

will care for *fact*. If he has indiscreetly voiced false theories based on fallacious judgment, he should thank the man of the present for service rendered in his disillusionment, resting assured that *time* would later have served the same purpose. If given a moderate period of life the backward glance will surely show a pathway littered with his own broken vases, shattered into fragments by himself. The great charm of research may be defined as the construction of new edifices out of those demolished, and in plant-research, the defining and describing of natural textures and plant structures. In this the doors to be opened by the systematically trained scientists of the near future will surely make the life wonderings of empiricists, with whom this writer is to be classed, pioneer offerings serviceable perhaps mainly as an inspiration to those who follow."

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to the Association and its branches shall become the property of the Association, with the understanding that they are not to be published in any other publication than those of the Association, except by consent of the Committee on Publication."—By-Laws, Chapter X, Art.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. To maintain its activity and representation each branch should see that at least three of its meetings during the year are reported in the JOURNAL.

CHICAGO.

The 124th meeting of the Chicago Branch of the American Pharmaceutical Association was held Tuesday evening February 21 at the University of Illinois School of Pharmacy Bldg., with President C. M. Snow in the chair.

The topic of the evening was "The Drug Store Laboratory."

Prof. E. N. Gathercoal introduced the discussion with an illustrated talk presenting the fact that purely ethical and highly professional pharmacy was still extensively represented in many larger and smaller cities of our country. This representation is especially noted in the large number of prescription drug stores which are appearing not only in the very large cities but in a great many of the smaller cities; in the largely increasing number of splendidly equipped and stocked hospital pharmacies and, also, by the development in connection with drug stores of biological, clinical and chemical laboratories, and yet further by the prominent place attained by pharmacists as analysts, city chemists, bacteriologists and manufacturing pharmacists.

Pictures were shown of the laboratories and stores of Hynson, Westcott & Dunning, of Baltimore, Md.; John Coleman of Wheeling, W. Va.; Henry Kraemer of Mt. Clemens, Mich.; The Prescription Shop, Joliet, Ill.;

Fred Skeyhans, Rockford, Ill.; E. von Hermann, Chicago; Leonard Seltzer, Detroit, Mich.; and of the Presbyterian Hospital drug room (Wm. Gray), Chicago.

Emphasis was placed by the speaker on the fact that it was possible for thoroughly equipped young people in pharmacy to uphold the ethics and profession of pharmacy in their community and yet provide for themselves a good livelihood and a profitable business. It is true, because of the great diversity of pharmaceutical interests and the constantly increasing specialization in pharmacy, that there are many avenues open to the young men and women in pharmacy. Those who have a highly commercial instinct will seek out the more commercial side of pharmacy but those who have a more highly developed scientific side have equal opportunity to make financial success in the professional side of pharmacy.

In addition to the pictures, which illustrated well-equipped prescription stores and the proper equipment of the laboratory, an exhibit laboratory apparatus was shown. This apparatus included such items as oven sterilizers, Arnold sterilizers, pressure sterilizer, incubator, centrifuges, and modern microscopic appliances in operation.

This introductory talk was followed by an excellent, practical demonstration by G.

Boyd Law of Savanna, Ill., a member of the graduating class at the College of Pharmacy, of a blood examination, including a count of the red and white corpuscles, haemoglobin determination and the differential count of the leucocytes. Mr. Law obtained the blood from a classmate and carried through the entire demonstration very successfully, and received hearty applause. The point of the demonstration was, that while this technique involved careful study and practice, such an examination did not take a long time and, at the prices usually charged for such work, was really profitable.

Prof. Willis K. Weaver of the Department of Chemistry of the U. of I. School of Pharmacy, who is doing some clinical laboratory work at the Presbyterian Hospital, gave a splendid demonstration of some of the latest achievements in blood chemistry, presenting the latest methods for the determination of sugar, creatinine, urea, uric acid, protein, CO₂, etc., in the blood.

As representative from the prescription drug stores, Mr. E. von Hermann, in his brilliant and characteristic manner, presented the case for this type of drug store. Mr. von Hermann's store in the Gas Building, Chicago, ranks as one of the largest and most profitable stores of this kind in the world. He believes that it is not advisable to establish a laboratory in connection with the prescription drug store, claiming that for the proper development of such a store one must give it his entire time and attention. Mr. von Hermann also pointed out that success in this kind of work depends upon absolute accuracy and honesty, as well as complete knowledge in dealing with the prescriptions; that a stock sufficient to meet every need of the physician must be maintained and, especially, that such a store must seek to keep ahead of the physician and present to him the newer things in medicine before he has occasion to demand them. Furthermore, this type of store demands a constant alertness on the part of the pharmacist in establishing perfect confidence among the physicians and seeking the physicians' prescription business.

