

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to the Association and Branches shall become the property of the Association with the understanding that they are not to be published in any other publication prior to their publication in those of the Association, except with the consent of the Council."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.

In assuming the presidency of the Baltimore Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION at the Hotel Emerson on Wednesday evening, February 27, 1929, President Frank L. Black arranged a rather unique program, which was presented as "Reminiscences" by several of the members.

James E. Hancock made comparisons between the reactions with reference to pharmaceutical problems which followed the Civil War, calling particular attention to the basic economic conditions attending both periods. He extolled the ideals and high character of the men who struggled to place pharmacy on a higher plane in the early 70's and 80's and appealed to the present-day pharmacists to consider pharmacy not only from the monetary standpoint, but also to enjoy one of life's greatest satisfactions, as he expressed it—"which is to know that when you have finished with the game, you have forced not only yourself but also the fellow members of your craft a little further ahead."

Louis Schulze recalled the men who were interested in the formation and extension of the Maryland Pharmaceutical Association, mentioning that he joined the ASSOCIATION at the sixth annual meeting. Mr. Schulze also recounted many pleasant incidents connected with the forty succeeding annual meetings, recalling with pleasure the large crowd of friends and visitors which assembled at an Ocean City meeting presumably to hear President McKinley, whereas President Robert S. McKinney of the Maryland Pharmaceutical

Association was the scheduled speaker, the misunderstanding having been brought about by the misprinting of names in a Baltimore newspaper. He also recalled some of the incidents attending the passage of the first pharmacy laws of the State of Maryland.

E. G. Eberle presented several interesting books, including the Life of O. Henry, Reminiscences of Wilhelm Bodemann, Life of Lyman Spalding, the U. S. Pharmacopœia of 1830, History of the Lloyd Library, Life of Crawford W. Long, and a recently prepared scrapbook of interesting pharmacists and pharmaceutical events, in connection with his reminiscences of general pharmacy. He told of his early experiences in connection with the preparation of aconite plaster; the pleasurable duty of carrying the basket as his preceptor purchased drugs in the local market, the dismay of one of his associates who received a showerbath of lamp black intended for his friendly enemy, and the unique side-line established by a pharmacist in connection with the restoration of features of certain prize-fighters.

Dr. John C. Krantz, Jr., Dr. R. L. Swain, Ex-President L. M. Kantner and Charles E. McCormick recounted the experiences and the ideals of later pharmacists and pharmaceutical educators

Hugh B. McNally, soloist, and S. Molinari, pianist, of the School of Pharmacy of the University of Maryland, rendered the musical program. President Black was congratulated upon the success of the first meeting, and upon the outlook for a very successful year for the Baltimore Branch.—B. OLIVE COLE, *Secretary-Treasurer*.

CHICAGO.

The Chicago Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION held a most successful and enjoyable meeting February 22, 1929. It was the 180th meeting of the Branch, and was preceded by a dinner served in the East Room of the Hotel La Salle.

President J. H. Lindahl called the meeting to order and called on Mr. Wallace, who spoke briefly on the need of a course in merchandising in the pharmacy schools in order for the independent pharmacist to compete with the chain store. S. C. Henry expressed his opinion that professional pharmacy will continue to grow, and introduced the speaker of the evening, President D. F. Jones, of the A. P. H. A., who has been unusually successful as a pharmacist.

President Jones gave a most interesting and helpful talk on "Building a Successful Pharmacy." He related his experiences in establishing his drug store and increasing his business. From his observations it is unwise to attempt to compete with department stores in various side lines or with restaurants by operating lunch counters and soda fountains. Mr. Jones offered this suggestion: Follow the line of least resistance, or in other words, do the things that your competitor does not do.

Service, coöperation and the determination to succeed are essential to the building of a successful pharmacy. He told how he manufactured trichloroacetic acid for a dentist when none was obtainable. A complete line of biologicals is maintained, and as a result of working with the physician this store sells over 90% of the biologicals in and about the city of Watertown.

A number of years ago Mr. Jones was called upon to assay some pharmaceutical products and appear in court as an expert witness in a law suit. This field of work continues to grow and has proved very remunerative.

By upholding the standard of service to the community, and fair representation of goods, the store has won an enviable reputation throughout the northwest. Only one side line is carried and this is a line of books (high class books) which have brought very profitable returns, although Mr. Jones would not especially recommend this as a side line.

Seventy-five per cent of the sales are from prescriptions, which is quite unusual in a town of 12,000. Figuring profits on sales, 60% gross profit is expected. He recommended buying in larger quantities if you can use the goods in a year, cutting the cost perhaps 40-50

%, which is better than a time certificate in the bank.

