

EDITORIAL NOTES

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THE DES MOINES MEETING, THE A. PH. A. HEADQUARTERS AND PHARMACY WEEK.

The *Practical Druggist* for July discusses the value of the A. PH. A. Headquarters in connection with Pharmacy Week. The editorial is timely, because both subjects will receive consideration at the Des Moines meeting during the last week of this month. The importance of this convention, because of action on the Headquarters Building and the beginning of greater A. PH. A. activities, should persuade every member, who can possibly do so, to attend—it represents service for pharmacy and the Association.

The editorial referred to follows:

"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. The movement in favor of holding a Pharmacy Week is indeed an excellent one 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 combatting 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.

"The A. PH. A. has always been actively at work doing many things for the benefit of pharmacy as a whole. At the present time its greatest effort is toward the establishment of a great central headquarters building which may serve all of pharmacy. The success thus far attained on this project will stand for all time as one of the remarkable achievements of pharmacy.

"The successful completion and operation of the headquarters building will be of great benefit to everyone connected with pharmacy in any way. All who have not already done so should therefore subscribe now, and thus aid in finishing the project. We will then have an institution ready to do a lot of fine things that must be done for pharmacy and the retail druggist."

BULLETINS OF THE DRUG TRADE BUREAU OF PUBLIC INFORMATION.

Director Robert P. Fischelis has issued Bulletins C-30 to C-33, of the Drug Trade Bureau of Public Information.

Bulletin C-30 gives the figures of the aggregate retail drug trade, made public through the National Wholesale Druggists' Association. The total volume of the wholesale drug sales is estimated at \$417,000,000. There are 292 wholesale drug firms, and more than 50,000 retailers. The total volume of sales in retail

drug stores of all kinds is roughly estimated at one and one-quarter billion dollars, and the average business of a retail drug store about \$25,000 annually. The chain drug store business is estimated at over \$200,000,000, averaging about \$69,000.00 per store. From these figures it also appears that approximately 85% of the business done in drug stores is to be credited to the independently owned and operated retail drug stores. One of the surveys made by the Harvard Bureau of Business Research indicates that most retail druggists buy from two or three wholesalers from whom they obtain 60 to 65% of their requirements, the other items being purchased from dealers in the side-lines.

Bulletin C-31 releases a picture of the Remington Honor medalist, Dr. H. M. Whelpley, to the newspapers.

Bulletin C-32 gives publicity to the annual meeting of the AMERICAN PHARMACEUTICAL ASSOCIATION to be held in Des Moines, Iowa, during the week beginning August 24.

Bulletin C-33 relates to the resolution adopted by the Council of the AMERICAN PHARMACEUTICAL ASSOCIATION on the sale of alcoholics under the guise of medicines. Action of the Council will be found on page 551 of the June JOURNAL, and report thereon in the July number on page 640, and further reference in the same issue on page 578.

PROBLEMS OF THE PHARMACIST.

Pharmacist Ambrose Hunsberger, as delegate of the N. A. R. D. to the Massachusetts Pharmaceutical Association, discussed various problems confronting the pharmacist. In introducing his subject he said that it was sometimes necessary to establish the facts in a case, but contended that this did not apply to the problems which vexed the retail pharmacist. "They exist," he said, "in such amazing numbers and crop out with such systematic regularity in daily business life, that one is moved upon occasions to the almost justifiable conclusion that an agency must exist somewhere, the sole purpose of which is to evolve more and better problems to harrass and irritate pharmaceutical practitioners."

The divisions of his address come under the following heads: The regulations under the narcotic and prohibition acts; the growth of parasitic competition; the expansion of physicians' supply houses; wasteful duplications; long hours and excessive number of stores; cult worship; inadequate manufacturers' discounts;

drugless drug stores; price demoralization.

He said that parasitic competition menaces the future of retail pharmacy in a greater degree, perhaps, than any other one of the problems. Under parasitic competition he included that great horde of dealers in no way connected with pharmacy which bolsters up its volume of business by exploiting many of the commodities which are rightfully a part of the pharmacist's stock in trade. "These parasites," he said, "contribute nothing to pharmaceutical advancement, render no special service to the public, assume no responsibility for and have but little knowledge of the products which they handle, do not safeguard the public, acknowledge no obligation to the sick in a community, and yet take away millions of dollars' worth of business annually from the pharmacists who measure up to all of the foregoing requirements. Among these poachers in the field of pharmacy are department, cigar and grocery stores, news stands, auto supply stations, barber shops, beauty parlors, millinery shops, feed, hardware and general stores. Maledictions are often hurled at the pharmacist because of the many side-lines he carries without consideration being given to the fact that he is in but a small way compensating with his side-lines for the loss of business he is suffering through unwarranted encroachment upon his field of operations by a multiplicity of interests. Solution of this problem in so far as the sale of harmless drug store commodities is concerned must come through an increasingly better service, education of the public to the need of supporting the pharmacist in time of weal so that his services may be available in time of woe, and a better understanding with manufacturers of drug store products."

