

but the greater part of the nefarious business must be laid at the feet of foreigners, mostly Japanese, and some Americans.

In these stores we find soaps, perfumes, some stationery, combs, brushes, cigarette cases, patent medicines, cuttlery, leather goods, and, in fact, a little of everything.

In some stores, not strictly first class, are to be seen powdered drugs and pills in almost any kind of container imaginable. Liquid shoe polish bottles, cigarette tins, beer bottles, whiskey bottles with screw tops, patent medicine bottles, pickle bottles are all pressed into service. Perhaps they place some confidence in the lithographed label.

Many of these drug stores also attempt a little in the line of dentistry. This consists mostly of extractions with modern forceps, silver fillings and gold crown. With the least instruction from some one who has a reputation as a dentist, some of the natives develop into really clever workmen. China has a number of men who are graduates in dentistry from schools in the States and Europe and these do a large business and also conduct schools, often going to neighboring towns for the purpose. The course of instruction is rather short, but the students seem to absorb a great amount of practical knowledge during this time, and are able to do a great amount of good among their country-men who happen to have the necessary cash.

Gold is considered a poison of especial potency. It is often resorted to with suicidal intent, probably because they know its deathly properties are more in reputation than in reality.

Phenol and other caustics are taken by some who really mean business in the serious matter of giving up the ghost. Nitric acid also seems to be favored in this regard.

There are a number of Chinese works on *Materia Medica*. The old writers did considerable work in this line, but many of their works have been lost or cannot now be read.

Ointments are very popular with the Chinese. Pills and tablets are frequent. Blisters and poultices are well understood. A colorless and tasteless preparation is despised and held in contempt. Decoctions and infusions, however, constitute the backbone of Chinese medicine.

COOPERATION, THE LIFE OF TRADES AND PROFESSIONS.*

E. G. EBERLY.

Unquestionably, to come as far as I have in response to your kind invitation, would indicate that I was competent to deliver a message, or at least speak to you interestingly. The topic which has been chosen presents another proposition that would here call for excuses on my part were I given to such methods for getting myself out of trouble, but my way of doing under such circumstances is

* An address delivered to the Nebraska Pharmaceutical Association, June, 1913.

to do the best according to my ability and rely on the considerate judgment of my friends.

“No small profit that man earns—
Who through all he meets can steer him,
Can reject what cannot clear him
Cling to what can truly cheer him.”

The subject of my address was selected prior to the misfortune that befell a portion of your state and which gave you an opportunity to show what stuff your citizens are made of. No sooner had the news stirred the sympathies of the good people in other states and enlisted their desire to aid you when the wires conveyed the information that Nebraskans were grateful for the expression of sympathy but perfectly able to take care of the situation themselves. Fortunate on the one hand, but how much satisfaction this must have been to you, and if possible the estimate of others was enhanced because of your strength and fortitude. So this is why I have made the statement that my topic becomes more difficult to handle because of your familiarity with practical co-operation. If the opportunity did not offer for discussion from many viewpoints I would indeed hesitate, and I may, therefore, speak of things that you accept as a matter of course, or you may differ with some of my interpretations. My subject is as comprehensive as it is important, but precludes the possibility of a thorough discussion on account of covering too much territory.

My objective in discussing the first portion of the topic will be an endeavor to point out the contribution of the merchant classes to civilization, and to deduce therefrom arguments which should appeal for their proper encouragement and promotion of regulations for the benefit of the greatest number. I am aware that in order to do this rightly, will require the narration of considerable history which would not be expected in this dissertation, and I will not attempt to do so except perhaps to the extent which will advance one of my purposes, namely, to show that certain means of distribution do not upbuild nor conduce to the greatest general prosperity.

We have as neighbor a sister republic with natural resources relatively not inferior to our own country, and with a history antedating that of ours. Without going into an analysis of the contributory causes, it can readily be asserted, in order to make the example fit our subject, that in the one instance we have exemplified cooperation; in the other, usurpation of power, self-aggrandizement and disregard of the majority predominate. We may make the further declaration that, while out of revolution stability may come, its continuance is a serious impediment to progress.