Another feature rather unique for a pharmacy is the manufacture of compressed tablets and ampuls. An enormous business has been developed and has proved to yield a better profit than the usual side lines.

Mr. Jones then told of the plans for the convention of the A. P. H. A. at Rapid City. He told of the weirdness and fascination of the Bad Lands and Black Hills of South Dakota.

Following the excellent talk by President Jones, Robert J. Ruth told of his trip throughout the country and conveyed a spirit of optimism and expectation of greater success for pharmacists.

The speakers received a hearty applause and the meeting was adjourned.—S. W. MORRISON, *Secretary*.

DETROIT.

The February meeting of the Detroit Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was held in the Y. M. C. A. building Thursday, February 14th. Thirty-two members and friends enjoyed the splendid dinner which preceded the session. President Byce called the meeting to order at 8:00 P.M. The minutes of the January meeting were read by the Secretary and approved.

There being no business to come before the ASSOCIATION, President Byce asked Mr. Ingram to introduce Carl Weeks as the speaker of the evening. Mr. Weeks started his talk with what he termed "monkey shines" by making Mr. Ciechanowsky, President of the Michigan State Pharmaceutical Association, honorary member of the order of the "Paris Handkerchief." Mr. Weeks gave a message of good cheer to the druggists, assuring them that the independent retailer would be here long after the chain had been forgotten. He dispersed the idea of many independents regarding the chain store operating costs. He said that the chain drug stores have their worries cut out for them. They lack the personality which the independent store enjoys. As a greater source of revenue they seek items that offer a larger profit. They are keenly interested in price protected merchandise, as that is their only salvation.

A general discussion followed, led by Mr. Webster, who asked Carl Weeks his opinion on the Cosmetic Bill which the American Medical Association is advocating. Mr. Weeks explained that the bill was nothing more than an

amendment to the Pure Food and Drugs Act, which in turn would stop the misbranding of toilet articles. Robert J. Ruth suggested that the AMERICAN PHARMACEUTICAL ASSOCIATION take up this legislation for the honest merchandising of cosmetics, as the druggist is vitally interested and not the physician. It is not proposed to regulate the sale of cosmetics by prescription as is supposed by many retailers. Mr. La Croix brought up the subject of the power of chain store buying. Mr. Ingram answered his question by saying that the average retailer puts too much stress on buying power and forgets selling power; success depends on selling power more than on buying power.

A rising vote of thanks was given the speaker for his most interesting and entertaining talk.—*BERNARD A. BIALK, Secretary.*

NORTHWESTERN.

A meeting of the Northwestern Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION and the Scientific and Practical Section of the Minnesota State Pharmaceutical Association was called to order February 7, 1929, at 1:30 P.M. in the Roof Garden of the St. Paul Hotel, St. Paul, Minn. Dean F. J. Wulling, Chairman of the Section and President R. Almin, of the Northwestern Branch, presided jointly. The following program occupied most of the afternoon.

An informal address by Dean LaWall of the Philadelphia College of Pharmacy.

"Problems of the Village Drug Store," by Mrs. George Douglas.

"Quantitative Estimation of Boric Acid in Antiseptic Solution," by R. Almin.

"Tuberculosis Prevention," by Dr. J. A. Myers.

"Some Notes on the U. S. P. Sodium Borate Test for Tragacanth," by Prof. E. B. Fischer.

"Biologicals," by R. C. Jones.

"Expansion Tables for 190 Proof Alcohol at Various Temperatures," by C. H. Rogers.

"The Graduation Requirement," by Dean Wulling.

"The Pharmacist and Accident Prevention," by Dean Wulling.

"Reports of Thirteen Committees for the Past Year, Mostly by Title."

Considerable discussion followed many of the papers.

The final order of business was the election of officers for the ensuing year. The nominating committee placed the names of the present

officers for reelection. There being no nominations from the floor, the report of the committee was made official by motion and the secretary cast the ballot for the officers.—*C. V. NERTZ, Secretary.*

FEBRUARY 14TH.

A joint meeting of the Northwestern Branch and the Wulling Club of the College of Pharmacy, University of Minnesota, was called to order February 14th at 11:30 A.M. in the Auditorium of the College.

Secretary Bachman, of the Minnesota State Pharmaceutical Association, presented the scholarship medal for the past year to Miss Rose Weinerman. This medal is offered annually by the Minnesota State Pharmaceutical Association to the student attaining the highest scholarship in the first three years of work. In addition the recipient of the medal receives a fund sufficient to cover expenses of tuition and books in the fourth year. Miss Weinerman made a short, delightful speech of acceptance.

A short program followed in which the following students read papers:

Sidney Eggert: "An Old Drug Store," by W. L. DuBois, *JOUR. A. PH. A.*, January 1929.

Maynard Nelson: "The Story of Rubber," *Practical Druggist*, January 1929.

