

THE SECTION ON PRACTICAL PHARMACY AND DISPENSING.

The First Session of the Section on Practical Pharmacy and Dispensing was called to order by Chairman R. E. Terry on Thursday, July 30th, 9:00 A.M. Secretary W. Paul Briggs presided during the reading of the chairman's address. Tribute was paid to the memory of Robert J. Ruth, a former chairman of this section. The address of the Chairman follows.

THE ADDRESS OF THE CHAIRMAN.

BY RALPH E. TERRY.

It is my pleasant duty to welcome you to the sessions of the Section on Practical Pharmacy and Dispensing, a very pleasant obligation, and I hope you will find in these meetings much of interest to you, and carry home with you information for practical application.

Pharmacy exists because of the need for the practice of a highly technical art and professional activity. For many years we have had professional pharmacists, few it is true, but well known and very important members of their respective communities. All of us have noted the great increase in the number of these professional stores in the last few years; those who own and conduct these stores are imbued with the idea of the practice of professional pharmacy. This is as it should be, and as long as the members continue in that line of thought, all is well. We are familiar with the slogan, "Cut-Rate" and other methods of advertizing by the "Modern Drug Store," and what they have come to mean during the changes of years.

What problems does the situation present and what are we to do about it? Define clearly what is meant by the term—Professional Pharmacy; established qualifications for its practice. By non-coercive means hold the members of the profession within certain ethical limits. Thus, with these three points discussed, the foundations may be laid for thought along these lines. This is intended as a starting point for further discussion. It is to be realized that all these points advocated may adjust themselves. What the future holds is unknown, but if thought is given and action follows slowly, the tendency is to fulfil the desires.

Taking the first point—"What is Professional Pharmacy?" It would seem that the shortest and most complete definition would be something like this—The practice of the technical art of pharmacy in an ethical manner. Perhaps you do not agree with this, there are many possible additions or modifications which suggest themselves to everyone. We all agree, however, that it is a practice in which we are engaged; it certainly is technical for it not only requires manual manipulation but also scientific knowledge, and the latter is probably the most important. The relationship of the practice of pharmacy as an ethical or as a non-ethical calling can be readily called to mind.

What are the qualifications needed for the practice of the technical art of pharmacy in an ethical manner? There are two very important factors needed and it is rather difficult to say which is most important. One makes for more apparent success while the other is just as important. These two factors are professional skill and personality. The qualifications for the professional skill are perhaps more easily regulated, for we can say how much training an individual must have and trust that during this schooling only the more adept will finish. But the second factor is very difficult, well-nigh impossible to control. And yet in answering the third phase of this discussion a method is suggested—How is it possible by non-coercive means to limit the actions of the members to certain ethical limits? This is the keystone of the whole structure, and it is possible by educating these newer members relative to their obligations. This is not to be effected quickly, but will have to be worked on consistently year after year until it is accomplished. The members of this ASSOCIATION are fitted to teach and impress the doctrine of ethical relationships in the practice of pharmacy. This has been said before, but it seems as if this is a crucial time and there is distinct need for reiteration of these principles and impress the fundamentals. The younger men in the field who have not had the opportunity to come in contact with these important phases should be made acquainted with them so as to regulate their conduct.

This has been all very general; it is the purpose of these statements to bring forth discussion and if possible to formulate means of forwarding the work, if this group thinks the advisability of such a step desirable.

Turning now to the business of the Section it may be pointed out at this time, that considerable time will be available for the discussion of the papers presented and it is hoped that

the members will avail themselves of this opportunity for round-table discussions. In the matter of recommendations, your chairman feels that the following should be offered:

1. The Committee on Glass Standardization through Dr. H. V. Army feel that they have completed their work as a body and that future research may well be carried on as individual enterprises. It is recommended that the Committee on Glass Standardization be discontinued.

2. It is further recommended that the members of the Committee, particularly Dr. Army, be accorded a hearty vote of thanks for their splendid work.

At this point I wish to express my appreciation for the assistance I have received from the other officers of the Section, especially Secretary Briggs. It is through his efforts that we are able to present such a group of fine papers as we have here to-day.

The address of the chairman was referred to a Committee consisting of W. G. Crockett, John C. Krantz, Jr., and L. W. Rising. The Committee on Nominations was appointed consisting of John C. Krantz, Jr., *Chairman*, W. J. Husa and William Gray.

The reading of papers was taken up as follows:

"Turbidity Standards for Pharmacopœial Waters and Solutions," by Samuel Claman, C. Jelleff Carr and John C. Krantz, Jr.