In all ages the overwhelming majority have been compelled to give their time and energy to the pursuit of material things, needful for subsistence and culture; and when the majority were given fair consideration according to their participation, then there was progress. When, however, the condition of ruler and serf obtains, whether by the force of arms or by money power, when to do unto others according to the best interest of the greatest number is transposed so that a few reap the benefits at the expense or detriment of the many, there is impediment, no matter what conditions may seemingly be.

The development of trades is an interesting study, and the divisions of time from earliest history to the present can readily be recognized as most progressive during which the opportunities for exchange of commodities were most propitious. There were periods when certain special interests gained greater ascendancy because of strife, favoritism, or certain new and favorable conditions, but the most far-reaching benefits come always when the rights of all are recognized.

The need for knowledge, of implements and devices, of means of conveyance and intercourse between nations to further commerce, recognition of the necessity of laws and regulations induced if not compelled merchants to lend their encouragement in such direction and help the promotion of industries and systems of government and learning. As an example, we may utilize the history of the Phoenicians, who for centuries were the schoolmasters of the ancient world; they fought their way towards progress, not by force of arms, but by commercial conquests, establishment of cities, seats of learning and furthering the industries. We may compare with them their successors in power when the merchant made place for the warrior. The Romans were great politically, but never economically; they, or at least the ruling class, lived largely on the labor of others, and compelled tribute from the weaker. It is pleasing to cite our own country, founded upon a pact in which cooperation was a predominating thought, and throughout her remarkable history the same ideal has stimulated development. Possibly there is no country which represents both phases so well as does Germany, where today the life of the individuals, industries and municipalities are systematically directed by studied cooperative measures. So every period up to the present might be scrutinized and in the disclosure those in which cooperation was predominant show to better advantage than the times during which power or privileged classes controlled the affairs of government and society.

That there are numerous examples evidencing greed, extortion and piracy on the part of the merchants is readily admitted. Man is not a finality, he will always be in the making and there always will be improvement if rightly guided under the influences of cooperation.

These tracings have been made to emphasize that permanent progress is not brought about by enslavement nor destruction, but by enlarging the powers of humanity, and through cooperation, build up resources and extend knowledge, and that in such endeavors throughout the years of commerce the merchant classes have been ever foremost.

It must be admitted that large corporations are necessary and have been established in response to popular demand because of economical necessity, but we must remember that economy per se is not and never should be the sole aim of society. Competition is gradually giving way to combination and cooperation and monopoly is being regarded with more and more odium. This, then, is the point I have desired to reach, namely, that everyone should view the encroachment of large central supply houses on the trade of the stores in towns and cities with grave concern and give the matter study and thought. I have seen in the last three years one of these large business houses treble its capacity; what this signifies need not be told more emphatically. Society and government should

seek to encourage the cause of the small dealer rather than aid the development of these large department stores.

No right-minded person will consent to penalize success that results from fair methods nor consent to laws which would have the effect of pensioning and subsidizing industrial weaklings, but that which sustains the life and makes for greatest general progress is to be preferred over individual or corporation interests. There should be no excessive profits for the few unless the many can be decently self-supporting. This should be one of the purposes of cooperative measures, and the country overlooking this will build a nation of a few with all the advantages of wealth and education, and the vast number rightfully dissatisfied with their lot. Such is the history of military governments exalting the leaders and oppressing the vast majority, and excessive money power creates like conditions. The large interests have realized the results and have willingly donated funds as a sacrifice for all kinds of laudable enterprises for educational and charitable purposes. The fault has not been entirely theirs, for unfortunately the trend is to the cities and overcrowding, and the necessity of gaining livelihood encourages the payment of low wages. As a result also, in a good many instances, employes are "round pegs in square holes," and are overpaid, no matter what their compensation. They are in a large measure responsible for their position in life because they fail or are incompetent to exercise that degree of intelligence which helps to success. This is particularly unfortunate in an agricultural country and should direct cooperation to making these pursuits more attractive. The large establishments must be brought to realize that a good citizenship can not come of those who are willing or are compelled to accept charity. By accepting of such service and promoting the activities wherein low wages are essential, they have saddled upon themselves accompanying responsibilities. It is largely up to them to perfect plans for betterment of conditions which are now being subjected to much criticism by the public, who, by the way, are not as mindful of their own contribution to the system as they should be.

