

the conditions and standard of the calling of which he is a member? The duty of the pharmacist lies in two directions—first, to himself; second, to his calling. It must be obvious to those who give the matter even little thought that most progress is mental and intellectual and that, therefore, the standard of a calling is determined by the standard of the educational requirement placed upon the members of a calling. Here we have an educational institution of the university grade, rated as among the first in the country, and yet how few pharmacists are using it. It is a fact that many of the students in attendance at the college have not been sent by pharmacists—a few are in attendance against the advice of some pharmacists. It is on account of this indifference and near-sightedness on part of pharmacists that the medical and dental professions have long ago distanced us. Their growth and development have been along educational and qualitative lines. *Measured by the value of the service which the medical, dental and pharmaceutical professions render the state, the standard of pharmacy should be nearly that of medicine and far in advance of dentistry.* That this is not the case is entirely the fault of pharmacy itself. Medicine and dentistry guard their standards jealously; pharmacy is indifferent about its standard. Is there any wonder that pharmaceutical conditions are not improving more rapidly and that some of our best qualified pharmacists are leaving the ranks? Now what is one of the specific duties of every pharmacist? *It is that he send his apprentices and clerks through the College of Pharmacy or that he insist that his clerks be graduates.* If every pharmacist would do this, in ten or fifteen years pharmacy would be holding its rightful position among the honorable professions. How many of our pharmacists are going to rally to the standard?

REPORT TO THE WASHINGTON BRANCH, A. PH. A. UPON THE
1912 CONVENTIONS OF THE N. A. R. D. AND THE A. PH. A.

WILLARD S. RICHARDSON.

The N. A. R. D. convention held in Milwaukee during the week of August ninth was in many respects the most important ever held by that organization. Registration was much in excess of the thousand mark, and at all the sessions there was a large, enthusiastic, working attendance of delegates. All seemed to fully realize that they were delegates actually representing the national retail drug interests, and there was greater earnestness and broadness than I have ever before witnessed. The efforts to better the condition of the trade were not only sincere; but there was a frank and fair acknowledgement of the betterments already effected.

All the deliberations showed the N. A. R. D. to be a clean, independent organization of retail druggists exclusively; capable of fully caring for the interests of the retail trade; willing at all times to openly and sincerely cooperate with allied interests, without in any sense being subservient to them.

In connection with the U. S. P. and N. F. propaganda there was evidence of considerable progress; especially in those sections and places where the local as-

sociations had used real effort; had cooperated with the parent organization, the N. A. R. D., instead of simply leaning upon it. There was ample evidence that all the claimed purposes of the propaganda were attainable; in considerable measure had been attained, and that the druggist who would intelligently use all the literature and other helps supplied by the N. A. R. D. would help the physician to a higher and more effective plane of practice; protect the suffering public from many nostrums; make the druggist more truly worthy of the name of "pharmacist," and at the same time so add to his profits as to stamp him worthily as a business man.

Legislation was one of the leading issues, in fact, it may be said to have been the issue. It was appreciated that no difference what part of the general issue of the Association might be taken up, "To make the drug business pay better," that wherever better business was sought, whether it be through the betterment of qualities, prices, or service, the desired betterment could rarely be accomplished without the repeal, amendment, or enactment of some law.

The courage of the N. A. R. D., a courage common to it and the A. Ph. A., had been fully evidenced by the high and cooperative stand taken by the organizations in their attitude toward pure drugs, and anti-narcotic legislation.

In the vital question of protection of retail prices, the spirit of the convention was that the demands for protection from both producers and wholesalers should be continued, that plans already evolved should be thoroughly tested, and that no weapon now at hand should be neglected. However, the greatest confidence and the highest encouragement was that price protection in its broad sense has become a national issue, a part of the so called "Trust" issue; that general opinion concerning it is rapidly changing, and that the prospects are bright for such changes in the Sherman and other laws as will enable druggists, as well as all other classes to protect their living profits with the direction and sanction of the laws.

A great deal that has been said of the N. A. R. D. Convention applies with equal force to the A. Ph. A. Convention held in the beautiful sky-land city of Denver during the week of August sixteenth. Thirty-eight States were represented by those in attendance, surely a remarkable showing; an absolute proof of the deep interest taken by the members in this venerable and still youthfully vigorous organization. It was quite noticeable to those who were accustomed to pharmaceutical and drug meetings that the A. Ph. A. men were in their seats and ready to open the sessions with a promptness and parliamentary precision quite unusual in such gatherings. Also there was a breadth in the manner of taking up work that was most encouraging, the same active interest being shown in such questions as legislative matters that were purely commercial, as in strictly professional questions such as higher educational qualifications for pharmacists.

In the matter of higher educational qualifications for pharmacists, it seemed to be the general sentiment that nothing radical should be done. The very word "education" in itself suggests that the elevation of standards must be conservatively and steadily progressive; that the pharmaca thought must be educated to a general desire for higher mental measures for graduates or registered men.

The belief was generally expressed that even a higher qualification was in a large measure a matter of legislation, it being evident that there is not only need

of legislation to elevate the states severally; but that there is need for national laws to regulate exchange of certificates, and establish national standards.

It was also shown that legislatively the druggists must act conscientiously upon the old saying that "what is good for the buyer is good for the seller;" that is to say, the conservation of our own interests must and only can follow the conservation of the interests of the consumers. If we would not be defrauded we must not in any way be conscious parties to fraud, whether the fraudulent thing be put in and to pass through our hands as mere merchandise, prescription drugs, or dispensing specialties.

The legislative work of both the A. Ph. A. separately and in unity was pointed out as having placed much actual accomplishment to the credit of the sister associations, and I suggest that all interested persons should read the reports of the Legislative Committees of the associations.

Perhaps the most notable event of the meeting was the creation of what is to be known as "The House of Delegates." Under it, the position of delegate from any state, local, or allied organization will be clearly defined. The House of Delegates will be a sort of crucible; a melting pot to take the many resolutions, suggestions, and general new business and refine them, reduce them to practical, brief and lucid form so that the general body may act upon them with both speed and intelligence.

The retiring officers of both associations deserved and received the thanks of those whom they had so well served, to them and the equally energetic incoming officers it was freely acknowledged that the acceptance of office from either association was the taking up of a burden for which there was no reward of substance, and yet the greatest of all rewards: grateful love from their fellow men.

DIGNITY IN BUSINESS.

Dignity is a fine thing in its proper place. The druggist probably has a little more reason for being dignified than the cobbler has, but if a man is going to be dignified he must not feel offended if people do not warm up to him very much. Dignity is a good deal like a big snow bank, a fine thing to look at as it glistens in the sunshine, but not a thing that anybody wants to mix up with very much. If you are going to be dignified, save your dignity for proper times and occasions, and don't let it get in the way when you are selling goods or visiting with customers. You can't make any friends for the store by showing that you feel a little above the ordinary business plane. When you get to feeling above the people whose money you are after, you will find that they will squeeze their money a little tighter than they did before you developed that snow-bank quality.—*The Spatula*.