

# EDITORIAL

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## THE CONVENTION AT PHILADELPHIA.

**P**HARMACISTS from all sections of the country, engaged in the several pharmaceutical activities, looked forward for months to the 1926 convention of the AMERICAN PHARMACEUTICAL ASSOCIATION, the transactions of which are now part of the history of American pharmacy. Some will dwell upon the outstanding events of the meeting, others will consider all of the proceedings in order to shape conclusions relative to the contribution of this congress to pharmaceutical progress.

The seventy-fourth annual meeting (some consider the meeting of 1851, in New York, the first and that of this year as the seventy-fifth) will be remembered because of the Sesqui-Centennial celebration of American Independence; during half, or about half, of this period the AMERICAN PHARMACEUTICAL ASSOCIATION guided American pharmacy. It may be well to associate the two anniversaries in this way and while paying homage to our country view more clearly the duties for us in behalf of pharmacy and the ASSOCIATION. There is much for the latter to do and things are being shaped for a greater service in behalf of pharmacy and humanity.

The A. PH. A. Headquarters was the subject of paramount interest and a General Session, devoted in part to the discussion of this project attracted a large and interested audience. No set program was followed by Chairman Dunning, who, after some preliminary statements, called upon a number of those in attendance for brief remarks—each one responded with a message that inspired others. The ASSOCIATION has authorized a vote on location of the site for the A. PH. A. Headquarters. A report of the meeting is printed in the succeeding article and will be a source of information and encouragement.

The Procter Memorial may become part of the headquarters; contributions have been made to the Museum and Library; a well-known member is aiding in the collection of historical material which may form a State Section in one or the other of these divisions and encourage pharmacists in other States to do likewise. The report on the Headquarters will serve in place of more extended comment.

President Walton's address is published elsewhere in this number; it evidenced careful thought and was impressively delivered. He advocated that consolidation of the AMERICAN PHARMACEUTICAL ASSOCIATION and of the National Association of Retail Druggists be discussed by both organizations. The Committee on Resolutions, to which the Address was referred, recommended that the subject receive consideration by the Executive Committee of the N. A. R. D. and the Council of the A. PH. A. The President's recommendation that the members of the N. F. Revision Committee be presented with an engrossed testimonial, expressing the appreciation of the ASSOCIATION for their faithful and successful work in completing the NATIONAL FORMULARY V, received hearty approval.

The Committee on Resolution commended the address of Chairman Jones of the House of Delegates by stating that his message should be read by every pharmacist. It is printed in this issue of the JOURNAL.

The progressive development of the House of Delegates and a better compre-

hension of its possibilities and opportunities was evidenced by its transactions. Some of the resolutions adopted by the House of Delegates and approved by the ASSOCIATION are indicated by the following:

Protest against the use of substitute N. F. and U. S. P. titles: opposition to H. R. 10,729; to H. R. 11,612, because it would interfere with the rendering of medical and pharmaceutical service. The Committee favored all forms 1403 be stamped so as to indicate all districts where said form may be dispensed by retail pharmacists; that the term "pharmacist" designate the practitioner of pharmacy and "pharmacy" the place where the profession of pharmacy is practiced; that pharmacists should be employed in government service wherein pharmacy is concerned especially in the enforcement of laws H. R. 11 and measures of same purport were strongly endorsed; retail pharmacists were urged to take a more active part in legislation concerned with public welfare and in behalf of proper recognition of the drug trade and pharmacy; uniformity in salaries of pharmacists employed in government service was endorsed; discontinuance of Assistant Pharmacist Certificate at as early a day as possible was favored; extension of the curricula in medical schools in relation to the teaching of pharmacology and therapeutics to undergraduates in medicine was deemed desirable; it was approved that only qualified pharmacists should dispense U. S. P. and N. F. preparations; in localities without qualified pharmacists the Board of Pharmacy should designate the preparations which may be sold in unbroken packages by other than qualified pharmacists; legislation along these lines was advocated; price standardization measures were re-endorsed by several resolutions.

Fraternal regards were conveyed by resolutions to the British pharmaceutical organizations and the Canadian Pharmaceutical Association. Hearty endorsement was again given to Pharmacy Week. Tribute was paid by resolution to the late Dr. H. M. Whelpley, which is to be engrossed.