Doubtless many of you, and perhaps more particularly those from the smaller cities, have suffered loss of revenue by the detraction of trade through mail order schemes and catalogue houses. In order to impede the extension of these business methods, will require not only the cooperation of business men but of all thoughtful citizens. The National Association of Retail Merchants has education along these lines as one of its purposes, and should receive your encouragement.

Merchants in all towns should work together along well-studied plans for enlightening the citizens and farmers of the respective communities on this important subject. The local newspapers are dependent largely on the successful merchants, and they are in position to assist in this campaign of education. Merchants establish stores for the convenience of the farmers, this contributes gradually to the growth of the community and increased property values; destroy the merchants and the town becomes dead; property values decrease. Cooperation constitutes the mutual method of growth between the farmer and the merchant. Each is dependent on the other; when either one is hurt, immediately the strength and usefulness of the other is weakened. The very foundations of

our present cities were built on the growth of the small store and the town grew with it, and so it should continue to be. Our social system is constructed on these small beginnings of the country town. Some towns may grow on account of certain climatic or resourceful advantages, but in an agricultural country, the country merchant is the most important link between the farmer and what the farmer produces, and the increase in the value of his land comes from the stability and growth of the country town. Convince your farmers that this is their interest as well as yours. Then, the farmer has the advantage of the neighboring town's high school, opportunities given him by the progressive merchants who also pay further taxes that are providing better roads over which the farmer can more economically convey his produce.

So I might continue relevant arguments, many of which also hold good with regard to the diversion of trade from the druggist to the peddler. In this connection another viewpoint may be included, namely, that educational qualifications are exacted of the druggist to conduct his business. The peddler often assumes the position of physician and pharmacist without the least knowledge anent the application or compounding of medicines or the drugs themselves.

Cooperation is the keynote of a square deal for producers and distributors as well as consumers. Cooperation through organization has developed the great industrial enterprises and is necessary for the life of small business. Competition was once necessary, but now its importance and value rest in excellence of service and quality of products. It is the height of folly for business men to cut their own profits because the competitor may perchance be put out of business.

There is one material attribute of cooperation which is not fully appreciated or perhaps understood, and that is, it involves surrender of independence, and this frequently makes cooperation difficult because of the innate selfishness of man. If two people agree to cooperate in regard to any matter it means that each one of them must surrender some measure of his freedom in order to carry out the agreement, for if one made all the concessions, it would be working for only one of the parties. Now, of course, in the transaction of one class or organization with another, they are representative of the individuals. This would apply with arrangements between the clerk and proprietor, or organizations representing the two, or as between retailer, wholesaler and manufacturer. Cooperation invariably implies reciprocity.

The injustice and lack of wisdom that obtains in price-cutting is too well recognized to require elucidation, but for a general example: A manufacturer produces and exploits a meritorious article for which a price bearing a fair profit is fixed. In order to attract trade and link their own name with a good product, the price is cut by a dealer, obliging others to follow suit, and the result is inevitable dissatisfaction. As a further result, the sale of profitless articles under the established conditions is curtailed and displaced by others that are not as well known. The correction of this unfortunate condition has occupied the thoughts of all concerned, and every time a solution of the problem was seemingly effected, if no other interference appeared, then legal construction has spoken adversely. Consider the recent suit against the Kellogg Corn Flake Company, charging conspiracy, restraint of trade, subornation, oppression of the

consumer, and contraventions of the Hepburn law, which makes it a misdemeanor for a railroad to sell transportation at less than a fixed price.

A means will be found for the correction of price-cutting and competition dependent on price-cutting will be done away with. The trouble after all is largely that though cooperation is talked, there is lack of willingness to conform to the essential of cooperation, namely, that all parties concerned must be willing to surrender some measure of their freedom.

The plan recently put into practice, of a conference between associations of drug interests should prove advantageous, but provision should be made to adequately recompense those who give their time to this service. The large number meeting annually in convention can present valuable suggestions and shed light on every viewpoint, but a smaller body having all these different ideas before them for investigation can better systematize effective means of action.

The possibilities will become greater and better results will follow when there is stronger and more direct cooperation between State associations and National bodies. The individuals are occupied with business affairs, but their continued welfare must be looked after, and this should be one of the purposes of associations. In this progressive age with quick changes there has come a demand for such means.