Mr. Hunsberger then gave consideration to physicians' supply houses, and waste through duplication of stock, following this with a reference to long hours and the large number of drug stores. He next considered the growing cult worship, which, he said, "presents a problem by reason of the fact that every individual who is enticed into the meshes of one or the other -ism or -pathy is a potential prescription customer lost, until he discovers his error, at least. The steady growth in numbers of these self-designated healers is not surprising, since there is no penchant so pronounced as that which obsesses a large portion of the human race to try anything once, when it comes down to the question of finding a

remedy for its ills, real or imaginary. Since the claims of many of these practitioners are by no means modest with regard to their ability to cure the ills of mankind by a variety of weird and fantastic methods, and they are not modest in proclaiming them to the world, it naturally follows that a certain portion of the public will desert the more conservative but scientifically grounded system of medicine, with its brilliant record of achievement in behalf of human health, and join the hopeful procession which follows in the wake of every ballyhoo artist whose conscience permits him to assure the miraculous and guarantee the impossible. Our part in the solution of the problem consists in lending our effort to any plan which seeks to limit the responsible task of caring for the sick to those who are properly educated and adequately trained according to modern scientific methods, and incidentally to advise our patrons of the unwisdom of jeopardizing their health by submitting to the fads and follies exploited by persons uneducated and untrained in the noble art of healing the sick."

The speaker referred to the uncertainty of the income of the retail pharmacist, and followed these remarks by a discussion of drugless drug stores that continue to engage the attention of students of pharmaceutical problems. "A commendable warfare is being waged," he said, "in many parts of the country against this deceptive method of cheating the licensed pharmacist out of business which rightfully belongs to him. Legislative control is applicable only in so far as the deception in the title is concerned and laws are being passed in many states which forbid the use of any title which falsely implies activities that can only be engaged in by licensed pharmacists. The commercial success achieved by some of these pariahs of the business world emphasized the need for us to stick rather closely to our pharmaceutical birthright if we hope to hold our own as factors in a community. In an out and out contest waged along purely merchandizing lines our chances of coming through successfully are materially reduced because of the difference in overhead, but if the deciding factor shall be the measure of service rendered to humanity our victory is assured."

PHARMACY WEEK IS BECOMING AN INTERNATIONAL MOVEMENT.

From various publications in the United States, Canada, Australia, and elsewhere, it

is evident that the suggestion of having a Pharmacy Week is meeting with general approval, and the communications referred to also indicate that the necessity is realized for adhering strictly to the thought that this should be for acquainting the public with the service of pharmacy.

PERSONAL AND NEWS ITEMS.

The Frederick Kimball Stearns Memorial Fellowship in Medicine has been founded at the University of Michigan in honor of the late Frederick Kimball Stearns, who was a lifelong patron of the arts and sciences. He exhibited a special interest in the progress of the University of Michigan, where there are evidences of his interest and generosity, as the Stearns botanical gardens, the fellowship in pharmacy, etc.

Publicity was first given by Dr. William Beaumont of the U. S. Army, of his experiments on digestion, by the publication of a series of observations in the *Philadelphia Medical Record* for January 1825. These experiments were made possible by a wound inflicted on Alexis St. Martin, which failed to heal and resulted in a permanent opening into his stomach which resisted all attempts of closure by natural means, and St. Martin refused to submit to surgical procedures. It was through this opening that food in various stages of digestion was removed for study. An interesting article by **Dr. H. M. Whelpley** on the subject may be found in Volume 51 of the *PROCEEDINGS OF THE A. PH. A.*, pp. 560-564.

In recognition of the importance of his work, the William Beaumont General Hospital (U. S.) at El Paso, Texas, is named for this distinguished scientist.

A recent edition of the *Merrell Messenger* contains the pictures of 16 druggists who are members of state legislatures. Those shown are: Governor Moore, Idaho; Senators: Colton of Colorado; Snodgrass, Missouri; Twomey, New York; Sinclair, Idaho. Representatives: Mooneyham, Alabama; Engler, Connecticut; Strickland, Oklahoma; Rogers, Texas; Estabrook, Massachusetts; Caldwell, Oklahoma; Schmuelling, Ohio; Wendt, Ohio; Kidd, Oklahoma; Davis, Tennessee; Hawley, Montana.

Lieut. General **Edgar D. Taylor** of Richmond, while in attendance at the recent reunion of the United Confederate Veterans in Dallas, Texas, was the guest of honor at a dinner