The AMERICAN PHARMACEUTICAL ASSOCIATION reaffirmed its approval of the Headquarters project, and a vote of thanks to the Local (Philadelphia) Committee and all others who contributed to the entertainment and welfare of the visiting members was expressed by resolution.

A. PH. A. members were greatly pleased to have Sir William S. Glyn-Jones present and with him Lady Glyn-Jones and daughter—Doctor Glyn-Jones. The former delivered an address in which he explained the British pharmaceutical and drug trade organization; he also spoke of the value of closer coöperation among pharmaceutical bodies, and reported on the progress made in price standardization in Canada. The address is printed elsewhere in this issue.

The ASSOCIATION also was honored by the presence of Dr. R. B. J. Stanbury, Secretary of the Canadian Pharmaceutical Association. He entered actively into the discussions of Association matters and of the Sections. It was a real pleasure to have these pharmacists share in the work of the ASSOCIATION and establish friendships which strengthen the ties of these organizations.

The former Secretary, William B. Day, was presented with a testimonial by members of the A. PH. A. and Chairman Wilbur L. Scoville, of the N. F. Revision Committee was remembered by the members of the Committee. Gold coin in a purse, was added to the words of appreciation in paying tribute to the former, and the latter was given the means for visioning further opportunities through binoculars

The work of the Sections is indicated by the programs printed in the September JOURNAL A. PH. A.; however, more papers were added to the programs of several Sections during the meeting. The Ebert Prize was awarded to J. A. Handy, of Buffalo, and his co-worker L. F. Hoyt, for their work on Diethylphthalate.

The entertainment program of the convention is printed on page 817 of the September JOURNAL, but this does not show all the entertainments, for at every opportune moment other features were added. All of the entertainments were of a high order and interesting. The trip to Glenolden, to Valley Forge and historic shrines will linger long in memory and the feature of the last evening—the banquet and musical treat—closed a most important convention; Saturday was given over to a visit to the Sesqui-Centennial International Exposition.

The Research Conference, held on Saturday, prior to the meeting of the AMERICAN PHARMACEUTICAL ASSOCIATION, was well attended and interesting throughout. The American Association of Colleges of Pharmacy had as speakers, Surgeon-General Hugh S. Cumming and Dr. Edgar Fahs Smith, both of whom delivered addresses that won the applause of the hearers. The National Association of Boards of Pharmacy met during the same days as the former with the largest attendance in its history. A summary of the transactions will be found in the Department of the National Association of Boards of Pharmacy.

Much more might be said of the seventy-fourth annual meeting, a report of which will be found in this and succeeding numbers of the JOURNAL; however, the comment embraces some of the important accomplishments in Philadelphia.

E. G. E.

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## THE AMERICAN PHARMACEUTICAL ASSOCIATION HEADQUARTERS NEARING REALIZATION.

### REPORT OF EXECUTIVE COMMITTEE, A. PH. A. ADOPTED TO VOTE ON LOCATION.

The report of the A. PH. A. Headquarters Campaign Committee, as approved by the Executive Committee of the Council, was adopted by the Council of the A. PH. A. and submitted for its consideration at the meeting in Philadelphia, Thursday, September 16. The following statements, in brief, presents the status of the Headquarters Fund and also the method to be followed in determining the location of the Headquarters' site.

The Headquarters Building Campaign Committee has reported to the Council that the subscriptions to the fund amounted to \$539,936.38 on August 31, 1926, and that the collections on that date amounted to \$208,530.20.

After a careful study of the situation as it affects the Headquarters Building the Council submitted to the ASSOCIATION: That a vote on the location of the Headquarters Building be authorized and that the vote be taken under the following conditions: That publicity be given in the October 1926 issues of the Pharmaceutical Journals to the fact that a vote is to be taken with the request that interested cities forward a statement of their respective advantages and offers to the Secretary of the ASSOCIATION on or before January 15, 1927.

That a letter summarizing these statements and a first ballot be mailed to each member of the ASSOCIATION on February 15, 1927, with a statement that only those ballots received by the Secretary on or before March 15, 1927, will be counted.