Such need is also discerned in more strictly professional lines. Professor William Ostwald, the German chemical authority, tells in the *Scientific American* about the functions of the recently organized international society with headquarters in Munich, named "The Bridge." This association is intended to form a general clearing house and reference bureau for chemists all over the world. Professor Ostwald refers to the wonderful strides that science has made, and so rapidly, that scientists themselves can no longer keep pace with it, so that such cooperative assistance is necessary. Some central means is needed whereby chemical progress in all its numerous ramifications shall be suitably recorded, digested and made available. Such cooperative pharmaceutical work has been done by the hygienic laboratories of the U. S. Public Health and Marine Hospital Service, which was of great help to the Revision Committee of the United States Pharmacopoeia.

Professor Tschirch, of the University of Berne, has the same thought in mind for international service and suggests the establishment of a laboratory also, so as to extend the field of utility.

These references are made because I believe there is a necessity for similar work which should be undertaken by the American Pharmaceutical Association, and, therefore, strengthened by other reasons that can easily be given, this organization should have a permanent home where pharmaceutical information may be systematically recorded, and investigations serviceable for pharmacists may be made. At the same time, efficient assistance can be rendered in Pharmacopoeial and National Formulary work; and in cooperating with the laboratories of the American Medical Association might be helpful in many other ways.

Whatever cooperative work is done by the American Pharmaceutical Association should be done with a view of promoting the purposes of these profes-

sions and for the good of humanity. The improvement of our materia medica and the correction of deficiencies wherever they are known to exist, the production of better and more efficient means and methods for the prevention and treatment of disease, should be paramount to personalities and selfish interests. It should always be remembered that our knowledge relative to materia medica is not final, that we can not be dogmatic in the rejection or acceptance of medical agents; that judgment thereon must come only after due investigation.

It is impossible for the view of any individual to compass the whole domain of medical science and art. Unfortunately, humanity is selfish, and while higher education should and will modify the trait, there will always persist the desire to gain advantage by one over the other. There is a tendency of some who have acquired distinction to become dictatorial and receive the ideas of others with contempt, or at least without the unbiased judgment that should be given the endeavors of those who have a desire to be helpful and whose opinions may possibly not coincide with theirs. We are sometimes persuaded that ambition, jealousy and hatred are as evident in professional lives as in those engaged otherwise.

The work of pharmacists and physicians is interdependent and requires cooperative action; everyone who sincerely labors for advancement along these lines is entitled to an opportunity. Charlatans, or those who impose on the public and have no other motives than financial gain, should be exposed, and the public should be enlightened concerning products that can not possibly possess any real merit, or perhaps worse, are hurtful if their use is persisted in.

Cooperative work among associations, if properly directed, should have the same relative value as the work of members within an association. The "get-together proposition" is the problem of professions as well as of merchants and mechanics. We are generally agreed that the common interest of an association should be the interest of individual members. So the interests of different associations having certain objects in common can be directed by harmonious cooperation for profit of each association, and thereby every individual concerned is benefited. Further analysis proves that association service serves the individual who lends a helping hand in the promotion of common interests more than if he had directed his activities without concerning himself with the interests of others. It should be the spirit of those engaged in the drug business, whether they are most concerned in commercial or scientific pharmacy, and be the inspiration upon which we shall be lifted step by step to greater, broader and more hopeful things while laboring for our own interests and the welfare of humankind.

The advancement of pharmacy depends largely on those who enter upon this work, and in this selection the pharmacists may be helpful; the pharmacy schools and pharmacy boards, aided by the associations, are striving for higher qualifications, but this is impossible without the hearty cooperation of employers.

May I say here also that the success of a business depends on the concerted action of employer and employes, and that the lack of coordination in stores is not as uncommon as many suspect. The energy and enthusiasm displayed by employes when they are invited to work with the employer or manager for the

good of the business transcends by far the spirit evidenced when they are only directed to work for the head of the house.

Pharmacy must strive for advancement if the public is to receive the proper service; and if the people would exercise the same judgment in the selection of the pharmacist that they do in employing a physician, the chain of cooperation would be strengthened.