Mr. Testin of Joliet, manager of the laboratory in connection with Schick's Prescription Shop, presented, on the other hand, the advantages of combining such a laboratory with the prescription store, stating that they had not only developed an extensive laboratory business, but also very materially added to the prescription business since the establishment of

their laboratory. Mr. Testin is a young man who began his studies before the war but he had an unusual opportunity to complete his education in a practical way by his services in the Sanitary Corps during the war; he stated that they are not only prepared to handle everything in the way of clinical work, but are called upon to handle even the very latest tests and developments in this line. Mr. Testin spoke in plain and simple statements, and made an especially good impression upon the younger pharmacists present.

Prof. Frank J. Zuck pointed out the many advantages that accrue to a man who devotes himself whole-heartedly to pharmacy. He used as an illustration Fred Skeyhan's pharmacy of Rockford and referred to the fine prescription drug store and the well-equipped laboratory in connection therewith, and that both of them were paying propositions. He pointed out some other sources of income to the laboratory obtainable in cities of only two or three up to five thousand inhabitants. In such cities small hospitals are being extensively established. These could not afford to employ a pharmacist or a clinical expert, but a retail pharmacist could establish a laboratory, based on the hospital business, and such a laboratory would very soon interest the physicians of a wide surrounding territory. He also pointed out that such a laboratory could draw business from the city and the county governments, as well perhaps as from manufacturing or commercial industries. Mention was made of the success already attained by Dr. and Mrs. Henry Kraemer at Mt. Clemens, Mich., where they established a laboratory in a very modest way only a year ago. They have won the confidence of the physicians of the county and also of the local officials who are bringing much work to the laboratory.

In conclusion, Chairman Snow took great pleasure in calling for short addresses from a number of the Vice-Presidents and the Executive Committeemen of the National Association of Boards of Pharmacy, who were in session in Chicago at the time. President Lucius L. Walton of Williamsport, Pa.; John Culley of Ogden, Utah; E. H. Walsdorf of New Orleans, La., and others responded. It was the general expression that while a rapid turnover could be had at the lunch counter, soda fountain, candy counter, cigar counter and other departments in a drug store, in a great many instances the real financial backing of the store lay in the prescription counter.

The attendance was large and the meeting generally considered most interesting and profitable. E. N. GATHERCOAL, *Secretary*.

DETROIT.

Before a large and appreciative audience Dr. Henry Kraemer gave an address on "Doing Things," illustrated with stereopticon views, on February 10. The meeting was preceded by a dinner participated in by the members of the Branch and their wives, the guests being Dr. and Mrs. Henry Kraemer.

Dr. Kraemer's theme was an account of the men who were achieving things in pharmacy and an analysis of those qualities which make for success. He said in part:

"The man who does things is the man whom the average American admires. Employers require men of will, that is, men in whom activity and efficiency are combined. The spirit of the pioneers is intensified in our life to-day, so that we have, as the French express it, *la vie intense*, or the strenuous life. This was variously interpreted until Roosevelt gave the world a splendid example of its richness to the man and its real service to his fellows. Success in life consists in attaining the highest end possible to one's capacity.

"The large success does not come all at once. It is usually a process of gradual growth. It is the exceptional man in his twenties who can look ahead and develop a business which will meet his ideas when he is seventy. James Vernor, of Detroit, is a most striking example of this type of success.

"Usually there is a long time of waiting. Men's ideas do not crystallize out at once but they grow with the times. Faithful service and attention to details without regard to monetary success frequently furnish men in middle life the great opportunity. This is probably best illustrated in the career of Hynson, Westcott & Dunning.

"In 1889 Henry P. Hynson and James W. Westcott, both recent graduates, entered a partnership to develop a business on original lines. They worked out their ideas as to what a professional business should consist of and they stuck to their plan, determined not to yield to any pressure which might cause them to deviate from their values. They soon commanded the respect of physicians and it was not long before the physicians connected with Johns Hopkins Hospital and others sought this store for information concerning their problems. These two boys entered with zest and enthusiasm into every problem which

was presented, never counting the time or the cost and having faith that it would lead to their ultimate goal which they themselves could not clearly see.

"During the first ten years the volume of business approximated annually about \$60,000. This consisted almost entirely in prescription work and in filling special orders for the sick. During the next ten years their business approximately doubled. Then they saw their opportunity and in 1911 they entered actively into the manufacturing drug specialty field. This was a natural outcome of their professional service and they are doing to-day a business of not less than a million dollars a year. Their products are known throughout the world and their reputation to-day is based largely on the character and ideals of the two young graduates in pharmacy who organized the original firm. The third member of the firm, H. A. B. Dunning, entered the employ of the firm in 1894 as an errand boy and discharged his obligations so faithfully that he rose very rapidly in the estimation of his employers and in seven years had an interest in the firm. By special attention to the laboratory problems Mr. Dunning has played a large part in shaping the present policy and larger growth of this firm of professional pharmacists. The most interesting thing of all is that the firm did not have any trained or experienced chemists attached to their organization. They were all, however, college graduates in pharmacy imbued with the spirit of scientific research and thoroughly in earnest."

