

EDITORIAL NOTES

Editor: E. G. EBERLE, Bourse Building, Philadelphia, Pa.

Members of the Council, A. Ph. A.: JAMES H. BEAL, *Chairman*; S. L. HILTON, *Vice-Chairman*; ROBERT P. FISCHER, *Secretary*; CHARLES H. LAWALL, HENRY M. WHELPLEY, H. V. ARNY, A. G. DUMEZ, CHARLES E. CASPARI, W. L. SCOVILLE. *Ex-Officio*: CHARLES W. HOLTON, *President*; Vice-Presidents, PAUL S. PITTINGER and WILLIAM MANSFIELD; WILLIAM B. DAY, *Secretary*; E. F. KELLY, *Treasurer*; W. BRUCE PHILIP, *Chairman of the House of Delegates*. Editors of the JOURNAL and YEAR BOOK: E. G. EBERLE and A. G. DUMEZ. Committee on Publications: R. P. FISCHER, *Chairman*; H. V. ARNY, PAUL S. PITTINGER, E. F. KELLY, WM. B. DAY, A. G. DUMEZ, E. G. EBERLE.

Collaborators: The members of the Council; the Editor of the YEAR BOOK, A. G. DUMEZ; E. FULLERTON COOK, *Chairman*, U. S. P. Revision Committee; W. L. SCOVILLE, *Chairman*, N. F. Revision Committee; the Chairmen of the Sections, A. Ph. A.: PAUL S. PITTINGER, WILLIAM MANSFIELD, JOHN C. KRANTZ, JR., R. S. LEHMAN; W. BRUCE PHILIP, *Chairman of the House of Delegates*, A. Ph. A.; W. H. ZEIGLER, *President* A. C. P. F.; CHARLES B. JORDAN, *Chairman* Executive Committee, A. C. P. F.; H. LIONEL MEREDITH, *President*, N. A. B. P.; HENRY C. CHRISTENSEN, *Secretary*, N. A. B. P.

MESSAGES FROM THE CAMPAIGN COMMITTEE ON AMERICAN PHAR- MACY HEADQUARTERS.

You have undoubtedly served, as I have, on campaigns to raise funds for the church, the community center, and on dozens of other splendid, worthwhile enterprises. Never before have we had an opportunity to directly serve ourselves in a great nation-wide movement for Pharmacy.—H. A. B. DUNNING.

Headquarters Work Systematized: A complete business-like system has been installed by the publicity department for distributing information relative to the All-Pharmacy Headquarters Building project. Addressograph plates and card index files keep all data in correct and up-to-date form. Requests for information are promptly and quickly supplied. Associate Publicity Director Al. Falkenhainer of Algona, Iowa and the Director, E. L. Newcomb of the University of Minnesota, Minneapolis, Minnesota, are desirous at all times to have suggestions for improving the service, or ideas to help put the campaign over. This whole undertaking is one in which there need be no hesitancy anywhere in asking for subscriptions. It is a great project by all and for the good of all.

President Edwards Issues Strong Appeal. "I am concerned," says Webster K. Edwards, President of the Maryland Pharmaceutical Association in a recent letter sent to all Maryland pharmacists, "as to just how seriously we pharmacists have taken the information supplied to us on the All Pharmacy Headquarters Building project. This is the biggest

undertaking in the history of pharmaceutical endeavor. It is unquestionably the opportunity for the pharmacists of America to unify all the various branches of pharmaceutical work."

President Edwards closes with the following appeal: "Your support is now urgently needed. Make your subscriptions as large as possible. Use your influence in securing the support of others. You are a part of pharmacy. Your future welfare depends upon it. United pharmacy represents a power and influence adequate for our proper protection."

"Pharmacy Week" and the Headquarters: More special emphasis should be placed upon the drug and pharmaceutical side of the modern drug store. Public sentiment is created and opinion molded by what the eye sees and the ear hears. If the drug store does not reflect professional service, and drugs and medicines, the public will not long look upon it as a place where such service and supplies are a fundamental part of the business. Dr. F. B. Kilmer is now carrying on preliminary work which it is hoped will lead to more intensive attention to pharmacy and drugs, in the displays in drug stores. Such propaganda work is very commendable; it will help pharmacy and it will help the public. With a great Central Headquarters Building, work of this kind could be carried on continuously. Such work would be an efficient means of combating the "drug-less" drug store idea. It would help to inspire and sustain the confidence of medical men and nurses. It is an opportunity to show what pharmacy means to the world. We have a

"fire prevention week," a "health week" and many others; why not a "Pharmacy Week?" Let us finish up this Pharmacy Building project, so that we will have an institution ready to do all of these fine things that must be done for pharmacy and the retail druggist.

