

PROCEEDINGS OF THE LOCAL BRANCHES

"All papers presented to the Association and Branches shall become the property of the Association with the understanding that they are not to be published in any other publication prior to their publication in those of the Association, except with the consent of the Council."—Part of Chapter VI, Article VI of the By-Laws.

ARTICLE III of Chapter VII reads: "The objects and aims of local branches of this Association shall be the same as set forth in ARTICLE I of the Constitution of this body, and the acts of local branches shall in no way commit or bind this Association, and can only serve as recommendations to it. And no local branch shall enact any article of Constitution or By-Law to conflict with the Constitution or By-Laws of this Association."

ARTICLE IV of Chapter VII reads: "Each local branch having not less than 50 dues-paid members of the Association, holding not less than six meetings annually with an attendance of not less than 9 members at each meeting, and the proceedings of which shall have been submitted to the JOURNAL for publication, may elect one representative to the House of Delegates."

Reports of the meetings of the Local Branches shall be mailed to the Editor on the day following the meeting, if possible. Minutes should be typewritten, with wide spaces between the lines. Care should be taken to give proper names correctly and manuscript should be signed by the reporter.

BALTIMORE.

The November meeting of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION, which was held at the Emerson Hotel on Tuesday evening, November 29, 1927, was unanimously voted an enjoyable occasion from several standpoints.

The congregating of the 54 members and friends around the festive board afforded an opportunity for friendly contact and fraternal exchange of ideas, rendered more enjoyable by the special music provided by Miss Dora E. Bockelman, soprano soloist, accompanied by Miss Betty Copenhaver.

The speaker was Prof. Robert L. Hobart of the Wharton School of Finance and Commerce of the University of Pennsylvania, his subject being "Increased Profits."

Professor Hobart stated that for a great many years the emphasis in business had been placed on more efficient production methods, and that it is only recently that the various agencies of distribution have been subjected to the scrutiny of scientific analysis in an attempt to outline an improved merchandizing technique. As a result every middleman from jobber on down to the retailer has been forced to review his position in the scheme of things and find out what value he adds to the goods that pass through his hands.

He further stated that the retail druggist had been a part of this great movement and in the face of intensive competition he has already effected many changes in the way of improved merchandizing methods. His great

function as a middleman is to collect articles of commerce from the wholesalers and offer them for sale in a form that is demanded, at a location that is convenient and at a time when they are needed. Naturally he is interested in making a net profit that is sufficient to compensate for the risk and effort involved in the conduct of the business.

Professor Hobart was convinced that the success of any retail store depends upon three prime factors and the extent to which they are found will be a fair index of the net profit of the store. They are: first, skilful buying; second, reduced overhead; and third, increased sales.

He stated that skilful buying implies proper selection of merchandise to meet the demands of your trade, the taking of special discounts, cash discounts and quantity discounts without imperiling the rate of stock turn.

In discussing the second factor the speaker pointed out that reduced overhead is accomplished first of all by a close analysis of all expense items and a comparison of these figures with the yardstick standard of the Druggist Research Bureau. Abnormally high items are soon spotted and either accounted for or reduced. Careful inventory checks will indicate slow moving lines which involve a tie-up of capital without an adequate return on the investment.

In conclusion he stated that increased sales volume is easier to discuss than achieve and yet a large number of retail druggists have built up volume through the use of skilful

salesmanship, direct advertising, window display, counter display and attractive stock arrangement. No single factor is responsible for a successful business but all are necessary for increased profits.

President Kantner then called on several members, including Messrs. H. H. Robinson, S. Y. Harris, Chas. L. Meyer and Paul S. Pittenger, to discuss certain phases of the subject.

Finally, after the speaker and the soloists had been tendered rising votes of thanks, and after instructions had been given that the flowers used to decorate the tables be sent to the University of Maryland Hospital, Charles C. Neal was successful in securing a second to his motion that the meeting be adjourned. It was indeed an interesting and enjoyable meeting.

B. OLIVE COLE, *Secretary-Treasurer.*

CHICAGO.

The 170th meeting of the Chicago branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the University of Illinois, School of Pharmacy, Friday, December 9th, with President Gathercoal presiding.

The meeting was well attended, with well over 200 present. A reception was extended the new members received during the year.

The Lambda Kappa Sigma pharmaceutical society presented a three-act comedy entitled, "Inlaws and Outlaws." The comedy was very well presented and held the constant attention of the audience.

