

therapy on a firm foundation, against which the "isms" and "pathies" of the future will rail in vain.

The program, as outlined, is broad enough for all who are interested in the development of scientific medicine to participate in, and it is to be sincerely hoped that the members of the American Pharmaceutical Association, both individually as well as collectively, will lend their aid in clearing up some of the many perplexing questions in connection with the origin, composition and uses of well established drugs.

THE REAL EDUCATIONAL NEEDS OF THE PHARMACIST.

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These conclusions are arrived at from a point of view secured by standing upon a mass of my own needs and deficiencies, that is heightened and made more secure by the deficiencies of many proprietors, with whom I have come in contact, and, more particularly, by the glaring defects of clerks I have employed.

It must be clearly understood that I am not presuming to criticise the syllabus of studies outlined by the able national committee which has had that matter in charge; indeed, I will be glad if I am able to assist that body of earnest workers in the good work they are doing.

It would seem, that a person knowing and knowing well, all the subjects that committee has prepared for a college curriculum, might be a fairly good pharmacist. Yet, I believe there will be many who will make, when the course of studies proposed is put into operation, a uniform rating of over ninety per centum, and then fail, sadly fail, to meet the requirements of the retail pharmacist of today, even in strictly pharmaceutical pursuits.

I will confess that my standard of success is quite different from that of many others who may be very properly rated as both sane and sound. The mere fact that a pharmacist wears large diamonds in his shiny, celluloid shirt front, or rides in an orange, red and green colored automobile, or cleaves placid waters with a sputtering motor boat, and pays for them all, while still having "money to burn," does not, in my opinion, prove that he is or has been a successful pharmacist. I am quite ready to grant that money making and money saving constitute one and a very essential element of success. Any one who, barring unusual misfortune, fails to do this can not be styled successful. But, beside providing for himself a comfortable living and a few ducats for a "rainy day," the really successful pharmacist must have made himself truly useful to the community in which he is located and, by all means, he must have won respect for the vocation in which he has served; glory and honor must have been added to his profession because of *his* accomplishments and because of *his* honorable practice. Only such practitioners will be remembered; only such practitioners will leave the world of pharmacy and, incidentally, the world at large, better because they lived, thus evidencing the only kind of success that is really worth seeking.

Now, to win such satisfactory results, one must, of all things, have an

abundance of *common sense*. That means, I believe, that he should possess that quality of mind which will prevent him from making a fool of himself when solving problems, the exact counterpart of which he has not solved before or which have not been solved in his presence. Some call it logic, some call it reason, but it is neither, because satisfactory results may not follow the use of these qualities. It would be better to style it self-reliance or dependence upon natural "wit."

I do not believe it can be accurately concluded that this "common sense" is ever inherent; I am strongly of the belief that it is, after all, acquired through experience. Here, the important matter for consideration is to find out how it is that some acquire so much of this most valuable knowledge quite early, even with their first impression. If it is environment or parental excellence, then, for the love of coming generations, let us try to find what and how it is, that very many more may acquire it.

I do not want to be hazy about this; I trust to be understood and as saying that when this quality of mind is found lacking in a student or apprentice, in some way or another, it must be supplied to him and, if he can not acquire it by some process of education, then he must be forced out of Pharmacy's domain by our colleges, or if not by them, by our boards. Judging from the output of a half dozen colleges, I am inclined to think the schools have not been able to eliminate this fool-class of would-be pharmacists. To do this, however, is fundamental, and we must not be satisfied; we, who try to be honorable and true, must not be satisfied until we "nip off" these entirely impossible buds from the pharmaceutical bush, quite early, even before they begin to open. But to do this effectively, we must establish a just and thorough test for "buds". Anxiously, I wonder if it will ever be possible to use such tests in unendowed schools?

Another peculiar something a pharmacist needs to be taught is to be dignified; he must acquire true dignity. By this, I mean he must be intelligent enough, careful enough and honest enough to know himself and, thus knowing himself, he must be so well equipped as to win, first, his own respect and, secondly, the respect of those who really and truly know him.

True pharmaceutical dignity, then, is the behavior that is inspired by reasonable self-respect and by the generous respect of those with whom we come in contact in the practice of our profession. Refinement and dignity are much the same or are, at least, inseparable. Both are the result of self-examination and self-instruction, acquired and stimulated by comparing ones self with idealistic standards of excellence; when he should be more accurate in his findings and more severe in his requirements for himself than he is in his estimation of others.

We pharmacists need, probably more than anything else, to be cultured; broadly cultured. I understand culture and training to mean much the same. I do not believe either consists entirely in possessing much knowledge of the classics, of higher mathematics or of many modern languages. All these contribute to culture, but I question the quality of any one's culture when he is not able to make himself easy in polite society or able to successfully meet the requirements of higher social life. The appropriately cultured person is always conventional, and it is a sad spectacle one makes who is conspicuous because of oddities that are his.