Milwaukee Travelers Start Campaign: Under the heading "Brother Traveler—Hear Ye—Hear Ye," President Joseph W. Hall of the Wisconsin Pharmaceutical Travelers' Assn. has issued a splendid letter to all of their members urging support for the Pharmacy Headquarters Building. The letter calls attention to the fact that all of the state associations and many of the travelers' associations have subscribed to this great project. The Maryland Travelers' Association subscribed \$500.00. In part the letter reads as follows; "Wisconsin in all affairs of National interest has stood out in the limelight, and we travelers, who 'Carry the message to Garcia' must keep up our good reputation by supporting this building fund. Don't let them say that all of the travelers' associations contributed except Wisconsin. But instead say that the Travelers from Wisconsin went over the top!"

A "Ball of Fire" and "An Oil Heater in Each Pocket." That is the way A. Kiefer Mayer, Chairman of the Committee on Education of the N. W. D. A., characterizes your Publicity Director. Mayer is putting it strong, but we just want to call attention to one fact, and that is this—if every wholesale, retail and manufacturing druggist in the country would put a little "oil heater" in his pocket and turn on the steam for this Headquarters Building project for 24 hours, American Pharmacy, in less time than it takes to tell, would change from a position of obscurity to one of the most important, most recognized and most influential organizations in the country.

All branches of American pharmacy have coöperated in this great project. The manufacturers and retailers have especially given loyal support. Some of the wholesalers have already been far-sighted enough to grasp the significance of this great project. Some have made the mistake of looking on this proposition as a sort of compliment to someone and not of vital importance to them. As a result a few wholesalers have made contributions entirely out of proportion to their position, or to what is being contributed by others.

The campaign committee does not propose to tell any one how much to subscribe. This

is a united effort and every one should give all he can and make his subscription, if possible, in keeping with others.

BULLETINS OF THE DRUG TRADE BUREAU OF PUBLIC INFORMATION.

Director Robert P. Fischelis has issued Bulletins C-21 to 26 of the Drug Trade Bureau of Public Information.

Bulletin C-21 gives publicity to the American Pharmacy Headquarters' Campaign. Up to April 20 nearly 200 subscriptions were reported to the fund of \$100,000, which is being raised by the New York State Committee as its quota in the \$1,000,000 sought by the AMERICAN PHARMACEUTICAL ASSOCIATION. The bulletin also speaks of the fine work being accomplished and the whole-hearted support by all divisions of the drug trade. Director Nicolai expressed the belief that the final returns would show that New York had exceeded its quota.

Bulletin C-22 explains in detail the system which required the sending of separate registered envelopes for procuring certificates of confirmation to local Prohibition Directors.

Vendors of all kinds of intoxicating liquors, except quantities of ten gallons or less of alcohol, were affected by the rule, which has now been amended so that a vendor may inclose in one envelope all requests for confirmation mailed to a Director in a single day.

The cost to wholesalers of sending many registered envelopes instead of one was summed up by W. L. Crouse, Washington representative of the National Wholesale Druggists' Association, to J. J. Britt, chief counsel of the Prohibition Commissioner, as follows:

"On the basis of some 70,000 possible purchasers of alcohol placing monthly orders the total number of such orders annually received would approximate 840,000 which at twelve cents each—ignoring the expense of clerk hire, etc., involved—would amount to more than \$100,000, or an average of \$400 each for the two hundred and fifty active wholesale drug houses in the United States."

Bulletin C-23 relates to the census of pharmaceutical research by Dr. H. V. Army.—See May JOURNAL, A. PH. A., pp. 434-443.

Bulletin C-24 announces the fund available for research by the AMERICAN PHARMACEUTICAL ASSOCIATION.—See May JOURNAL, A. PH. A., p. 423.

Bulletins C-25 and C-26 relate to the Remington Honor Medal Award.—See pp. 448 and 454, May JOURNAL, A. PH. A., also see this issue of the JOURNAL.

BLOOD-ISOTONIC CONCENTRATIONS OF VARIOUS REMEDIAL AGENTS.