So the linkage of cooperation might be traced through every activity, and the progress if not the continuance, is dependent thereon. Successful cooperation requires above all a coherent plan which can be explained to the participants and which will in its working so far conform to the nature of things as to be practical.

Everyone should be given a fair opportunity of sharing in the profits and prosperity of this country; cooperation should be conspicuous in every activity, joining together employer and employed as comrades, not estranged as conspirators, but working together for respective common interests and good, exhibiting loyalty, efficiency and service with a determination to live right and think right.

AN INTERNATIONAL PHARMACOPOEIA.

Scientific progress is now international, and through the medium of the professional press each advance recorded in some foreign country is rendered accessible to all engaged in the same branch of study or research throughout the world. But today it is not the problem of a common tongue, such as Latin in the Middle Ages, which must be solved; the difficulty lies in another direction. Science in all its branches has become so complex that a number of more or less generally recognized standard terms have to be employed, and comprehension of some new discovery or progress, and its intelligent utilization, are based on the uniform value of certain expressions. In medicine and pharmacy uniformity in the strength of preparations answering to identical names is the first postulate for an internationalization of therapeutics, and the first step towards the attainment of this ideal was effected at the 1902 Brussels Conference on the Unification of Pharmacopoeial Formulas of Potent Drugs. Much remains to be done, however, before absolute uniformity as regards the strength and method of assay is attained in the case of several potent drugs with regard to which variations still exist between several Pharmacopoeias. It is at this moment, when the demand for a fresh conference is being heard, that Professor Tschirch comes forward with a communication to the "Schweizerische Wochenschrift für Chemie und Pharmazie," drawing attention to the waste of energy which at present takes place by each country conducting its pharmacopoeial research work practically independently of the advances recorded in other countries, so that a great deal of work is often unnecessarily duplicated. On the other hand, each country has a tendency to give preference to the work published in its own language, so that the advances achieved in other countries are either ignored or a knowledge of them is gained only through the medium of an abstract. He proposes that an International Pharmacopoeia Bureau, with its seat in Berne, should be estab-

lished with the object of collecting all publications referring to pharmacopoeial revision, the analysis and assay of drugs. Annually a volume of abstracts of such publications would be issued by this bureau in French, English and German. The Professor is of opinion that the abstracts could be contained in a volume of about 1000 pages. But the work of the bureau should not be confined to abstracting only; he wishes to see it equipped with a laboratory in which assay methods could be subjected to careful revision, with a view to comparing the methods adopted by the various Pharmacopoeias in order to determine the best method. The Brussels agreement merely states the alkaloidal content of a drug, but gives no method of assay, so that the processes prescribed by various Pharmacopoeias yield varying results. Professor Tschirch suggests that the Swiss Pharmaceutical Society should petition the Federal Council to invite members of all the pharmacopoeial commissions to a conference in Berne in order to discuss his proposal and possibly establish a program of work.—*The Chemist and Druggist*.

DRUGGISTS GO ON STRIKE.

As a result of obnoxious regulations prepared by the Minister of Finance, imposing additional taxes on specific medicines and on perfumes, whether made in or imported into Argentina, more than 400 druggists in the city of Buenos Ayres went on a strike and locked up their stores. The objection of the trade was not to the taxes themselves, because these will be put off on the consumer, as is the present stamp tax, but to the mode in which they were to have been imposed and to the harassing and inconvenient regulations for their collection. Especially objectionable is the graduation of the tax according to the price of every article charged to the consumer, the different prices to be indicated by the stamps to be affixed to the bottles, boxes and packets. The expense that would have been incurred in the work of stamping is estimated by the druggists at 25 percent of the tax. The wholesale stores and the retail shops were closed as a protest, and the stores in which perfumery was sold gave notice to the public that the sale of this article was suspended.

The government tried to meet the emergency by authorizing the dispensaries of the Public Assistance Department and the National hospitals to make up medical prescriptions for the public at cost price, and the private hospitals also opened their dispensaries for that purpose, but in a week at most there would have been a scarcity of drugs in those places. The Acting President of the Republic had a conference with the druggists and it was arranged that a committee should be appointed to devise a more satisfactory mode of collecting the new tax.—*Voice of the Retail Druggist*.