"Studies in Filtration of Pharmacopœial Products," by J. C. Krantz, Jr., and C. Jelleff Carr. (Published in August JOURNAL, pages 784-786.)

An illustrated paper on "The Florida Sponge Industry," by Fred H. Heath and Perry A. Foote.

(The slides showed all phases of the sponge industry and are mentioned in the paper to be published.)

The next paper related to "The Preparation of Diluted Hydriodic Acid and Syrup of Hydriodic Acid," by Wm. J. Husa. (The paper is printed in the August number of the JOURNAL on page 759.) Relative to it John C. Krantz, Jr., stated that the Committee on Inorganic Chemicals of the Pharmacopœia had changed the basis of standardization of the diluted inorganic acids from a weight to weight basis to volume basis. That there was considerable discussion on the part of certain manufacturers relative to this change. Personally, he was opposed to omitting formulas for making these preparations.

The next paper was by R. K. Miller, H. G. DeKay and C. O. Lee on "A Proposed Formula for Zinc Oxide Ointment." (It is published on page 779 of the August JOURNAL.)

The next paper was by Robert P. Fischelis on "The Quality of Tincture of Digitalis Dispensed by Pharmacists."

(Owing to the absence of the author the paper was read by title.)

The next order of business was an interesting talk by H. W. Moore on "The Effects of Alcohol." Dr. Moore has been working at Tulane University on the subject of "Ginger Paralysis."

The address was deferred until the next session.

Prof. Anton Hogstad delivered an illustrated address demonstrating that professional pharmacy pays. (It is hoped to publish a summary of the address in one of the succeeding issues of the JOURNAL.) The Section adjourned to visit the professional pharmacy of William E. Fossett in Miami.

JOINT SESSION SCIENTIFIC SECTION AND SECTION ON PRACTICAL PHARMACY AND DISPENSING, THURSDAY, JULY 30TH, 8:00 P.M., PROCTER HALL.

To avoid duplication in printing, reference is made to the program of the minutes of the Scientific Section.

SECOND SESSION.

The Second Session of the Section on Practical Pharmacy and Dispensing was called to order by Chairman R. E. Terry, at 2:00 P.M., July 31st. The Chairman announced as the first order of business the illustrated lecture on the "Effects of Alcohol on the Human System," by H. W. Moore of the Bureau of Industrial Alcohol.

Dr. Moore stated that he was delegated to represent Dr. Doran who was in Europe on official business. He acknowledged his inability to fully represent Dr. Doran, whose ability was recognized everywhere. The Bureau of Industrial Alcohol realizes the value of alcohol in industry and for that reason is desirous of assisting the legitimate industry in every way possible.

Dr. Moore stated that up to a few years ago he was assistant chief surgeon for the North-

western railroad and in this work alcohol was used quite freely in accident cases. He remembered also how the uses of alcohol were explained in schools. However, in his opinion it had been proved that alcohol does harm to the human system. He continued his talk along these lines and then explained that industrial alcohol is a necessity for many purposes. The remainder of the lecture was illustrated by lantern slides. (We hope to have the address of Dr. Moore for a later issue of the JOURNAL.)

The next paper of the program was by Frederick Grill on "Microscopic Identification of Ephedrine with Nitrous Acid." The reading of papers was continued as follows:

"An Experimental Study of the Deterioration and Assay of Spirit of Ethyl Nitrite," by M. J. Andrews.

"Solution of Iodine for Germicidal Purposes from the Pharmaceutical Standpoint," by Charles H. LaWall and Linwood F. Tice.

"Solution of Iodine for Germicidal Purposes from the Bacteriological Standpoint," by Lewis Gershenfeld and Ruth E. Miller.

"Solution of Iodine for Germicidal Purposes (from the standpoint of variations in the germicidal properties of iodine solutions imposed by the influence of solvents)," by George M. Karns and George D. Beal.

"A New Iodine Ointment for Antiseptic Purposes." (This paper is printed in the August number of the JOURNAL on page 783.)

The Committee on President's address reported that the recommendations made by the Chairman be submitted in the form of resolutions by the delegate of the Section on the House of Delegates. (See report in September JOURNAL, page 993.)

On motion duly seconded and carried the report was accepted.

The Committee on Nominations presented the following names for officers for the ensuing year: *Chairman*, A. O. Ziefle; *Vice-Chairman*, W. Paul Briggs; *Secretary*, R. E. Terry; *Delegate to the House of Delegates*, I. A. Becker.