These have been determined by cryoscopic methods by E. Raith and E. Wischo, who give in the following table the physiological concentrations of the remedies that are usually employed by injection. In the first column of the table the concentrations, cryoscopically determined, of the remedies as ordinarily found in the pharmacy, are given; the second column gives the values obtained with dried (dehydrated so far as possible) preparations, determined experimentally; the third column gives the blood-isotonic concentrations as determined from the proportions of the molecular weights; and the fourth column gives the figures for the concentrations as given in literature:

	1	2	3	4
Sodium Chloride	0.85	..	...	0.55
Sodium Bromide	1.90	1.50	1.496	2.00
Potassium Bromide	1.77	..	1.72	..
Sodium Iodide	2.35	2.15	2.19	..
Potassium Iodide	2.45	..	2.41	1.50
Sodium Bicarbonate	1.30	..	1.22	0.90
Disodium Phosphate	4.50	..	...	1.10
Sodium Sulphate	1.65	..	...	1.00
Magnesium Sulphate	3.80	..	...	..
Sodium Salicylate	2.35	..	2.30	1.55
Sodium Tartrate	2.60	..	...	2.00
Dextrose	5.00	4.85	4.805	3.20
Cane Sugar	10.29	..	9.13	6.00

1. Blood-isotonic concentrations of commercial preparations determined cryoscopically. Gm. substance per 100 cc. water.

2. Blood-isotonic concentrations of dried substances.

3. Blood-isotonic concentrations calculated from molecular weights.

4. Blood-isotonic concentrations as given in literature.—*Pharm. Ztg.* through *Merck's Report*.

UNPUBLISHED PREPARATIONS FOR "ORGANIC SYNTHESSES."

The suggestion has been made that "Organic Syntheses," an annual publication of satisfactory methods for the preparation of organic chemicals, can increase its scope of usefulness by making available directions for preparations which have been submitted for future volumes.

The following is a list of some of the preparations which are now being checked by the editors. Those who wish a copy of directions for some of the listed preparations can procure

the same by writing to Henry Gilman, Iowa State College, Ames, Iowa.

Acetamidine	1-Methyl-2-pyridone
Acrolein	Myristic acid
Benzal pinacolone	Naphthaldehyde
Benzylaniline	Phenyl isothiocyanate
m-Bromobenzyl chloride	sym-Phthalyl chloride
o-Bromotoluene	Propionaldehyde
α-Cyano-β-phenyl-acrylic acid	Pyromellitic acid
Cyclohexyl-bromopropene	Pyrrrol carboxylic acid
Furoic acid	Thiophosgene
Hydroxylamine base	Thymoquinone
p-Iododimethylaniline	o-Toluamide
p-Iodoguaiaacol	m-Tolylene diamine
Mandelic acid	Viscose

NATIONAL HEALTH COUNCIL.

A conference of the National Health Councils coöperating with the Associated Advertising Clubs of the World was held in New York during the week of May 5. A resolution was adopted condemning deceptive advertising and, specifically, of that relating to cures for tuberculosis, cancer and venereal diseases. Surgeon General Hugh S. Cumming presided.

TETANUS FROM VACCINATION DRESSINGS.

The Public Health Service deprecates the use of any kind of shield as a vaccination dressing. The employment of such a shield tends to prevent evaporation; to retain heat, moisture, or discharges, with a consequent softening of the vesicle; to obstruct lymphatic drainage; to produce hyperemia, and to create conditions apparently favorable for the development of bacterial invasion, especially by the tetanus organism. The smallest single site insertion compatible with a successful take and with no immediate dressing whatever is believed to be the best method of vaccination in the majority of cases. *Public Health Reports*, March 20, 1925.

GENERAL WOOD MAKES AN APPEAL FOR \$1,000,000 FOR CARE AND TREATMENT OF LEPERS.

The treatment of leprosy in the Philippines, and elsewhere, has been successful in many cases. As a result Cullion is being looked upon by the afflicted as a place of hope, instead of dread, as formerly. There are about 12,000

lepers in the Philippines, a smaller number in the Hawaiian Islands, and a comparative few in this country. There is absolute assurance of improvement in most cases and a highly gratifying number of cures have been reported.

Contributions may be made payable to the Chief of the Bureau of Insular Affairs, War Department, Washington, D. C. They will be transmitted to the Philippine Islands and spent under the direction of the Governor General.

THE EDWIN SMITH PAPYRUS.

The New York Historical Society is in possession of the oldest scientific book in America, probably the oldest nucleus of scientific medical knowledge in the world. The document is known as the Edwin Smith Papyrus, an Egyptian medical treatise of the seventeenth century before Christ. It is being translated by Professor James H. Braested of the University of Chicago, noted Egyptologist, who is now in Egypt. It is said that the Edwin Smith Papyrus is more important in its scientific value than the three other well-known Egyptian documents dealing with the same subject, two of which, the Papyrus Ebers and the Berlin Medical Papyrus, are in Europe. The third, the Hearst Papyrus, is in the United States.

MUSEUMS AND LIBRARIES.