That the five cities receiving the greater number of votes in the preceding ballot are to be balloted on again in the same manner on April 1, 1927; only those votes received by the Secretary of the ASSOCIATION on or before May 1, 1927, to be counted. The two cities receiving the greater number of votes in the preceding ballot are to be balloted on again in the same manner on June 1, 1927; only those votes received by the Secretary on or before July 1, 1927, to be counted. The city receiving the greater number of votes in this ballot shall be the location for the Headquarters Building.

The report was accepted and approved by the ASSOCIATION. The following discussion is of general interest and is informative:

**Mr. Bradley:** It occurs to me in taking these ballots, if on the first or second ballot any city has the majority it would be unnecessary to proceed further. I would like to suggest, that it be understood if in the first ballot or the second ballot any one city has a clear majority of votes it will be unnecessary to take another ballot. As it stands now three ballots must be taken.

**President Walton:** It is the intention of the Council that the three ballots must be taken.

**Mr. Winne:** Who will be entitled to vote: the members of this ASSOCIATION, or all contributors to the Headquarters fund?

**President Walton:** My understanding is—the members of this ASSOCIATION; if I am not correct I trust somebody will correct me.

**Mr. Nitardy:** I understand contributors, giving a certain amount, receive membership in the ASSOCIATION.

**Mr. Dunning:** That question has been most carefully discussed. Anyone who has subscribed above a certain amount—\$25—is entitled to membership, and the membership has been repeatedly sought from those who have made such subscriptions; the intention is that they should become members before they can vote.

After a few remarks by Chairman Beal of the Headquarters Building Committee, Chairman H. A. B. Dunning of the Campaign Committee took charge of the meeting; he said in part: As has been done in some other instances, our Committee has decided that we will abrogate our formal program to speed action and give the opportunity for other planned things—we will develop an extemporaneous program.

We feel that the members of the Campaign Committee and all those who have been associated with it have during the past year exhausted all possibilities of discussion so far as they are personally concerned. Our last bulletin tells you, I presume you have read it in part, practically all that we have to say, but we are interested now in what you have to say, and what you promise us to do in bringing this great project to a completely satisfactory conclusion. We feel that with your assistance, or the assistance of many of you, we have brought it to such a point of development that the enterprise cannot be considered otherwise than, practically, a success; but we want it to be a phenomenal success—a complete success. And we now see the opportunity of making it such a success, if each of you will do your part and, therefore, we are going to ask some of the leaders in Pharmacy, the recognized leaders, to give us short addresses of not

more than two or three minutes duration. We will call first upon Prof. James H. Beal to say a few words to us.

**Mr. Beal:** Mr. Chairman, I always find it more difficult to formulate arguments in favor of a self-evident truth than in favor of one of more doubtful character! Arguments in favor of such a Building as has been proposed are so open and self-evident and so far beyond dispute that there is no possibility of questioning. We have only to mention the fact of the purpose which the Headquarters Building is intended to serve in order to present all that should be said. If I were to continue to speak for half an hour I am sure I could do no more than enlarge on these few remarks.

**Mr. Dunning:** It is a very fortunate coincidence that Sir William S. Glyn-Jones is with us. The things he spoke of, or the essential, valuable things he spoke of in his address are susceptible of being dealt with in this Headquarters Building, that we are planning. I leave that thought with you so that you can realize through your knowledge of what we are attempting to do and what you may learn in the future, that what Sir William is trying to do is in exact accord with what this building is planned for. I will now ask President Walton to address us.

**President Walton:** This is our greatest enterprise! I think we have been very successful so far. We have over a half million dollars subscribed. We want a million. It seems to me that we ought to say now, as we did during the World War, "Let's finish the job." The Headquarters Building Fund has been subscribed to by over 12,000 retail druggists. That, I think, speaks well for their loyalty and their recognition of their obligation to the future of Pharmacy. The AMERICAN PHARMACEUTICAL ASSOCIATION is indebted very largely for liberal support in this movement to the Wholesale Druggists, Manufacturing Pharmacists, Proprietary Men and to many friends outside of Pharmacy who recognize the value of the work of the AMERICAN PHARMACEUTICAL ASSOCIATION and desire to assist it in improving its service. Now then, I have been doing a little campaigning on my own account for the last week or ten days. I have felt, not only as President, but as a member of the AMERICAN PHARMACEUTICAL ASSOCIATION, each of us has an obligation to this Campaign Committee and that all of us ought to try to get some others to subscribe. In going over the record of the Des Moines meeting, about the first of September, I read the report of the session on Headquarters Building and therein I found a suggestion—simply a suggestion made by a great man—Past-President Army; who said, "if each one of the subscribers would get ten more" we would soon put this project over. That seemed to me a practical suggestion and I made up my mind to get my TEN so I started out in my own community and the ten came very easily; came so easily that I thought really I ought to double the number. That came quite easily so I doubled it. "Nothing succeeds like success" and I thought I would treble it and I did, and when I had trebled it I had about taken over 90 per cent of the possibilities in my own county. Succeeding in that I thought I would quadruple it if I could; I am here to say to you that I did, and I have brought the results with me.