In due order the officers named were elected for the ensuing year.

The Second Session of the Section on Practical Pharmacy and Dispensing was then adjourned.

SECTION ON COMMERCIAL INTERESTS.

The First Session of the Section on Commercial Interests was called to order by Chairman Joseph G. Noh on Thursday, July 30th, at 9:30 A.M.

Chairman Noh said that "this year had brought about a number of changes in the commercial aspects of the drug business and due to these changes—brought about, perhaps, because there is not closer coöperation within the divisions of the profession and the drug-trade activities—the drug business has fallen off considerably. This has made us realize that we must be keener in looking after the commercial interests. The coming year will bring about still more changes because of certain elements. The survey being conducted in St. Louis should bring some very good statistics for the retail druggists to profit by. In St. Louis there is a very drastic 'cut price' situation and which, with the survey, should develop interesting data. The survey conducted by W. Bruce Philip in California has brought out some very startling results; in fact, so startling that a great deal of thought has been given the matter and, in my opinion, if he is permitted to go through with his plans we will perhaps have some changes that will be of great importance to the retail drug business of the country. Mr. Philip has said that a large number of druggists have requested that a similar survey be conducted in their respective states. He has also received word from the Canadian Pharmaceutical Association indicating that they are very much interested in the survey. The paper by Mr. Philip is to be presented before the second session of the Section on Commercial Interests and will throw some light on the commercial side of pharmacy which will aid in developing new plans."

The report of Secretary Leon Monell was called for. He stated that there has been considerable difficulty in securing papers for the Section on Commercial Interests this year. He thought, however, that the members would be pleased with the number of responses which have resulted in a very interesting program. He said that Chairman Noh had sent out about 100 letters and almost a like number of replies to these communications. The Secretary had sent

out about a like number and corresponding replies to communications. The replies came from all parts of the country showing that the interest in the Section is national in scope.

Chairman Noh announced as the first paper of the session, that by L. C. Zopf of the University of Iowa on "Why We Teach Principles of Window Trimming at the College of Pharmacy." In the absence of the author Prof. Zada M. Cooper presented the paper. In discussing the paper G. H. Grommet said that in Florida there were many stores without show windows and consequently the wholesale houses in Florida had comparatively few inquiries for window displays.

Paul C. Olsen said that in Philadelphia window displays have become very popular in drug stores, but there has been the difficulty in Florida and California pointed out by Mr. Grommet, that most of the stores had open fronts and no show windows.

Mr. Grommet thought light card board used for displays would, perhaps, be an improvement. In reply Mr. Olsen said that he was fearful light card board would not keep its shape.

Secretary Monell inquired relative to the time of the course in which window trimming was taught. Professor Cooper said that it is required of the freshmen, but it is possible that the course may be extended to the upper classes.

The next paper was by G. H. Grommet on "The Ten Cent Table in the Drug Store." (The paper will be published in a succeeding issue of the JOURNAL and in that connection the discussion, which was quite extended, will be printed.)

The next paper was entitled "Average of Price of Prescriptions in Columbus, Ohio, and Buffalo, N. Y.," by Clarence M. Brown and Leon Monell. The paper is printed in the September JOURNAL, beginning on page 901.

Mr. Grommet inquired relative to the minimum price on prescriptions and asked whether there were any instances of filling the prescription for less than 50¢. He had always maintained that 50¢ is the minimum to be charged for the prescription. Mr. Monell replied that in Buffalo several stores were found that charged as low as 15¢ and the conclusions he had reached were that about 10% of prescription work is charged at a price below 50 cents.

Mr. Brown stated that 10% was a little high. Frequently the doctors tell the patient that the medicine should cost not more than a certain price and if that price is exceeded the patient explains what the doctor had said.

Mr. Grommet stated that it was not right for the physician to make a price for the pharmacist any more than that the pharmacist would make a price on the physician's charges.

C. Leonard O'Connell agreed that the physician should not fix the price on the prescription and he thought the talking point of a pharmacist should be the kind of professional service given to the patient, just as the physician's value is service.

Mr. Grommet stated that conducting a prescription store requires a certain amount of salesmanship just as one devoted chiefly to selling merchandise. When manufacturers send out a detail man they do so after drilling him in sales ability. The pharmacist must sell his services to the public and the physician with a full knowledge of the importance of his services. When physicians are informed relative to the viewpoint of the pharmacist in compounding prescriptions they will understand that a higher charge is made for the protection of the patient and of the physician.

