

In reply to an inquiry as to the alcohol in elixir of cascara sagrada, Chairman Cook stated that the fluidextract of cascara contained 20% of alcohol, and so does the aromatic elixir with which it is mixed.

C. M. Snow, in commenting upon the paper, stated that in the experimentation the alcohol was kept down just as low as possible; and that this many times resulted in decided improvement of the elixir. Thus, as a vehicle for pepsin, the elixir of almond makes a real cherry phosphate flavored and very palatable preparation. The formula at present proposed, the manufacturers say, will not stand up under all climatic conditions. However, we have not been able to ferment such an elixir with yeast or bacteria. A great advantage in this vehicle is that the small amount of alcohol present does not in any way influence the activity of the pepsin.

A. H. Clark inquired whether oil of cinnamon in elixir might not prove an excellent preservative. He found that it did so in flour paste.

E. N. Gathercoal stated that in one of the exhibits which has been prepared for this conference—a demonstration of the fermentation of low alcohol N. F. elixirs—aqueous elixir of licorice, compound elixir of almond, and elixir of pepsin after the proposed formula, and elixir of cardamom compound were in no way fermented by yeast or bacteria, even when kept in the incubator for days after inoculation. However, all have grown mold excepting the elixir of almond and that did not grow mold after repeated inoculation.

The following recommendation was offered by Dr. Newcomb and unanimously approved by the conference: "It is recommended that every teaspoonful of each simple medicated N. F. elixir should carry an official average dose of the medicament, provided it is practicable, and that each elixir should be considered by itself."

SAFEGUARDING AMERICAN PHARMACY.*

BY SAMUEL C. HENRY.

While all the subjects of the program of the Section on Commercial Interests are of importance and value for the drug business they will not bring the desired results unless certain safeguards are thrown about pharmacy. I do not agree with some of my good friends, that pharmacy is not making progress. I ask any man in this audience who can look back twenty-five years, to determine in his own mind whether pharmacy has not made very decided progress in those twenty-five years. I submit that the reason pharmacy has made the progress it has is due absolutely to the development of organized pharmaceutical movements in this country. I do not agree with some of my good friends that we should have only one great national organization looking after the interests of pharmacy—in my humble opinion, there is not only plenty of room for two pharmaceutical associations, but there is an absolute necessity for the existence and continuation of those two organizations. Just stop a moment and think—not until a few years ago, really not until the time of the formation of the National Drug Trade Conference, was pharmacy given any consideration in this country; absolutely none. I think the first time we received recognition from the governmental forces at Washington was when the National Drug Trade Conference was formed, and, stepping in, succeeded in putting upon the statute books the Harrison Antinarcotic Law. The National Drug Trade Conference during the years of its existence has done much for the elevation of pharmacy, and for its recognition by the administrative forces as well as the legislative branch of our Government. I call your attention to the fact that the Commissioner of Internal Revenue, the official of the Government next to the Secretary of the Treasury, only recently consulted representatives of pharmacy in its different branches, and constituted from those men a trade advisory committee

* Parts of an address before Section on Commercial Interests, A. Ph. A., Asheville meeting, 1923.

to advise with the Internal Revenue Department of the United States regarding rules and regulations affecting the drug trade of the United States; such results show that pharmacy is making progress. It is reaching that point where it will of necessity receive the recognition to which it is entitled.

I want to leave this thought with you—questioning no man's motive; not for one moment setting my judgment up against the judgment of other men in pharmacy—if pharmacy is to progress, is to be elevated to its rightful place, is to be maintained in its forward progress, it is essential that we, the representatives in this organization, the rank and file, the membership-at-large of the AMERICAN PHARMACEUTICAL ASSOCIATION, and the organization which I have the honor to represent officially, the National Association of Retail Druggists, see to it that every plan that is submitted for the consideration of our organization, that every piece of legislation that is proposed affecting pharmacy, be taken hold of and pushed forward with due and careful consideration. In my opinion, if pharmacy is in danger at all to-day, it is in danger of hasty, precipitate action by men who mean well, I am sure, but who haven't taken the time to consider the result of the line of action that they would have us adopt. So far as I am concerned individually or officially, I am not ready, and never will be ready again, to give my endorsement to any legislation affecting pharmacy until I have had the opportunity to analyze the proposal in all its phases, in all its bearings, and to determine clearly in my own mind as to how that legislation is going to work out for the drug trade of the United States. These organizations should carefully study proposed legislation and then act with caution; analyze it in the light of the experience of the past. To-day there are movements all over this country supposedly for the betterment of pharmacy which, if the men who proposed those measures would take the trouble to look into, the history of our organization—they would find their plans have been tried and have proved absolutely impractical and in many instances altogether at variance with the law. The duty of members of the American Pharmaceutical Association and of the National Association of Retail Druggists is to see to it that our organizations do not make the mistake of endorsing some of those moves. We always advance further and accomplish more if we do not seek after those things which are purely selfish, ignoring the interests of other people.