Following the play, refreshments were served in the new Pharmacognosy Laboratory. Music was furnished by the School of Pharmacy orchestra. Dancing in the halls of the new building continued until midnight.

S. W. MORRISON, *Secretary-Treasurer.*

DETROIT.

The November meeting of the Detroit Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held Thursday evening, November 17th. The meeting was preceded by a dinner and a regular home coming for Father Perrin, a former member of the Branch, who had recently returned from Rome, where he spent seven years studying for the priesthood. Thirty-five members and friends attended the dinner. This number was increased to more than fifty before the program began. Among the visitors were: E. S. Sater, Baltimore, Mr. Chase, of Bangor, Me. and Mr. Slaughter, of San Diego, Calif.

President Wheeler called the meeting to order. The minutes of the previous meetings were read by the Secretary and approved.

Treasurer Ingram reported on the purchase of the Stormfelz-Lovely \$500.00 Gold Bond, which was approved by the Branch.

President Wheeler than asked the Secretary to introduce the speaker of the evening, Rev. Father D. Edmund Perrin, a former President of the Detroit Retail Druggists' Association and member of the Detroit Branch, who had changed his career from a healer of the body to a healer of the soul.

Father Perrin preceded his very interesting talk on Rome by a tribute to the memory of Charles F. Mann, with whom he was associated for nine years, and to the late Messrs. Parker and Perry. He said these men were leaders in pharmacy in their day, and an inspiration to the young man entering the profession at that time.

Father Perrin took the assembly on a tour through Rome, and, as he said, covered more points of interest than would be possible to see in a two weeks' sight-seeing tour. He started with ancient Rome, B. C., coming down to the present time; going into detail in explaining the amphitheatres, the catacombs, the Roman customs, the churches and, finally, St. Peter's and its immensity.

A general discussion followed and one of the most sociable evenings of the year was brought to a close with a vote of thanks to the speaker.

DECEMBER.

The December meeting of the Detroit Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held Thursday evening, the 15th. Twenty-four members and friends attended the dinner. This number was more than doubled when the program opened.

President Wheeler called the meeting to order; the minutes of the previous meeting were read by the Secretary and approved. Chairman Lakey of the Program Committee told of arrangements that were in progress, to bring Dr. Ruth to Detroit for the February meeting. Dr. Ruth has two very interesting messages for the pharmacist in the form of Moving Picture Films—one on the manufacture of Biologicals and the other on Cod-Liver Oil. It has been suggested to make this a joint meeting with the physicians and students in Medicine and Pharmacy in Detroit. The Chairman also announced that any member wishing a copy of Dr. Beal's address at

the Diamond Jubilee Convention held in St. Louis could now obtain one.

President Wheeler asked Mr. Schettler to introduce Dr. Angus McLean, the speaker of the evening. In introducing the speaker Mr. Schettler related many pleasant experiences with Dr. McLean as a traveling companion, recalling the recent trip to Poland. He also said Dr. McLean has always been a staunch supporter of Pharmacy ethically and politically.

Dr. McLean immediately warmed up to the fine gathering of pharmacists by reminding them of the friendly relation that has always existed between pharmacists and the physicians. He said Pharmacy was older than Medicine and first practiced by the priests. In the 12th century the first apothecary shop was established but it was not until 1617 that a drug store was conducted by a legally licensed pharmacist in England. In 1675 Dr. Morgan of the U. S. advocated the separation of the practice of Pharmacy and of Medicine. He said the physician should prescribe and the pharmacist should compound the prescription. Dr. McLean said the Hebrews were the first to take up surgery and that Abraham was the first surgeon. The first Pharmacopœia in the U. S. was written in 1778. After these introductory remarks Dr. McLean spoke of the Fourth International Congress of Military Medicine and Pharmacy held in Poland, May 30th to June 4th of this year.

He said the Poles were a great people, they had been without a country for 124 years, but constitute one of the most patriotic nations in the world. They have produced great writers, musicians and leaders, some of the outstanding being Kosciusko, Pulaski and Paderewski. He said one of the fruits of the World War was the freeing of Poland. The President of Poland is a chemist and pharmacist. The patriotism of the Pole was exemplified by Kosciusko and Pulaski who came to this country and helped in the war for independence. In their honor Fort Pulaski was erected on the Atlantic and Fort Kosciusko at West Point, and in Poland the people have erected a monument of earth in honor of Kosciusko. The earth, he said, was nearest to the Pole's heart.