Secretary Monell said that the professional side should always be emphasized.

Chairman Noh stated that this Section of the A. PH. A. is doing a great work in promoting the interests of the retail druggist. Papers of the type discussed bring out many valuable facts by which the retailer profits.

Chairman Noh appointed the Committee on Nominations, as follows: Russell B. Rothrock, Indiana; J. W. Slocum, Iowa; G. H. Grommet, Florida. As members of the Committee on Resolutions, the following: Charles J. Clayton, Colorado; Mrs. Fayette H. Philip, California; Henry Brown, Pennsylvania.

The first paper, on "Drug Store Survey of St. Louis," by F. A. Delgado of the Department of Commerce, was read by Dr. Charles E. Caspari. (The paper is to be printed in a succeeding issue of the JOURNAL together with discussion thereon.)

The next paper presented was entitled "Is the Manufacturer Coöperating?" by J. W. Slocum. (To be printed with discussion.)

The First Session of the Section on Commercial Interests was then adjourned.

SECOND SESSION.

The Second Session of the Section on Commercial Interests was called to order by Chairman Noh on Friday, July 31st, at 2:15 P.M. The Chairman announced that the first order of business would be a discussion of the paper read at the First Session on "Is the Manufacturer Coöperating?" (The discussion will be made part of the paper.)

The paper was by W. Bruce Philip on "What Is Substitution from a Commercial Pharmacy Viewpoint?" (To be printed with the discussion.) At the conclusion of the discussion on the paper a resolution was offered which is embodied in the resolution printed in the August JOURNAL, A. PH. A., number 25.

The next paper of the program was by James T. Dumas on "The Manufacturer and Honest Merchandising Conditions." (To be printed with discussion thereon.)

The next paper was on "Merchandising Pharmacy Products Possible," by J. J. Nichols. (The paper was read by title and referred for publication.)

The next paper was entitled, "Drug Store Vocabulary and Department," presented by Mrs. Fayette H. Philip. (To be printed with discussion.)

Tribute was paid to the memory of Robert J. Ruth. The title of a paper by the deceased on "Building Business with Professional Windows" was read by title.

The two following papers were also read by title, "Purdue University Pharmacy Extension Department," by J. L. Weinland, and "Revelations—Some Idea of Stock Control and Turn Over," by George W. Colborne, Jr.

The next paper was by Dr. John L. Dandreau on "Educating Physicians to Prescribe Official Preparations." (To be printed with discussion.)

The following papers were read by title, "Our Best Customer's Baby" and "The Ice Cream Situation," by Samuel Krone.

The next paper was on "Meeting Cut Price Competition," by Wm. Emerich. There was no discussion.

The next paper was by R. W. Rodman on "Radio Merchandising." (Printed in the August JOURNAL, pages 777-779.)

The paper on "Vanishing Profits," by C. Leonard O'Connell was read by title.

Leon Monell then read a paper on "Some Facts Brought Out by the New York Questionnaire on Business Conditions in 1930."

The Committee on Nominations presented the following names as nominees: For *Chairman*, Rowland Jones, South Dakota; *Vice-Chairman*, Leon Monell, New York; *Secretary*, John A. J. Funk, Indiana; *Delegate to the House of Delegates*, Joseph G. Noh. The nominees were elected in due order.

Chairman Noh thanked the members for the honor conferred on him and expressed his thanks for the assistance given him by the Secretary and other members of the Section.

The Chairman then installed the officers-elect.

A rising vote of thanks was given to the retiring officers.

The officers for the ensuing year expressed their appreciation of the honor conferred by the election and promised their best endeavors in making next year's program a success.

Chairman Jones spoke on "The Importance of the Section on Commercial Interests," and asked for coöperation during his term of office.

The Second Session of the House of Delegates was then adjourned.

SECTION ON HISTORICAL PHARMACY.

The First Session of the Section on Historical Pharmacy was called to order by Chairman John Thomas Lloyd on Wednesday, July 29th, at 2:00 P.M. Secretary L. E. Warren presided during the reading of the Chairman's address. It follows:

CHAIRMAN'S ADDRESS.

BY J. T. LLOYD.

Comments Concerning the Origin of the Historical Section of the AMERICAN PHARMACEUTICAL ASSOCIATION.

Although from the beginning the programs of the AMERICAN PHARMACEUTICAL ASSOCIATION often embraced papers of historical interest, for the first half century after its founding,