Museums devoted to the professions and industries, and libraries that serve them, are being established everywhere. The interest to have these institutions specialize has been growing because of a recognition of their value for research. When the individuals grasp the significance of their trade or profession they lift it to a plane of eminence. The schools and colleges of pharmacy have libraries and museums and they serve the members, and also in a larger way. In most of the large cities there are medical libraries. American pharmacy should and will have a library in the Headquarters' building, and also a museum that will depict the progress of pharmacy.

There are various ways of recording history; the history of American Pharmacy is now being written and will reflect credit on the compilers and the Association. Photographs, lantern slides, and motion pictures of individuals and their activities, of analytical and manufacturing processes, growing plants, development of crystals and the like; exhibits of drug-yielding plants; apparatus, whether used

by a known member who has ceased his labors or whether illustrative of development, used in the past or now—all have historical values and will be part of the museum of the Headquarters, and will contribute to the publicity needed for pharmacy, without which other activities will continue to receive credit for achievement that rightfully belongs to pharmacists and pharmacy.

The National Museum of Engineering and Industry, of which Samuel Insull was chosen President for the coming year, is undertaking a campaign to raise \$10,000,000 for museums of industry to be erected in the principal industrial centre of each state of the Union.

The proposed museums will demonstrate by working exhibits all of the industries of the country. The primary purpose, it is said, is to serve the youth of the nation; to provide a vocational guidance to make it possible for young people to determine what occupations they are best suited to prepare for.

The local museums will contain replicas of the exhibits at the National Museum of Engineering and Industry, which is to be established on the Mall in Washington.

A new museum has just been opened at Munich, Germany. The British Empire Exhibition at Wembley has been re-opened; the Sesqui-Centennial in Philadelphia expresses a national view of the value of exhibits. By the acquisition of the historic Library of History—the Henry Charles Lea Library—the University of Pennsylvania has doubled its collection of books published prior to 1500. Work has begun on the Thomas Paine Memorial Museum. The Hall of Fame attracts the attention of those who seek to memorialize those who were preëminent in their vocations; we have sought such recognition for the pharmacist-physician, Crawford W. Long, but the honor was awarded to another; a memorial tablet at the University of Pennsylvania, however, gives the honor to the former. This year our efforts have been directed in favor of Lyman Spalding, the "father" of the U. S. Pharmacopœia—we are awaiting the results of the vote. The estimate the public places on pharmacy is largely based on our appreciation.—Let us express it publicly and permanently by the Headquarters' Building. DO YOUR PART.

BUSINESS ITEMS.

William Feather, "Business Philosophy" says in *Philadelphia Public Ledger* that—"What people spend makes up to-day's sales

from which come to-day's profits. What people save flows into the great prosperity fund which keeps business moving, which creates new production, which returns more wages, which enhances purchasing power. Wise spending creates to-day's gains. Wise saving promotes permanent business—expanding business."

The United States Census Bureau has issued a rather interesting set of figures showing the average number of customers to each of the various types of retail stores. The number per drug store is given as 1341. The number per grocers is given as 449, and for shoe stores, 4763, five and ten cent stores, 18,013, and book stores, 35,402.

State Associations have been very successful with their drug shows, evidenced by continuing the plan; they are invariably features of the N. A. R. D. meetings, and the exhibits at the American Medical Association conventions are certainly very interesting. Recently a wholesale drug firm held a "Merchandise Fair Week." The exhibits were good; the items on display were explained, and speakers discussed problems of retail buying and selling. A banquet was provided for 500 visitors; during the week about 1500 druggists attended; evidently a successful venture.

The most extensive coöperative plan whereby the public is informed relative to pharmacy and the drug business, is that of the Northwestern Pharmaceutical Bureau. Periodical bulletins are issued relating to items of interest which are displayed in the stores. The Texas Pharmaceutical Association has been very successful with its advertising campaign in several magazines and in daily and weekly papers. Coöperative advertising has also been conducted in Louisiana, Mississippi, Tennessee, Arkansas and other states. In Arkansas the American Pharmacy Headquarters was featured. In a booklet on "Pharmacy Week" three windows are shown—one illustrates assay processes, another, pharmaceutical textbooks, and a third, pharmaceutical manufacturing. Plans for featuring "Pharmacy Week" are outlined; the value of the latter publicity depends on professional observance.

The campaign of education carried on by individuals and associations will mean much to the drug business and pharmacy, and under right procedure it may be accepted that the chain stores have no advantage over the independent stores.

Dayton, Tenn. has become famous because of a group of young men who discussed subjects of the day in the Main Street drug store. The teacher was forced into becoming the victim, it is said, and now these friends have rallied to his assistance. A country town argument has assumed national, if not international, importance.