Dr. Kraemer gave a number of illustrations of some of the really big problems in pharmacy and the manner of attacking them from every angle. Tooth powders, face powders, toilet preparations, insecticides were among the subjects handled very effectively. Other up-to-date problems were discussed, including the vitamins. The lecture was concluded with a number of beautifully colored slides of flowers and nature.

NEW ENGLAND.

The first regular meeting of the New England Branch, American Pharmaceutical Association, for 1922, was held at the Massachusetts College of Pharmacy, Boston, on Tuesday evening, January 31; President Florin J. Amrhein presided.

The secretary's and the treasurer's reports were read and accepted.

The following officers were elected: *President*, Leon A. Thompson, Cambridge, Mass.;

Vice-President, William R. Acheson, Cambridge, Mass.; *Secretary-Treasurer*, Leslie B. Barrett, Boston, Mass.; *Representative to the Council*, Elie H. LaPierre, Cambridge, Mass.

Members of the senior class at the college, who were invited as guests of the evening, were present with good representation. After the disposal of the regular business, the president introduced as speaker of the evening, Mr. William S. Briry, special examiner of drugs at the port of Boston and formerly one of the Massachusetts Commissioners of Pharmacy. Mr. Briry spoke of the work carried on at his office.

Brief remarks were made by Dean T. J. Bradley and C. O. Ewing.

Following the meeting a buffet luncheon was served in the Alumni room of the college.

LESLIE B. BARRETT, *Secretary*.

NORTHERN OHIO.

The January meeting of the Northern Ohio Branch of the American Pharmaceutical Association was called to order by President Otto E. Muhlhahn at the Hotel Statler, after a well-served dinner.

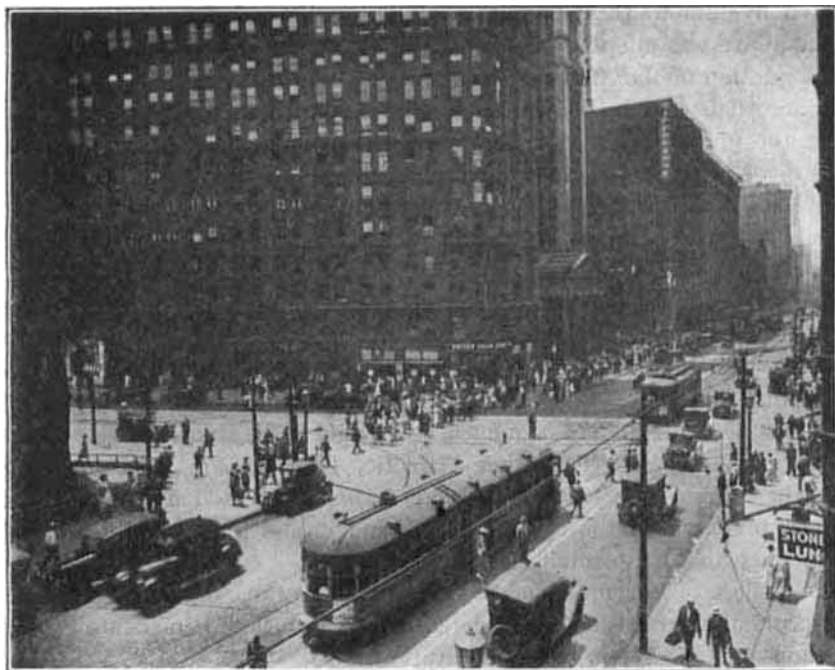
The minutes of the preceding meeting were read and approved. The treasurer's report was read and ordered filed. L. C. Hopp was elected honorary chairman of the A. Ph. A. Convention.

The report of the Nominating Committee was received, and read as follows: *President*, E. R. Selzer; *Vice-President*, J. Bauer; *Secretary-Treasurer*, F. Cermak.

It was moved, seconded and carried that the secretary cast the ballot electing the candidates as presented by the Nominating Committee.

The newly elected president then took the chair.

WALTER F. HAGEMEISTER, *Secretary*.



INTERSECTION EUCLID AVE. AND EAST 9TH ST., CLEVELAND, OHIO.

The intersection of Euclid Avenue and East 9th Street is the busiest corner in Cleveland. For twenty-two blocks the retail mercantile section of Euclid Avenue stretches unbroken, filled with shoppers from building to curb.

The American Pharmaceutical Association, American Conference of Pharmaceutical Faculties and National Association of Boards of Pharmacy meet in Cleveland during the week of August 14, 1922.