I don't know whether the Chairman wishes to have these subscriptions read or not. If not, I will speak of them *en gross*. After I had worked over the County I began to write letters. I wrote thirty-seven or forty letters which resulted in eighteen responses and sixteen contributions came in as a result. One of the replies contains a check of \$100 made by a Pennsylvania pharmacist who had already subscribed \$100. I take the liberty to read this for two reasons. First, because it shows the interest we like to see, and, secondly, because it confirms what you heard from our distinguished guest, Sir William, to-day.

This letter is from W. J. Sturgeon, Past-President of the Pennsylvania Pharmaceutical Association. He wrote: "I might say here I didn't see a single 'Cut-Price' Drug Store in either England, Scotland, Ireland or Wales, and I was over a great part of each country. I interviewed a number of druggists as well as others. . . I hope to come to Philadelphia by Wednesday, for the meeting. I have already subscribed and paid \$100 to the Pharmacy Headquarters Building, but as soon as I received your earnest letter I decided to enclose a check for another \$100. I see you are to have Sir William S. Glyn-Jones at the meeting—the man who organized England on a practical basis—and I sincerely hope he may show us the way here to receive just remuneration for our work."

I received also another \$100 subscription from Charles F. Kramer of Harrisburg. The rest of the subscriptions are mostly \$25 subscriptions. There are forty-three of them and they total

\$1125 and I turn over to the Treasurer of the AMERICAN PHARMACEUTICAL ASSOCIATION payment in full, or a first payment for all but three, totalling over 50%, or \$642.50.

I brought this here, hoping I might inspire somebody somewhere, in Pennsylvania particularly, because I am very anxious to see the allotted quota to Pennsylvania become what it should be, and also that of every other State. I wish those of you who have subscribed would go out and talk it over with your fellow pharmacists, and you will be surprised perhaps by the subscriptions you will be able to secure. Pharmacists seem to be prepared; they have received our literature; they know all about the project, but they won't subscribe unless somebody goes around and asks them to. Only three of those I have addressed by letter, and seen personally, had not yet subscribed.

Dr. Dunning announced there would be no solicitation of subscriptions at this meeting and urged all present to remain to the end of the session. He then requested **Publicity Director Newcomb** to address the meeting. He spoke in part as follows:

Please don't use up all of my minutes by clapping. I have only this to say: The Publicity Director has endeavored to continue the proper kind of publicity during the last year and proposes to continue it during the coming year. We issue occasional Headquarters Bulletins which give information on the progress of the Campaign and, occasionally, notes of what other organizations are doing along similar lines. If anyone at any time wishes extra copies of the Bulletins, the Committee will be glad to supply them or mail them to pharmacists in any particular locality. If you have been inspired by President Walton's results, let the Committee know and they will supply literature to pharmacists in your district.

**Mr. Philip:** Things have progressed so far with the Headquarters project that from a suit case for the Secretary, we now have a few rooms and I think no one will question that within the next few years the rooms will be inadequate and nothing but a home will begin to fill our needs.

**Mr. Hilton:** I consider the headquarters project my child. I was the President who brought the idea into action; I appointed the first Committee for its promotion and made the first contribution. The air castle built at that time I can see almost completed. The ideals and the purposes for which this organization has always stood have always been worthy, but we have lacked only one thing—we have been too conservative. We have looked for a man of vision and stamina to come forth and put this proposition over as Dr. Dunning has. The only other thing that remains is this: We all know that this ASSOCIATION and other pharmaceutical organizations have not received the large endowments as other scientific institutions have. We have large business men in the drug trade. The drug industries include men of large affairs. I am hoping now that the realization of this project is near, the men of large interests and means will come forward with endowments, so that we will have not only one million, but two million, and make it the grandest success of American Pharmacy.