The Congress held in Warsaw was called for discussing means to alleviate the suffering of the soldiers in time of war; 250 delegates attended, representing 43 countries. In honor of the Congress special postage stamps were issued, and courtesy was to be the by-word of

the people. Some of the startling figures brought out during the Congress are: In 4000 years of wars 7,000,000,000 people have been killed or died as a result of wounds and diseases—three and one-half times as many people as are in the world to-day. Out of 250 wars only twelve decisive battles were fought. The absurd thing about war, as was brought out at the Congress, is that the very best men between the ages of eighteen and thirty-five are always in the first line.

The Congress devised means for a better and more efficient Pharmacy and Medical Corps in the armies and navies of the world, in time of peace and war.

A general discussion followed, led by Mr. Kaminsky, who asked the Colonel to tell the Branch something about the practice of Pharmacy in Poland. Dr. McLean said that in 1924 a National Pharmacy association was formed providing for a Board of Pharmacy and a Drug Act similar to those of the United States. Only graduates in pharmacy are allowed to dispense. They have a college of pharmacy and one of the finest laboratories in the world, supported by the Rockefeller Fund, where all patent medicines as well as drugs sold in the pharmacies are analyzed; even cosmetics are put through rigid tests.

Mr. Dodds, of the Michigan Drug Co., asked whether many American pharmaceuticals were found on display in Poland. To this Dr. McLean replied that many familiar products are obtainable while American pharmaceutical manufacturers' products are on display in every pharmacy.

Mr. Webster asked if it was the purpose of the Congress to devise means to eliminate wars. Dr. McLean said it was in part, and the statistics proved the needlessness and waste of wars.

A motion by Mr. Hall was adopted, expressing the appreciation of the Branch of Dr. McLean's most interesting and instructive talk and a rising vote of thanks was given to the speaker.

BERNARD A. BIALK, *Secretary.*

PHILADELPHIA.

The November meeting of the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held Tuesday evening, November 15th, at the P. A. R. D. Building, 2017 Spring Garden Street.

President Hendrickson called the meeting to order at 8.30 o'clock. By a motion from

the floor the reading of the minutes was dispensed with.

The Secretary introduced William Hendrie and A. C. Herting as contributing members of the Branch.

The President announced that at the next meeting the annual prescription clinic will be held, and each member was urged to bring one or two incompatibilities for discussion.

President Hendrickson gave a very unique demonstration on the making of Christmas merchandise out of regular stock material. His method was to take regular items, such as candy, stationery, kodaks, cigars, thermos bottles, toilet water, etc., and by tying a neat bow of red ribbon around each item, and inserting a small sprig of artificial holly, he gave the package a distinct Christmas season appearance. In a very few moments he had demonstrated the possibilities and had a table filled with numerous items ready for the Christmas sale. This plan, of course, eliminates the necessity of stocking up with special merchandise and tying up money for which there might be no return for some time. Any item left over after the Christmas season can be returned to regular stock, simply by removing the ribbon and holly. This plan met with the hearty approval of the members present.

Prof. Robert L. Hobart, of the Wharton School, University of Pennsylvania, next gave a most interesting talk on "Ways and Means of Increasing Sales in the Drug Store." He gave three possibilities for increasing profits. First, by decreasing the cost of merchandizing through skilful buying, by the taking of cash discounts, etc.; second by decreasing the cost of overhead, omitting sluggish items, etc.; third, by increasing the sales volume. He asked each retailer several questions which were very pertinent to proper sales: "Do you know your goods?"—"Are they on display?"—"Can you sell them when you have them?"—"Do your customers know what goods you carry?" He also summed up the qualities of a good salesman as he saw them, in Intelligence or the salesman's knowledge of his product and his ability to please, Interest or the salesman's earnestness in his customers' actual wants, and Courtesy, the consideration of the customers' sensibilities. Mr. Hobart has a very pleasing method of presentation and his thoughts were very well received and comments were made by a number of those present.

A rising vote of thanks was given to the

two speakers of the evening. The usual dinner at the Touraine Apartments Restaurant preceded the meeting.

DECEMBER.

The December meeting of the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held at the P. A. R. D. Building, 2017 Spring Garden St., President Hendrickson presiding.

The reading of the minutes of the past meeting was dispensed with. An application for membership for Miriam Berman was received and was accepted pending action of the parent association.