Standards for culture may be selected from those persons in a community who enjoy universal respect and from those who are prominent because of real worth and because they really merit the position they occupy. It is quite easy to separate the true from the false, in any community, and thus find helpful standards.

Yet, withal, pharmacists, like all men who really bear the image of the creator, need to be or to become truly romantic; that is, able and willing to do even the unusual, if that is necessary for truth's sake. Romance never clashes with the conventional; it is often the quality that enables us to be conventional at the sacrifice of pride, ambition or some such less creditable attribute of our nature. We are romantic when we sacrifice possible gain, gain that others do not hesitate to acquire, because we will not ignore the higher ideals of our vocation, and it is the true and beautifully romantic spirit that enables us to resist temptations, to do the right and boldly stand for the nobler and more useful forms of practice; certainly that form which obeys civil law and follows the leadings of the more delicate precepts of personal righteousness.

The pharmacist needs to be taught and to learn much more regarding true art; he must, indeed, become more artistic. Probably, such knowledge is really a part of general culture; certainly, one may be neither polite nor dignified without a fundamental knowledge of art. It is this information that will make him able to appreciate real values and it is this same knowledge that will lead him to employ durable, appropriate and useful fixtures and appointments in the prosecution of his business. Nothing, it is believed, conduces so largely to the doing of better things, in better ways, than does this knowledge of true art. It inspires its possessor with the desire to present the higher forms, those that more nearly approach the ideal. The real artistic spirit will guard one against committing vulgarities which entirely counteract the helpful influence of the highest technical acquirements.

I have not intended to convey the thought that less technical knowledge is required. I would, however, suggest this, in case it be found necessary to make place for this more general teaching.

I am confident, because of what I have heard so many times, that it will be said these broader teachings are no part of a technical training. Let me advise that I have not attempted to discuss the technical training of the pharmacist at all, but have tried to show what I believe to be his greatest educational needs, no matter where they are to be supplied, and I am trying to be extremely practical by calling attention to the fact that there is, annually, going to the schools of pharmacy of this country, as has certainly been the case since 1876, a class of young men who need and have needed the very instruction that I have suggested; needed for the better serving of the public, for the greater advancement of pharmacy and for general betterment of themselves. Do not overlook the fact that it is this kind of grist that has been coming and continues to come to the pharmaceutical college mill. I believe I may truly say it is the very same kind that will continue to come for years and years. Therefore, I believe it to be our duty, a part of our work, to so modify our mills that they will clean this grist and prepare it for the final finer grinding. Let us take it as we find it, as it comes to us and, during a preliminary year, blow out all the chaff, blow it forever

away, while cleaning and polishing the sound grain. As it is, we are mixing chaff and crudities and deficiencies and misfortunes all together with results that are, by no means, satisfactory to the three factors most interested: the public, the employer and the employe. Secondary schools may help and colleges may more largely assist, but while these remain such uncertain quantities as they now, most certainly, are, a practical preparatory course in the schools of pharmacy is really the only thing that will supply, out of the material at hand, the quality and quantity of pharmacists required to meet present day demands.

Common sense, dignity, culture, are the possessions; romantic, artistic are the qualities. Is there a successful practical pharmacist within the sound of my voice, or anywhere else, who will not admit, when he fully understands what these mean, that they are more essential to the really helpful assistant than is all the strictly technical training he may secure at the best of our pharmaceutical schools? These possessions and qualities make up the advantages that it has been thought result from "drug store experience". It is very true that, when this so-called experience gives such things, it is, indeed, most advantageous. But what is the situation when it does *not* give these, but instills everything that is contrary, what then?

Let us see, just for a moment, what these possessions and these qualities mean. Common sense, I believe, means no more than the ability to properly attack a problem. When a clerk "goes at a thing right," we know how valuable he is; how safe he is, and how much he will accomplish. We all know that this ability does not come from technical training, necessarily, although technical training, if properly directed, will greatly assist in its development.

Dignity and culture make the successful salesman or merchant; they claim respect and inspire confidence. These, assisted by artistic temperament and attainments, make an invincible combination that will be more effective in the proprietor than it is in the assistant, however powerful it may there appear. Carriage, manner, conversation, dress, store, stock, utensils, labels, advertisements, everything material that is worth while, should come under the beneficent control of these: dignity, culture, art.

It is, however, the romantic spirit, true heroism, that makes up the character and shapes the policies of the business and the business man. Nothing less and nothing different will prove effective. Neither fear of the law or lust for gain will be powerful enough. Romance, alone, will bring about good results; love it is, after all, love for the real, the true and the good.

And so, my dear friends, with the material at hand, we must try a year of probation; a year of tutoring in common things, that are really higher things; a year in making up deficiencies and in smoothing rough surfaces; a year in refining, which means a year of much elimination, of *helpful* elimination. Am I understood? Three years? Yes, by all means, but be very careful that there is no more of the technical than there is now. One year of fundamental preparation; one year devoted to making and finishing *men*; two years devoted to making and finishing practical, useful pharmacists.