**Chairman Dunning:** I want the members of the ASSOCIATION to know a young man who has been very helpful to us during the past year, particularly in interesting the college students in our work—Mr. E. S. Sater.

**Mr. Sater:** Those who have heard me at conventions know I do not talk. I am going to give the next year my solid work. I am going to try to make it a four million proposition instead of a two million. If we can sell this proposition—if we can get coöperation, close coöperation, we are going to put it across big. When we get one million, then two millions and then three millions, endowments are going to come like a song.

**Mr. Arny:** I am very much pleased with the remarks of my friend Walton. All I said at Des Moines I say now, although I don't need to, because President Walton has said it for me. My dear friend Lascoff had Dr. Walton's experience. We didn't match records, but when we approached a man he invariably said "We have been waiting for you fellows to come around. Why didn't you come sooner?" There is the message for all of you. I know you don't like to solicit, but when you solicit for this you will have the response, "Thank you for coming; we were waiting for you." Get on the job as did Dr. Walton!

**Chairman Dunning:** But, friends, they won't give it to you unless you call on them. We had a Committee membership of about three thousand and for some six or eight months they operated very satisfactorily, but now they have seemingly lost interest and those of you here can stimulate others by going around and secure those prospective subscribers; they will not send them in unless you go after them.

**Mr. Beringer:** Probably some of those in the room recall the meeting we held of the Executive Committee in Washington when Dr. Dunning's proposition was presented and discussed. At that time I cautioned you, it was not a small problem we were taking up but one that called for determined, persistent, coöperative action. I believe we have made an excellent start and are on a fair way to make a good finish, but we still have many problems connected with this proposition which must be worked out and I hope it will be done in a very calm, deliberate way—so that we will not make any mistakes, either in the character of the building or in the work we are going to undertake for Pharmacy. I wish it were possible to have my friend, Mr. Wellcome, express to you certain thoughts and ideas he discussed with me at luncheon to-day. He gave me some excellent thoughts and new ideas on the matter and I know he can give you some additional thoughts on the possibilities of this plan and this work.

**Mr. Wellcome:** I am afraid you will be led to expect more from me than I can give you. I would say first, that Dr. Hilton's remarks I endorse—every word of them. I think he put the matter in a nut shell—the height and depth and breadth you should look forward to. When this matter was first presented to me I entered into it with great enthusiasm and that has not lessened. I am a life member of the AMERICAN PHARMACEUTICAL ASSOCIATION. For many years I have not had the privilege of attending the meetings, but I have constantly received the reports and have followed them almost as if I had been here. I realize and appreciate the tremendous importance and the tremendous influence of this organization. The address of the President the other night was very, very inspiring; it impressed me deeply; it was a remarkably sound address and I was impressed with his thought of the fusion of the two great organizations which would be of great strength; of immense strength; and I believe would help greatly. This is one of the most important, practical things. We have seen really a distressing situation in the status of the pharmacist not only here but throughout the country. I am sure it is distressing to many of us, and to many who labor under tremendous difficulties are obliged to see and observe a great portion of their business go into the hands of department stores and other trades people instead of being confined to the pharmacists. I hope there will be something done by legislation to remedy this condition; I hope something will be done by legislation to restrict the sale of medicines to the legitimate pharmacist, and I believe every retail druggist will be benefited thereby. I feel you can get back to the old status and to a higher one. I think this Headquarters Building is one of the soundest and best things proposed in a long while.

The future of medicine is dependent upon research; whatever measure of success I have made in my business life has been built on research; it has taught me enormously valuable things and I strongly commend this project and I will be glad to see it go over strong. It will pay and I am sure support will be given it. I feel you have gone about it the right way. Just as Kitchener—realizing the situation, instead of asking for eight million dollars, started in by asking for a million, so I feel perfectly assured you will be able to raise this money. You must bear in mind you have been asking funds for this project at a moment when America, England and the other Allies in the great World War were put under enormous taxation. That has had so great an effect as to place in want many of the hospitals and other institutions everywhere and makes it exceedingly difficult to get the required funds. The people who are the most generous and the largest givers have been the ones most affected by this heavy taxation and other burdens and, certainly, in England we have had our share of it. Heart and soul I am interested in this thing. Thank you.