It is announced that a research fellowship in the chemistry of perfumes and essential oils has been founded at Columbia University by Frederick E. Watermeyer and Frederick H. Leonhardt. The fellow is to be appointed by the university council, upon nomination of a committee of award composed of the president of Fritzsche Bros., and the senior professor of organic chemistry at Columbia, and approved by the department of chemistry. The fellow will receive \$3000 per annum and the investigations will be conducted under the direction of Prof. Marston T. Bogert.

Fellowship for Research on Vitamins.—An industrial fellowship (\$3200) has been presented to the University of Wisconsin by the Quaker Oats Company of America, to seek impartial data on vitamins in cereal grains and their products. It will become effective July 1.

Exports of toilet preparations from the United States during 1924 valued at \$7,251,931 showed a continuation of the upward trend of foreign sales started in 1923 when exports exceeded imports by \$1,000,000 for the first time in history, according to a report by the Department of Commerce on Western European markets for toilet preparations.

SELECTING EMPLOYEES.

The selection of employees is being given more consideration each year; cheap help is expensive in the long run, unless the individuals lend themselves to improvement, by observation and study. An improperly placed clerk becomes a drag on the business and often is detrimental to the sales morale of the store.

James Hoban, an official of the Typographical Union, addressed a meeting in Cleveland recently; the keynote of his address was—"Cleanse your mind just as you cleanse your body." "I cannot go forth in the morning," he said, "to meet the work of the day and expect to make a good job of it with a mind that has not been washed. I shouldn't think of going to my office without washing my face and brushing my teeth. I mustn't think of going to my office, then, without washing my mind."

"There are many unclean things to think about. There are many worthless, trivial, time-wasting things to think about. There are so many hateful, unhappy and irritating things to think about.

"Clear them all out. Brush them out. Wash them out. Go out in the morning with a clean mind ready for the reception of the day's important events."

The thoughts of some employees are elsewhere and not concerned with the work before them and, thus engrossed, they cannot make good, nor be good examples for others. Training to serve has a greater significance in this day of larger business volume, and overhead expenses.

PERSONAL AND NEWS ITEMS.

Sir William S. Glyn-Jones Secretary British Pharmaceutical Society, etc., honorary member of the AMERICAN PHARMACEUTICAL ASSOCIATION, mention of whose visit has been made in prior issues of the JOURNAL, addressed members of the several divisions of the drug trade in New



SIR W. S. GLYN-JONES.

York and Philadelphia. The speaker outlined the progress toward price maintenance in England and its present effectiveness has government support. Reference is made in an editorial of this number of the JOURNAL, and parts of his address, made under other auspices, are printed in the May JOURNAL. The arrangement is somewhat along the lines of the tri-partite agreement of unpleasant memory

in this country; the difference is largely that it works in England. Uniform prices will be established here within a few years, perhaps sooner. There is nothing fairer than reasonable profit for all dealers—manufacturers, wholesalers and retailers. There is nothing more unreasonable than to expect any of them to do business at a loss; profit must come from somewhere.

In Philadelphia, Sir William, Lady Glyn-Jones, daughter, and Mr. J. A. Kennington, Secretary and Treasurer of the Association of Manufacturers of British Proprietaries, and Mrs. Kennington, were guests of local pharmacists and their ladies. After dinner, Sir William addressed representatives of the drug trade at the Philadelphia College of Pharmacy and Science. Dean Charles H. LaWall introduced the speakers—first Mr. Kennington, who spoke briefly, and then Sir William, who delivered his message most interestingly and instructively, for he knows his subject and all that pertains to the plan in England and the difficulties that obtain with such legislation here, but these, in his opinion, can be overcome.

After attending the meeting of the Proprietary Association in Toronto, the visitors returned to England. The only expression of regret heard was that their stay could not be extended, and that it was impossible for Sir William to visit more of the larger cities in the United States. It should be stated that he is deeply interested in pharmacy and was highly pleased with his reception, his visit at the college, and inspection of several pharmacies, where he gained a different viewpoint from that given him by casual observance from the outside.

Prof. C. O. Lee, who has been in China for several years and will be remembered for his interest in the work of the Sections, will return to the United States in time for the Des Moines meeting.

Prof. A. B. J. Moore, of Montreal, sailed for Australia, May 27, for an extended visit.

Prof. Otto P. M. Canis was the guest at Fordham senior class banquet, June 6. He is retiring from the professorship of *Materia Medica* and *Pharmacology*. The female members of the student body presented the professor with a loving cup as an expression of their esteem.

Dean Jacob Diner attended the meetings of the American Medical Association during the last week of May, in Atlantic City.