Wm. Stebbins: "Insulin, the Cure for Diabetes," by Dr. R. M. Wilder, *Minn. Alumni Weekly*, January 11, 1923.

President Almin of the Northwestern Branch and President R. Laska, of the Wulling Club, presided during the meeting.—*C. V. NERTZ, Secretary.*

PHILADELPHIA.

The February meeting of the Philadelphia Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was a symposium with the County Medical Society on the relationship of pharmacist and physician. It was held on Wednesday evening, February 20th, at the building of the County Medical Society, Philadelphia.

Dean Charles H. LaWall presented the side of pharmacy, concisely stating what modern professional pharmacy can do for medicine and what it can expect in return. In his talk, he said that pharmacy could not be judged by external appearances. Medical men, graduated prior to 1900 were more poorly trained than the present-day pharmacist.

In 1932, the minimum requirement of the pharmacist will be the four-year course leading

to the B.Sc. degree. The professional pharmacist is qualified to perform the duties of a scientific dispenser, and in addition he can carry out clinical tests and make bacteriological examinations. He may function in the capacity of a neighborhood pharmacist, a purely professional pharmacist, a hospital pharmacist, a pharmacognosist, etc.

Physicians are not taking advantage of the opportunities afforded them in the use of the professional services of the pharmacist. The dispensing doctor is more common than the prescribing pharmacist. One of the ways of obviating existing conditions is for more frequent joint meetings of pharmacists and physicians. At the close of Dr. LaWall's paper, Prof. E. Fullerton Cook and Mr. Ambrose Hunsberger conducted short discussions. Prof. Cook emphasized the fact that pharmacy is passing through a definite evolutionary period and may be expected to come into its own through its scientific development. Mr. Hunsberger called attention to the fact that no practice to-day is the victim of as many predatory interests as pharmacy and the pharmacist in self-defense has reverted to many devices to save himself. Pharmacists, as a class, recognize their obligations to society in general, and to the medical profession in particular.

The president of the County Medical Society, Dr. Orlando Petty, then called upon Dr. F. J. G. Beardsley, Professor of Clinical Medicine in Jefferson Medical College of Philadelphia to state the case for the physicians. Dr. Beardsley agreed with the previous speakers, that pharmacy at its best is a true profession and not a trade. In a pharmacist, the physician expects to find a man of character, a gentleman, an expert pharmacist, an expert chemist and an expert business man. Selfishness and self-interest are qualities that ruin the relations between physicians and pharmacists. If we (the physicians) want scientific pharmacists we must support them. For the good of the public, physicians and pharmacists must work in harmony.

Dr. Wilmer Krusen and Dr. Horatio C. Wood followed Dr. Beardsley with a few, terse, well-directed observations. Dr. Krusen pointed out that the doctor, the pharmacist, the nurse and the dentist are absolutely essential to public health. The underlying code of both

pharmacy and medicine is the Golden Rule. A prescribing pharmacist is a menace to his community. Dr. Wood warned the physician not to forget what the pharmacist had done for medicine in his gift to the world of morphine, caffeine, etc. If conditions continue to develop as they are at the present, the true pharmacy in time will become scarce and the medical profession will be the loser. Pharmacy is suffering from unfair competition and, in its need, looks toward medicine for aid.

If the physician does not want to carry a large stock of drugs and compound his own prescriptions, he must cooperate with the scientific pharmacist.

A general discussion followed.

MARIN S. DUNN, *Secretary*.

PITTSBURGH.

Owing to the Influenza epidemic so prevalent in the city just preceding the holiday season the December meeting of the Pittsburgh Branch of the AMERICAN PHARMACEUTICAL ASSOCIATION was omitted.

The January meeting was held on the 22nd, at which time Dr. J. H. Wurdack presented the feature of the evening, his subject being "A Discussion of the Periodic Chart of the Atoms as Compiled by Henry D. Hubbard of the U. S. Bureau of Standards."

A committee was appointed at the close of this meeting to bring in nominations at the next regular meeting, for officers to serve the Branch for the ensuing year.

The February meeting was held on the 19th, at which time Dr. L. K. Darbaker, presented a number of reels of moving pictures showing, animal life, growing plants, circulation of protoplasm and chlorophyll in plants and many other interesting features of the same character.

The report of the nominating committee was received, there being no further nominations, the secretary was instructed to cast the ballot for the following nominees.

President, John G. Rees; *Vice-President*, Stephen Wilson; *Treasurer*, George Saylor; *Secretary*, Frank S. McGinnis; *Delegate to House of Delegates*, Dr. Louis Emanuel.

The next regular meeting is scheduled for the third Tuesday in March.

LOUIS SAALBACH, *Secretary*.