**Chairman Dunning:** It is indeed delightful not only to have had Mr. Wellcome with us—the chief executive of the firm of Burroughs & Wellcome, of England, who was originally an American—and, certainly, without knowing him we know he has American interests at heart. He is, I understand, a pharmacist—originally a retail pharmacist, a graduate of one of our colleges of pharmacy. It is pleasing to have had him here with us, but even more delightful to have had him address us so sympathetically and encourage us to go forward with this enterprise which, sometimes, if we try to measure its true scope, would seem too big an undertaking for us to master, but he helps us to see that it is perfectly reasonable and perfectly practicable, and we can master it. Some of us may have already been convinced of that fact; I hope he has convinced more of you that it is a perfectly practical thing and can be done, but it is a big thing instead of a comparatively small one. It would be a comparatively small thing to do to stop where we are; but we are going on.

Just a word in connection with Mr. Wellcome's remarks, or rather in connection with some

remarks of Mr. Beringer's which prefaced Mr. Wellcome's address, and that is in regard to our plans for the future—in the development of this project. There is not time for us to review them here, but I can assure you that the best minds have assisted with this project; not a few, but many have coöperated to formulate plans that are practicable; only safe plans have been taken—only plans that can be carried out successfully and produce the kind of work that is desired. There is nothing we have done that has been ill-considered in regard to the building, in regard to the type of building, in regard to the method of operating it, or in regard to the method of financing it. All these things have been carefully considered and we are ready now, I can assure you. We have the plans to build this structure and to finance its operations. What we really are seeking to do is to operate it in a bigger way; the way it should be operated, if we can get the support of the wealthier men in Pharmacy and those associated with it—to properly finance the things we want to do and should do for Pharmacy.

**Mr. Dohme:** I was very much inspired by the remarks of Sir William S. Glyn-Jones to-day, as to what is possible of achievement in the way of organization, if you go about it in the right way and in a determined manner and with the right principles to start with—clearly the principles of justice and equity. I was further impressed along that line with a talk I had last night with Dr. Stanbury of Canada, who brought very forcibly home to my mind the opportunities this Headquarters project will bring to us; bringing the branches of the pharmaceutical trade together in a general work for the benefit of Pharmacy in general. He told me that when their organization sends a representative before their Committee on Government he is asked if he represents the whole of the interests in Canadian Pharmacy. Any of you who have appeared before committees of our own American Congress will appreciate what he tells me is true; the first thing they ask is "Do you represent all the interests of Pharmacy in Canada?" At first he was unable to say "Yes;" I think one or two sections had not joined. The second time he went there he was able to say "We represent all the pharmaceutical interests of Canada." Then they said "We are ready to listen to you and you can practically draw your own regulations and your own laws for your protection." That is what is possible by having the harmonious consent of all those concerned—that is what is possible of accomplishment—and, if you will consider what it means to combine the pharmaceutical interests of this country—we can do the same thing and you cannot help but see what a vast benefit that would be to everybody concerned. It seems to me if we can get this Pharmaceutical Headquarters Building it will aid in bringing about, as one of its several important features, the elimination of that feeling that now exists with each one of the branches of the trade—that each is a separate entity and should be allowed to function as it wishes and thinks it should. Replace that idea, which is a fallacious idea, a selfish idea—after all, we are all after the same thing, we only want just wages for our work and we are all working for the welfare of Pharmacy as a whole. If we will only sink our personal trade interests in our individual propositions and line up under one leadership our problem of bringing Pharmacy up to a higher level in the estimation of the public will be assured and we will develop along the lines Mr. Wellcome so well brought out; namely, combined effort in doing this research work which is at the bottom of the future of medicine. The progress it has made in the last decade is due to research; every week or every month chronicles some great discovery as a result of research which has done so much and will do so much more to alleviate suffering and cure disease. There is nothing that transcends this project as the corner stone of the arch, of the foundation stone in bringing these interests together, as the sinking of their individual interests in working together for the benefit of Pharmacy. I hope this meeting, with the addresses given, will be conducive to bringing together the sum that is desired and to crystalizing in the minds of all those within hearing, and who will read of this, the great importance of organization and harmonious coöperation in Pharmacy among the various branches of the trade.