The coming meetings of the Branch for the balance of the year were discussed by those present and several tentative programs were outlined.

The President turned the chair over to Prof. Nichols who conducted the annual Prescription Clinic. Many of the members present had brought odd and difficult prescriptions with them and these were copied on a blackboard and discussed by those present. Very lively discussion took place and, in all, thirty or forty prescriptions were considered. Then Prof. Nichols presented about a dozen incompatibilities and also submitted samples showing the preparation as properly prepared and also the preparation as carelessly prepared.

As far as interest was concerned the meeting proved to be one of the most successful that the Branch has had for some time, and it was again decided that the Prescription Clinic should be a feature of the Branch, an evening being devoted to it at least once a year.

ADLEY B. NICHOLS, *Secretary*.

UNIVERSITY OF WASHINGTON.

The regular monthly meeting was held November 19th, at Bagley Hall. Mr. G. Walen was elected as Vice-President to fill position left open by Vice-President-Elect, L. Schimpke, who failed to return to school this year. The Secretary gave a brief report on the program for the year which was followed by an outline for a membership drive, given by President Richards.

The President then introduced the speaker of the evening, Dr. W. M. Karschner. Dr. Karschner (also State Senator) gave as his title "The Relation between the Physician and Pharmacist." The doctor, who has had twenty-five years of practice in the West, gave first an interesting survey of the prac-

tice of medicine and pharmacy in this State a quarter of a century ago, tracing the development of the prescription writer in place of the dispensing doctor and naturally the development of the dispensing pharmacist. He gave many illustrations of mistakes made by both doctor and pharmacist and told how one worked with the other for their common good and for the good of the patients. The feeling of the patient who suffered a mistake on part of the druggist, which consisted of labeling boric acid solution for internal use and potassium iodide solution for eye drops, were vividly described. Also those of the patient whose bottle for cough syrup was labeled for external use and the liniment for internal use. He enumerated some of the disadvantages of the older days when it was necessary for the doctor to leave medicine. Verbal instructions were oftentimes ignored. One patient reasoned that if one pill (strychnine) did a little good a lot would do much more. The result was nearly fatal. To guard against repetition of this the doctor told the wife of the next patient that the pills were poison.

As a result she threw them out of the window where the chickens found them and then, according to the doctor's story, died. The doctor failed to state whether he received his fee or was required to pay for the chickens.

Then at the request of a member the Senator this time told about "Law making." The Senator has been an ardent supporter of the druggists and Colleges of Pharmacy and related some interesting instances of "politics" connected with the passing of laws.

After a brief general discussion the meeting adjourned, all leaving with the feeling that the evening was well spent.

DECEMBER.

The December meeting was called to order Thursday, December 8th, President Richards presiding. After a brief business session the meeting awaited the coming of the speaker of the evening, who was to present two films showing the manufacture of biologicals; however, he was unavoidably delayed and the program had to be deferred.

H. A. LANGENHAN, *Secretary.*

COMMITTEE REPORTS

REPORT OF THE COMMITTEE ON PHYSIOLOGIC ASSAYING OF THE AMERICAN PHARMACEUTICAL ASSOCIATION FOR 1927.*

PAUL S. PITTINGER, *Chairman.*

During the past year it was necessary for the chairman of this committee to move from Philadelphia to Baltimore. The details incidental to this change and the equipment of his new office and laboratory made it physically impossible, in the early part of the year, to accomplish anything in the way of committee work. During the past two months the majority of the committee members were busy working on a series of coöperative experiments on the U. S. P. assay method for Digitalis. This work was planned by and under the direction of one of the committee members, Dr. J. C. Munch, of the Bureau of Chemistry, U. S. Department of Agriculture.

The Chairman thought it inadvisable, therefore, to plan further coöperative laboratory work at this time and accordingly thought it would be advisable that the Report this year take the form of a survey or synopsis of the work done in the field of Physiology from July 1, 1926 to July 1, 1927.

We, therefore, beg to submit the following bibliography with short abstracts of articles published during the above period.

This bibliography may not be complete but contains all of the articles that came to the Committee's attention.

ABSTRACTS FROM JOURNAL OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

July 1926.

G. G. Colin: "Study of the anti-diabetic properties of Tecoma Mollis. Preliminary report." Pp. 556-560. Experiments upon humans suffering from diabetes showed that an

* St. Louis meeting, 1927.