It goes without saying that those of us who are placed in position to, in a measure, direct affairs relating to pharmacy would naturally, if we could, get all there is in sight for those we represent, but in the overreaching for the impracticable and those things which are impossible of attainment, certainly of retention, we do our cause more injury than we can possibly do it good. And so the thought I would leave with you along the lines of Safeguarding American Pharmacy is—that we more soberly and thoughtfully consider our acts, that we give deeper and more earnest attention to the future, to the final result of the things we strive to obtain, and pay less attention to the immediate present, and, if our course is laid out upon such lines, and those lines are followed, I have no fear for the future of American Pharmacy, because my brief experience in pharmacy has enabled me to see that we have made very rapid strides and great progress. I, of course, have but one desire as, I am certain, the most of my hearers this morning have—that is, when we finish our short course of service we shall be able to leave pharmacy better than we found it. I believe if we keep these things in mind, see to it that the impracticable things that are offered to us are rejected, and the practicable

and feasible things which are offered to us are adopted and pushed forward, there is a bright outlook for American Pharmacy.

COMMENT.

To a question by Mr. Jacobs the speaker referred specifically to some legislation of past years which has impeded the progress of pharmacy and the growth of national associations, and hindered the work of these organizations. He was convinced that the misplaced efforts were usually expressions of enthusiasts who had failed in fully comprehending what the proposals implied—the results were far different from those anticipated, because careful and cautious consideration had not been given to the subjects.

THE COMMERCIAL ADVANTAGES OF A LOCAL ASSOCIATION.*

BY J. H. WEBSTER.

In considering the commercial advantages of a local retail druggists' association, we leave out of the proposition the professional and social advantages to be gained through such an organization, either of which influences might warrant the creation of such an association.

Not only must the retail pharmacist meet all the responsibility required of those who compound prescriptions and sell drugs and poisons but he must, as well, adjust his business methods to a basis that will compare favorably with his competition in the lines outside of pharmacy which he has taken on.

In a city where there are a number of druggists many local conditions and problems affecting all arise which can be better handled if the general attitude of the trade can be registered. This fact aside from the professional viewpoint makes it desirable that a trade organization be effected. Hence the local association. The individual realizes that alone he can get nowhere with the larger problems which affect his business, such as State legislature, local ordinances, etc., but with a representative organization results can be obtained. Emergencies can be met promptly and, in certain situations, an association can guide the actions and formulate plans for the trade to follow. By studying local conditions and keeping in touch with the sentiment of the public as well as the membership, its officers should be able to map out a wise course for all to follow. By identifying himself with such an organization, the individual has a voice therein which he can exercise if he so desires.

One of the greatest advantages the local association offers is the opportunity to the individual druggist who will interest himself in the association work. By attending meetings, accepting committee appointments and lending some time and effort for the good of all, the chances are he will gain a wider vision of the business and through contact with his associates acquire a more practical knowledge of his calling, stimulate his ambition and gather new ideas which may be applied to the conduct of his own business.

If the number of druggists in a city is large enough from whom dues may be collected, a paid secretary is usually engaged and an office maintained. The secretary can make his office of great value to the membership in many ways; for example, by bringing warring factions of the trade together, often disastrous price cutting can be averted or modified; an employment service and record of undesirable clerks may be maintained. Enforcement of the pharmacy laws can be assisted through coöperation with the Board of Pharmacy; this is a vital matter

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