hoping for, namely, the restoration of pharmacy to its true position as a branch of medical science and practice working in coöperation with the medical profession in its altruistic service of preventing disease, relieving suffering, and healing the sick—working, not as competitors, but as co-partners, each working in its particular field of practice.

\* Abstract of report presented before Section on Legislation and Education, A. Ph. A., Chicago meeting, 1918.