**Chairman Dunning:** I might comment on Dr. Dohme's address by stating it is one of the greatest hopes of our expectations, that such a consummation will be the result of this work; that we will promote coöperation between the different branches of the drug trade without attempting to consolidate them. If they don't want consolidation they can at least coöperate. This institution is a means which can be made a valuable one for such coöperation.

**Mr. Dohme:** I was also encouraged very much by President Walton's report of what he was able to do by his being inspired and I want to do for the manufacturing interests of this country what he has done for the retail interests.

**Mr. Diner:** I could not help thinking of the words of that greatest American and Philadelphian who said "A house divided against itself cannot endure." Pharmacy at present, and dur-



ing the past, has been a house divided against itself. There seems to be the opinion that Commercial Pharmacy and Professional Pharmacy—I prefer that expression—were at odds with each other, and yet on careful analysis we know that the interests are common and there is no greater opportunity to bring together a seemingly different set of interests than the housing of them in one place and making their interests a common cause. It is the greatest project that concerns us that can most easily be solved, provided we start with the determination to accomplish the thing that appears to be nonaccomplishable. It depends upon education; upon directing the vision along the proper lines. I cannot conceive that our Pharmacy Building shall be limited to a half million or a million or even two million dollars. Think what can be done if the President or whatever his title may be, of all the Pharmacy interests should appear before the members of Congress and say "I represent and speak on behalf of one-hundred thousand men engaged in the profession of Pharmacy, retail, manufacturing, selling and distributing. Then they will hear the voice of the people. They will realize that Pharmacy is an altruistic profession, not self-seeking, but one for the advancement of public interests, and no laws that you ask for will be denied if they are equitable laws in the interest of the public. To accomplish this we must furnish the sinews of war. We must feel that each one is building his own home and his own castle and the decorations will come afterwards. We always build the house first, before we add the decorations and the furnishings. The furnishings will be the ideals to serve humanity—the service to humanity!

**Mr. Anderson:** I don't know that I can add a word to that which has been said with reference to the Headquarters Building. I feel the keynote of the meeting is, we have progressed to the point where the Headquarters Building is assured and we want to know how great we can make that monument to Pharmacy. We have appealed to the generosity of the members and others, to their duty, to their loyalty and I believe we should make a very strong appeal to their respect for and their affection for those great leaders in Pharmacy who have gone before. I can illustrate my point in no better way than to refer to one of those great aeroplane exhibitions we witnessed the other day when a plane, equipped with radio apparatus went up thousands of feet in the air, beyond the clouds, and the broadcasting, loud instruments on the ground picked it up and we heard a beautiful song "*Somewhere a Voice Is Calling.*" I believe if we can broadcast to the pharmacists with reference to this project having them realize and visualize that Procter, Maisch, Hallberg, Olberg, Remington, Whelpley and many others of these great pioneers who had this vision, whose monument we are about to build—that "*Somewhere a Voice Is Calling!*"

**Mr. Hancock:** In response to your request to say something on this Headquarters Building, I am reminded of an experience I had some while ago—sitting next to a friend of mine at dinner, this friend being a professor of mathematics. He was requested to speak on History. He made an attempt; spoke on science, went to mathematics, back to science, then to sports, then to mathematics again and as he sat down he said to the friend on the other side of him "Why in the world did they every call on me to respond to History?" His friend replied "I am like you, I believe in letting bygones be bygones."

I am sensible to the fact that Chairman Dunning has called on me to speak on this Headquarters Building not so much as to say something with reference to the Procter Memorial. I am not going to let bygones be bygones there, because I know there are men in this room who have thought for some time the Procter Memorial Committee was a dead Committee. Far from it! There has not been a single session of Congress we have not had our eyes wide open and awaiting for opportunity. The moneys for the memorial were all collected about the time the great war broke out. There were the resolutions making our Committee responsible for the erecting of a statue to William Procter in Washington. Congress was agreeable to giving us the site and the base of the monument but when the great emergency came, the mind of Congress was directed to greater and weightier matters; the government had to throw temporary buildings across the Mall right at the approach to the Lincoln Memorial where we had desired and asked for the site for the Procter Memorial. Although the Fine Arts Commission made several efforts to clear the way and offered us other sites, we decided they would not be a credit to the memorial and we refused them hoping in time these temporary buildings would be taken down. There is every prospect they will be taken down, but as this Headquarters Building has developed we have felt that the real jewel in the crown for the Headquarters Building would be the Procter Memorial!

Dr. Diner has spoken of the man first building his house. I understand that, too, but I feel the architect first wants to know his building stone, and if we can build a memorial and Headquarters Building that includes the Procter Memorial I believe it will dignify Pharmacy as much as

the research laboratory will do; it will probably be more conspicuous and surely a wonderful advertisement of Pharmacy in the eyes of the American public; not in the sinister sense but in the good sense, by letting people know what Pharmacy means in our economic life; what it means to the public at large; what a science it has become. It is the earnest hope of every one of our Committee that when the time comes we can make some arrangement whereby these two Committees can cooperate for the advantage of both—for American Pharmacy.

**Mr. Kagy:** I am very proud to say Iowa entered the game early on this Headquarters proposition. We got most of our subscriptions during the first and second drive. There are some towns we have not yet gone to but these will be canvassed and I feel confident that I can say Iowa will do its share on this great project. I feel that too much cannot be said about personal solicitation. I just want to tell you of our experience in Des Moines, Iowa. We divided the county up into five sections and five committees were appointed, four out of five went over 100%. I mean they did not canvass a single druggist from whom they did not get a subscription. The other Committee did not quite complete its work. However, a great many druggists in that territory have subscribed.

**Chairman Dunning:** I feel that we have had a successful meeting; that we are justified and in closing the addresses I am going to ask Sir William to give us his impressions of what has occurred.

**Sir William S. Glyn-Jones:** Unaccustomed as I am to public speaking, I deem it a little difficult to be called upon to speak to such a subject as this without warning. But you people know how to run conventions and I am quite sure I wasn't warned about it because they knew if the Chairman had warned me you probably would be late for your excursion. The only safe thing was to call on me without warning.

Joking aside, I have been extraordinarily impressed with the proceedings this afternoon. I envy you very much. I wish such an idea as this had started in the old country—Pharmacy would be very much better there to-day than it is. I was impressed with the appeal which has been made from two standpoints—one, that I don't think it is right to call it "sentimental appeal," but high appeal made on the lines that those to whom we in Pharmacy owe most are looking down and calling. Sirs, I have nothing but contempt for the man who has a good word to say for every country but his own; I have even less to say for the man who is always crying "Stinking Fish" about his own calling and about his own profession; it is a positive disgrace to us that there are—anyhow in Great Britain—boys and girls, sons and daughters of pharmacists, who never heard from their father anything of good of their calling—their father's profession; never anything of that calling which enabled them to make their future in the world; not anything that lifts the morale of the calling. Apart from this there is a more sordid reason; I am satisfied that this scheme of yours, fitting into the idea of cooperation between all those in Pharmacy, of whatever sphere, that cooperation is going to lead to the pecuniary benefit, and I would say this—supposing as a result of this you do get the trade together—all sections of it—and such a cooperation for practical purposes has been running in Great Britain for thirty years and has been running with even greater success in Canada for thirty days—if that could be brought about I could tell you where the money would come from. If every druggist would undertake to subscribe the increased profit which he would make on the goods he sells as the direct result of that for one year—you have no idea what we are losing from the stupid, isolated way in which we act—and if the appeal on high moral counts isn't enough, then on the lowest commercial ground I am satisfied the AMERICAN PHARMACEUTICAL ASSOCIATION is working upon right lines and if I carry no message back other than this next week to Great Britain, it will be that you are setting an example which I hope my own mother country will follow.

**Chairman Dunning:** You will all remember that Mr. Waterbury made a substantial subscription to the Headquarters Building Fund in Des Moines last year and we are just in receipt of a telegram which will be interesting to us:

"Business duties here prevent my being with you at the Convention. Wish you success with the Building program. Call on me at any time I can be of assistance. Fondest remembrance to all."

There was a general expression of satisfaction relative to work done and the progress made toward realization of the A. PH. A. Headquarters.